# SMA Tactical Equity Income Strategy





# **Strategy Objective**

Seeks to limit client exposure to both sector specific and systemic market events, while providing income. This process seeks to produce a high and growing dividend yield while balancing capital preservation with growth of capital over a full market cycle.

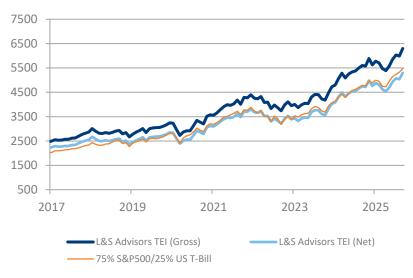
### **Investment Universe**

- U.S. issues and ADRs: Unconstrained; can add MLPs, REITs, or commodity ETFs if appropriate.
- · No leverage, options, or shorting.

## **Strategy Strengths**

- Top-down macroeconomic analysis utilizing proprietary tool with thematic overlays.
- Tactically adjusts sector / Industry exposure. Can be concentrated, including up to 100% cash.
- History of both preservation of client capital and long-term capital appreciation.

# Growth of a \$1,000 Investment



## **Performance**

Please note all Characteristics, Performance, Allocation and Holding information as of September 30, 2025

Annualized Returns								
	Q3	YTD	12 Mos.	3 Yr.	5 Yr.	7 Yr.	10 Yr.	ITD
L&S Advisors (Gross)	7.56%	11.92%	12.46%	19.00%	13.97%	11.55%	10.58%	9.68%
L&S Advisors (Net)	7.35%	11.27%	11.59%	18.09%	13.11%	10.72%	9.73%	8.73%
75% S&P 500/25% UST	6.34%	11.94%	14.33%	19.80%	13.22%	11.70%	12.10%	8.91%

Calendar Year Returns										
	2025	2024	2023	2022	2021	2020	2019	2018	2017	2016
L&S Advisors (Gross)	11.92%	19.07%	19.75%	-10.29%	23.07%	10.06%	21.81%	-6.91%	16.58%	2.92%
L&S Advisors (Net)	11.27%	18.16%	18.82%	-10.93%	22.14%	9.29%	20.96%	-7.62%	15.60%	1.98%
75% S&P 500/25% UST	11.94%	19.91%	20.87%	-13.16%	21.03%	14.35%	23.70%	-2.66%	16.25%	9.02%

### **Characteristics**

	L&S Advisors	75%/25%			
# of Holdings	49	504			
Avg. Mkt. Cap.	\$616.75B	\$1367.99B			
Current Yield	1.71%	1.38%			
PE	20.51	22.65			
Alpha *	1.55				
Beta *	0.82	1			
Sharpe Ratio *	0.79	0.81			
Std. Deviation *	11.44%	11.32%			
↑ Capt. *	87.55%	100.00%			
↓ Capt. *	84.91%	100.00%			
* Characteristics are based on net-of-fee returns from inception to date.					

## **Top Allocations**

Allocation	%
Information Technology	22.90%
Financials	18.10%
Industrials	14.90%
Materials	10.80%
Utilities	5.70%
Communication Services	5.60%
Real Estate	4.90%
Health Care	4.70%
Cash & Equivalents	4.30%
Energy	3.40%
Consumer Discretionary	3.40%
Consumer Staples	1.40%
	100%

## **Top Holdings**

Holding	%
SPDR GOLD SHARES ETF	9.36%
WESTERN DIGITAL CORP	3.29%
SEAGATE TECHNOLOGY	3.24%
ALPHABET INC A	2.62%
STATE STREET CORP	2.57%
BANK NEW YORK MELLON	2.48%
BANK OF AMERICA CORP	2.44%
CITIGROUP INC	2.44%
APPLE INC	2.26%
TAIWAN SEMICONDUCTOR	2.25%
	32.94%

#### **Investment Team**

#### **Rick Scott**

Portfolio Manager & CIO 45 years experience

#### **Heather Liu**

Sr. Analyst 19 years experience

### **Craig Weston**

Sr. Analyst and Sr. Managing Director 36 years experience

#### Matthew Nussbaum, CFA

**Contact Information** 

Portfolio Manager & Dir. of Research 8 years experience

## Strategy Philosophy

Our philosophy is based on two guiding full market cycle. principles: (1) we believe risk management These core investment principles have been the transcends everything and (2) risk management focus of the strategy since inception. We believe occurs by investing around shifting probabilities. in order to realize the full benefits of the By listening to what the market is telling us, we strategy, the primary performance objective of make industry, sector, and portfolio wide generating attractive risk adjusted returns is allocation decisions, seeking to generate achieved over a full market cycle (5-7 years). attractive returns with below-market risk over a

## The L&S Tactical Advantage



The above chart/graphic is based on a comparison of average monthly net returns of the L&S Tactical Equity Income Composite ("TEI") to the Benchmark when Benchmark monthly returns are less than -5%, -5% to -2.5%, -2.5% to 0, 0 to 2.5%, 2.5% to 5%, and over 5% from inception to date

#### **Disclosure**

**Leanne Sindell** 

**Managing Director** 

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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, 2024. Upon a request to Sy Lippman at slippman@lsadvisors.com, L&S can provide the L&S Advisors GIPS Report which provides a GIPS complaint presentation as well as a list of all composite descriptions. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

L&S performance shown includes that of the Tactical Equity Income ("TEI") Composite which contains TEI fully discretionary accounts. The TEI Strategy seeks growth through capital appreciation primarily from the tactical and unconstrained investment in risk-appropriate individual equities. Composite performance results have been calculated by using time-weighted returns based on the beginning of period values on an adjusted capital basis. Performance results are total return and include the reinvestment of all income. Net of fee performance reflects the deduction of actual management fees and transaction costs. Gross of fee performance has been reduced by transaction costs. Valuations and returns are computed and stated in U.S. dollars. Past performance does not guarantee future results and other calculation methods may produce different results. Results include accounts no longer with the firm. Inception performance is as of October 31, 2005.

For comparison purposes the TEI Composite is measured against the blend of 75% S&P 500 Total Return Index and 25% Bank of America/Merrill Lynch U.S. T-Bill 0-3 Month Index ("Benchmark"). The S&P 500 Index is an index of 500 stocks chosen for market size, liquidity and industry grouping, among other factors. The S&P 500 is designed to be a leading indicator of U.S. equities and is meant to reflect the risk/return characteristics of the large cap universe. Companies included in the index are selected by the S&P Index Committee, a team of analysts and economists at Standard & Poor's. The S&P 500 is a market value weighted index - each stock's weight is proportionate to its market value. The Bank of America/Merrill Lynch U.S. T-Bill 0-3 Month Index tracks the performance of the U.S. dollar denominated U.S. Treasury Bills publicly issued in the U.S. domestic market with a remaining term to final maturity of less than 3 months. Benchmark returns are net of withholding taxes.

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