

## Investment Approach

Pendulum's Income + Value Strategy's objective is to invest in what we believe to be high-yielding equity and preferred securities in addition to small to mid-cap value stocks that are also underappreciated by the broad market.

The Income + Value strategy overlaps with the Income strategy to a degree, primarily by being invested in mortgage REITs and preferred stock. We add small and mid-cap equity exposure identified by deep fundamental research to make long-term, high-conviction investments that serve to complement our income investment allocation.

Traditionally, high-yielding securities carry additional risks and are more volatile relative to the market. However, our differentiating factor is that we utilize our internally developed methodology, focusing on business quality, asset quality, as well as management quality to help manage these additional risks.

**Using our internal methodology, we aim to provide long-term value, income, and capital appreciation to our clients.**

## Portfolio Allocation

SECTOR	PORTFOLIO ALLOCATION, as of 3/31/2025*
Mortgage REITs	34.33%
Insurance	30.01%
Preferred Stock	25.81%
REITs	5.16%
Energy	4.23%
Money Market/Treasury Bills	0.46%

*\*Allocation for the Income + Value Strategy above is as of 3/31/2025. Portfolio weights are determined by using the weighted average actual assets across client portfolios. Your experience and/or allocation may vary based on your individual circumstances. The Firm provides no assurance that it will be able to achieve similar results in comparable situations. Any statement herein about the quality of an asset class is the opinion of the author and is subject to change without notice. For additional information, including fees and services, send for our disclosure statement as set forth on Form ADV using the contact information herein. Please read the disclosure statement carefully before you invest or send money*

## Performance Data (as of 3/31/2025)

Value Strategy Total Returns, net of fees	1Q 2025	YTD	Inception <sup>1</sup>
Value	1.70%	1.70%	16.04%
Index <sup>2</sup>	4.54%	4.54%	10.08%

1. Inception date is 5/1/2024

2. MVIS US Mortgage REIT Index, Total Return Net

## Pricing Schedule

Assets Under Management	Annual Fee*
\$0-999,999	1.00%
\$1,000,000-\$1,999,999	0.75%
\$2,000,000+	0.50%

*\*Fees billed in arrears, on a quarterly basis, based on quarter-end account value*

## Other Information

Custodian & Broker: Charles Schwab\*

*\*Client funds are held in segregated, separately managed accounts i.e. non-commingled*

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Any reference to a market index is included for illustrative purposes only as it is not possible to directly invest in an index. The figures for each index reflect the reinvestment of dividends, as applicable, but do not reflect the deduction of any fees or expenses, or the deduction of an investment management fee, the incurrence of which would reduce returns. It should not be assumed that your account performance or the volatility of any securities held in your account will correspond directly to any comparative benchmark index.

This article contains certain forward-looking statements that indicate future possibilities. Due to known and unknown risks, other uncertainties and factors, actual results may differ materially. As such, there is no guarantee that any views and opinions expressed herein will come to pass.

Investing involves risk of loss including loss of principal. Past investment performance is not a guarantee or predictor of future investment performance.

PAM does not provide tax or legal advice. You should contact your tax advisor, accountant and/or attorney before making any decisions with tax or legal implications. All information is provided solely for convenience purposes and all users thereof should be guided accordingly.

Performance data currently includes all clients invested per the strategy they have chosen. The Firm has the discretion to exclude portfolios from the performance data set if the invested assets are not within each strategy’s targeted holdings. For example, if a client wants to be in the Income Strategy, but is currently only invested in index ETFs, we would exclude that portfolio from the performance data set until it is fully invested to the strategy. Additionally, certain portfolios include restrictions on investment strategy, including but not limited to limiting the treasury bill/money market allocation. At the Firm’s discretion, as long as the client’s core equity and preferred investments align with the intended strategy, accounts with investment restrictions are included in the performance data.

Returns presented are time-weighted total returns that have been adjusted for cash flows and include the reinvestment of income. Composite results have been aggregated monthly and weighted based on beginning-of-month portfolio valuations.

Past performance is not a guarantee of future results.

Performance includes the reinvestment of dividends, interest and other earnings. Certain investments may not have dividend or interest reinvested. Reinvestment into securities and/or treasuries and money market instruments are up to the Firm’s discretion.

Net returns reflect the deduction of management fees. Management fees are dependent on client assets under management.

The benchmark used for both strategies is the MVIS US Mortgage REIT Index, Total Return Net (MVMORTTR). This index tracks the performance of the largest and more liquid companies in the US Mortgage REITS Industry. The index includes price returns and dividends but withholds dividends for tax purposes. This is a modified market cap-weighted index, and only includes REITs that derive at least 50% of their revenues from Mortgage, such as REITs that are primarily engaged in the purchase or service of commercial or residential mortgage loans or mortgage related securities. MVMORTTR covers at least 90% of the investable universe.

The volatility of the index represented in this material may be materially different from that of client portfolios. The index has been selected as client portfolios have a significant allocation to the Mortgage REIT sector. The underlying exposures, and specifically the securities in the selected benchmark index or indices, may vary substantially from that of the strategy presented.