

## OVERVIEW

The purpose of the strategy is to obtain equity exposure, with greater income potential and reduced volatility at the cost of lower growth potential in a rising market. The strategy is executed by holding a portfolio of equity securities, typically via purchase of an ETF, and selling call options on that portfolio. An investor will receive income from selling the call options but will also forego any price gains above the strike price of the call option.

The strategy is most beneficial during a period of flat to slightly positive market returns as the client collects both dividends on the underlying shares and income from selling the call options.

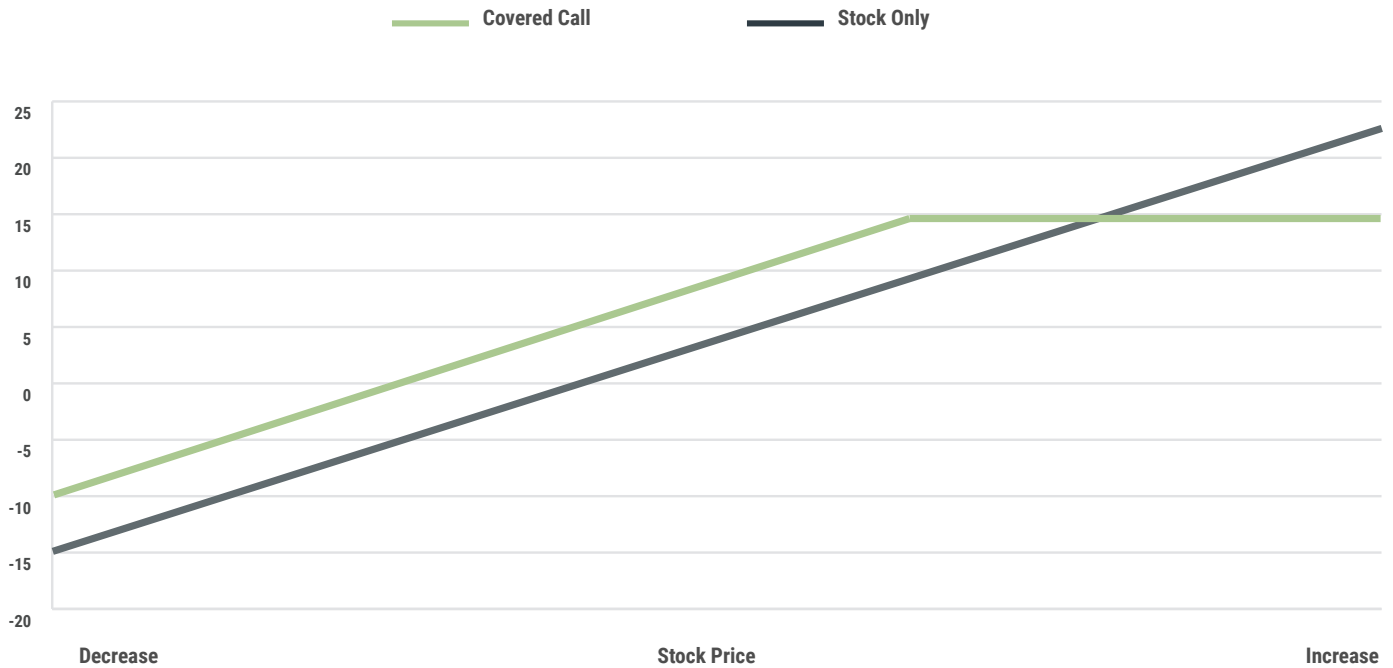
### **Benchmark:**

The benchmark for the strategy is the CBOE BuyWrite Index, which is based on selling covered calls on the S&P 500 Index.

### **Expectations:**

It is expected that the strategy would resemble the benchmark during most periods, but the manager may decide to depart from the benchmark in an attempt to generate a better risk-adjusted return as conditions merit. The strategy may hold its equity exposure in various indices such as the S&P 500 and the Nasdaq 100. It may also hold a partial cash position, sell fewer call options than the benchmark, sell calls which differ in strike price or expiry from the benchmark, purchase protective put options, purchase call options to partially replace long equity exposure, or otherwise differ from the benchmark. The strategy is actively managed, and its risk profile may vary over time. The premium received from writing calls varies significantly over time and selling calls may result in losses rather than gains in some periods.

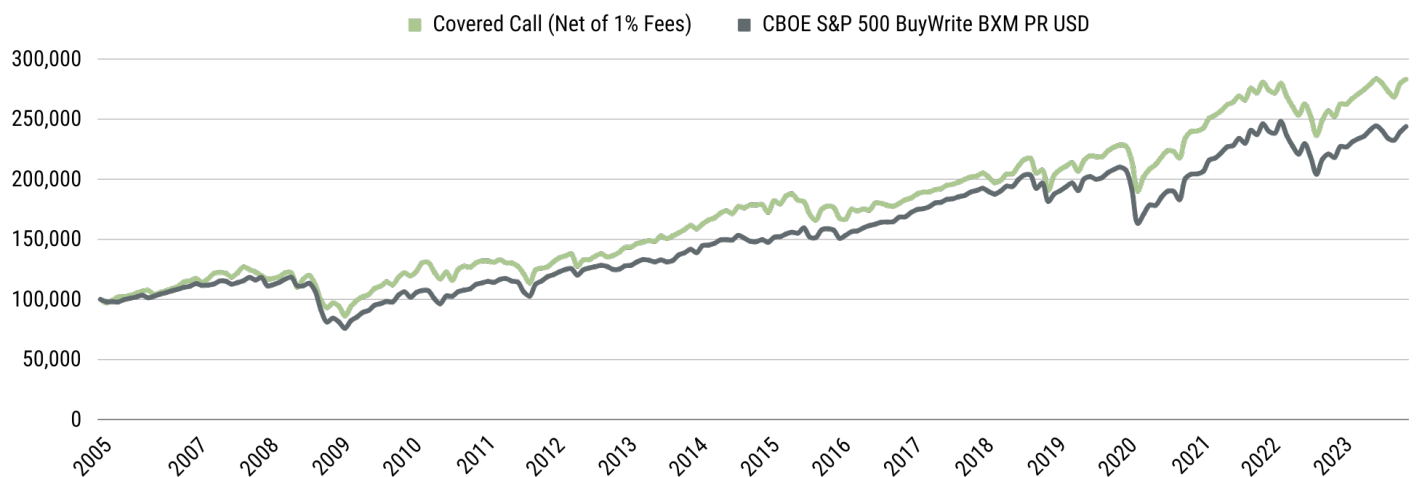
# PAYOFF DIAGRAM



The graph above shows a hypothetical example of how the strategy might work.

The green line shows the resulting portfolio if call options are sold (written) against the underlying equity ETF. If the ETF price decreases, the premium received by selling the call option partially offsets some of the decrease in equity value. If the ETF price increases, the strategy would outperform up until the ETF price reaches the call option's strike price; from this point, the return from the covered call strategy is capped. The strategy is most beneficial during a period of flat to slightly positive market returns as the client collects both dividends on the underlying shares and income from selling the call options. In a strong bull market, the strategy may underperform uncapped equity exposure. In a bear market the strategy is subject to downside risks, as with any other equity-based strategy. However, writing calls may help to reduce losses in bear markets, depending on the speed of the market's decline.

# GROWTH OF \$100,000



## MEET THE TEAM



### **Jon Burckett-St. Laurent** Sr. Portfolio Manager

Jean-Bernard (Jon) Burckett-St. Laurent joined Exencial Wealth Advisors as Senior Portfolio Manager for the Exencial Wealth Advisors Options Strategy. He has over 17 years of experience in derivatives trading across exchange-listed stocks, ADRs, ETFs/ETNs, futures, and indices, including US equities, commodities, emerging markets, and foreign developed markets. Jon has significant expertise in all aspects of options trading, from developing strategies to automating trade execution to portfolio risk management. Prior to joining Exencial Wealth Advisors, Jon co-founded a proprietary trading firm where he worked as a managing member and options market-maker under the umbrella of Cutler Group LP. Previously, he worked at Bluefin Trading LLC as an options market-maker and specialist. He started his career on the floor of the American Stock Exchange in 2001. Jon received a BA in History from Harvard College.

## DISCLOSURE

### For Internal Fidelity Use Only - Not for Client Distribution

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Past Performance is no guarantee of future results. The information contained herein should not be construed as personalized investment advice. The information and data shown is of informational purposes and should not be viewed as a recommendation or solicitation of an offer to buy or sell any securities or investment products or to adopt any investment strategy. Investing in markets involves gains and losses and may not be suitable for all investors. As with any investment strategy, there is potential for profit as well as the possibility of loss. Investment returns will fluctuate and are subject to market volatility; any investment when redeemed or sold may be worth more or less than its original cost. Significant losses of invested capital, including the loss of the complete investment, are possible. Different types of investments involve varying degrees of risk. It should not be assumed that diversification or asset allocation protects a portfolio from loss or that such will produce profitable results.

Performance results prior to July 2020 occurred under the management of another investment advisor, Willingdon Wealth Management ("WWM"). That portfolio manager was solely responsible for selecting the securities to be bought and sold and was affiliated with an investment advisor other than Exencial. WWM and its strategies were acquired in July 2020 and at that time became part of Exencial and its investment strategies. The investment results prior to July 2020 are based on the performance of the Covered Call Strategy in WWM accounts. Exencial now has access to and maintains the records supporting the performance of these accounts from inception to July 2020 and thereafter. From 10/01/2005 through the current month performance is based on the composite return net of fees of accounts invested in the Covered Call Strategy.

All performance returns reflect the deduction of Exencial's investment advisory fee. Exencial's investment advisory fees are described in Part 2A of its Form ADV. Clients may also incur other transaction costs such as brokerage commissions, custodial costs, and taxes which would decrease performance results and may not be reflected in the performance shown. The information contained herein has been compiled by the firm utilizing data and information provided by sources that we deem reliable. The information has not been audited or independently verified and is not guaranteed. The charts and graphs represented herein are provided for informational purposes only and cannot in and of themselves be used to determine which investments to purchase or sell, or when to purchase or sell.

Clients should be aware that there are unique risks associated with strategies that utilize options. Covered call strategies limit the upside potential of underlying securities above the option price and the client will still bear all downside risk of that security. As such, a client may lose much more in value than they generate in income from selling call options. Shares of underlying securities within an options based strategy could be sold if the option is exercised or the need arises to close an option position, and the seller of a covered call option could be assigned an exercise at any time during the period the option is exercisable. Withdrawals, such as systematic withdrawals as a part of an income strategy, could create additional complexities within an account utilizing options and may result in a declining portfolio value over time. Additionally, options transactions can produce tax consequences when closed. Market related actions, political issues, and economic issues can adversely affect option markets and can create options values that move against the client. These factors could restrict, halt, suspend, or terminate option positions written (sold) or purchased, which could prevent us from an ability to act or react within these conditions. Options involve risk and are not suitable for everyone. Prior to buying or selling options, you should read the option disclosure document, Characteristics and Risks of Standardized Options, which can be obtained on the Options Clearing Corporation website at <https://www.theocc.com/about/publications/character-risks.jsp> or by contacting your custodian. In addition, the SEC issued an Investor Bulletin (<https://www.investor.gov/introduction-investing/general-resources/news-alerts/alerts-bulletins/investor-bulletins-63>), which provides an outline of what options are, clarification on certain terminology used with respect to options, along with basic risks associated with trading in options.

Additionally, when trading in options, a client will be required (in most cases) to open a margin account at their custodian. There are risks associated with margin accounts, which include but are not limited to: (i) you can lose more assets than you deposit in a margin account, (ii) the brokerage firm/custodian can force the sale of securities in your account to pay for margin interest, (iii) the brokerage firm/custodian can sell your securities without contacting you to cover a margin call, (iv) regulations do not allow for an extension of time to cover a margin call. Additionally, our advisory fees are charged on the full value of your account, including any margin balance. Therefore, utilizing margin in your account could result in Exencial Wealth being paid a higher fee on your account. More detailed disclosures on margin accounts are contained in our Form ADV Part 2, which can be requested by contacting us or found at <https://adviserinfo.sec.gov/firm/summary/130475>.

**DISCLOSURE CONTINUED ON NEXT PAGE**

Actual client accounts utilizing the Covered Call Strategy may experience different weights and allocations and as such the performance of a specific individual client account may vary substantially from the Covered Call Strategy results. Exencial may depart from its strategic asset class allocations for particular strategies and allocate more or less to any asset class, or to other asset classes, in an attempt to add to the portfolios' overall returns. Exencial makes no representations that the results presented herein reflect the typical experience of an Exencial client nor that current or prospective clients will experience similar results in comparable situations. Information on the methodology used to calculate the performance and a list reflecting the contribution of each position in the Covered Call Strategy Composite's overall performance during the time period, is available upon request. Different types of investments involve varying degrees of risk, and there can be no assurance that any specific investment or investment strategy will be profitable or equal the results portrayed herein. Information presented herein is subject to change without notice and should not be considered as a solicitation to buy or sell any security. Comparison of the Covered Call Strategy to the various indexes set forth above is for illustrative purposes only and the benchmarks have not been selected to represent the most appropriate or comparable benchmark with which to compare the Covered Call Strategy performance, but rather to allow for comparison of the Covered Call Strategy's performance with well known and widely recognized benchmark indexes. It is not possible to directly invest in an index, as indices are unmanaged, hypothetical vehicles that serve as market indicators and do not account for the deduction of investment management fees or transaction costs generally associated with investable products, which otherwise have the effect of reducing the performance of an actual investment portfolio. The securities held in clients' accounts following a particular strategy and the Covered Call Strategy may differ significantly from the securities included in a benchmark index, and the volatility of the securities may differ significantly from that of the benchmark index. A description of each index is available from us upon request. References to specific securities are presented principally to illustrate the firm's investment methodology or approach and are not being referenced to demonstrate Exencial's performance or investment results. Exencial is under no obligation to hold any position for any time period and Exencial's current recommendations are subject to change at any time without notice. A complete list of portfolio positions and specific securities transactions for the preceding 12 months is available upon request. The information contained herein, while not guaranteed as to the accuracy or completeness, has been obtained from sources we believe to be reliable.

The Cboe S&P 500 BuyWrite Index<sup>SM</sup> (BXM) is a benchmark index designed to track the performance of a hypothetical buy-write strategy on the S&P 500 Index<sup>®</sup>. Announced in April 2002, the BXM Index was developed by the Cboe in cooperation with Standard & Poor's. To help in the development of the BXM Index, the Cboe commissioned Professor Robert Whaley to compile and analyze relevant data from the time period from June 1988 through December 2001. Data on daily BXM prices now is available from June 30, 1986, to the present time (see below). The BXM is a passive total return index based on (1) buying an S&P 500 stock index portfolio, and (2) "writing" (or selling) the near-term S&P 500 Index (SPX<sup>SM</sup>) "covered" call option, generally on the third Friday of each month. The SPX call written will have about one month remaining to expiration, with an exercise price just above the prevailing index level (i.e., slightly out of the money). The SPX call is held until expiration and cash settled, at which time a new one-month, near-the-money call is written.

The Nasdaq-100<sup>®</sup> is one of the world's preeminent large-cap growth indexes. It includes 100 of the largest domestic and international non-financial companies listed on the Nasdaq Stock Market based on market capitalization.