

## **Managed Income Note Strategy**

Snowwater's Managed Income Note Strategy thoughtfully designs and purchases customized Structured Notes that pay high single digit coupons with a minimum of 30% downside protection to manage the risk of principal loss.

The strategy also strategically accelerates Structured Note purchases during times of heightened volatility when pricing levels are advantageous, and coupon levels are higher.

Snowwater has over 20 years of experience successfully managing Structured Notes. Currently, the Strategy pays an average coupon of 8.50% with over 35% protection and 12 credit issuers.

| Parameters                | SMA Strategy   |
|---------------------------|--|
| Underlying Indexes        | Primarily S&P 500, Russell 2000                                    |
| Note Maturity Range       | 12-24 Months, laddered by month, quarter and year to avoid overlap |
| Coupon Barrier Levels     | 60-70% of initial index levels                                     |
| Minimum Size              | \$100,000  |
| Liquidity                 | Daily - subject to issuer pricing                                  |
| Reinvestment of Principal | Yes  |
| Management Fees           | 0.65% p.a.   |
| Downside Protection       | At least 30% Contingent Protection at maturity                     |
| Credit Quality            | Diversified Investment Grade issuers                               |
| Coupon                    | Targeting between 7.00% to 9.50% coupons                           |

### Managed Income Note Strategy vs Benchmarks

| Performance<br>(Gross)   | Snowwater Managed<br>Income Note<br>Strategy | Bloomberg<br>Aggregate Bond<br>Index® (AGG) | iShares iBoxx<br>High Yield Bond<br>ETF® (HYG) | SPDR S&P 500<br>ETF Trust® (SPY) |                     |
|--------------------------|--|---|--|----------------------------------|---------------------|
| 1-year                   | 7.96%  | 2.89%                                       | 7.14%  | 17.52%                           |                     |
| 2-year                   | 8.96%  | 7.34%                                       | 11.38%   | 26.44%                           |                     |
| 3-year                   | 11.01%                                       | 5.02%                                       | 10.71%   | 24.79%                           |                     |
| Since Inception          | 6.62%  | 0.02%                                       | 3.79%  | 12.76%                           |                     |
| Standard-Deviation       | 4.68%  | 6.72%                                       | 8.02%  | 15.69%                           | Annualized<br>Since |
| Sharpe Ratio             | 0.70   | -0.45                                       | 0.10   | 0.64                             | Inception*          |
| Strategy Beta            | -  | 0.38  | 0.46   | 0.24                             |                     |
| Max Drawdown             | -4.45%                                       | -16.50%                                     | -15.25%  | -23.93%                          |                     |
| Max Drawdown Peak Date   | 11/1/2021                                    | 8/1/2021                                    | 1/1/2022                                       | 1/1/2022                         |                     |
| Max Drawdown Valley Date | 6/30/2022                                    | 10/31/2022                                  | 9/30/2022                                      | 9/30/2022                        |                     |

\*Strategy Inception: June 2021

| Monthly Gross | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug   | Sep    | Oct   | Nov    | Dec   | Year   |
|---------------|--------|--------|--------|--------|--------|--------|--------|-------|--------|-------|--------|-------|--------|
| 2021          |        |        |        |        | -0.82% | 0.75%  | -0.17% | 0.77% | -0.89% | 1.40% | -1.29% | 1.00% | 0.71%  |
| 2022          | -1.58% | -0.30% | 1.31%  | -3.02% | 1.37%  | -1.94% | 3.99%  | 0.06% | -3.39% | 3.20% | 3.32%  | 0.28% | 3.03%  |
| 2023          | 3.30%  | 0.16%  | 0.46%  | 0.79%  | 0.51%  | 1.39%  | 0.60%  | 0.40% | -0.05% | 0.49% | 1.63%  | 0.99% | 11.13% |
| 2024          | 0.47%  | 0.46%  | 0.53%  | 0.24%  | 1.05%  | 1.36%  | -0.27% | 1.99% | 0.62%  | 0.34% | 0.71%  | 0.90% | 8.72%  |
| 2025          | 0.84%  | -0.03% | -0.42% | 0.38%  | 2.10%  | 1.48%  | -0.42% | 1.06% | 0.77%  |       |        |       |        |

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### Appendix:

| Monthly Net | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug   | Sep    | Oct   | Nov    | Dec   | Year   |
|-------------|--------|--------|--------|--------|--------|--------|--------|-------|--------|-------|--------|-------|--------|
| 2021        |        |        |        |        | -0.86% | 0.72%  | -0.21% | 0.74% | -0.92% | 1.37% | -1.32% | 0.96% | 0.44%  |
| 2022        | -1.61% | -0.33% | 1.27%  | -3.05% | 1.34%  | -1.97% | 3.96%  | 0.03% | -3.42% | 3.17% | 3.29%  | 0.24% | 2.62%  |
| 2023        | 3.27%  | 0.13%  | 0.43%  | 0.75%  | 0.47%  | 1.35%  | 0.56%  | 0.36% | -0.08% | 0.46% | 1.59%  | 0.96% | 10.69% |
| 2024        | 0.44%  | 0.43%  | 0.50%  | 0.21%  | 1.02%  | 1.32%  | -0.30% | 1.96% | 0.59%  | 0.30% | 0.68%  | 0.87% | 8.29%  |
| 2025        | 0.81%  | -0.06% | -0.45% | 0.35%  | 2.06%  | 1.45%  | -0.46% | 1.03% | 0.74%  |       |        |       |        |

<sup>\*</sup>Monthly Net performance calculated using 0.40% fee.

#### **Definitions**

Beta(cash adjusted) is a measure of relative risk and the slope of regression.

**Sharpe Ratio** is a risk-adjusted measure calculated using standard deviation and excess return to determine reward per unit of risk. A higher Sharpe ratio indicates better risk-adjusted performance.

Standard Deviation measures a fund's range of total returns and identifies the spread of a fund's short-term fluctuations.

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