



**SMART YIELD**  
INCOME FUND

2024 Q 2

A Broxton Capital Advisors Fund

Manager

R. ALLEN COOKE



## **Get Yield, Get Return. Get Smart Yield.**

*We created Smart Yield in order to give managers an income allocation tool that works.*

As of March 31, 2024

## Portfolio Facts

Annual Target Return:	8.00%
Beta Target	≤ 0.35
Fund Type	SMA Composite
Opening Date	7/1/2021
Inception Date	9/30/2020

## Performance\*

### Since Inception

Smart Yield	19.92%
S&P U.S. Agg Bond Index	-8.08%
Fund Annualized Net	5.33%

### YTD MAR 31, 2024

Smart Yield	.33%
S&P U.S. Agg Bond Index	-.55%
Smart Yield Gross	.66%

## Performance Analysis

Beta	.27
Sharpe Ratio	.41
Treynor Ratio	11.25
Alpha	11.76%
Standard Deviation	7.39

\*Total Return Net; Benchmark: S&P U.S. Aggregate Bond Index, please see important performance disclosures on last page

## SMART YIELD FUND

### Objective:

- The objective of the fund is to return 8% annually through a low volatility income and growth portfolio as an alternative to single asset income funds

### Fund Facts

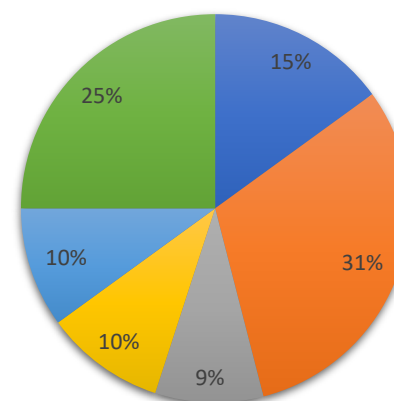
- Projected low correlation to single asset income funds and equity indexes
- Designed to achieve income with lower risk
- Broxton Managers have over 50 years of combined experience

### Process

- Managers select securities in multiple asset classes and industry sectors based on proprietary algorithms and technical indicators, statistical indicators, industry & business trajectories, coverage ratios and cash flows

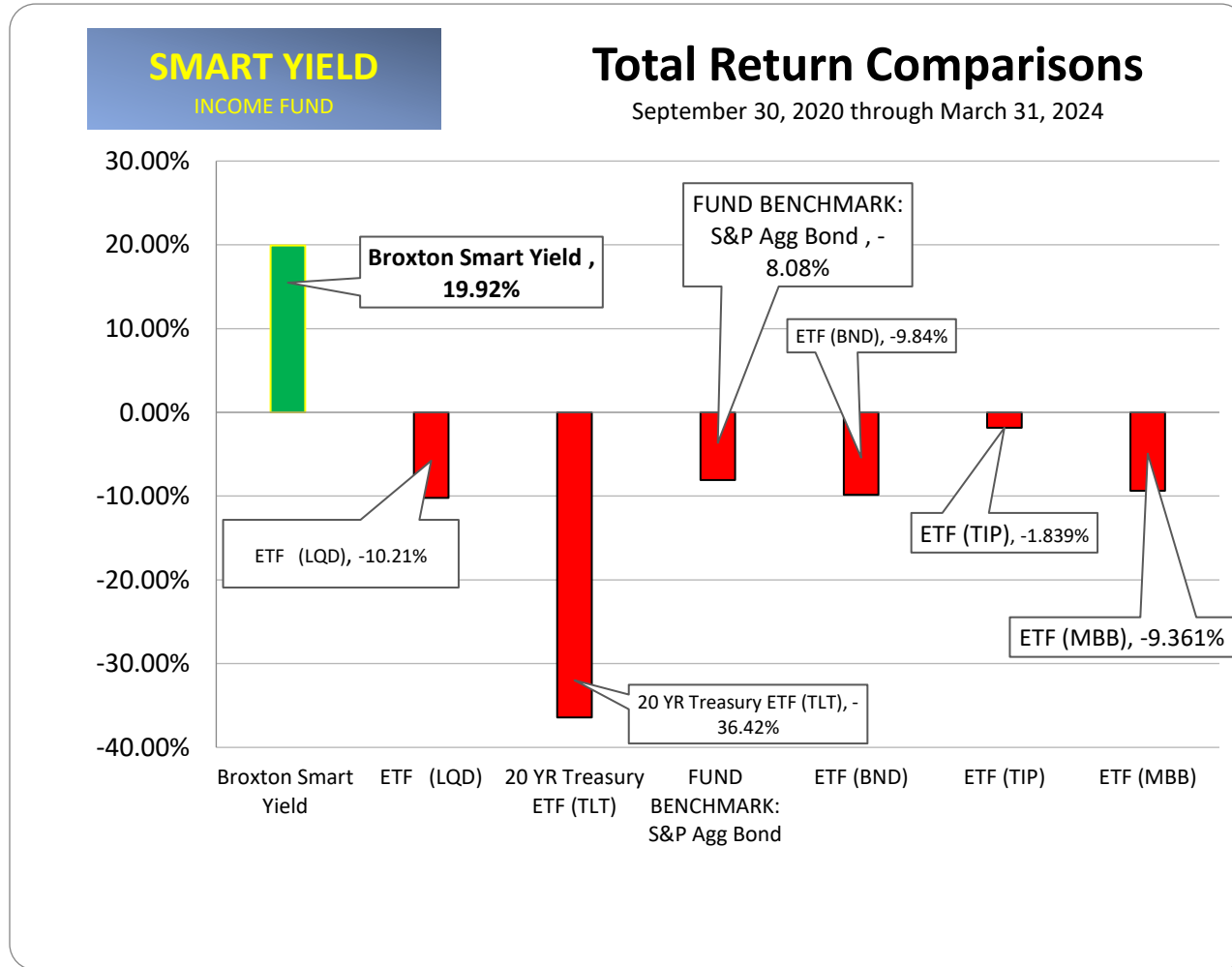
### Asset Mix Example

- High Yield Corporates
- Dividend Equities
- Convertible Securities
- Pass Through Securities
- Growth Equites
- Cash/Hedge



## Smart Yield is an efficient frontier income fund.

Since inception, through December of 2023, Smart Yield has returned a positive 19.53% net, compared to a negative 7.56% for the S&P bond index and a negative 33.99% return for the 20-year treasury ETF over the same period. [Learn More](#)



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## SMART YIELD IS AN EFFICIENT FRONTIER INCOME FUND

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Normal Income funds (single asset income funds Examples: VNQ, TLT, LQD, MBB) have:

- NO DIVERSIFICATION
- LOWER YIELD
- LOWER COMPOUNDING RATE
- HIGHER VOLATILITY

Efficient frontier income funds have:

- DIVERSIFICATION
- HIGHER YIELD
- HIGHER COMPOUNDING RATE
- LOWER VOLATILITY

# CRUCIAL

*adjective*

1. decisive or critical, especially in the success or failure of something. We will get back to this later

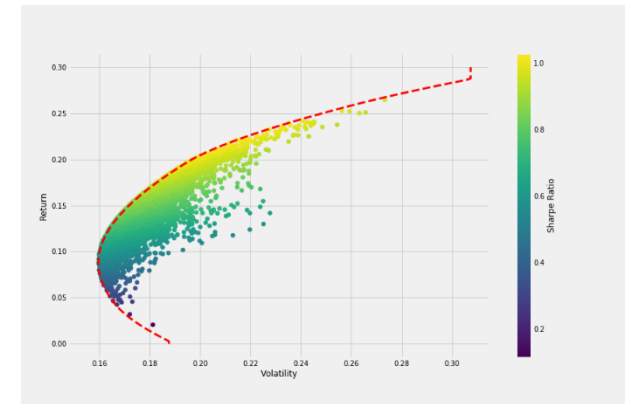
## WHAT IS AN EFFICIENT FRONTIER INCOME FUND

An efficient frontier is a set of investments that are expected to provide the highest returns at a given level of risk. An efficient frontier income fund has a flexible investment mandate in order to place investments along the curve.

Creating the efficient frontier: Lower volatility versus higher return

Broxton Tools:

- Diversification, standard deviation, issuer stability, fundamental analysis, cash flow algorithms, technical analysis, industry analysis, and qualitative analysis based on experience
- Using the broader selection mandate to create the efficient frontier



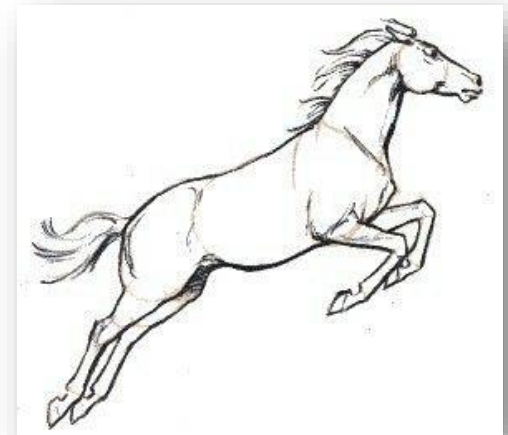
## DIVERSIFICATION

Diversification: Arguably the most important tool in creating the efficient frontier

- Smart Yield contains usually between 5 and 15 well-known managers at any given time through funds and ETFs with access to 100s more. Examples: Blackrock, Pimco, KKR, Schwab etc. We are most likely to deploy a specific type of allocation through a vendor: examples: floating rate notes, real estate, index option writing strategies
- [Exposure](#) to all sectors and industry groups at any given time
- Multiple security types: preferreds, corporate bonds, convertible bonds, ETFs, CEFs, dividend stocks, money markets, hedges etc
- Strategy diversification: Income, dividend / covered writing, hedging, closed end fund discount capture, convertible / covered writing, overlooked allocations etc.
- Strategy diversification allows for Smart Yield to perform in rising and falling interest rate environments
- The diversification is what allows Smart Yield to deliver higher and safer returns (above SAIFS)

## SAMPLE PORTFOLIO METRICS<sup>1</sup>

Positions est.	30-50
Managers	10
Beta target vs S&P 500	.35
Current Yield	6-7%
Standard Deviation	7.41
Inception Date	9/30/2020
Benchmark	S&P U.S. Aggregate Bond Index



<sup>1</sup> Example

Getting back to this

# CRUCIAL

*adjective*

1. decisive or critical, especially in the success or failure of something. Why are these attributes crucial?

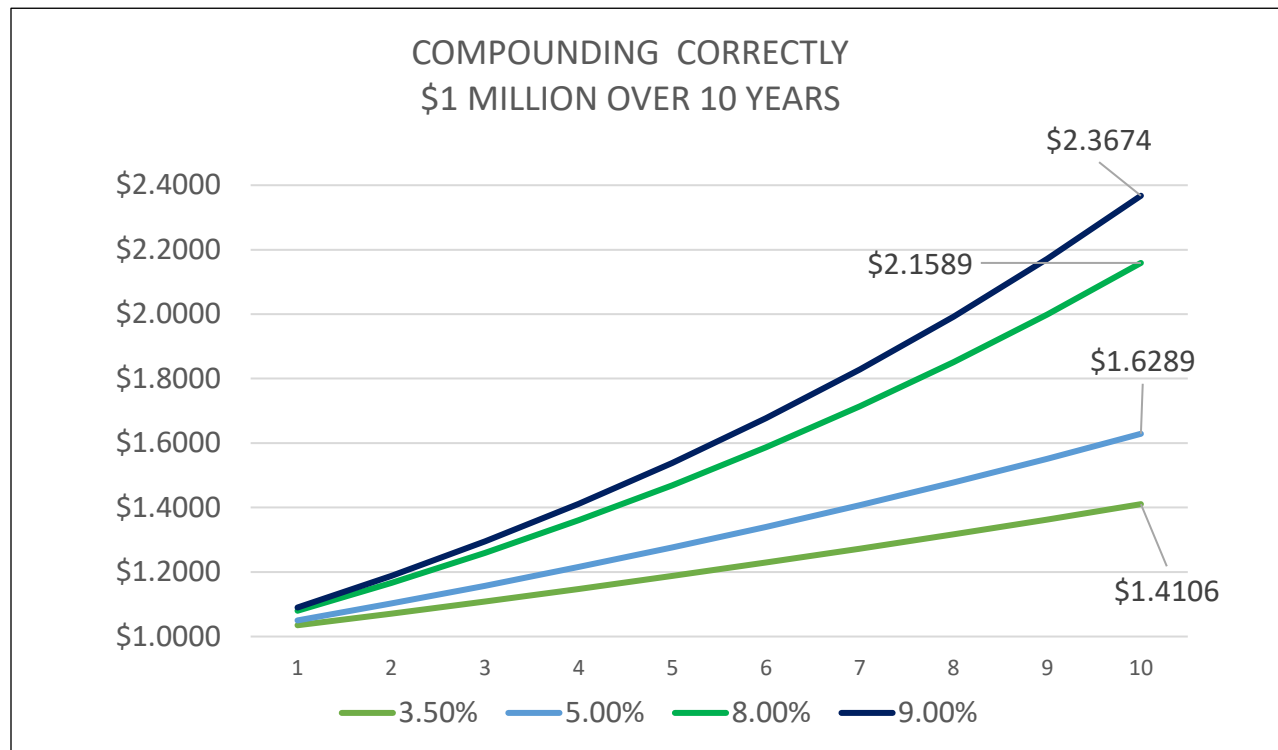
Efficient frontier income funds have:

- DIVERSIFICATION
- HIGHER YIELD
- HIGHER COMPOUNDING RATE
- LOWER VOLATILITY
- WHY IS THIS CRUCIAL?



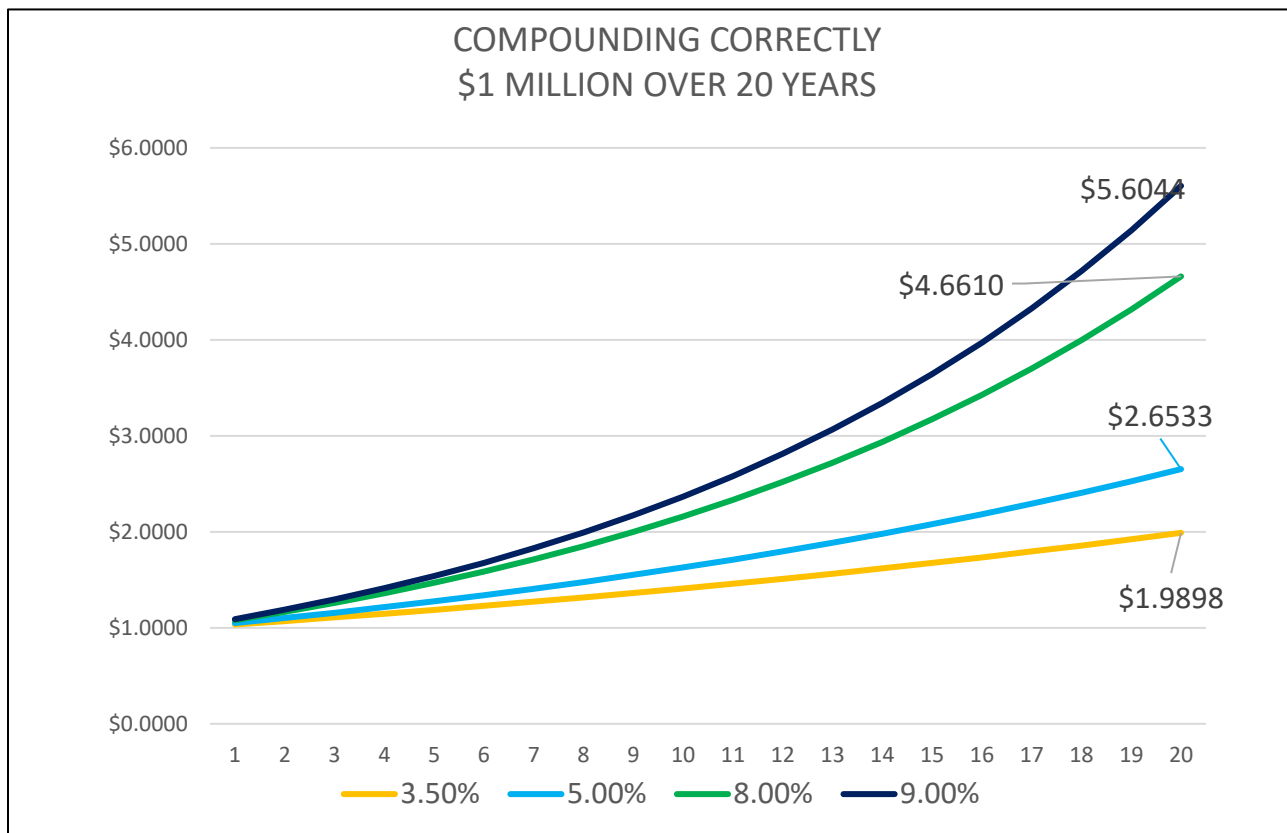
# COMPOUNDING

- Over time, the compounding rate is the most important variable for an income portfolio or allocation. The difference between efficient frontier income funds and regular income funds is millions of dollars



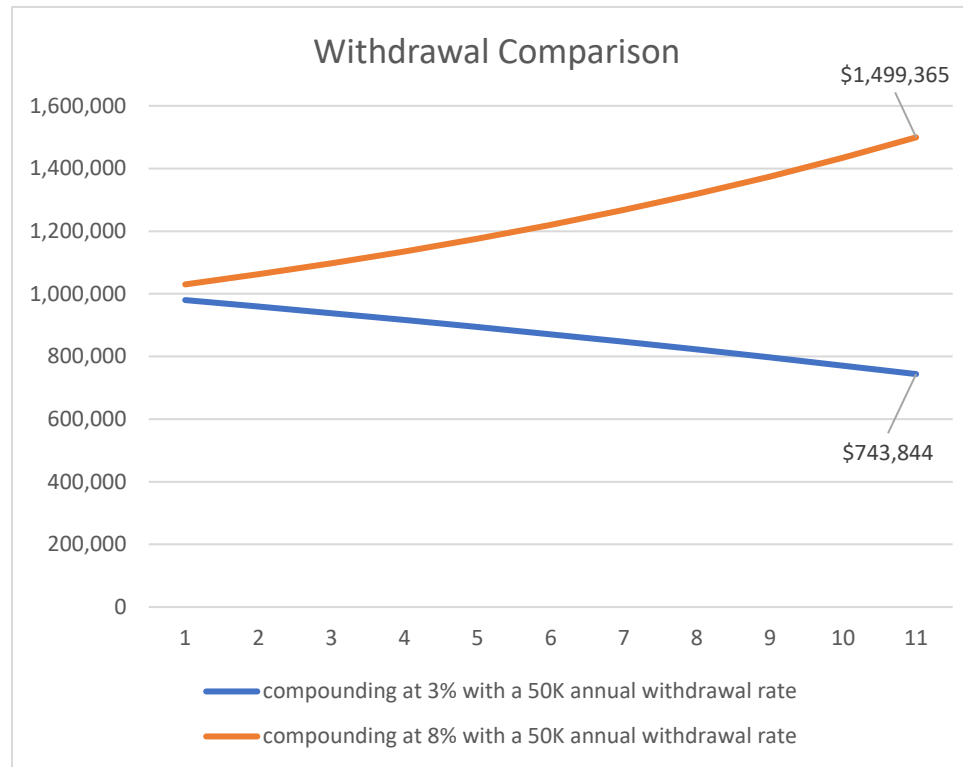
# COMPOUNDING

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## IMPORTANCE OF COMPOUNDING CORRECTLY

- The difference is higher in portfolios meeting withdrawals
- Which types of accounts need income:



## IMPORTANCE OF THE INCOME ALLOCATION / ALL ACCOUNTS NEED SOME INCOME EXPOSURE

Diversification: As in the portfolio.....With indexes performing so well some households are overly concentrated in stocks

- S&P 500 etf SPY went from 147 to 111 from December of 1999 through December of 2009
- Possible catastrophe for withdrawal accounts



- Through this period an S&P 500 only account loses 24% of principal
- a 50/50 account with S&P and the other 50% earning 8% increases by 45% through the same period

CHOICE :

DOWN 24%

UP 45%

## CONCLUSION

Normal Income funds (single asset income funds) have:

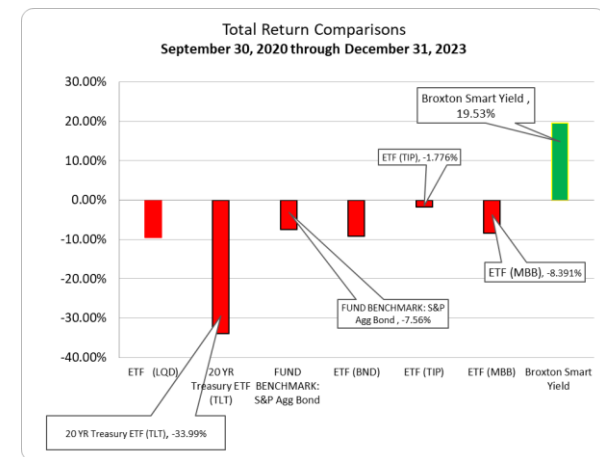
- NO DIVERSIFICATION
- LOWER YIELD
- LOWER COMPOUNDING RATE
- HIGHER VOLATILITY

Examples: VNQ, TLT, LQD, MBB. **Current yields 4% area subject to 20-40% drawdowns.** Does not work. Investment management companies lack products and incentives to create them (are they calling with solutions?)

Smart Yield & Efficient Frontier Income investing is superior

- HIGHER YIELD
- LOWEST VOLATILITY
- HIGHEST DIVERSIFICATION

MORE: COMPOUNDING



## CONCLUSION

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For the Manager Smart Yield:

- Increases business at the basis point level and through income allocation growth, 30-60%. Adding 10 basis points and compounding at 3% higher (annualized for 10 years) increases revenue by 254K per \$10 mm per 10 years. Total Return increase for the portfolio \$5 mm. The same portfolio increases to \$20 mm over 20 years. (Small increases in the compounding rate drive large increases over time)
- drive efficiency on the allocation and management front (less time managing the allocation more time for driving business)
- Robust allocation considering the diversification



**Get Yield, Get Return. Get Smart Yield.**

## BROXTON BIOS

The managers have over 50 years of collective fixed income experience:

- Bob Cooke: Spanning a career of over 40 years, Bob has been a municipal and corporate bond specialist, running the municipal desks at Drexel Burnham Lambert and later, Imperial Capital, a leader in bond research and trading. Bob joined Broxton in 2008.
- R. Allen Cooke: With over 25 years as a fixed income specialist, Allen worked alongside his father, Bob Cooke at Imperial Capital and later headed the corporate bond research at Western International Securities. Allen founded Broxton Capital in 2005.
- Beth VanRood: Beth began her career, working with Bob, on bond trading and portfolio analysis. Beth specializes in trading and fixed income strategies for Broxton. She began a career in finance in 2014.

Broxton Capital Advisors began on Broxton Avenue in the UCLA-Westwood area of Los Angeles. Broxton Avenue is named after the civil parish in Cheshire, England. Broxton Capital is an investment manager located in San Juan, Memphis and Los Angeles.





## ADDITIONAL INFORMATION

we maintain one of the most extensive research libraries of proprietary investment research

[LINK](#)

**BROXTON**  
CAPITAL ADVISORS



WEALTH MANAGEMENT

ADVISORS & MANAGERS

SMART YIELD

OUR FIRM

RESEARCH

SJI

LIBRARY



### MONTHLY NEWSLETTER

2023

- December
- November
- October
- September
- August

February 2024

#### Arbor Realty Trust Inc.

Arbor Realty Trust (ABR). ABR is a 40-billion-dollar originator, owner and manager in the multifamily loan market. We initiated coverage due to the changing environment and the various opportunities in the capital structure. This report contemplates the effects of rising defaults on ABR and provides insight into commercial loan portfolios.

[Read Report>>](#)

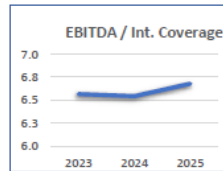
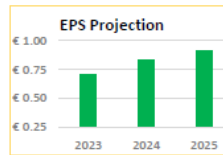
## SMART YIELD

**BROXTON CAPITAL ADVISORS** Vodaphone as of 9/30/2022  
Monday, January 30, 2023

share price \$11.61

**PROJECTIONS IN MM fiscal yr €**

	2023	2024	2025
<b>Income Statement</b>			
Revenue	46,036	47,877	49,792
Gross Profit	14,731	15,560	16,183
Operating Income	5,427	6,029	6,355
Pre-Tax Income	400	400	400
Net Income	2,039	2,401	2,636
EPS	€ 0.71	€ 0.83	€ 0.91
Revenue growth		4%	4%
EBITDA (adj)	15,102	15,704	16,030
Interest	-2,300	-2,400	-2,400
Capitalized Expense	8,000	8,000	8,000
Cash Flow	5,014	5,176	5,411
Equity Dividends	2,533	2,533	2,533
Cash Flow Dividend Coverage	198%	204%	214%
Retained Cash Flow	2,482	2,644	2,878
Retained Cash Flow Sum	2,482	5,125	8,003
<b>Valuations</b>			
Cash Flow Yield Vs. Equity	15.3%	15.8%	16.6%
EV/EBITDA	5.3	5.1	5.0
P.E Ratio	16.4	13.9	12.7
Enterprise Value	79,379		
Net Total Debt (Broxtton)	46,708		
Equity Market Cap	32,671	32,671	32,671
<b>Debt Ratios</b>			
EBITDA/Interest Coverage ratio	6.6	6.5	6.7
Net Debt/EBITDA	3.1	3.0	2.9
<b>Liquidity</b> Sep. 30 2022			
Cash	7,072		
Borrowing Availability est.	2,000+		
Total Current Assets	27,786		
Total Current Liabilities	34,219		
Current Ratio	81%		
<b>Debt (VOD Reported)</b>			
Borrowings	53,780		
Borrowings Net	45,523		
<b>NOTES:</b>			
Debt amortization schedule (right): 2027 or later = 43.1 billion. Projections do not include the planned sale of Vodafone's Hungarian assets or the contemplated Vantage Towers transaction. Debt above includes bonds, bank loans and other borrowings and does not include lease and other liabilities.			



Our proprietary algorithms provide superior and more accurate insight

- Algorithms output to structured reports
- Controls allow unlimited forecast scenarios

## ASSET CLASS OVERVIEWS

### High Yield Corporates

- lower convexity than investment grade
- Susceptible to mispricing
- Ability for price appreciation and yield



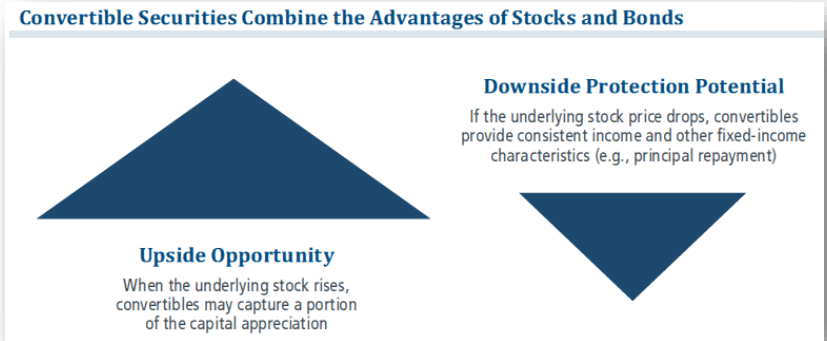
### Pass Through Securities

- Real estate investment trusts, Business development corporations, Closed end funds, Master limited partnerships, preferred shares
- Possibility for capital appreciation with income yield



## Convertible Securities

- Corporate bonds, Preferred shares, "busted" converts<sup>2</sup>
- Equity upside with bond protection



## ETFs, Dividend & Growth Equities

- Basket approach reduces risk
- Offers capital appreciation
- Fundamental + technical analysis
- Alpha generation
- Our question: Where is the dividend support for each security



<sup>2</sup> Convertibles that are unlikely to offer equity upside

## Cash/hedge

- Option writing strategies
- Hedging through option put positions or ETFs
- Cash instruments
- Other

Option strategies are available to the managers as far as covered writes or hedging positions. Covered writing can add income and reduce volatility and is considered a conservative method of incrementally increasing yields and reducing volatility. Matched puts can reduce volatility on individual positions. ETFs offer simple hedging opportunities to obviate interest rate or market volatility.

Conclusion: Total addressable market for selection well over \$1 trillion

## RISK CONTROLS

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- Broader mandate allows for risk controls
- Levels of risk control: asset class, industry & Issuer, portfolio level, security level, Proprietary technical analysis overlay
- Analysis quantitative and qualitative: standard deviation + industry economic + issuer economic
- Cash flow algorithms reduce risk related to individual issuer
- Compare: REITs, MLPs, BDCs and sector ETFs can face individual and or sector economic challenges, Smart Yield diversification reduces these risks

## FUND STRUCTURE

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Smart Yield is a managed composite of individual accounts. This has several advantages:

- Investors maintain assets in their own account
- Investors and managers may increase and decrease allocations easily on a per account basis
- Investors receive individual custodial statements
- Reduced expenses
- Daily pricing
- Clients view diversification
- All composite accounts receive the same allocation percentages
- Customization

## SPECIAL TECHNIQUES

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- Creating your own convertible bonds: If you find a corporate bond trading at a discount you can combine the bond with shares of the company to create a synthetic convertible bond. Such combinations have lowered risk with unlimited upside. The risk reward metrics are improved at this point; if the shares decline but the bond is paid off the investor will still make a profit. There is also a chance that the shares will accelerate higher doubling or tripling the profits of buying the bond alone. Of course, there is a good amount of research needed in order to successfully execute this investment.
- Cashing in on stock drops: Often times a convertible bond will drop precipitously if the underlying stock it is convertible into falls. From time to time these investments become more valuable solely as a bond investment that investors can cash in on as the previous investors sell. These are known as "busted converts." Many times, the bonds are financially sound. For instance: Over the last few years, the shares of Greenbrier companies fell from \$60 to a low of \$12.89. This caused the convertible bonds to trade down briefly at a close to 10% yield. The bonds have since rebounded by about 20% from the low and to a more normal yield of about 6%.
- Staying out of trouble (also do not get run over trying to pick up a dime in the street)! Often times investors remain oblivious to problems as companies decline. Investors are currently receiving a low yield certain bonds. However, many of these companies have yet to generate a profit and some companies have a large cash burn. So, this is not the best way to yield. So always be aware is your company accreting cash or depleting it!

## Disclosures

### SMART YIELD DISCLOSURES 7/18/2023

Broxton Capital Management is an investment management firm which was established in 2005. Smart Yield returns are shown net of actual fees and expenses. Composite returns are weighted monthly. Broxton measures composite internal dispersion using Size-Weighted Standard Deviation. Returns for periods exceeding 12 months are annualized. Broxton maintains two composites. The definition of the firm includes the total firm assets, and we practice firm-wide compliance. Smart Yield Fund targets a mix of investment in different asset classes and strategies that contain the risk of loss. Investors should carefully consider the Fund's investment objectives and risk factors before investing. Investing involves risk, including possible loss of principal. Investors should consider the loss of principle and the fact that Smart Yield targeted returns are not guaranteed. Smart Yield intends to attain an 8% annual return through capital gains, interest, dividends, and other strategies including short term and long-term holding periods. Smart Yield is a separately managed account composite. The inception date is September 30, 2020, and the opening date was July 1, 2021. Asset Mix Examples are examples and do not reflect the current holdings of the fund. Smart Yield Portfolio Metrics are targets of the fund. Asset class mix and targets may change based on the direction of the managers and there is not a minimum or maximum percentage for asset each class. The Return Comparisons chart contain the following: Broxton Smart Yield is calculated using total return (dividends reinvested) net of management fees, S&P 500 Aggregate bond index is calculated using total return (dividends reinvested) gross of management fees (without management fees applied). Returns for other ETFs or indexes in the chart are calculated gross of management fees without dividends reinvested. Projected annual return target and beta targets are not guaranteed. Standard Deviation, Beta, Sharpe, Alpha and Treynor ratios are measured since inception. Standard Deviation, Beta, Sharpe and Treynor ratios for the fund are estimated versus the S&P 500. The target beta for the entire fund is .35 or lower. Beta is a measure of the fund's volatility in relation to the S&P 500 Index. The fund uses internal software in order to compute beta compared to a monthly total return S&P 500 Index. This index has a beta of 1.0. Broxton calculates alpha using the higher of the following two numbers: interest rate of the 5-year treasury or 1.2% at the beginning of the calendar year (first business day of the year) This number is then divided by 12 and then compounded monthly. This is subject to change based on our analysis of the rise and fall of interest rates. The fund targets a total gross return before fees and expenses of 9.24%. The fund projects a blended return based on income securities and capital gains and may have a larger weighting in either income producing, or non-income producing assets and does not seek tax efficiency. Investors should consider that the majority of returns or possibly all of the returns will be considered ordinary income and investors could experience a higher tax rate compared to other strategies. Smart Yield attempts to continuously improve the value of investment portfolios by investing in equities corporate bonds, convertible bonds, other types of bonds (investment grade and sub-investment grade, (which may also have limited liquidity), dividend paying equities, non-dividend paying equities, ETFs, including leveraged ETFs, reverse ETFs for hedging and other securities. Smart Yield intends to engage in covered call writing. This strategy involves risk of loss. Fixed income risks include interest-rate and credit risk. Typically, when interest rates rise, there is a corresponding decline in bond values. Credit risk refers to the possibility that the bond issuer will not be able to make principal and interest payments. All security types mentioned in this brochure have the risk of loss. We use financial modeling, technical analysis, proprietary and third-party research. Smart Yield does not have any capitalization (market size), sector or industry allocation mandates and most likely will have large allocations during certain periods. Asset class allocation examples or percentages will be materially different from projections and or examples and may change without notice. Shorting is considered higher risk and shorting (selling and then buying) of securities can be used for hedging and as a long term or short-term strategy. The fund may allocate to leveraged ETFs as a hedge or for short term capital gain. These securities have the possibility of loss. Since Smart Yield returns will be calculated using an internal composite of accounts, the average account will not match the composite return and the return could be higher or lower. Broxton offers Smart Yield for investment managers. Depending on the advisor, platform restrictions and other factors the average account will not match the composite return and the return could be higher or lower. Returns are net of fees unless otherwise stated. During the period September 30, 2020 through September 30, 2021 composite performance was derived from a single account. Further disclosures are available upon request. Any commentary on individual securities is solely the opinion of Broxton Capital Advisors. It refers to securities we May or may not hold in our portfolio



and does not represent a complete list of positions at Broxton Capital Advisors. A complete list covering the last twelve months will be furnished upon request. Price targets are mentioned for information purposes only. Nothing contained herein constitutes a recommendation to purchase or sell securities at any designated price or time. Targeted performance and past performance do not guarantee future results. Additional disclosures are available upon request. Please contact us visit [broxtoncapital.com](http://broxtoncapital.com) for additional information including form ADV.