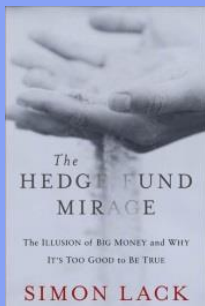




# In Pursuit of Value

April, 2017

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## The Folly of Leveraged ETFs

Recent weakness in crude oil has spilled over into Master Limited Partnerships (MLPs). Some connection between the two is understandable, because part of the bull case for MLPs lies in growing shale output increasing demand for energy infrastructure. Lower oil prices dampen the enthusiasm for the idea that Exploration and Production (E&P) companies will be competing for sometimes scarce pipeline resources. For our part, we think the short-cycle nature of shale offers a substantial advantage for producers (see [What Matters More, Price or Volumes?](#)). MLP investors often feel they must have a view on crude oil before investing; because U.S. volumes are likely to rise in almost any price scenario, we think it's less important other than over the short term perhaps. Shifting your MLP exposure around in response to oil prices is not a good long term strategy. If you have a view on oil, invest in oil.

Profiting from owning crude oil is harder than you might think. Many ignore storage costs. While these aren't directly reflected in spot prices, they are most assuredly part of the return from owning securities linked to the price of oil. The costly "rolldown", by which the expiring near futures contract has to be regularly rolled into the next, higher priced one simply reflects the cost of storage. The approximately \$1.20 per barrel price difference between May and August crude futures is largely due to the cost of storage for three months. Think of it as the time value of money applied to crude oil.

Exchange traded products linked to oil have a checkered past, which some think shows the need for a better solution aimed at those who would like to profit from their view of oil prices. ProShares, a purveyor of leveraged ETFs, has come up with a doozy.

Oil has been pretty volatile over the last few years. From its peak in 2014 its spot price dropped by 75% through February 2016, before doubling over the next year. If your version of excitement is a commodity price that gyrates wildly, you need look no further than oil futures.

But some find this tame. Downhill skiing may appear sedentary to those who insist a true mountain experience must be preceded by a helicopter ride to find real deep powder. But the kite skier needs a three-dimensional snow experience; if it's not dangerous it's not worth the trouble.

The kite skier is the type of buyer attracted to the [ProShares UltraPro 3x Long Crude Oil ETF](#), designed for those wanting to profit from rising crude oil (Ticker: OILU). And because excitement need not be limited to a rising market, they also have a bear market version (Ticker: OILD).

These two investments share a couple of traits with kite-skiing, in that they're dangerous and not everyone involved will have a good time. OILU is designed to move each day by three times the percentage move in the Bloomberg WTI Crude Oil Sub-index. In order to maintain this 3X exposure to daily moves, OILU will need to rebalance its holdings every day. Without going into the messy details, this introduces the insidious nature of the use of leverage, in that rebalancing will always necessitate trading in the direction of the market. Following a rise in crude, they'll need to buy more oil futures to bring their exposure back up to 3X. When it falls, they'll need to sell oil to bring their exposure down to 3X.

As you can appreciate, if oil goes up and down but doesn't make much overall progress, the buy high/sell low rhythm of re-hedging will relentlessly eat away at the holder's value.

The last couple of years were interesting to say the least for oil traders. It's possible to simulate how OILU and OILD would have performed for their holders over this period. The simulation omits fees and transactions costs, so the real results would have been a bit worse.

It might not surprise to learn that OILU lost money when oil went down. It is after all designed to make money if oil rises, so if your forecast is wrong OILU will not be your friend. Crude peaked in April 2014, and OILU would have lost 90% of its value by Christmas. Its chart looks rather like a kite skier suffering cardiac arrest. Although it's hard to see, I can report that OILU did double in price when oil began to rally, albeit after falling 95%.

More surprising is that the bear market version, OILD, ultimately fared little better. Although crude oil is roughly



half its value from three years ago, the OILD holder who made this correct forecast nonetheless saw his investment lose 70% of its value.

The point here is that 3X levered ETFs are not for those who develop an emotional attachment to their securities. The longer your holding period, the greater the certainty that you will lose money. Therefore, the optimal holding period is correspondingly as short as possible – or, if you're not a kite skier, no holding period at all. Leverage means you care not just about the accuracy of your forecast but also about how quickly it happens. Predicting the near term path of prices as well as their ultimate resolution is how the over-confident are separated from their money. Leveraged ETFs are designed with the expectation that rebalancing will inexorably drive their value to zero.

The seductive and eye-catching part of the chart is of course the eightfold and eventually tenfold increase in the price of OILD. It was most definitely possible to make a lot of money from OILD. It required the possession of both oil price insight and exquisite timing, but for those blessed with both a healthy gain was to be had.

The problem is that, since few could have had such luck, over the three year simulation the typical holder lost money. Because ETFs don't have a fixed share count some might quibble with this assertion; buying might have been substantial at low prices and inconsequential at high ones. It is unknowable of course, but in securities markets activity inevitably rises with prices. There would have most likely been many more buyers of these levered ETFs when they'd risen, further increasing the ranks of ultimate losers.

So you have a product that will be profitable for some but unprofitable for many and certainly for most. Should it even exist? How should we regard the supplier of something of whom the customers will for the most part suffer financially from their purchase? Is ProShares part of the efficient channeling of savings towards productive capital formation, the reason public capital markets exist? Or are they the casino owner, profiting from customers who on average will be richer by not entering?

And what's wrong with that? Lottery ticket buyers, even the least financially sophisticated, pretty much understand that the odds are against them. In willful defiance of classical economic theory, lotteries nonetheless thrive even though the customers are selecting negative expected outcomes. They do this because the hope of winning, the dreaming of how that payoff would transform life, itself comes with positive utility. No ticket, no dream. Hope has value.

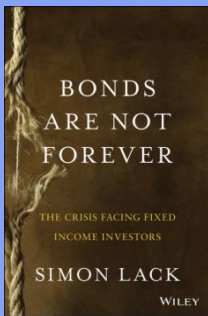
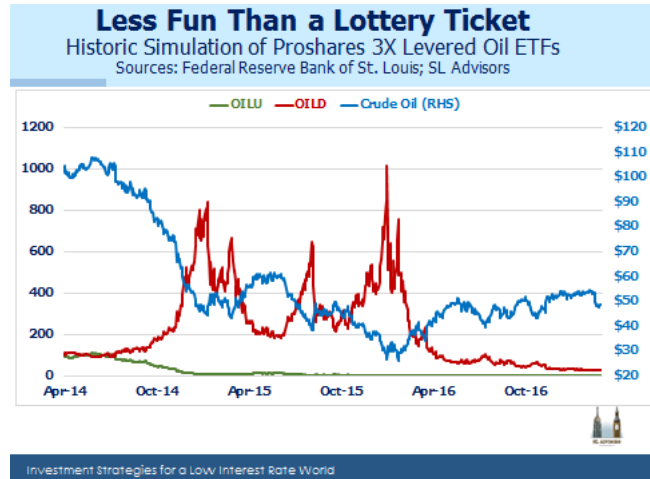
Is it therefore also true that users of ProShares products similarly comprehend the adverse odds they face and nonetheless derive utility from the hope of profit? Or is it more likely that they don't perform the analysis above, and attribute any financial outcome to their expressed opinion rather than poor choice of product? In this case, the buyers of ProShares 3X products are less financially sophisticated than the lottery buyers they might regard with disdain. When waiting in 7-11 to buy milk while a customer ahead purchases a lottery ticket, the ProShares buyer should seek his financial advice. He might learn something. Lottery ticket buyers have more realistic expectations than ProShares buyers.

The ProShares [prospectus](#) details various dire outcomes that may result from a purchase. But of course nobody reads prospectuses, so they are legally compliant if not informative. However, shouldn't there be a presumption that the typical holder of a ProShares product will profit if his underlying view is correct? What use is a supplier of financial products that largely destroy value? Demand certainly exists, as ProShares proudly notes on its [website](#) the \$27BN in such ETFs they offer. But size of capital raised doesn't prove intelligence by the investors, as the hedge fund industry routinely proves.

If some regard "ethical financier" as an oxymoron, it might be in part because of the values behind the offering of 3X leveraged ETFs. Just because something can be created doesn't mean it should be.

### To Our Clients

At SL Advisors it's important to us that your investments with us are aligned with your financial situation and objectives. If there have been any relevant changes from your perspective or any reasonable restrictions you wish to impose, please let us know and we'll be happy to discuss appropriate modifications. Of course, anytime you have any questions or concerns don't hesitate to contact us. We value your business, and never forget the faith you have placed in us as stewards of your capital.



*SL Advisors, LLC focuses on investment strategies that provide income without relying on fixed income securities*

## Performance Tables

### Midstream Energy Infrastructure

#### (General Partner Focused)

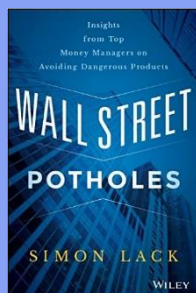
	MLP Strategy (K-1s)						Since Inception 178%				Index		100%
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	YTD
<b>2008</b>	<b>-0.6</b>	<b>3.1</b>	<b>-0.7</b>	<b>2.0</b>	<b>4.2</b>	<b>-10.6</b>	<b>-1.9</b>	<b>0.7</b>	<b>-14.9</b>	<b>-1.0</b>	<b>-22.0</b>	<b>2.9</b>	<b>-35.5</b>
Index	-0.6	-0.5	-6.3	7.3	1.0	-4.9	-1.7	1.7	-17.2	-0.1	-17.1	-3.7	-36.9
<b>2009</b>	<b>15.5</b>	<b>-2.0</b>	<b>5.1</b>	<b>5.9</b>	<b>10.0</b>	<b>-1.0</b>	<b>10.2</b>	<b>0.2</b>	<b>1.1</b>	<b>2.3</b>	<b>6.3</b>	<b>5.1</b>	<b>75.0</b>
Index	15.3	-4.2	0.7	11.0	9.3	-1.7	12.4	-3.2	4.8	2.9	6.4	6.6	76.4
<b>2010</b>	<b>0.8</b>	<b>5.5</b>	<b>2.1</b>	<b>2.5</b>	<b>-4.4</b>	<b>5.2</b>	<b>5.9</b>	<b>-1.5</b>	<b>5.1</b>	<b>2.1</b>	<b>3.3</b>	<b>2.8</b>	<b>33.0</b>
Index	0.6	4.6	2.9	3.4	-5.4	5.6	7.5	-2.5	6.1	5.4	1.9	1.7	35.9
<b>2011</b>	<b>1.3</b>	<b>5.2</b>	<b>0.1</b>	<b>2.7</b>	<b>-4.2</b>	<b>1.9</b>	<b>-2.4</b>	<b>-0.2</b>	<b>-3.3</b>	<b>9.2</b>	<b>0.2</b>	<b>6.9</b>	<b>17.6</b>
Index	3.0	3.5	-0.6	3.3	-5.0	1.1	-1.9	-1.1	-4.1	10.3	-0.2	5.8	13.9
<b>2012</b>	<b>1.7</b>	<b>5.3</b>	<b>-3.6</b>	<b>0.9</b>	<b>-7.0</b>	<b>3.3</b>	<b>5.8</b>	<b>3.2</b>	<b>2.3</b>	<b>-0.8</b>	<b>0.3</b>	<b>-3.0</b>	<b>7.8</b>
Index	1.9	4.2	-4.0	2.2	-7.5	3.3	5.1	1.6	2.0	0.5	-0.8	-3.1	4.8
<b>2013</b>	<b>12.9</b>	<b>1.8</b>	<b>5.8</b>	<b>-0.5</b>	<b>-1.1</b>	<b>2.7</b>	<b>0.3</b>	<b>-0.3</b>	<b>1.4</b>	<b>2.4</b>	<b>4.1</b>	<b>3.5</b>	<b>37.3</b>
Index	12.6	0.9	5.4	0.9	-2.0	3.1	-0.5	-2.5	2.3	2.7	0.9	1.6	27.6
<b>2014</b>	<b>1.5</b>	<b>2.6</b>	<b>3.9</b>	<b>2.4</b>	<b>5.6</b>	<b>9.6</b>	<b>-4.0</b>	<b>7.5</b>	<b>-1.5</b>	<b>-4.0</b>	<b>0.4</b>	<b>-3.0</b>	<b>21.9</b>
Index	0.6	-0.2	1.5	4.3	3.4	5.9	-3.5	8.2	-1.6	-4.6	-2.6	-5.6	4.8
<b>2015</b>	<b>-3.0</b>	<b>5.8</b>	<b>-0.9</b>	<b>4.9</b>	<b>-2.5</b>	<b>-4.8</b>	<b>-4.9</b>	<b>-6.1</b>	<b>-17.4</b>	<b>6.1</b>	<b>-8.2</b>	<b>-14.3</b>	<b>-39.0</b>
Index	-3.1	2.1	-4.2	6.2	-3.6	-8.3	-3.2	-5.0	-15.3	9.7	-8.1	-3.6	-32.6
<b>2016</b>	<b>-11.9</b>	<b>1.0</b>	<b>8.5</b>	<b>14.8</b>	<b>4.5</b>	<b>4.8</b>	<b>1.0</b>	<b>3.5</b>	<b>5.6</b>	<b>-6.8</b>	<b>7.4</b>	<b>5.1</b>	<b>40.8</b>
Index	-11.1	-0.5	8.3	11.0	2.5	5.1	0.6	-1.3	1.9	-4.5	2.3	4.4	18.3
<b>2017</b>	<b>0.7</b>	<b>0.2</b>	<b>0.9</b>										<b>1.8</b>
Index	4.9	0.4	-1.3										3.9

Returns do not include cash balances prior to May 2010. The Index is the Alerian MLP Index, AMZX. Past performance is not indicative of future returns.

	Energy Infrastructure Strategy (1099s)						Since Inception				Index		-7%
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
<b>2013</b>								<b>1.2</b>	<b>0.8</b>	<b>4.2</b>	<b>-0.3</b>	<b>6.2</b>	<b>12.5</b>
Index								-0.5	2.3	2.7	0.9	1.6	5.3
<b>2014</b>	<b>0.9</b>	<b>1.6</b>	<b>0.1</b>	<b>4.3</b>	<b>5.0</b>	<b>10.1</b>	<b>-2.6</b>	<b>6.7</b>	<b>-4.1</b>	<b>-2.2</b>	<b>-2.8</b>	<b>-1.1</b>	<b>16.1</b>
Index	0.6	-0.2	1.5	4.3	3.4	5.9	-3.5	8.2	-1.6	-4.6	-2.6	-5.6	4.8
<b>2015</b>	<b>-6.7</b>	<b>5.7</b>	<b>1.8</b>	<b>4.2</b>	<b>-5.3</b>	<b>-2.0</b>	<b>-6.8</b>	<b>-10.2</b>	<b>-15.5</b>	<b>5.4</b>	<b>-12.8</b>	<b>-18.3</b>	<b>-48.3</b>
Index	-3.1	2.1	-4.2	6.2	-3.6	-8.3	-3.2	-5.0	-15.3	9.7	-8.1	-3.6	-32.6
<b>2016</b>	<b>-4.5</b>	<b>-0.7</b>	<b>10.8</b>	<b>12.2</b>	<b>5.7</b>	<b>6.9</b>	<b>0.1</b>	<b>6.1</b>	<b>10.6</b>	<b>-5.4</b>	<b>6.2</b>	<b>2.1</b>	<b>60.5</b>
Index	-11.1	-0.5	8.3	11.0	2.5	5.1	0.6	-1.3	1.9	-4.5	2.3	4.4	18.3
<b>2017</b>	<b>-1.6</b>	<b>-1.0</b>	<b>1.3</b>										<b>-1.3</b>
Index	4.9	0.4	-1.3										3.9

The Index is the Alerian MLP Index, AMZX. August 2013 was a partial month. Past performance is not indicative of future returns

A book written by Wall Street insiders that reveals how unsuspecting individual investors are often steered towards high-fee investment products that deliver poor



results.

Everyone who relies on others for financial advice should read this book so they can ask the tough questions that will help them achieve better investment results at less cost.

**Performance Tables (Continued)**  
**Low Volatility Strategies**

Low Vol Long Only							Since Inception				83%	Index			76%
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD		
<b>2012</b>								<b>0.2</b>	<b>1.9</b>	<b>0.0</b>	<b>1.0</b>	<b>-0.2</b>	<b>2.9</b>		
<i>Index</i>								-0.9	1.7	-0.1	-0.2	-0.5	0.0		
<b>2013</b>	<b>5.8</b>	<b>4.0</b>	<b>5.7</b>	<b>1.9</b>	<b>-2.0</b>	<b>0.2</b>	<b>4.1</b>	<b>-4.3</b>	<b>1.0</b>	<b>5.4</b>	<b>0.8</b>	<b>1.1</b>	<b>25.9</b>		
<i>Index</i>	5.0	2.7	4.9	3.8	-3.4	0.6	4.2	-4.8	2.0	4.6	1.2	1.1	23.6		
<b>2014</b>	<b>-3.5</b>	<b>2.7</b>	<b>2.0</b>	<b>2.8</b>	<b>1.4</b>	<b>0.9</b>	<b>-2.5</b>	<b>5.1</b>	<b>-0.8</b>	<b>2.2</b>	<b>2.5</b>	<b>-0.1</b>	<b>13.3</b>		
<i>Index</i>	-2.5	3.7	2.1	1.9	1.0	2.2	-3.8	3.8	-0.9	4.9	3.2	0.9	17.5		
<b>2015</b>	<b>-1.4</b>	<b>2.9</b>	<b>1.8</b>	<b>-1.2</b>	<b>-0.6</b>	<b>-2.2</b>	<b>2.7</b>	<b>-4.4</b>	<b>-1.0</b>	<b>6.0</b>	<b>-2.1</b>	<b>-0.4</b>	<b>-0.2</b>		
<i>Index</i>	-0.4	1.5	-0.3	-2.0	0.9	-1.8	4.3	-4.9	-0.4	6.8	1.1	-0.1	4.3		
<b>2016</b>	<b>1.5</b>	<b>1.6</b>	<b>5.4</b>	<b>0.1</b>	<b>2.4</b>	<b>7.5</b>	<b>-0.7</b>	<b>-2.0</b>	<b>0.5</b>	<b>-2.4</b>	<b>1.4</b>	<b>2.7</b>	<b>19.1</b>		
<i>Index</i>	-1.7	1.0	6.0	-0.7	1.7	5.7	0.3	-1.9	-1.0	-2.2	0.5	2.6	10.4		
<b>2017</b>	<b>0.8</b>	<b>3.7</b>	<b>0.5</b>										<b>5.1</b>		
<i>Index</i>	0.7	4.5	-0.1										5.2		

The Index is the S&P 500 Low Volatility Index including dividends. Past performance is not indicative of future returns

Low Vol Hedged						Since Inception				42%	Index 3%		
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
<b>2011</b>										<b>0.3</b>	<b>0.3</b>	<b>3.6</b>	<b>4.3</b>
<i>Index</i>										0.6	-0.2	0.2	0.6
<b>2012</b>	<b>-3.5</b>	<b>-2.0</b>	<b>1.2</b>	<b>1.7</b>	<b>1.2</b>	<b>2.2</b>	<b>1.1</b>	<b>-1.3</b>	<b>0.5</b>	<b>0.8</b>	<b>0.6</b>	<b>-0.6</b>	<b>1.8</b>
<i>Index</i>	0.4	-0.8	-1.2	-1.5	-0.4	-1.5	-0.1	-0.1	-0.3	0.2	0.5	0.1	-4.7
<b>2013</b>	<b>2.9</b>	<b>3.5</b>	<b>4.1</b>	<b>0.9</b>	<b>-2.8</b>	<b>1.1</b>	<b>1.4</b>	<b>-3.0</b>	<b>-0.4</b>	<b>3.2</b>	<b>-0.7</b>	<b>-0.4</b>	<b>10.0</b>
<i>Index</i>	0.4	0.2	0.0	0.5	0.2	-0.6	0.6	-1.6	-0.1	1.4	0.6	0.2	1.7
<b>2014</b>	<b>-1.6</b>	<b>0.0</b>	<b>1.9</b>	<b>2.4</b>	<b>0.3</b>	<b>0.0</b>	<b>-2.2</b>	<b>3.1</b>	<b>0.2</b>	<b>0.9</b>	<b>1.2</b>	<b>0.3</b>	<b>6.7</b>
<i>Index</i>	0.7	0.7	0.6	0.6	-1.8	0.4	0.2	0.9	0.3	1.0	-0.1	0.0	3.6
<b>2015</b>	<b>-0.1</b>	<b>-0.1</b>	<b>2.8</b>	<b>-2.0</b>	<b>-1.1</b>	<b>-1.0</b>	<b>2.0</b>	<b>-1.2</b>	<b>1.0</b>	<b>1.6</b>	<b>-1.9</b>	<b>1.5</b>	<b>1.3</b>
<i>Index</i>	0.1	0.5	1.0	-1.5	-0.4	1.1	1.4	0.2	2.0	1.1	-0.5	0.3	5.5
<b>2016</b>	<b>3.6</b>	<b>1.4</b>	<b>2.2</b>	<b>-0.6</b>	<b>1.2</b>	<b>7.5</b>	<b>-2.7</b>	<b>-2.5</b>	<b>-0.1</b>	<b>-1.4</b>	<b>-0.9</b>	<b>2.3</b>	<b>9.9</b>
<i>Index</i>	-0.2	-1.5	-0.8	-1.9	0.4	-1.0	1.2	-0.4	0.4	-0.1	0.0	-1.1	-5.1
<b>2017</b>	<b>-0.4</b>	<b>2.3</b>	<b>0.5</b>										<b>2.4</b>
<i>Index</i>	0.7	0.1	1.1										1.9

The Index is the HFRX Equity Market Neutral Index. Past performance is not indicative of future returns.

Low Vol Best Ideas							Since Inception				121%	Index			-1%
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD		
<b>2011</b>			<b>-3.6</b>	<b>19.4</b>	<b>6.5</b>	<b>4.6</b>	<b>0.1</b>	<b>9.2</b>	<b>-1.0</b>	<b>6.8</b>	<b>2.0</b>	<b>1.6</b>	<b>53.6</b>		
<i>Index</i>			-0.9	0.5	-1.4	-1.6	-0.1	-3.5	-3.0	0.8	-0.9	-0.4	-10.0		
<b>2012</b>	<b>-4.9</b>	<b>-1.5</b>	<b>5.8</b>	<b>3.4</b>	<b>1.2</b>	<b>2.5</b>	<b>3.3</b>	<b>-2.1</b>	<b>0.0</b>	<b>3.1</b>	<b>0.3</b>	<b>-1.2</b>	<b>9.8</b>		
<i>Index</i>	1.7	1.4	0.0	0.1	-1.7	-0.3	0.5	0.5	0.4	-0.5	0.4	0.9	3.5		
<b>2013</b>	<b>7.9</b>	<b>6.6</b>	<b>6.6</b>	<b>3.3</b>	<b>-2.0</b>	<b>-0.6</b>	<b>3.9</b>	<b>-2.0</b>	<b>0.4</b>	<b>0.4</b>	<b>-2.7</b>	<b>2.1</b>	<b>25.7</b>		
<i>Index</i>	2.0	0.4	0.7	0.6	0.7	-1.3	1.0	-0.9	1.0	1.2	0.6	0.4	6.5		
<b>2014</b>	<b>-5.6</b>	<b>-0.5</b>	<b>1.3</b>	<b>2.9</b>	<b>-1.0</b>	<b>3.5</b>	<b>-0.7</b>	<b>5.2</b>	<b>-0.5</b>	<b>-0.9</b>	<b>2.3</b>	<b>1.5</b>	<b>7.4</b>		
<i>Index</i>	-0.1	1.6	-0.2	-0.7	0.5	0.9	-0.9	1.1	-0.8	-1.3	0.3	-0.8	-0.4		
<b>2015</b>	<b>-1.2</b>	<b>0.0</b>	<b>2.1</b>	<b>-1.2</b>	<b>-2.9</b>	<b>-2.8</b>	<b>0.3</b>	<b>-0.4</b>	<b>-2.7</b>	<b>-3.4</b>	<b>-6.6</b>	<b>-0.2</b>	<b>-17.7</b>		
<i>Index</i>	-0.3	2.0	0.3	0.2	0.3	-1.3	0.0	-2.2	-2.1	1.5	-0.7	-1.3	-3.6		
<b>2016</b>	<b>2.1</b>	<b>3.5</b>	<b>2.9</b>	<b>1.2</b>	<b>2.1</b>	<b>7.4</b>	<b>-1.5</b>	<b>-0.1</b>	<b>-3.2</b>	<b>0.4</b>	<b>-1.5</b>	<b>2.6</b>	<b>16.5</b>		
<i>Index</i>	-2.8	-0.3	1.8	-0.1	0.5	0.2	1.5	0.2	0.6	-0.6	0.9	0.9	2.5		
<b>2017</b>	<b>0.4</b>	<b>1.7</b>	<b>-1.1</b>										<b>1.0</b>		
<i>Index</i>	0.5	1.2	0.0										1.6		

The Index is the HFRX Global Hedge Fund Index. Returns are net of fees. Past performance is not indicative of future returns.

*SL Advisors runs a variety of strategies focused on generating attractive risk-adjusted returns using public equities in long-only and long-short format. Contact us for more information, or go to our website: [www.sl-advisors.com](http://www.sl-advisors.com)*

SL Advisors offers separately managed accounts for individuals, family offices and institutions across various investment strategies. Client assets are held with Charles Schwab, the largest provider of custody services for independent registered investment advisors in the U.S. with client assets of \$1.1 trillion (as of December 31, 2014). Client portfolios are completely transparent via Schwab's extensive website which provides real-time access to accounts and all supporting information. Detailed monthly statements are mailed directly to clients from Schwab.

#### **SL Advisors MLP Strategy**

This portfolio consists of approximately 15 investments in Master Limited Partnerships (MLPs) and publicly traded companies in energy infrastructure and related assets to receive a healthy and growing tax deferred income stream. MLPs are publicly traded interests primarily invested in energy infrastructure and related assets. They represent direct proportional ownership stakes in the underlying assets rather than securities in a corporation. Historically they have paid regular distributions which have steadily grown, and as such they can be suitable for investors seeking income generating investments with a tolerance for equity market exposure.

#### **SL Energy Infrastructure Strategy**

This strategy seeks to achieve its investment objective by primarily investing in the equity securities of the general partners of master limited partnerships ("MLPs") and the parent companies of general partners of MLPs (collectively, "GPs"). It holds some of the same names that are in the MLP Strategy but only invests in securities that generate 1099s for tax-reporting. As such, it may be appropriate for tax-deferred, tax-exempt and non-U.S. investors.

#### **SL Advisors Low Vol Long Only Strategy**

This strategy utilizes stocks of stable companies with high dividend yields to generate income with capital appreciation by investing in a diverse, unleveraged, hedged portfolio of U.S. equities. Companies are selected that possess a history of steady earnings growth, attractive dividend yields and are less volatile than the overall market. Academic research has shown the Capital Asset Pricing Model (CAPM) fails to explain risk-adjusted returns. Over long periods of time, high beta stocks tend to under-perform and low beta stocks tend to out-perform, on a risk-adjusted basis, which is inconsistent with predicted performance by the CAPM. This strategy attempts to take advantage of this persistent anomaly.

#### **SL Advisors Low Vol Hedged Strategy**

An alternative to bonds, this strategy combines the Low Vol Long Only Strategy with a short S&P500 position with the objective of making the portfolio beta neutral while still maintaining a net long equity exposure. Historically this strategy has exhibited monthly swings comparable to corporate bonds, and given the relative attractiveness of equities compared with investment grade bonds we believe it has a more attractive return outlook. This strategy may be considered as a substitute for a portion of an investor's fixed income allocation.

#### **SL Advisors Low Vol Best Ideas Strategy**

Low Beta Long-Short is more concentrated than Low Vol Hedged with added leverage and is not restricted to dividend paying stocks. It includes our best ideas from Low Vol weighted according to conviction rather than diversified, equal weight allocations. It is managed to be beta neutral and returns are driven very largely by individual stock selection. Interactive Brokers is custodian for assets in this strategy only.

***The Hedge Fund Mirage; The Illusion of Big Money and Why It's Too Good To Be True***

***Bonds Are Not Forever; The Crisis Facing Fixed Income Investors***

***and***

***Wall Street Potholes: Insights from Top Money Managers on Avoiding Dangerous Products***

**are all available at [Amazon.com](http://Amazon.com).**

Our blog, ***In Pursuit of Value***, is at: <http://www.sl-advisors.com/blog/>

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## DISCLOSURES

### **MLP Strategy**

Returns for the MLP Strategy reflect the performance of the composite of all discretionary accounts invested in this strategy. The returns shown reflect the deduction of an annual advisory fee, as well as other charges incurred by the accounts, including brokerage and custodian fees. The returns shown also include reinvestment of dividends and other earnings. The performance of the Alerian MLP index is shown for comparison purposes only. The Alerian MLP is a float-adjusted, capitalization-weighted index, which tracks 50 large- and mid-cap energy Master Limited Partnerships (MLPs), capturing 75% of available market capitalization. This index tracks securities which most closely correlate to the securities in which the MLP strategy invests. You cannot invest directly in an index. Past performance is no guarantee of future results.

### **Energy Infrastructure Strategy**

The Energy Infrastructure Strategy seeks to invest in the General Partners (GPs) of Master Limited Partnerships (MLPs) and other energy infrastructure businesses solely through C-corps rather than partnerships. Consequently, the tax reporting consists of 1099s rather than the K-1s common with MLPs. Returns for the Energy Infrastructure Strategy reflect the performance of a composite comprised of all fee-paying discretionary accounts invested in this strategy. The returns shown reflect the deduction of an annual advisory fee, as well as other charges incurred by the accounts, including brokerage and custodian fees. The returns shown also include reinvestment of dividends and other earnings. The performance of the Alerian MLP Index is shown for comparison purposes only. The Alerian MLP Index is a float-adjusted, market-capitalization weighted index of publicly traded MLPs. This index best reflects the universe of stocks from which the Energy Infrastructure Strategy seeks to invest. You cannot invest directly in an index. Past performance is no guarantee of future results.

### **Low Vol Long Only Strategy**

The objective of this strategy is to: (1) generate equity market returns over full market cycle with lower volatility (2) outperform S&P500 during periods of significant stock market underperformance (3) generate higher dividend income than the S&P500. Returns for the Low Vol Long Only Strategy reflect the performance of a composite comprised of all fee-paying discretionary accounts invested in this strategy. The returns shown reflect the deduction of a 1% annual advisory fee, as well as other charges incurred by the accounts, including brokerage and custodian fees. The returns shown also include reinvestment of dividends and other earnings. The performance of the S&P 500 Low Volatility index is shown for comparison purposes only. The S&P 500 Low Volatility index measures performance of the 100 least volatile stocks in the S&P500. The index benchmarks low volatility or low variance strategies for the U.S Stocks market. This index tracks securities which most closely correlate to the securities in which the Low Vol Long Only strategy invests. Past performance is no guarantee of future results. You cannot invest directly in an index.

### **Low Vol Hedged Strategy**

Returns for the Low Vol Hedged Strategy reflects the performance of the composite of all discretionary accounts invested in this strategy. The returns shown reflect the deduction of an annual advisory fee, as well as other charges incurred by the accounts, including brokerage and custodian fees. The returns shown also include reinvestment of dividends and other earnings. As stated above, part of the objective of the Low Vol Hedged Strategy is to outperform the HFRX EM Neutral Index. The performance of the HFRX EM Neutral Index and the DJ Corporate Bond Index are shown for comparison purposes only. The HFRX EM Neutral Index consists of hedge funds that employ quantitative techniques to construct portfolios which are intended to be uncorrelated with equity markets. The DJ Corporate Bond Index is an equally weighted index of investment-grade corporate bonds. HFRX EM Neutral Index is presented as it is a reasonable comparison for Low Vol Hedged which seeks to generate returns while remaining uncorrelated with equities. The DJ Corporate Bond Index is presented as the manager believes Low Vol Hedged can be an acceptable substitute for corporate bonds given its income generating objective. index You cannot invest directly in an index. Past performance is no guarantee of future results.

### **Low Vol Best Ideas**

The objective of this strategy is to deliver absolute returns that are uncorrelated to traditional asset classes. It aims to generate capital appreciation while remaining Beta neutral by maintaining a net long position in low beta equities hedged with the S&P500 (using SPY) to deliver uncorrelated returns. It deploys gross leverage of typically < 2:1 and targets volatility similar to the S&P500. Returns for the Low Vol Best Ideas Strategy reflect the performance of a composite comprised of all fee-paying discretionary accounts invested in this strategy. The returns shown reflect the deduction of a 1% annual advisory fee, as well as other charges incurred by the accounts, including brokerage and custodian fees. The returns shown also include reinvestment of dividends and other earnings. The performance of the HFRX Global Hedge Fund Index is shown for comparison purposes only. The HFRX Global Hedge Fund Index is designed to be representative of the overall composition of the hedge fund universe. It is comprised of all eligible hedge fund strategies. The Strategies are asset weighted based on the distribution of assets in the hedge fund industry. HFRX Global Hedge Fund Index is presented as it is a reasonable comparison for Low Vol Best Ideas which seeks to generate absolute returns while remaining uncorrelated with equities. You cannot invest directly in an index. Past performance is no guarantee of future results.