

# SMA High Yield Bonds Strategy

Q3 2019



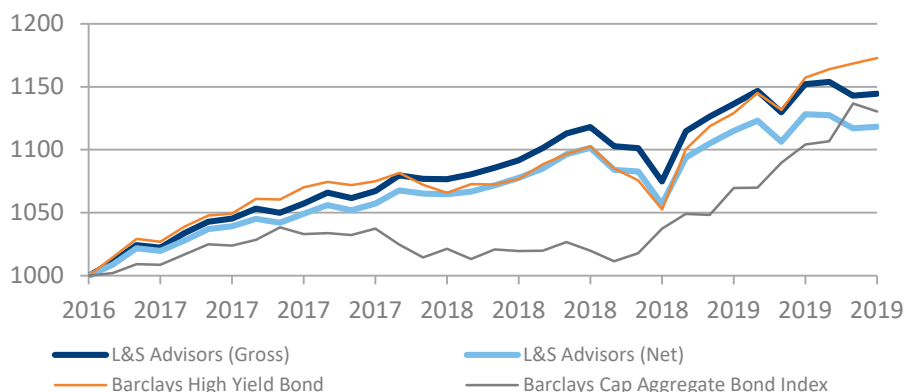
## Strategy Objective

Seeks to generate high levels of taxable income and modest capital appreciation by investing in intermediate-term bonds that are rated as non-investment grade (below BBB or Baa) by the major bond rating agencies.

## Strategy Highlights

- Produces higher return with less interest rate risk.
- Primary focus on safety of principal and issuer's ability to meet all obligations across varying market conditions.
- Analysis of balance sheet and cash flow, with consideration of industry competitive dynamics, uncovers undervalued securities in a replicable manner.
- Boutique size enables the purchase of smaller issues unavailable to larger firms.

## Growth of a \$1,000 Investment



Please note all Characteristics, Performance, Allocation and Holding information as of September 30, 2019.

|                                   | Annualized Returns |        |         |       |       |
|-----------------------------------|--------------------|--------|---------|-------|-------|
|                                   | QTD                | YTD    | 12 Mos. | 3 Yr. | ITD   |
| L&S Advisors (Gross)              | -0.67%             | 6.47%  | 2.36%   | N/A   | 5.03% |
| L&S Advisors (Net)                | -0.88%             | 5.83%  | 1.53%   | N/A   | 4.15% |
| Barclays High Yield Bond          | 1.33%              | 11.41% | 6.36%   | N/A   | 5.97% |
| Barclays Cap Aggregate Bond Index | 2.38%              | 8.96%  | 10.83%  | N/A   | 4.56% |

|                                   | Calendar Year Returns |        |       |
|-----------------------------------|-----------------------|--------|-------|
|                                   | YTD                   | 2018   | 2017  |
| L&S Advisors (Gross)              | 6.47%                 | 0.71%  | 6.73% |
| L&S Advisors (Net)                | 5.83%                 | -0.06% | 5.74% |
| Barclays High Yield Bond          | 11.41%                | 5.74%  | 7.50% |
| Barclays Cap Aggregate Bond Index | 8.96%                 | 0.01%  | 3.73% |

## Characteristics\*

|                        | L&S Advisors | Barclays High Yield |
|------------------------|--------------|---------------------|
| Number of Holdings     | 101          | 1878                |
| Yield to Maturity      | 7.78%        | 6.32%               |
| Yield to Worst         | 7.25%        | 5.69%               |
| Convexity to Maturity  | 0.09         | 0.29                |
| Modified Duration      | 1.84         | 3.12                |
| Current Yield          | 6.56%        | 6.38%               |
| Average Credit Quality | B+           | B+                  |
| Alpha **               | -0.61        | --                  |
| Beta **                | 0.81         | 1                   |
| Sharpe Ratio **        | 1.16         | 1.44                |
| Std.Deviation **       | 3.57         | 4.09                |

\* Characteristics exclude non-fixed income and non-individual securities held in some accounts of composite. \*\* Characteristics are based on net-of-fee returns from inception to date.

## Top Allocations

| Industrials            | %      |
|------------------------|--------|
| Industrials            | 25.60% |
| Energy                 | 19.70% |
| Consumer Discretionary | 17.80% |
| Financials             | 10.20% |
| Materials              | 7.00%  |
| Communication Services | 4.50%  |
| Other                  | 3.80%  |
| Health Care            | 3.60%  |
| Information Technology | 3.30%  |
| Real Estate            | 1.70%  |
| Utilities              | 1.50%  |
| Cash & Equivalents     | 0.90%  |
| Municipal Bonds        | 0.40%  |
|                        | 100%   |

## Top Bond Holdings\*\*\*

| Holding           | %      |
|-------------------|--------|
| CONNS INC         | 4.13%  |
| MAGNACHIP         | 3.31%  |
| QUAD GRAPHICS     | 3.19%  |
| NATIONSTAR MORT   | 2.84%  |
| FORUM ENERGY TECH | 2.77%  |
| TRIUMPH GROUP     | 2.64%  |
| RANGE RESOURCES   | 2.63%  |
| TRANSDIGM INC     | 2.61%  |
| APX GROUP INC     | 2.59%  |
| VISTA OUTDOOR     | 2.55%  |
|                   | 29.27% |

\*\*\* Non-individual bond holdings held in some accounts of the composite have been excluded.

## Investment Team

**Ken Malamed**  
Portfolio Manager & Sr. MD  
48 years experience  
11 years with strategy

**Bennett Gross**  
Dir. Research & President  
33 years experience  
2 years with strategy

**Matthew Nussbaum**  
Sr. Analyst  
4 years experience  
2 years with strategy

## Contact Information

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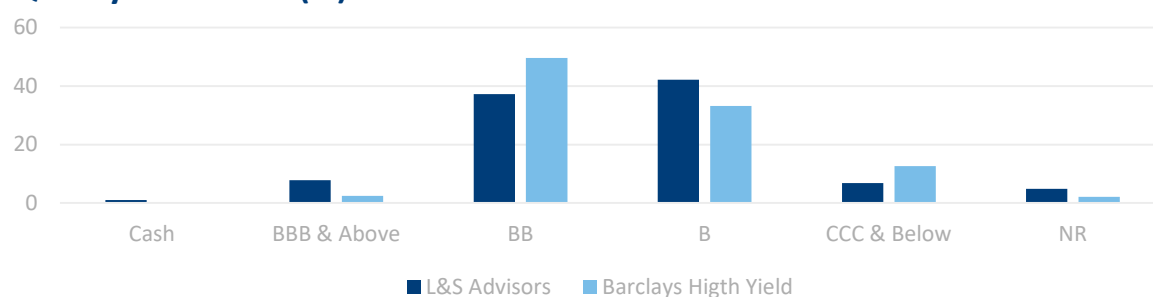
## Strategy Philosophy

Most investors like to think about the traditional style box when it comes to investing. For fixed income investors, this means analyzing interest-rate sensitivity (duration) on one axis and credit quality on the other. We believe that through rigorous, bottom-up research, we can expand our opportunity set beyond our benchmark which in turn enhances our ability to exploit market inefficiencies. These core investment principles have been the focus of the strategy since inception. We believe by pursuing companies who are improving their balance sheet, we can seek to provide significant alpha while limiting risk over a full market cycle (5 years).

## Net Monthly Performance

|      | Jan  | Feb   | Mar   | Apr  | May   | Jun  | Jul   | Aug   | Sep  | Oct   | Nov   | Dec   | YTD   | BARC High Yield |
|------|------|-------|-------|------|-------|------|-------|-------|------|-------|-------|-------|-------|-----------------|
| 2017 | 0.87 | 1.29  | -0.19 | 0.79 | 0.90  | 0.23 | 0.56  | -0.29 | 0.69 | 0.64  | -0.39 | 0.52  | 5.74  | 7.50            |
| 2018 | 0.99 | -0.26 | -0.03 | 0.18 | 0.48  | 0.55 | 0.68  | 1.05  | 0.46 | -1.59 | -0.12 | -2.39 | -0.06 | -2.08           |
| 2019 | 3.50 | 1.03  | 0.90  | 0.72 | -1.49 | 1.99 | -0.07 | -0.93 | 0.13 |       |       |       | 5.83  | 11.41           |

## Quality Allocation (%)



## Disclosure

L&S Advisors, Inc. ("L&S") is a privately owned corporation headquartered in Los Angeles, CA. L&S was originally founded in 1979 and dissolved in 1996. The two founders, Sy Lippman and Ralph R. Scott, continued managing portfolios together and reformed the corporation in May 2006. The firm registered as an investment adviser with the U.S. Securities and Exchange Commission in June 2006. L&S performance results prior to the reformation of the firm were achieved by the portfolio managers at a prior entity and have been linked to the performance history of L&S Advisors. The firm is defined as all accounts exclusively managed by L&S from 10/31/2005, as well as accounts managed in conjunction with other, external advisors via the Wells Fargo DMA investment program for the periods 05/02/2014, through the present time.

L&S claims compliance with the Global Investment Performance Standards (GIPS®). L&S has been independently verified by Ashland Partners & Company LLP for the periods October 31, 2005 through December 31, 2015 and ACA Performance Services for the periods January 1, 2016 to December 31, 2018. Upon a request to Sy Lippman at slippman@lsadvisors.com, L&S can provide the L&S Advisors GIPS Annual Disclosure Presentation which provides a GIPS compliant presentation as well as a list of all composite descriptions.

High Yield Bonds Strategy Composite seeks to invest in bonds that are rated as below investment grade by the major bond rating agencies (below BBB or Baa). High yield bonds are typically issued by companies with above average debt levels on their balance sheet. High yield bonds may also include bonds of companies that have been downgraded by rating agencies. High yield bonds are rarely issued with maturities longer than 10 years, so a high yield portfolio is likely to have an average maturity of intermediate duration. High yield bonds provide significantly higher income for investors than do government bonds or investment grade corporate bonds. This high level of income, combined with the shorter average maturities, tends to help these bonds perform well in rising interest rate environments. Individual high yield issues will be selected by a thorough analysis of a company's ability to meet its obligations. In general, high yield portfolios will attempt to be well-diversified to reduce the risk of any singular credit event. This strategy is particularly attractive for investors seeking a higher level of income than that available in most other assets. Portfolios of high yielding bonds carry a higher credit risk than do investment-grade bond portfolios, but this higher risk tends to be compensated for with a significantly higher level of income. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Composite performance is presented gross of foreign withholding taxes on dividends, interest income, and capital gains. Past performance is not indicative of future results. The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net-of-fee performance was calculated using actual management fees. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. The investment management fee schedule for the composite is 1.50% on the first \$3 million, 1.25% on \$3 million to \$5.9 million, and 0.75% on \$6 million plus. Actual investment advisory fees incurred by clients may vary.

For comparison purposes the composite is measured against the Bloomberg Barclays U.S. Corporate High Yield Bond Index. The Bloomberg Barclays U.S. Corporate High Yield Bond Index measures the USD-denominated, high yield fixed-rate corporate bond market. Securities are classified as high yield if the middle rating of Moody's Fitch and S&P is Ba1/BB+/BB+ or below. Bonds from issuers with an emerging markets country of risk, based on Barclays EM country definition, are excluded. The benchmark is compounded on a monthly basis and returns are geometrically linked to calculate an annual return. The Barclays Capital Aggregate Bond Index is a market capitalization-weighted index, maintained by Barclays Capital; the index is designed to reflect investment grade bonds traded in the United States. Indexes are not available for direct investment. The Barclays Capital Aggregate Bond Index is a market capitalization-weighted index, maintained by Barclays Capital; the index is designed to reflect investment grade bonds traded in the United States. Indexes are not available for direct investment. All characteristics and quality allocation data provided by Bloomberg.

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