

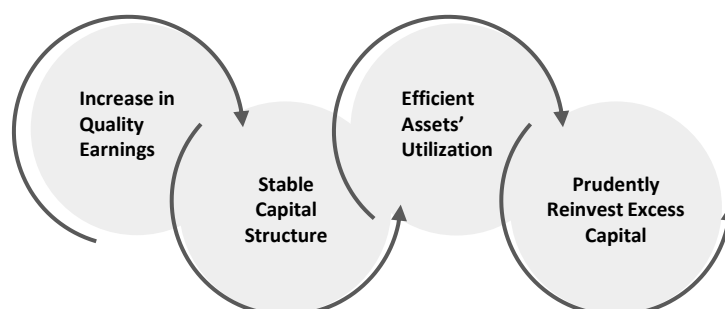
# High-Quality Equity Strategy

## Investment Objective

A large-cap, actively managed, minimum-variance portfolio equity strategy that seeks to generate capital growth with minimum volatility in every market environment. It strives to maintain a broadly diversified, optimally weighted exposure to mid and large market-cap stocks, with the potential for capital growth. This is pursued by identifying high-quality firms with improving operating and long-term earnings potential characteristics. The overall goal of the strategy is to generate S&P 500 Index like returns, but with lower volatility and greater consistency in both up and down markets.

## Key Performance Factors

The strategy seeks to identify firms that are simultaneously improving on four pillars and thus have the potential to generate consistent and superior risk-adjusted returns versus the broad market.



# Disclosures

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Management fees of 0.70% annually, our highest published fee, have been deducted from the gross performance results. Client Accounts are charged quarterly in arrears based on the quarter-end value adjusted for capital flows. Net returns reflect deduction of management fees on a monthly basis. IRON's fees are available upon request and may be found in our Form ADV Part 2A disclosure brochure. Investments within portfolios, and therefore, portfolios, involve risk and the possibility of loss, including a permanent loss of principal. The above results are based on hypothetical Model Portfolio Performance from the inception date through August 31, 2020. No accounts were managed using this style during this period. Inception date for the Model Portfolio is 12/31/2003. From August 31, 2020, the results are based on a composite consists of eligible actual client accounts. Performance for periods longer than a year has been annualized using a geometric mean. The model performance shown is hypothetical and for illustrative purposes only. Model Performance does not include trading costs. Performance data for the model assumes reinvestment of dividends, but not the effects of taxation or transaction costs. If dividends and interest were not reinvested, then the above results would be considerably different.

The model was developed with the benefit of hindsight and the results do not represent actual trading, which may be influenced by real-time market and economic events.

The S&P 500 Index is a market-capitalization-weighted index of the 500 largest U.S. publicly traded companies. The S&P 500 Total Return Index was determined to be an appropriate benchmark because portfolio holdings are selected from the S&P 500 and include reinvestment of dividends. The Morningstar Large Blend Category tracks stocks in the top 70% of the capitalization of the U.S. equity market. The blend style is assigned to fund portfolios where neither growth nor value characteristics predominate. Morningstar classifies funds into categories according to their actual holdings rather than the objectives stated by the fund management company, and then calculates category average data for several metrics, including performance, expenses, portfolio exposures, and more. This was determined to be an appropriate benchmark as it measures the returns of large-cap portfolios. Returns for these benchmarks do not reflect the deduction of advisory fees. You cannot invest in an index.

Model Portfolio monthly returns were computed based on the daily total returns of underlying securities. The portfolio is rebalanced semi-annually. Actual returns for individual client portfolios managed by IRON Financial, LLC may vary and may not necessarily coincide with the returns for the model portfolio performance. Actual performance of client portfolios may differ materially due to the timing related to the actual deployment and investment of a client portfolio, the reinvestment of dividends, length of time various positions are held, client objectives and restrictions, and fees and expenses incurred by the individual portfolio.

The securities identified and described in the table of Top Ten Holdings do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable.

The charts, tables, performance, and other information shown are provided to you for informational purposes only and are not intended to be and do not constitute investment or tax advice nor an opinion or recommendation regarding the appropriateness of any investment. The material contained in this document is for general information purposes and is not intended as an offer or a solicitation for the purchase and/or sale of any security or financial instrument, nor is it advice or a recommendation to enter any transaction. Future returns may differ significantly from the past due to materially different economic and market conditions. Diversification does not ensure a profit or guarantee against loss.

Past performance is no guarantee of future results and the strategy involves the risk of loss, particularly with respect to short-term performance.

## Investment Strategy

The strategy seeks to identify firms with improving fundamental characteristics by four key factors: Earnings, Capital Structure, Operating Efficiency, and Excess Capital Utilization.

Historically, firms demonstrate high-quality, along with a robust economic moat throughout the entire market cycle when they successfully:

- Increase earnings and quality of earnings
- Improve or stabilize capital structure
- Efficiently utilize assets
- Prudently reinvest excess capital such as increase in capital expenditures, increase dividends, and decrease share count

## Investment Approach

Stocks are selected from the S&P 500 Index universe based on the following relative factors: an increase in quarterly earnings and quality of earnings, an improving or stable capital structure, an increase in efficiency of assets' utilization, an increase in the capital expenditures over the past three years, an increase in dividends, and a decrease in net equity offered (share count).

Factors are ranked individually using standardized scores and then combined in a composite to determine eligibility for inclusion in the portfolio. The top fifty companies are selected and weighted using a minimum variance portfolio optimization technique. The weights of the selected companies in the portfolio are optimized to generate a minimum variance, which inherently provides better downside protection during volatile markets while allowing the strategy to participate better in the up markets. Furthermore, the optimized weightings in the minimum variance portfolio approach minimize the common shortfalls associated with market-cap-weighted or equal-weighted portfolio strategies.

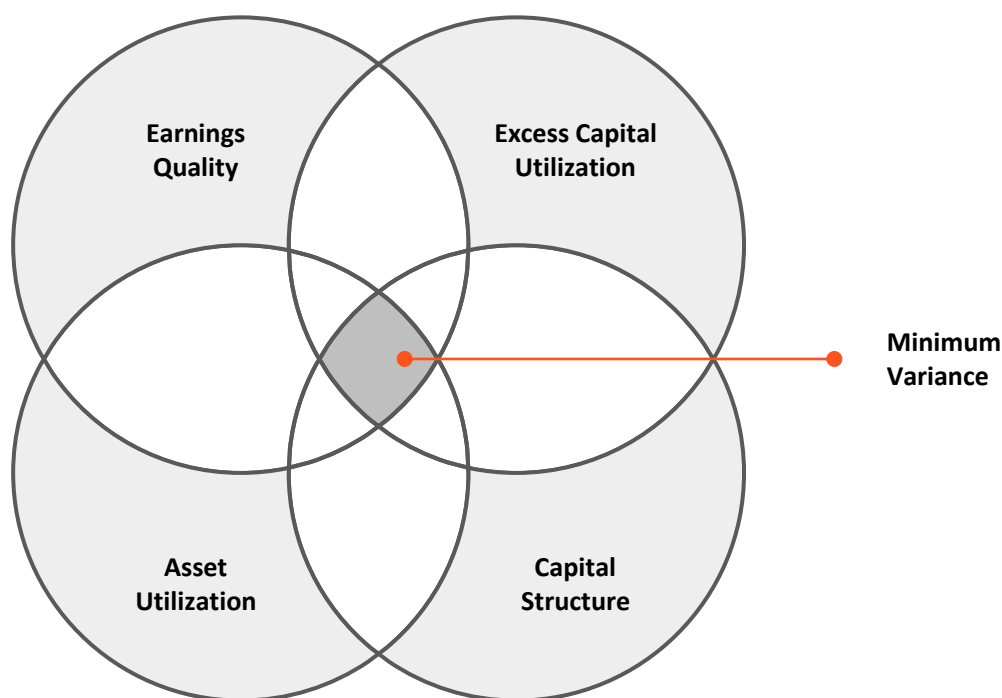
To identify companies with high-quality and robust economic attributes, IRON utilizes the following fundamental factors.

<b>Earnings</b>	Free Cash Flows/Total Assets
<b>Quality of Earnings</b>	Total Accruals to Assets* (Net Income – Operating Cash Flow) / Beginning Total Assets
<b>Excess Capital</b>	Capital Expenditures, Dividend Yield, Share Repurchases
<b>Efficiency</b>	Equity Turnover (Sales/Equity)
<b>Capital Structure</b>	Financial Leverage (Debt/Equity)

*\*The firm's quality of earnings reveals any accounting anomalies, one-time events, or aggressive accounting practices. The "Accrual" method reconciles the difference between the reported net income (Income Statement) and cash flow from operations (Cash Flow Statement.) The higher the total accruals to assets, the lower the quality of earnings.*

All the fundamental factors, except the capital expenditures, are ranked and combined in a composite quarterly. The combined factor universe is further screened to identify companies with at least two years of increased capital expenditures out of the previous three years. The top fifty names from this combined list are selected to include in the portfolio. A minimum variance portfolio is constructed using three years of trailing monthly return data. The portfolio optimization approach constrained the individual security weight to a maximum of 4% of the total portfolio.\*

### Key Performance Drivers & Minimum Variance Portfolio



### Strategy Highlights

<b>Portfolio Manager</b>	IRON Financial	<b>Number of Stocks in the Portfolio</b>	51
<b>SMA Inception Date</b>	8/31/2020	<b>Rebalancing Frequency</b>	Semi-annual
<b>Hypothetical Model Tested</b>	12/31/2003 – 8/31/2020	<b>Dividend Yield</b>	2.58% (As of 6/30/2021)
<b>Investment Style</b>	Actively Managed, Mid- and Large-Cap Stocks	<b>Management Fee</b>	0.70%
<b>Benchmark</b>	S&P 500 Total Return Index	<b>Minimum Investment</b>	\$200,000

Please see important disclosure information on page 2 of this presentation.

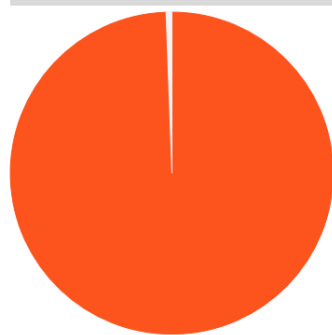
\*Maximum weight of 4% is at initial portfolio weighting or rebalancing. Maximum percentage may exceed 4% due to performance.

# IRON High-Q Portfolio

Portfolio Date: 6/30/2021

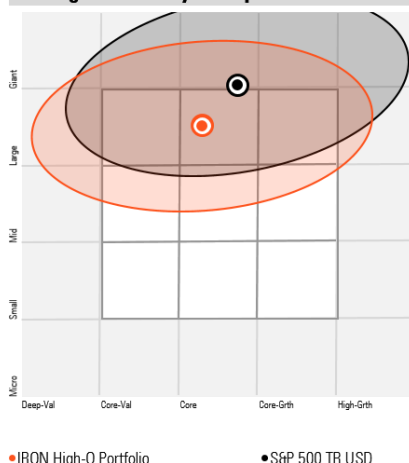


## Allocation



Stock	99.4
Bond	0.0
Cash	0.6
Other	0.0
<b>Total</b>	<b>100.0</b>

## Holdings-Based Style Map

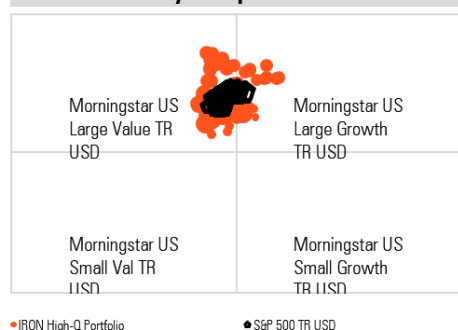


## Top 10 Holdings

Portfolio Date: 6/30/2021

	Portfolio Weighting %
IDEXX Laboratories Inc	4.51
Adobe Inc	4.33
Alphabet Inc	4.31
S&P Global Inc	4.30
The Kroger Co	4.12
Altria Group Inc	4.08
Costco Wholesale Corp	4.01
Lockheed Martin Corp	4.01
Microsoft Corp	4.01
Progressive Corp	3.90

## Returns-Based Style Map



## Equity Style Box

Morningstar Equity Style Box™			Market Cap	%
Value	Blend	Growth		
Large			Market Cap Giant %	23.0
			Market Cap Large %	47.7
Mid			Market Cap Mid %	29.4
			Market Cap Small %	0.0
Small			Market Cap Micro %	0.0

## Portfolio Statistics

12 Mo Yield	1.86
# of Holdings	51

## Equity Statistics

	Portfolio	S&P 500
Price to Earnings	25.59	26.46
Price to Book Value	7.10	4.42
Price to Sales	1.72	3.15
Price to Cash Flow		30.62
Dividend Yld	2.58	1.46

## Equity Region Breakdown

	Portfolio	S&P 500
<b>Americas</b>	<b>100.00</b>	<b>99.00</b>
North America	100.00	99.00
Latin America	0.00	0.00
<b>Greater Europe</b>	<b>0.00</b>	<b>0.80</b>
United Kingdom	0.00	0.50
Europe dev	0.00	0.31
Europe emrg	0.00	0.00
Africa/Middle East	0.00	0.00
<b>Greater Asia</b>	<b>0.00</b>	<b>0.20</b>
Australasia	0.00	0.00
Asia dev	0.00	0.05
Asia emrg	0.00	0.16
Japan	0.00	0.00

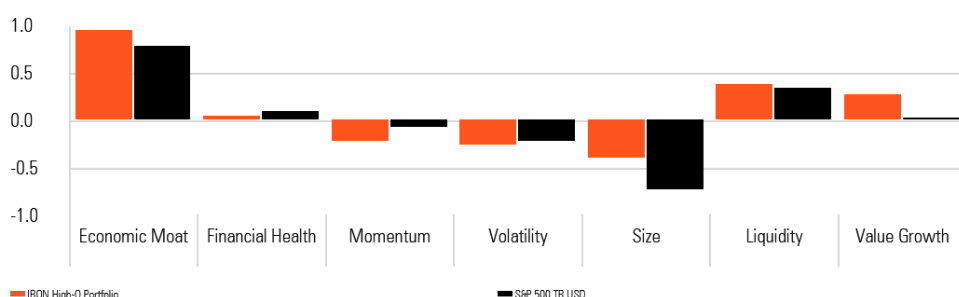
## Equity Sector Breakdown

	Portfolio	S&P 500
Energy	7.35	2.85
Materials	1.43	2.60
Industrials	8.38	8.54
Consumer Discretionary	15.08	12.28
Consumer Staples	18.24	5.86
Healthcare	15.47	12.99
Financials	9.39	11.28
Information Technology	20.33	27.42
Telecom Services	4.34	11.14
Utilities	0.00	2.45

## Style Box Growth Factors

Long-Term Earning Growth %	14.00	13.46
Historical Earnings Growth %	16.79	1.66
Book Value Growth %	36.15	4.81
Sales Growth %	8.79	2.90
Cash Flow Growth %	11.83	6.53

## Risk Exposure Snapshot: Style



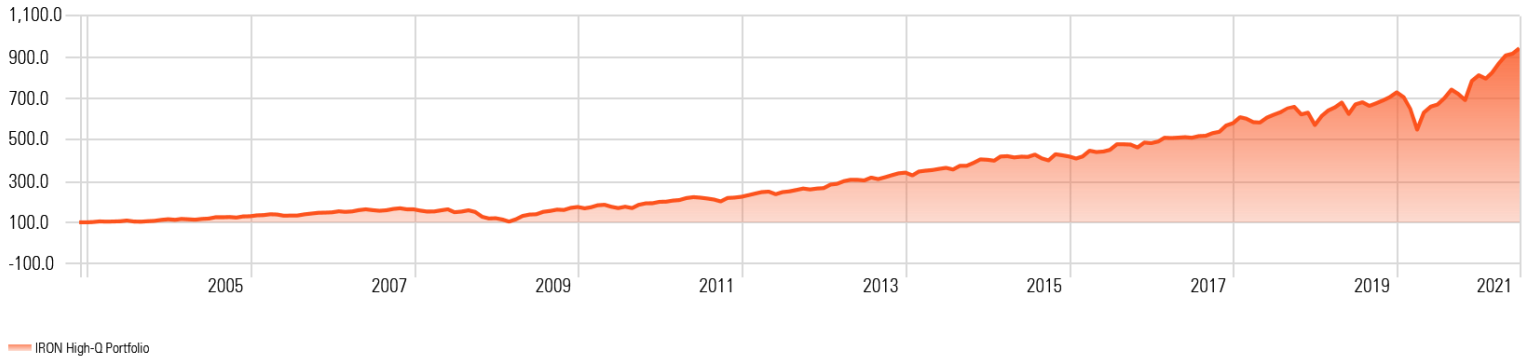
## Financial Ratios

ROE %	43.60	28.72
ROA %	13.12	9.96
Net Margin %	15.81	17.33
Debt to Capital %	52.40	43.63

## Investment Growth

Time Period: Since Common Inception (12/1/2003) to 6/30/2021

Source Data: Net Return



## Trailing Returns

Data Point: Return Calculation Benchmark: S&P 500 TR USD

	YTD	1 Year	3 Years	5 Years	10 Years	Since Inception
IRON High-Q Portfolio	16.00	40.41	15.09	15.98	15.72	17.98
S&P 500 TR USD	15.25	40.79	18.67	17.65	14.84	15.65

## Calendar Year Returns

Data Point: Return Calculation Benchmark: S&P 500 TR USD

	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
IRON High-Q Portfolio	11.31	28.25	-1.56	20.00	15.45	3.94	18.29	28.19	18.81	12.25	14.23	45.69
S&P 500 TR USD	18.40	31.49	-4.38	21.83	11.96	1.38	13.69	32.39	16.00	2.11	15.06	26.46

## Risk Measures

Time Period: Since Common Inception (12/1/2003) to 6/30/2021 Calculation Benchmark: S&P 500 TR USD

	Std Dev	Semi Std Dev	Beta	Up Capture Ratio	Down Capture Ratio	Average Drawdown	Max Drawdown	Sharpe Ratio	Sortino Ratio	Treynor Ratio (arith)	Information Ratio (arith)
IRON High-Q Portfolio	14.21	15.68	0.94	101.07	82.56	-8.05	-38.51	0.88	1.40	13.18	0.65
S&P 500 TR USD	14.30	16.75	1.00	100.00	100.00	-9.36	-50.95	0.68	1.01	9.24	

## Drawdown

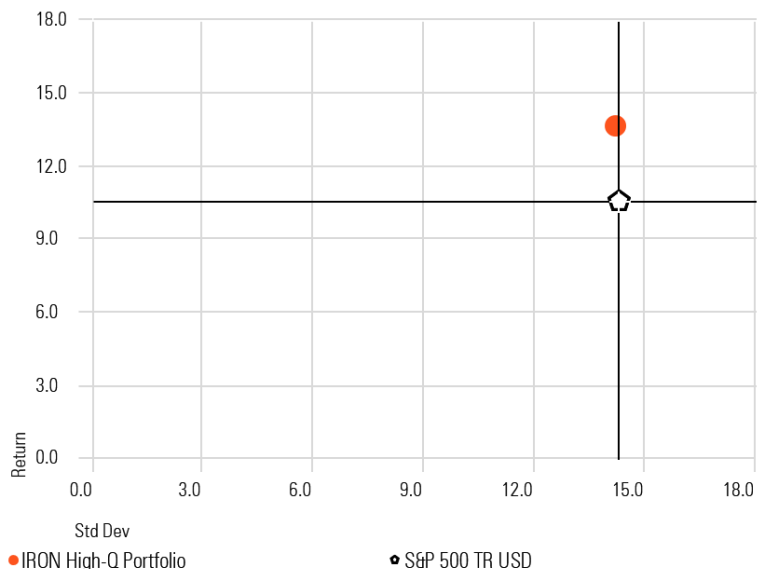
Time Period: Since Common Inception (12/1/2003) to 6/30/2021



## Risk-Reward

Time Period: Since Common Inception (12/1/2003) to 6/30/2021

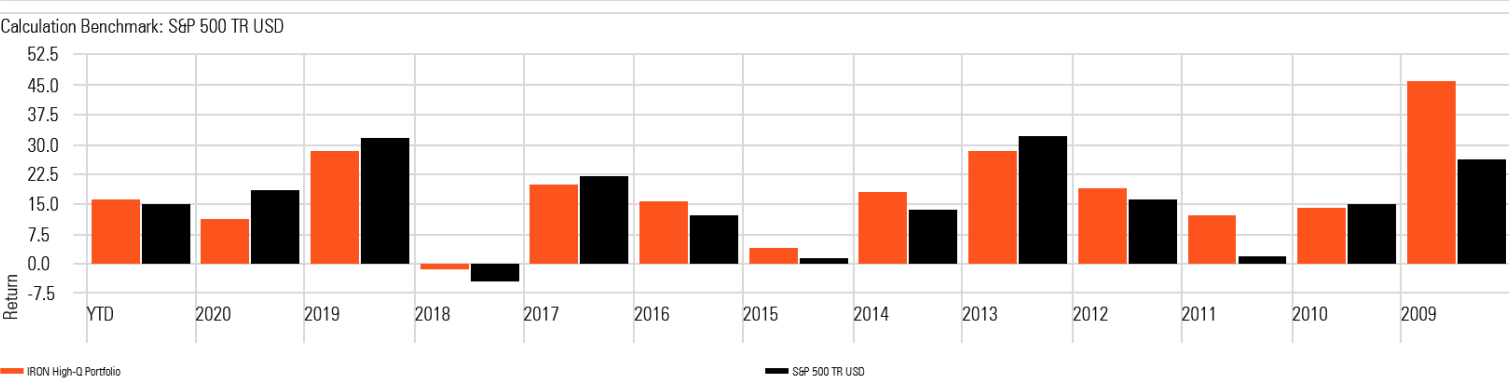
Calculation Benchmark: S&P 500 TR USD



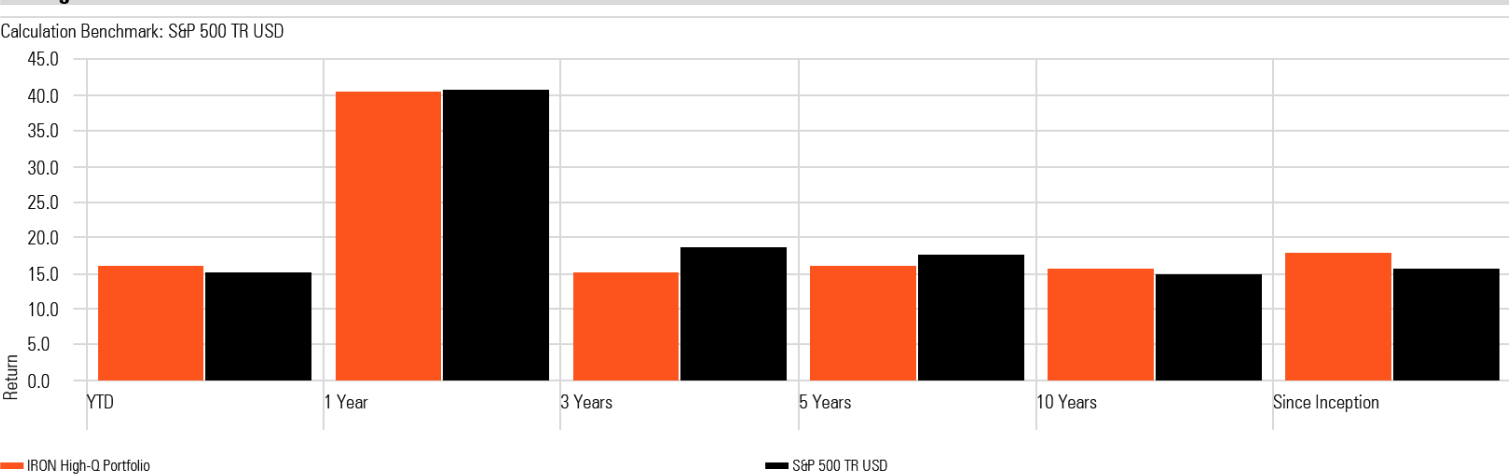
Quarterly Returns

	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Year
2021	7.14	8.28			16.00
2020	-25.09	22.76	7.66	12.44	11.31
2019	15.61	2.16	0.73	7.80	28.25
2018	0.82	6.09	6.73	-13.76	-1.56
2017	5.10	0.25	4.33	9.16	20.00
2016	6.70	0.89	5.67	1.50	15.45
2015	4.31	-0.83	-4.05	4.71	3.94
2014	2.80	3.89	2.76	7.79	18.29
2013	12.65	1.19	5.02	7.09	28.19
2012	10.14	-0.07	7.10	0.78	18.81
2011	4.43	5.63	-8.41	11.10	12.25
2010	4.75	-7.48	9.43	7.71	14.23
2009	-4.03	21.10	16.09	7.98	45.69

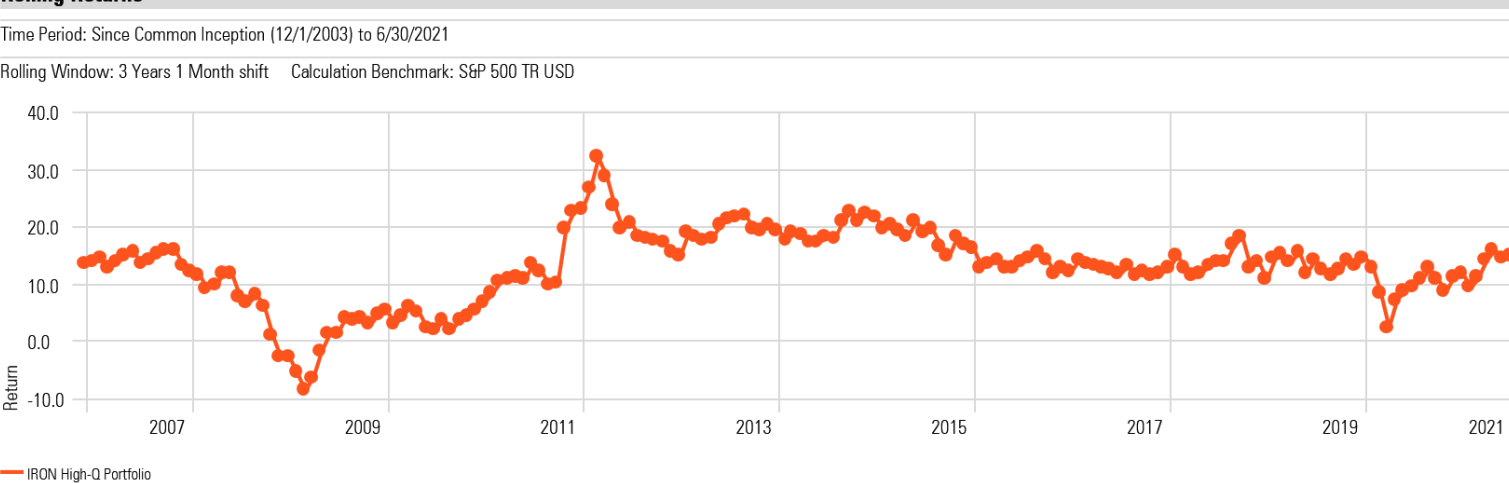
Calendar Returns



Trailing Returns



Rolling Returns



# Glossary

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**Economic Moat:** Conceptualized and named by Warren Buffett, an economic moat is a distinct advantage a company has over its competitors, which allows it to protect its market share and profitability. It is often an advantage that is difficult to mimic or duplicate (brand identity, patents) and thus creates an effective barrier against competition from other firms.

**Sharpe Ratio:** This risk-adjusted measure was developed by Nobel Laureate William Sharpe. It is calculated by using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe ratio, the better the portfolio's historical risk-adjusted-performance.

**Standard Deviation:** This statistical measurement of dispersion about an average, depicts how widely a portfolio's returns varied over a specified period. Investors use the standard deviation of historical performance to try to predict the range of returns that are most likely for a given portfolio. When a portfolio has a high standard deviation, the predicted range of performance is wide, implying higher volatility.

**Downside Deviation:** Downside risk is an estimation of a security's potential to suffer a decline in value if the market conditions change or the amount of loss that could be sustained as a result of the decline. Depending on the measure used, downside risk explains a worst-case scenario for investment or indicates how much the investor stands to lose. Downside risk measures are considered one-sided tests since they do not care about the symmetric case of upside potential, but only about potential losses.

**Beta:** The measure of systematic risk with respect to the risk-free rate. Systematic risk is Beta, the tendency of the value of the fund and the value of a benchmark (in this case, the risk-free rate) to move together. Beta is the ratio of what the excess return of the fund would be to the excess return of the risk-free rate if there were no fund-specific sources of return.

**Up Capture Ratio:** The up-market capture ratio is the statistical measure of an investment manager's overall performance in up-markets. It is used to evaluate how well an investment manager performed relative to an index during periods when that index has risen. The ratio is calculated by dividing the manager's returns by the returns of the index during the up-market and multiplying that factor by 100.

**Down Capture Ratio:** The down-market capture ratio is a statistical measure of an investment manager's overall performance in down-markets. It is used to evaluate how well an investment manager performed relative to an index during periods when that index has dropped. The ratio is calculated by dividing the manager's returns by the returns of the index during the down-market and multiplying that factor by 100.

**Max Drawdown:** A portfolio's maximum loss in a peak-to-trough decline before a new peak is attained. It is usually quoted as the percentage between the peak and the trough. It is an indicator of downside risk over a specified time period.

**Alpha:** A measure of the difference between a portfolio's actual returns and its expected performance, given its level of risk as measured by Beta. A positive Alpha figure indicates the portfolio has performed better than its Beta would predict. In contrast, a negative Alpha indicates the portfolio has underperformed, given the expectations established by Beta.

**Excess Return:** The return of a portfolio in excess of its benchmark where excess is calculated arithmetically by subtracting the benchmark's return from the portfolio's return in each period.

**R-Squared:** The percentage of a portfolio's movements that can be explained by movement in its benchmark, based on non-excess return.

**Best Monthly Return:** The highest monthly return of the investment since its inception or for as long as data is available.

**Worst Monthly Return:** The lowest monthly return of the investment since its inception, or for as long as data is available.

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## Investment Team

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**Aaron Izenstark**

Co-Founder and Chief Investment Officer

**Joe Fanaro**

Portfolio Management and Trading

**George Georgiev, CFA**

Portfolio Management and Research

**Yueting Wu, CFA**

Senior Quantitative Analyst

### About IRON Financial

IRON Financial is dedicated to providing low-cost, high-quality strategies in fixed income, equity, and alternative investment markets since the firm's inception in 1994. We also create and manage investment portfolios that are based on both active and passive investment styles.

For the latest performance and more,  
visit [www.ironfinancial.com](http://www.ironfinancial.com)

