

**Dan Ives** | ETFMG Cloud Technology Expert | October 2, 2020

The last few weeks have seen general softness in tech stocks as investors continue to worry that FAANG names and the tech sector have created valuations tough to justify with tech bubble talk abound. While the rally over the last six months has been parabolic, we believe transformational fundamental growth drivers across the tech sector and a further re-rating of tech stocks looking ahead continue to make us bullish heading into year-end. While there are some white knuckles among investors, we believe tech stocks could still go another 20%-25% higher led by FAANG names, cloud software, and cyber security. In a market starved for growth, the secular growth themes around the tech sector are unprecedented and not comparable to anything I have seen as a tech analyst on the Street for two decades, with the COVID-19 backdrop accelerating growth stories by 1-2 years in many cases.

Green light to own tech stocks despite pullback fears. Taking a step back, our unwavering bullish view of tech stocks during this pandemic and hand holding investors through this once in a century Category 5 storm has been predicated on a two-phase thesis. The first phase has largely played out as cloud (Microsoft/Amazon/Google), consumer services (Apple, Amazon, Netflix, Disney), cyber security (Zscaler, Palo Alto, Fortinet among others), and work from home (Zoom, DocuSign, Citrix, Slack) vendors have been the foundational areas of the technology food chain to see disproportional strength and navigate consumers and companies through this turbulent period with the stocks largely reflecting this dynamic. Now we start to enter the second phase as the economic rebound slated for 2021 will likely super charge the fundamentals and growth trajectories of well positioned tech stocks for the next chapter of this recovery. We view this next phase resulting in Street numbers moving markedly higher and a further valuation paradigm changer as the "risk on" trade and hunt for secular growth stories will be the focus for tech investors heading into year-end, despite volatility and general nervousness around US/China trade tensions and the November elections.

Cloud front and center. We believe this coronavirus pandemic is a key turning point in the technology world around deploying cloud driven environments as our long standing projections of moving from 33% of workloads in the cloud to 55% by 2022 now look conservative as these targets could be reached a full year ahead of expectations given this pace. With our expectations of a trillion dollars to be spent in the cloud over the next decade, there will be many beneficiaries (cyber security, data center plays, cloud stack/enablers, hybrid cloud, applications) across the technology landscape with Microsoft (Azure) and Amazon (AWS) two of the core vendors that will continue to see an acceleration of cloud infrastructure spending during and after this dark coronavirus storm passes.

---

## Meet the Expert



### **Dan Ives**

**Managing Director & Equity Analyst,  
Wedbush Securities**

World renowned software and technology analyst with 20+ years experience educating on cloud computing, cyber security, big data and the mobile landscape. His vision behind the ETF stems from an investor demand for direct global exposure to the "cloud enabler" companies he has been covering for decades.



***Carefully consider the Fund's investment objectives, risks, and charges and expenses before investing. This and other information can be found in the Fund's summary or statutory prospectuses, available on [www.etfmg.com](http://www.etfmg.com). Please read the prospectus carefully before investing.***

Investing involves risk, including the possible loss of principal. Shares of any ETF are bought and sold at market price (not NAV), may trade at a discount or premium to NAV and are not individually redeemed from the Fund. Brokerage commissions will reduce returns. Narrowly focused investments typically exhibit higher volatility. Cloud Technology Companies may have limited product lines, markets, financial resources or personnel. These companies typically face intense competition and potentially rapid product obsolescence. In addition, many Cloud Technology Companies store sensitive consumer information and could be the target of cybersecurity attacks and other types of theft, which could have a negative impact on these companies. As a result, Cloud Technology Companies may be adversely impacted by government regulations, and may be subject to additional regulatory oversight with regard to privacy concerns and cybersecurity risk. These companies are also heavily dependent on intellectual property rights and may be adversely affected by loss or impairment of those rights. Cloud computing companies could be negatively impacted by disruptions in service caused by hardware or software failure, or by interruptions or delays in service by third-party data center hosting facilities and maintenance providers. Cloud Technology Companies, especially smaller companies, tend to be more volatile than companies that do not rely heavily on technology. Companies in the technology field, including companies in the computers, telecommunications and electronics industries, face intense competition, which may have an adverse effect on profit margins.

The Fund is distributed by ETFMG Financial LLC, which is not affiliated with Wedbush Securities, Prime Indexes, or Level ETF Ventures.