

## HEDGED STRATEGY

### INVESTMENT STRATEGY

Pinyon Pine Capital (PPC) is a separately managed accounts (SMA) business. We are all capitalization value investors and employ a concentrated investment approach. Stock selection involves identifying companies that have high free cash flow yields and also possess the ability to grow their cash flow consistently over time and to reinvest that cash flow and generate appropriate returns on invested capital. PPC's hedged strategy contains the same long positions, in the same relative sizes to one another, as our long-only product. We hedge a portion of our long exposure by shorting equity exchange traded funds (ETFs). The hedged product offers our long-only product some downside protection from market risk.

### PPC REPRESENTATIVE CLIENT ACCOUNT MONTHLY GROSS<sup>1</sup> RETURNS

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
2022	-4.11%	-0.03%	-1.76%	-3.96%									-9.55%
2021	1.87%	1.84%	2.95%	0.73%	0.48%	-2.07%	2.04%	0.53%	0.60%	-0.95%	-0.37%	4.41%	12.57%
2020	-6.87%	-2.20%	-7.86%	9.17%	2.69%	-2.22%	1.63%	0.32%	-1.98%	3.90%	7.49%	6.32%	9.17%
2019	6.84%	1.49%	-0.46%	2.33%	-11.99%	9.40%	-0.83%	-5.97%	6.07%	0.70%	1.80%	0.25%	8.09%
2018	3.12%	-0.39%	-2.54%	0.91%	2.49%	-0.05%	2.68%	-0.52%	-1.26%	-9.01%	3.96%	-5.95%	-7.14%
2017	1.88%	2.46%	-1.07%	-3.63%	-0.44%	2.09%	0.21%	-2.50%	5.86%	1.45%	2.05%	0.19%	8.50%
2016	-3.15%	4.53%	4.02%	-0.06%	0.69%	2.30%	5.25%	0.30%	1.17%	1.18%	3.71%	-3.14%	17.69%
2015	-0.67%	5.77%	-1.01%	2.17%	4.01%	0.50%	0.50%	-3.86%	-3.82%	2.68%	0.23%	-2.64%	3.42%
2014	-2.10%	0.89%	-2.37%	-1.89%	-2.44%	-0.61%	2.44%	3.34%	-1.84%	-4.09%	6.59%	-0.42%	-2.95%
2013	6.15%	2.12%	3.00%	2.28%	2.73%	-0.66%	3.01%	-0.89%	-1.55%	3.45%	0.61%	-0.91%	20.80%
2012	7.31%	2.44%	6.01%	1.44%	-7.37%	4.69%	0.39%	2.78%	0.73%	-2.75%	1.40%	0.93%	18.59%
2011	N/A	N/A	N/A	-2.01%	1.81%	-2.10%	-1.78%	-0.35%	-6.03%	10.28%	2.86%	-0.20%	1.70%

### PPC REPRESENTATIVE CLIENT ACCOUNT QUARTERLY NET<sup>1</sup> RETURNS

	Q1	Q2	Q3	Q4	YTD
2022	-6.03%				-6.03%
2021	5.93%	-0.98%	2.72%	2.60%	10.55%
2020	-16.29%	9.39%	-0.29%	17.70%	7.47%
2019	7.70%	-1.67%	-1.42%	2.56%	7.07%
2018	-0.10%	2.87%	0.59%	-11.35%	-8.37%
2017	2.75%	-2.05%	2.92%	3.20%	6.89%
2016	4.73%	2.49%	6.01%	1.34%	15.31%
2015	3.79%	5.96%	-6.74%	-0.01%	2.57%
2014	-3.77%	-5.09%	3.66%	1.60%	-3.81%
2013	10.31%	3.81%	0.28%	3.34%	18.67%
2012	14.70%	-1.65%	3.43%	-0.59%	15.98%
2011	N/A	-2.54%	-8.27%	12.92%	0.95%

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### LIQUIDITY ANALYSIS<sup>2</sup>

Days	% of Assets
< 1	100%

### PORTFOLIO ATTRIBUTES

Total Long Positions	18
Total Short ETF Positions	3
Largest Long Position Size	6.5%
Smallest Long Position Size	3.2%
Largest Long Market Cap. [millions]	\$74,518
Smallest Long Market Cap [millions]	\$1,127
North American Long Holdings	95%

### PPC INFORMATION

Total PPC AUM [millions]	\$50.1
Business Configuration	SMA
Brokerage Accounts	Interactive Brokers (IB); Charles Schwab; BTIG
Custodian	IB; Charles Schwab; Goldman Sachs or Pershing LLC (at BTIG)
Minimum Investment	\$1M
Investor Qualifications	Qualified Client Status
Fees <sup>1</sup>	0.85% annual management fee; 10% performance fee; includes a high-water mark
Equity Analyst	Brandon Davis
Operational Support	Irene Chou, CPA; ILC Consulting
Legal Counsel	Jack Martel; Ragghianti Freitas LLP

### STRATEGY CHARACTERISTICS

- Gross exposure (long equity exposure plus short equity exposure) to range from 120 percent to 180 percent
- Net exposure (long equity exposure minus short equity exposure) to run from 20 percent to 80 percent
- Low cost, highly liquid, easy to borrow ETFs used for short exposure
- Highly Tax Efficient

### PPC UNIQUE ATTRIBUTES

- Adhere to rigorous, repeatable stock selection process
- Most portfolio names internally generated
- Long-term investment horizon allows PPC to ignore investment community chatter, gossip, and short-term focus
- Distinctive, differentiated portfolio
- Performance-based fee

### LONG MARKET CAPITALIZATION EXPOSURE

	Long Positions	% Long Assets
< \$2B (small cap)	2	10%
\$2B to \$10B (mid cap)	6	34%
> \$10B (large cap)	10	56%

**HEDGED STRATEGY**
**PPC REPRESENTATIVE CLIENT ACCOUNT MONTH END GROSS AND NET EXPOSURE<sup>3</sup>**

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2022	Gross Exp.	143.6%	143.0%	145.6%	140.6%								
	Net Exp.	45.2%	45.1%	44.1%	41.8%								
2021	Gross Exp.	139.1%	146.6%	149.7%	148.3%	152.8%	147.7%	139.7%	142.6%	138.5%	145.4%	139.4%	148.9%
	Net Exp.	39.9%	43.2%	44.8%	46.5%	50.0%	42.7%	50.6%	51.8%	52.0%	52.9%	42.4%	51.0%
2020	Gross Exp.	155.0%	135.5%	139.2%	146.1%	148.9%	151.7%	151.0%	150.5%	146.6%	145.4%	156.5%	157.7%
	Net Exp.	47.9%	45.3%	59.6%	63.0%	62.9%	62.0%	57.3%	53.2%	53.6%	55.4%	57.7%	60.3%
2019	Gross Exp.	132.0%	134.2%	134.8%	136.6%	136.3%	137.8%	142.0%	135.5%	149.6%	150.9%	141.5%	151.7%
	Net Exp.	62.3%	62.7%	62.4%	63.2%	58.1%	61.6%	59.0%	50.4%	49.0%	49.4%	38.6%	51.2%
2018	Gross Exp.	158.1%	152.6%	152.4%	152.1%	154.1%	153.8%	152.3%	154.6%	154.5%	150.2%	145.4%	137.8%
	Net Exp.	37.8%	36.6%	41.8%	42.3%	43.9%	44.5%	43.2%	48.5%	47.9%	42.7%	39.6%	36.9%
2017	Gross Exp.	159.5%	155.3%	159.8%	164.4%	160.5%	160.6%	160.2%	159.6%	160.1%	160.9%	166.9%	160.5%
	Net Exp.	39.4%	34.8%	39.8%	38.8%	34.4%	35.7%	37.8%	34.6%	38.3%	39.7%	44.1%	50.6%
2016	Gross Exp.	133.2%	131.7%	138.1%	135.1%	134.5%	137.9%	145.7%	174.1%	170.1%	163.2%	167.1%	168.6%
	Net Exp.	56.4%	58.1%	62.2%	58.4%	56.8%	62.0%	44.6%	28.8%	26.6%	25.4%	24.6%	28.4%
2015	Gross Exp.	162.1%	141.2%	140.0%	143.0%	140.6%	152.5%	146.3%	142.5%	142.1%	147.3%	148.6%	150.1%
	Net Exp.	35.2%	47.8%	45.4%	46.0%	46.0%	46.3%	40.7%	39.3%	39.2%	40.8%	40.2%	43.7%
2014	Gross Exp.	172.0%	178.0%	175.8%	175.3%	164.9%	184.0%	175.8%	166.2%	175.1%	168.8%	183.4%	165.7%
	Net Exp.	25.2%	25.8%	19.5%	17.8%	1.4%	14.0%	16.1%	5.9%	18.0%	31.1%	52.2%	35.5%
2013	Gross Exp.	151.2%	146.9%	153.0%	149.1%	153.8%	151.7%	177.1%	177.5%	186.4%	180.0%	170.8%	170.8%
	Net Exp.	50.7%	47.3%	52.6%	50.1%	54.4%	53.1%	23.7%	27.5%	25.8%	19.2%	15.2%	17.4%
2012	Gross Exp.	97.4%	97.4%	99.0%	98.7%	98.5%	99.7%	152.3%	165.5%	161.0%	166.5%	148.5%	122.6%
	Net Exp.	97.4%	97.4%	99.0%	98.7%	98.5%	99.7%	42.5%	32.6%	25.8%	30.2%	13.4%	32.2%
2011	Gross Exp.	N/A	N/A	N/A	130.9%	140.7%	142.1%	140.2%	90.1%	97.0%	97.1%	96.5%	92.3%
	Net Exp.	N/A	N/A	N/A	36.1%	49.0%	50.6%	49.6%	90.1%	97.0%	97.1%	96.5%	92.3%

**CUMULATIVE RETURNS (starting 04/01/11)**

PPC Net <sup>1</sup>	85.07%
PPC Gross <sup>1</sup>	116.93%

**CUMULATIVE EXCESS<sup>6</sup> RETURNS vs. HFRI EQUITY HEDGE (TOTAL)<sup>5</sup>**

PPC Net <sup>1</sup>	8.87%
PPC Gross <sup>1</sup>	40.73%

**CAGR<sup>4</sup> (annualized starting 04/01/11)**

PPC Net <sup>1</sup> CAGR	5.76%
PPC Gross <sup>1</sup> CAGR	7.29%

**FOUNDER/PORTFOLIO MANAGER BIOGRAPHY**

Jason Williams, PhD: Before founding PPC, Jason was a partner and associate portfolio manager at Emrose Capital for 2 years. Prior to Emrose, Jason spent approximately 7 years at Botti Brown Asset Management (BBAM), where he was a senior research analyst and partner. Both Emrose and BBAM were market-neutral hedge funds founded by John Botti (in the case of BBAM John Botti and Don Brown). Preceding BBAM, Jason spent 2 years as an associate equities analyst at A.G. Edwards & Sons. Previous to A.G. Edwards, he conducted post doctorate research in chemical physics at the University of Maryland, College Park. Jason completed a PhD and MS in chemistry at the University of California, Irvine. He received a BS in chemistry and minor in mathematics from California State University, Chico.

## HEDGED STRATEGY

### IMPORTANT DISCLOSURE INFORMATION:

**This communication is confidential and may not be reproduced without the prior written consent of PPC.**

All returns are unaudited. All performance information provided herein is historical and should not be taken as any indication of future performance. Dividends are reinvested for the representative account and any indices shown. The inception date for the representative account corresponds to the start of the first full month the account was funded and available to trade.

The PPC results shown are actual results of a representative hedged PPC account. The representative hedged PPC account's first full month of trading was April, 2011. The strategy employed by PPC in managing this account is representative of PPC's hedged strategy. The account that was selected as the representative account was chosen because it is our oldest hedged account and has the longest track record. All hedged client accounts contain the same long positions in approximately the same relative sizes. They also employ the same or comparable performing ETFs on the short side that are sized in a similar manner. Thus, the gross performance of each hedged account is similar.

<sup>1</sup> Gross performance percentages represent the time-weighted rate of return of the hedged representative account (including appropriate adjustments to account for the addition or subtraction of any funds from the account) and are net of brokerage fees but do not reflect fees paid to PPC. Hedged pricing fees include an asset-based management fee calculated on a prorated basis at the annualized rate of 1% and payable quarterly in arrears at the end of each fiscal quarter. It also includes a performance fee, if any, equal to 10% of the net (after deduction of the management fee) return. The hedged pricing fee structure includes a high-water mark. During any year or total partial year (if the account was started after the first of the calendar year) that the account earns a negative net return, no performance fees will be assessed in the subsequent period(s) until the net return of the account has first earned back the prior period(s) negative net performance. Annual net returns percentages reflect PPC fees. The results shown above may not reflect the actual advisory fees paid by any client of PPC.

In order to present net returns on a quarter-by-quarter basis, the year-to-date net results are calculated as if the account were terminated as of the end of each of quarters one, two, and three. Prorated quarterly management fees, calculated at an annualized rate of 0.85%, and the performance fee, equal to 10% of the net return (after deduction of the prorated management fee), are then subtracted from the net asset value (NAV) of the account as of the end of the quarter. To determine net returns during quarters two and three, year-to-date net performance is calculated then adjusted by subtracting the net performance of the prior quarter(s). For the fourth quarter, year-to-date net performance corresponding to the end of the third quarter is subtracted from the annual net return percentages.

<sup>2</sup> Liquidity Analysis of total PPC Hedged Strategy AUM assumes 20% of last three months' average daily trade volume.

<sup>3</sup> Gross Exposure represents long equity exposure plus short equity exposure divided by the NAV of the account at month end. Net Exposure represents long equity exposure minus short equity exposure divided by the NAV of the account at month end.

<sup>4</sup> The compound annual growth rate (CAGR) represents the annualized return since inception.

<sup>5</sup> HFRI Equity Hedge (Total) is the HFRI Equity Hedge (Total) Index.

<sup>6</sup> Excess return represents PPC's cumulative returns minus the cumulative returns, over the same period, of the HFRI Equity Hedge (Total).

PPC's hedged strategy seeks to reduce some of the downside market risk associated with our long-only product. However, there are also risks incurred in shorting ETFs. If the ETFs that are being shorted appreciate in value at a faster rate than our long product, then the hedged product can lose money in a rising stock market environment. In a declining stock market, our hedged product is expected to perform better or incur smaller losses than those realized in our long-only strategy. However, the hedged strategy may still generate significant losses in a declining stock market. Also, a margin account is required for the hedged strategy in order to facilitate shorting. Anytime a margin account is employed, there is the potential for losses to exceed the NAV of the account. This is not the case in our long-only strategy, where cash accounts are utilized, and losses cannot exceed the NAV of the account.

To help mitigate some of these risk to our hedged strategy, we generally seek to keep our long exposure at similar levels to those of our long-only product. Because our long-only product does not employ margin, its maximum exposure is 100 percent. Thus, the long exposure of our hedged product will usually not be significantly above this level. This will help to reduce risk and volatility versus utilizing significantly higher long exposure than that employed in our long-only strategy. Also, by mostly utilizing broad-based market ETFs on the short side, there is less risk of our shorts dramatically increasing in price versus what can occur from shorting individual stocks or narrowly targeted sector ETFs.

Information pertaining to PPC's advisory operations, services, and fees is set forth in PPC's current disclosure statement which is on file with the California Department of Business Oversight and a copy of which is available from PPC upon request. As part of its investment management process, PPC reviews and considers third-party research, including materials obtained from other investment professionals. Different types of investments and/or investment strategies involve varying levels of risk, and there can be no assurance that any specific investment or investment strategy (including the investments purchased and/or investment strategies devised by PPC) will be either suitable or profitable for a client's or prospective client's portfolio.

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