

# In Pursuit of Value

October, 2017

### The Green and the Black

The Green and the Black; The Complete Story of the Shale Revolution, the Fight Over Fracking and the Future of Energy offers an insider's view. Gary Sernovitz provides the perspective of someone whose job is to persuade investors to finance it. Greg Zuckerman's The Frackers remains a highly readable account and one of our favorites. Sernovitz incorporates additional features; one is that he became a fossil fuel advocate only after his first passion of writing fiction came up short of providing a meaningful paycheck. The world has enough starving writers. While Sernovitz the novelist isn't a household name, his writing engages the reader and breezily moves you through his story. New York-based aspiring writers whose very livelihood in the energy sector is opposed by the Sierra Club require nimble social skills. Moving between socially liberal literary circles and promoting the investment merits of fracking to clients can lead to soul-searching. Sernovitz displays fact-based mental agility in occupying two worlds that rarely touch, while also conceding to some doubts. Few have to examine their actions so thoughtfully. Sernovitz freely admits to holding two apparently contradictory ideas.

Gary Sernovitz quit Goldman Sachs after three years to focus on writing. With "fettuccine money dwindling", six years later he conceded he was no F. Scott Fitzgerald and joined a private equity firm. Ever since, his Houston

friends needle him about "your New York Times" while his literary friends ask, "Do you really frack?" Sernovitz holds a client facing role, so he's raising the money from institutions for others in his firm to invest. In the process he develops his monologue about the Shale Revolution, including the many advantages that make America dominant in this field, and how it's leading to Energy Independence. In a few places it may even resonate with regular readers of SL Advisors blog posts. Some of his explanations of recent history are so good we wish we'd used them ourselves.

The Green and the Black seeks a balanced outlook. In today's politically polarized world, it would probably draw critics on both sides which might confirm its even handedness. There are some familiar forecasts, such as the possibility of U.S. oil production reaching 12 million barrels a day (from around 9.3 million currently) by 2025, and some novel facts. The 95 billion pounds of fracking sand used in 2014 weighs about the same as 200 Willis Towers in Chicago. Given the recent jump in sand volumes that's 400 towers today. Some will find towers more easily visualized than thousands of trucks of sand.

Superlatives are frequent descriptors of the Shale Revolution. And yet, even though hydraulic fracturing (to

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use its long name), or fracking, used an estimated 44 billion gallons of water in 2012, we learn that represents only 0.03% of American water use. It's 6% of the water used for livestock and only 0.1% of that used for irrigation. The Shale Revolution has provided cheaper, cleaner, domestic energy for America. It seems like a good use of these resources.

Sernovitz tackles some common criticisms, such as that fracking fluid contaminates drinking water (extremely rare, not least because shale wells are far deeper than aquifers). He acknowledges the thundering disruption that



well construction is for the landowner and his neighbors. Up close, the energy business is loud and messy. As befits his socially compromised existence, he writes, "From a global perspective, the U.S. gas boom has given birth to the possibility of unprecedented common cause between environmentalists and the oil business. Natural gas can and is displacing coal, which emits twice as much carbon dioxide for the same amount of fuel. Acceleration of this displacement may be one of the most practical weapons to reduce carbon dioxide emissions that the world has...Can environmentalists and oil industry advocates stand together for gas consumption while accepting the divide on the larger issue of fossil fuel use?" This seems to us highly pragmatic.

Some of the best writing is about what you see and hear at a well site. Drilling for oil and natural gas is first of all noisy. The heavy equipment necessary to bore a hole in the earth is loud, and convoys of trucks pass by constantly with the hardware, drilling mud, cement, sand and water that are part of the Shale Revolution. Sernovitz likens the shaking and rumbling to, "...as if every washing machine in town had been placed in a field and set on a spin cycle." In Britain, the Lancashire County Council forbade further such wells in 2015 because of "unacceptable noise impacts." Unlike in the U.S. where mineral rights are privately owned, in the UK the government owns anything of value that's below ground (similar to virtually every other country in the world).

America's system of privately owned mineral rights is one of the least-appreciated drivers of the Shale Revolution. A landowner will tolerate substantial inconvenience from drilling in exchange for royalties. Even less fortunate neighbors with no valuable hydrocarbons below can still receive payments to compensate for their inconvenience. There can be little doubt that if the U.S. states or Federal government owned mineral rights from private land like the rest of the world, America would be relying a great deal more on foreign sources of energy.

The weakest part of the book is later on, when Sernovitz contemplates the geopolitical consequences of the Shale Revolution. While he has much of interest to share on Shale's recent history and his first-hand experience, Part IV. The Global Perspective is not especially insightful and can be skipped without missing much. Part III: The Financial Perspective lacked an understanding of the impact of wealth from discovered resources on economies providing an overly simplistic analysis that underestimates the economic impact of the shale revolution. But for those building a library of books covering the Shale Revolution and the consequent evolution towards American Energy Independence, the Green and the Black deserves a place.



#### **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.

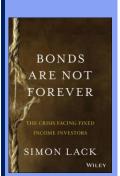


# **Performance Tables**

# **Midstream Energy Infrastructure**

# (General Partner Focused)

•		MLP Strategy (K-1s)           Feb         Mar         Apr         May           3.1         -0.7         2.0         4.2           -0.5         -6.3         7.3         1.0           -2.0         5.1         5.9         10.0           -4.2         0.7         11.0         9.3           5.5         2.1         2.5         -4.4           4.6         2.9         3.4         -5.4           5.2         0.1         2.7         -4.2           3.5         -0.6         3.3         -5.0           5.3         -3.6         0.9         -7.0           4.2         -4.0         2.2         -7.5           1.8         5.8         -0.5         -1.1           0.9         5.4         0.9         -2.0           2.6         3.9         2.4         5.6					Since I	nception	1 <b>56</b> %	Ind	ex	82%	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	YTD
2008	-0.6	3.1	-0.7	2.0	4.2	-10.6	-1.9	0.7	-14.9	-1.0	-22.0	2.9	-35.5
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
2009	15.5	-2.0	5.1	5.9	10.0	-1.0	10.2	0.2	1.1	2.3	6.3	5.1	75.0
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
2010	0.8	5.5	2.1	2.5	-4.4	5.2	5.9	-1.5	5.1	2.1	3.3	2.8	33.0
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
2011	1.3	5.2	0.1	2.7	-4.2	1.9	-2.4	-0.2	-3.3	9.2	0.2	6.9	17.6
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
2012	1.7	5.3	-3.6	0.9	-7.0	3.3	5.8	3.2	2.3	-0.8	0.3	-3.0	7.8
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
2013	12.9	1.8	5.8	-0.5	-1.1	2.7	0.3	-0.3	1.4	2.4	4.1	3.5	37.3
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
2014	1.5	2.6	3.9	2.4	5.6	9.6	-4.0	7.5	-1.5	-4.0	0.4	-3.0	21.9
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
2015	-3.0	5.8	-0.9	4.9	-2.5	-4.8	-4.9	-6.1	-17.4	6.1	-8.2	-14.3	-39.0
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
2016	-11.9	1.0	8.5	14.8	4.5	4.8	1.0	3.5	5.6	-6.8	7.4	5.1	40.8
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
2017	0.7	0.2	0.9	-2.9	-5.7	1.2	0.8	-3.4	2.1				-6.3
Index	4.9	0.4	-1.3	-1.3	-4.5	-0.6	1.3	-4.9	0.7				-5.6



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	Infrastrı	ucture St	rategy (	1099s)		Sino	e Incept	tion	-1%	Index		-15%
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2013								1.2	0.8	4.2	-0.3	6.2	12.5
Index								-0.5	2.3	2.7	0.9	1.6	5.3
2014	0.9	1.6	0.1	4.3	5.0	10.1	-2.6	6.7	-4.1	-2.2	-2.8	-1.1	16.1
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
2015	-6.7	5.7	1.8	4.2	-5.3	-2.0	-6.8	-10.2	-15.5	5.4	-12.8	-18.3	-48.3
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
2016	-4.5	-0.7	10.8	12.2	5.7	6.9	0.1	6.1	10.6	-5.4	6.2	2.1	60.5
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
2017	-1.6	-1.0	0.8	-3.2	-6.7	1.9	3.7	-4.3	2.8				-7.9
Index	4.9	0.4	-1.3	-1.3	-4.5	-0.6	1.3	-4.9	0.7				<i>-5.6</i>

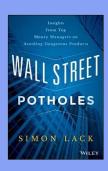
The Index is the Alerian MLP Index, AMZX. August 2013 was a partial month. Past performance is not indicative of future returns

# **Performance Tables (Continued)**

# **Low Volatility Strategies**

		Low	Vol Long	Only			Sin	ce Incept	tion	85%	Inc	dex	88%
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2012								0.2	1.9	0.0	1.0	-0.2	2.9
Index								-0.9	1.7	-0.1	-0.2	-0.5	0.0
2013	5.8	4.0	5.7	1.9	-2.0	0.2	4.1	-4.3	1.0	5.4	0.8	1.1	25.9
Index	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
2014	-3.5	2.7	2.0	2.8	1.4	0.9	-2.5	5.1	-0.8	2.2	2.5	-0.1	13.3
Index	-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
2015	-1.4	2.9	1.8	-1.2	-0.6	-2.2	2.7	-4.4	-1.0	6.0	-2.1	-0.4	-0.2
Index	-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
2016	1.5	1.6	5.4	0.1	2.4	7.5	-0.7	-2.0	0.5	-2.4	1.4	2.7	19.1
Index	-1.7	1.0	6.0	-0.7	1.7	<i>5.7</i>	0.3	-1.9	-1.0	-2.2	0.5	2.6	10.4
2017	0.8	3.7	0.5	-0.5	0.9	-0.5	2.2	-1.6	0.5				6.0
Index	0.7	4.5	-0.1	1.1	2.7	-0.3	1.4	0.9	0.8				12.2

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				Index 4%		
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2011										0.3	0.3	3.6	4.3
Index										0.6	-0.2	0.2	0.6
2012	-3.5	-2.0	1.2	1.7	1.2	2.2	1.1	-1.3	0.5	0.8	0.6	-0.6	1.8
Index	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
2013	2.9	3.5	4.1	0.9	-2.8	1.1	1.4	-3.0	-0.4	3.2	-0.7	-0.4	10.0
Index	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
2014	-1.6	0.0	1.9	2.4	0.3	0.0	-2.2	3.1	0.2	0.9	1.2	0.3	6.7
Index	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
2015	-0.1	-0.1	2.8	-2.0	-1.1	-1.0	2.0	-1.2	1.0	1.6	-1.9	1.5	1.3
Index	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
2016	3.6	1.4	2.2	-0.6	1.2	7.5	-2.7	-2.5	-0.1	-1.4	-0.9	2.3	9.9
Index	-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
2017	-0.4	2.3	0.5	-1.0	0.1	-1.0	0.7	-1.9	-0.6				-1.7
Index	0.7	0.0	0.7	0.1	-1.5	0.6	0.5	0.9	0.4				2.6

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

		Low V	ol Best 1	ideas			Sinc	ce Incep	tion	103%	Ina	lex	2%
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2011			-3.6	19.4	6.5	4.6	0.1	9.2	-1.0	6.8	2.0	1.6	53.6
Index			-0.9	0.5	-1.4	-1.6	-0.1	-3.5	-3.0	0.8	-0.9	-0.4	-10.0
2012	-4.9	-1.5	5.8	3.4	1.2	2.5	3.3	-2.1	0.0	3.1	0.3	-1.2	9.8
Index	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
2013	7.9	6.6	6.6	3.3	-2.0	-0.6	3.9	-2.0	0.4	0.4	-2.7	2.1	25.7
Index	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
2014	-5.6	-0.5	1.3	2.9	-1.0	3.5	-0.7	5.2	-0.5	-0.9	2.3	1.5	7.4
Index	-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
2015	-1.2	0.0	2.1	-1.2	-2.9	-2.8	0.3	-0.4	-2.7	-3.4	-6.6	-0.2	-17.7
Index	-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
2016	2.1	3.5	2.9	1.2	2.1	7.4	-1.5	-0.1	-3.2	0.4	-1.5	2.6	16.5
Index	-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
2017	0.4	1.7	-1.1	-1.7	1.0	-2.6	-0.7	-3.4	-0.9				-7.1
Index	0.5	1.2	0.0	0.4	0.2	0.2	0.9	0.3	0.5				4.3

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

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.

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## **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 outperform, 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.

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 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.