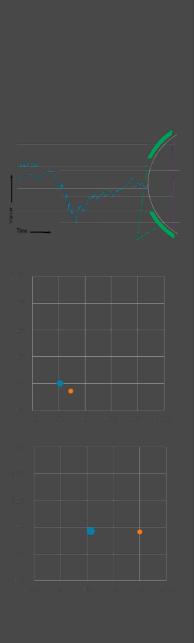
# HiPOS: ZEGA's High Probability Option Strategy

February 2024







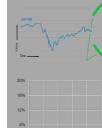
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This presentation should not be regarded as a complete analysis of the subjects discussed. All expressions of opinion reflect the judgment of the adviser as of the date of the presentation and are subject to change.

Past performance may not be indicative of future results. Therefore, no current or prospective client should assume that the future performance of any specific investment or strategy will be profitable or equal to past performance levels. All investment strategies have the potential for profit or loss. Different types of investments involve varying degrees of risk, and there can be no assurance that any specific investment or strategy will be suitable or profitable for a client's portfolio. There are no assurances that a portfolio will match or outperform any particular benchmark.

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Except where specifically identified otherwise, all performance data in this presentation is the performance of the Separate Account Strategy.







### About ZEGA Financial LLC

- SEC Registered Investment Advisor founded in 2011
- □ ~\$2.6 billion in assets under management (AUM) as of December 31, 2023
- Conservative market positioning that encompasses hedged equity, alternative income, alpha generation and more
- □ Claims compliance with the Global Investment Performance Standards (GIPS)
- Authors of the best-seller on hedged equity: "*Buy and Hedge: The 5 Iron Rules for Investing over the Long Term*"
- Established as a source for option insights on numerous financial media

"ZEGA partners with advisors to deliver options-based solutions that clearly define and align potential returns with an individual client's risk profile.

We combine over 150 years of trading experience with our passion to develop forward-thinking strategies that distinguish both our firm...and yours.

Never forgetting our adherence to the strictest of ethical codes."

Jay Pestrichelli, Founder & CEO











**TheStreet** 



### Meet the ZEGA team



Jay Pestrichelli CEO, Founder

26 years investment experience



Mick Brokaw Managing Director of Trading

28 years investment experience



Micheal McGrath Chief Operations Officer

25 years financial experience



Jillian
Baker
Director of
Operations

19 years financial experience



Jim Granger Chief Compliance Officer

32 years investment experience



Mike
Puck
Director of
Business
Development

16 years investment experience



"Nothing differentiates a business more than the people who contribute to its success."

Jay Pestrichelli



Brett Johnson Director of Trading

27 years investment experience



**Soupy Chum**Operations
Manager

16 years financial



Quinn Berry ETF Trading Manager

16 years financial experience



Therese Brader Client Services Manager

13 years client service experience



Derek Moore Investment Committee, IAR of ZEGA

30 years investmen



**Lynn Pestrichelli**Marketing
Manager

30 years marketing



### Alternatives as an asset class

In the news, but do they warrant a slice in your client's portfolio?

# Wall Street Concedes There Is Finally an Alternative to Stocks

March 5, 2023

THE WALL STREET JOURNAL.

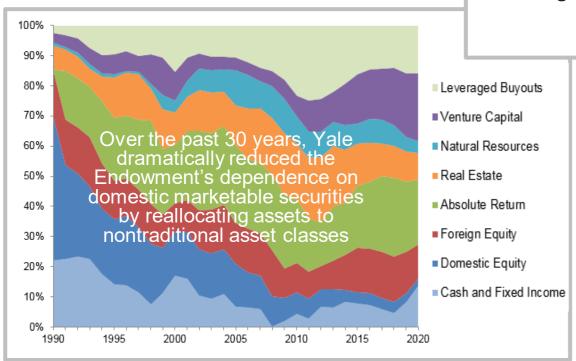
"Total options volume was 3.4 billion contracts in 2022, the third consecutive recordbreaking year."



Fidelity launches new alternative investing fund..."

September 8, 2022





#### **Alternative Funds Are Winners in 2022**

Many alternative strategy funds are successfully playing defense for investors in a







### ZEGA's High Probability Option Strategy

- ZEGA's proprietary model generates alternative income from the natural time decay (extrinsic value) of short-term options
- As the name indicates, HiPOS trades index option spreads with a high probability (>95%) of success...
- □ Without exposure to rising interest rates...
- □ In a liquid portfolio that can provide monthly returns...
- With lower volatility than equity indexes

Any sophisticated trading strategy benefits from an equally sophisticated communication effort. ZEGA's multi-channel approach keeps clients informed and account actions transparent.

HiPOS trades profit when equity market stays within projected parabolic range of

95%



### The probability of making money







### **HiPOS Income**

- □ Targets an annual return of 3-6%
- Includes a mix of treasuries and HiPOS Conservative positions
- Provides lower volatility than broad bond markets
- Complements a fixed income allocation without compounding interest rate risk in the portfolio



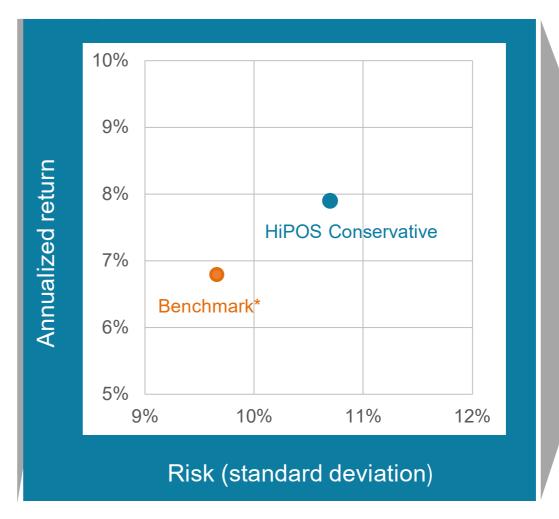
\*Barclay's US Aggregate Bond Index



### **HiPOS** Conservative

- Targets an annual return of 8-12%
- Selects option positions based on the highest probability of success
- Presence of black swan risk makes this version suitable for sophisticated investors

ZEGA offers a more aggressive version of HiPOS, but the consequential level of risk proves suitable only for accredited investors.

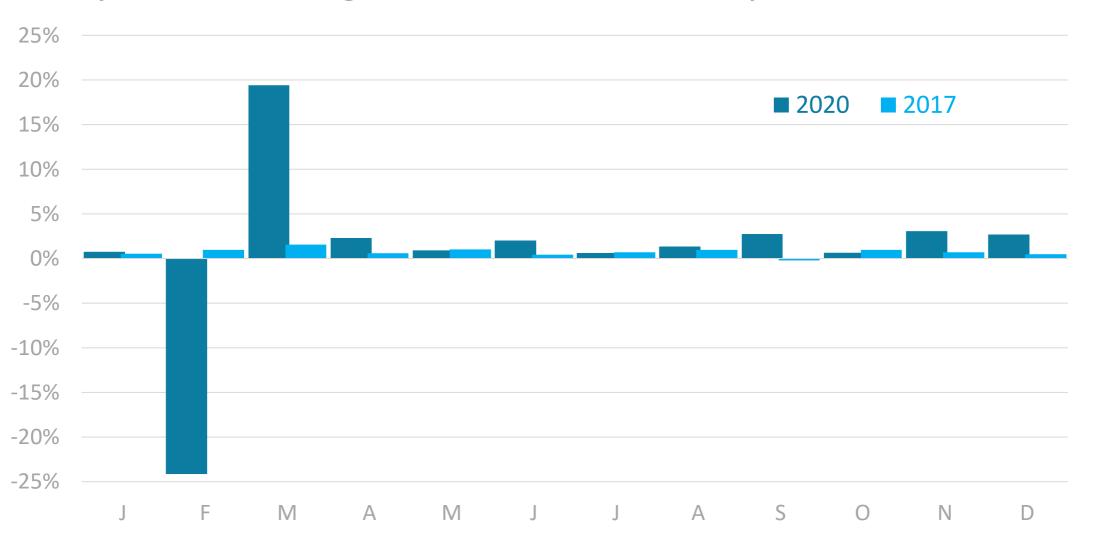


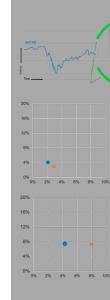
\*CBOE Put Write Index



## **HiPOS** Conservative and Volatility

Monthly HiPOS returns in high VIX (2020) and low VIX (2017) years

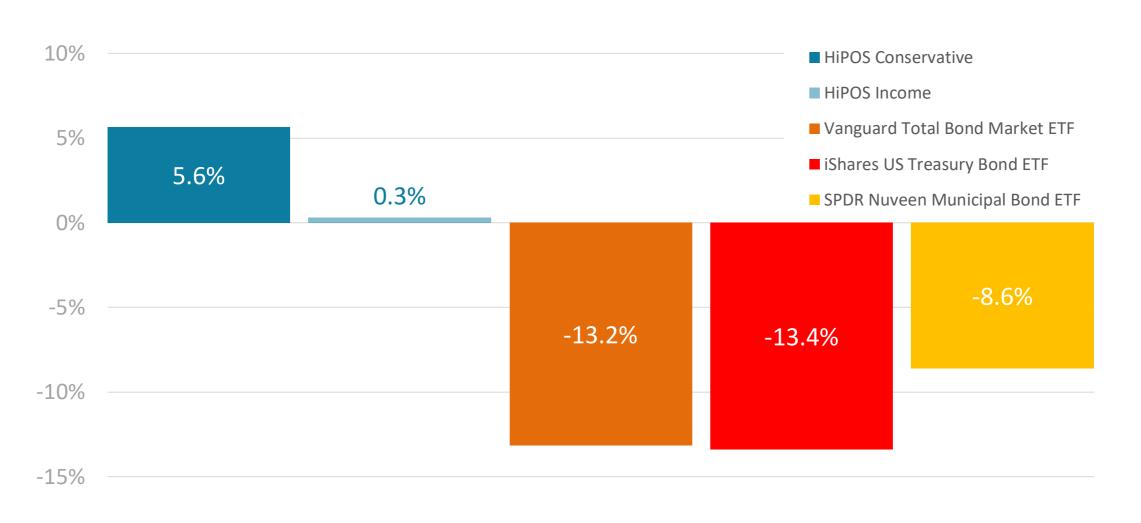


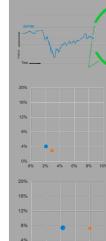




### HiPOS versus traditional fixed income

Annual total returns in a rising rate environment: 2022







### The risks of investing in HiPOS

- Fast-moving market declines represent one of the most significant risk in the strategy
- Options create implied leverage meaning HiPOS controls more stock than it could otherwise purchase applying the same amount of capital in the underlying equity market
- Losses in the strategy may quickly accelerate in down markets due to this implied leverage
- The impact of a black swan event will vary based on the conditions of the trade cycle

Due to black swan risk,

ZEGA recommends

HiPOS allocations don't

exceed

20%





#### ZEGA High Probability Options Strategy - Income Through February 29, 2024

#### \*Performance Statistics

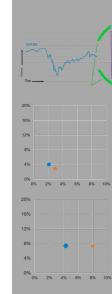
	ZEGA Financial	Barclays US Aggregate Bond Index
YTD Return	0.99%	-1.68%
Ann. Return: 1 year	6.70%	3.35%
Ann. Return: 3 years	4.49%	-3.13%
Ann. Return: 5 years	4.32%	0.58%
Ann. Return: Inception	4.03%	1.42%
Annualized Volatility	5.18%	4.65%
Sharpe Ratio	0.83	0.04

#### Cumulative Growth (since inception)



#### \*Monthly Performance

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Aggregate Bond Index
2013						1.01%	0.13%	0.73%	0.41%	-0.06%	0.53%	0.44%	3.23%	-1.12%
2014	0.21%	0.93%	0.84%	0.29%	0.35%	0.48%	0.12%	0.73%	0.73%	-1.08%	-0.14%	-0.50%	2.98%	5.95%
2015	-0.21%	0.57%	0.56%	-0.02%	0.48%	0.27%	2.23%	-1.49%	-1.58%	1.02%	-1.35%	0.23%	0.64%	0.55%
2016	0.40%	0.39%	0.03%	-0.06%	0.50%	0.61%	-0.39%	0.22%	0.68%	-0.21%	0.79%	-0.01%	2.98%	2.65%
2017	0.16%	0.65%	0.84%	0.07%	0.63%	0.15%	0.12%	0.55%	-0.04%	0.47%	0.46%	0.18%	4.32%	3.54%
2018	0.31%	0.85%	-0.30%	1.61%	0.81%	0.14%	0.71%	0.29%	0.78%	-0.67%	1.58%	0.27%	6.54%	0.02%
2019	0.75%	0.36%	0.85%	0.23%	0.75%	0.63%	-0.07%	0.51%	0.39%	0.12%	0.61%	0.48%	5.75%	8.73%
2020	0.16%	-12.31%	8.57%	1.00%	0.85%	1.30%	0.24%	0.77%	1.43%	0.12%	1.58%	1.41%	3.97%	7.50%
2021	0.13%	-0.57%	2.20%	0.42%	0.72%	0.37%	0.16%	0.41%	0.43%	-0.28%	0.67%	0.48%	5.24%	-1.55%
2022	0.00%	0.33%	0.03%	-1.29%	2.14%	-3.34%	-0.50%	0.80%	-0.20%	1.34%	0.66%	0.44%	0.31%	-12.94%
2023	0.56%	0.29%	1.10%	0.14%	0.53%	0.39%	0.28%	0.55%	0.73%	0.95%	0.55%	0.30%	6.55%	5.54%
2024	0.28%	0.71%											0.99%	-1.68%







#### HiPOS Conservative Through February 29, 2024

#### \*Performance Statistics

	ZEGA	<b>CBOE PUT</b>
	Financial	Write Index
YTD Return	1.86%	3.10%
Ann. Return: 1 year	9.68%	13.70%
Ann. Return: 3 years	10.10%	9.24%
Ann. Return: 5 years	8.99%	8.27%
Ann. Return: 10 years	7.81%	6.81%
Ann. Return: Inception	7.96%	7.16%
Annualized Volatility	10.30%	9.40%
Sharpe Ratio	0.80	0.64

#### Cumulative Growth (since inception)



#### \*Monthly Performance

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	CBOE PUT Write Index
2012											-0.13%	1.26%	1.13%	-1.17%
2013	0.65%	0.86%	1.40%	0.85%	-0.75%	2.58%	-0.28%	1.39%	0.04%	0.49%	0.77%	0.90%	9.23%	12.26%
2014	0.15%	1.48%	1.67%	1.14%	0.42%	0.00%	0.52%	0.48%	0.89%	-4.61%	0.06%	0.99%	3.08%	6.39%
2015	1.36%	1.00%	0.89%	0.16%	0.51%	1.54%	1.22%	-6.53%	1.01%	0.87%	-0.84%	1.11%	2.04%	6.42%
2016	0.56%	0.82%	0.00%	0.41%	0.74%	1.18%	-0.15%	0.26%	1.27%	0.22%	1.56%	0.08%	7.16%	7.75%
2017	0.53%	0.96%	1.58%	0.60%	1.01%	0.40%	0.72%	0.98%	-0.23%	0.96%	0.69%	0.50%	9.04%	10.84%
2018	0.47%	1.10%	-0.47%	3.03%	1.36%	0.26%	1.08%	0.48%	1.20%	0.21%	3.08%	-0.79%	11.50%	-5.89%
2019	1.69%	0.59%	1.21%	0.80%	1.05%	0.90%	0.26%	1.21%	0.09%	0.53%	1.06%	0.78%	10.65%	14.57%
2020	0.74%	-24.15%	19.43%	2.26%	0.90%	1.98%	0.60%	1.35%	2.76%	0.66%	3.04%	2.67%	7.14%	2.11%
2021	0.63%	-1.19%	4.57%	1.26%	1.32%	0.68%	0.74%	0.77%	0.92%	0.19%	1.38%	1.13%	13.03%	21.80%
2022	1.12%	1.04%	1.31%	-1.70%	3.83%	-6.04%	-0.61%	1.79%	-0.02%	3.17%	1.06%	0.91%	5.64%	-7.66%
2023	0.88%	0.46%	1.63%	0.50%	0.85%	0.39%	0.02%	0.53%	1.04%	1.65%	0.59%	0.24%	9.13%	14.30%
2024	0.75%	1.10%											1.86%	3.10%





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@ZEGAFinancial (Twitter)

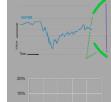
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# Appendix: GIPS Compliant Disclosure





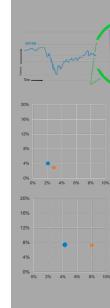


# ZEGA FINANCIAL, LLC HIGH PROBABILITY OPTIONS STRATEGY – CONSERVATIVE COMPOSITE GIPS REPORTS

Year	Total Firm Assets	Composite Assets	Number of	Percent of	Percent	Annual Performance Results Composite		Benchmark	Composite	Composite	Benchmark	
End	(USD) (millions)	(USD) (millions)	Accounts	Assets In WRAP Accounts	Fee Paying	# Gross	Net	CBOE Put Write Index	Dispersion	3 Yr. St Dev	3 Yr. St Dev	
2021	638	43	267	15%	1%	14.64%	13.04%	21.80%	0.35%	18.57%	12.89%	
2020	426	37	263	15%	1%	8.79%	7.14%	2.11%	1.79%	18.55%	13.86%	
2019	442	89	755	38%	1%	12.36%	10.62%	14.57%	0.99%	2.71%	7.87%	
2018	340	63	589	42%	1%	13.14%	11.50%	-5.89%	7.88%	2.79%	7.50%	
2017	288	17	72	14%	1%	10.53%	9.03%	10.85%	1.14%	4.63%	5.77%	
2016	236	14	22	0%	1%	8.31%	7.17%	7.77%	N.A. 1	5.46%	6.83%	
2015	154	6	3	0%	0%	3.20%	2.05%	6.40%	N.A. 1	5.64%	6.37%	
2014	349	4	2	0%	0%	4.15%	3.08%	6.38%	N.A. 1	N.A. 2	N.A. 2	
2013	111	3	1	0%	0%	10.20%	9.23%	12.28%	N.A. 1	N.A. 2	N.A. 2	
2012*	12	1	1	0%	0%	1.13%	1.13%	8.14%	N.A. 1	N.A. 2	N.A. 2	

<sup>\*</sup>Composite and benchmark performance are for the period 11/1/2012 through 12/31/2012.

<u>High Probability Options Strategy - Conservative Composite</u> includes all institutional and retail portfolios that deploy deep out of the money credit spreads across the entire portfolio. This strategy targets out of the money strikes that can typically produce target returns of 1% by seeking strikes that are further out-of-the-money than the trades deployed by the other HiPOS strategies. When applicable, the strategy may use Treasuries as collateral and aims to deliver risk-adjusted returns that are uncorrelated to the broader markets. A rapidly declining market generally negatively affects the strategy's credit put spreads. This composite includes all portfolios that were at least 70% dedicated to this strategy. The benchmark is the CBOE Put Write Index. The CBOE Put Write Index is an index that measures the performance of a hypothetical portfolio that sells S&P 500 Index (SPX) put options against collateralized cash reserves held in a money market account. The minimum account size for this composite is \$50,000. The composite creation and inception dates are November 2016.







<sup>#</sup> Gross returns are shown as supplemental information and are stated gross of all fees and transaction costs for wrap accounts, and net of transaction costs for non-wrap account

N.A.1 - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

N.A.2 - The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The three-year annualized standard deviation is not presented for 2012 through 2014 due to less than 36 months of composite and benchmark data.

A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report.

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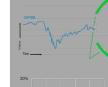
Certain portfolios may incur additional advisor directed fees. As a result, ZEGA's returns for these accounts are net of the additional fees due to our subadvisor agreements.

ZEGA Financial is an independent registered investment adviser. The firm began managing client assets in July 2011. Since July 2011, firm assets included any accounts for which ZEGA Financial has at least some discretionary authority which includes accounts in ZEGA's wealth management practice and the investment management accounts for which ZEGA Financial was a sub-advisor to the account. The firm's list of composite descriptions is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. To qualify as fully discretionary, at least 70% of the account must be dedicated to the composite strategy and no more than 20% of the account may be invested at discretion of a party other than ZEGA Financial. Derivatives and short positions make up a material part of the composite strategy which includes short selling, with the short position covered by cash accounts that are marked to market on a daily basis. Past performance is not indicative of future results. The presented risk measurement of standard deviation is calculated based on gross-of-fees returns.

The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of fees and include the reinvestment of all income. This composite is a mix of accounts that are Wrap based and non-Wrap based (ie, pay commissions). Gross returns are shown as supplemental information and are stated gross of all fees and transaction costs for wrap accounts, and net of transaction costs for non-wrap accounts. Net returns are reduced by all fees and transaction costs incurred. Wrap fee accounts pay a fee based on a percentage of assets under management. Other than brokerage commissions, this fee includes investment management, portfolio monitoring, consulting services, and in some cases, custodial services. Wrap fee schedules are provided by independent wrap sponsors and are available upon request from the respective wrap sponsor. Net of fee performance was calculated using actual management fees. The annual composite dispersion presented is an asset-weighted standard deviation of annual gross returns calculated for the accounts in the composite the entire year. Policies for valuing portfolios, calculating performance, and preparing GIPS reports are available upon request.

The investment management fee schedule for the composite varies. Our wealth management fee for portfolio management services is 1.5%. These fees are negotiable depending upon the client's financial situation and the client's objectives. Our sub advisory fee for portfolio management services is 0.75%. These fees are negotiable depending upon the complexity and scope of the plan.







Year End	Total Firm Assets	Composite Assets	Number of Accounts	Percent of Assets	Percent			Benchmark	Composite Dispersion	-	Benchmark 3 Yr St Dev
	(USD) (millions)	(USD) (millions)		In Wrap Accounts	Assets of Non- Fee Paying	# Gross	Net	Barclays US Aggregate Bond Index			
2021	638	1	9	16%	0%	6.79%	5.24%	8.73%	0.24%	9.04%	3.36%
2020	426	2	9	19%	0%	5.44%	3.99%	7.50%	0.30%	9.06%	3.35%
2019	442	3	17	12%	0%	7.37%	5.77%	8.73%	0.40%	1.50%	0.83%
2018	340	2	20	18%	0%	7.96%	6.55%	0.01%	N.A. 1	1.56%	2.88%
2017	288	1	3	0%	0%	5.70%	4.32%	3.54%	N.A. 1	2.43%	2.81%
2016	236	3	36	58%	0%	4.91%	2.99%	2.65%	0.59%	2.58%	3.02%
2015	154	3	20	33%	0%	1.99%	0.65%	0.55%	0.71%	N.A. 2	N.A. 2
2014	349	12	143	84%	0%	4.96%	2.99%	5.97%	0.96%	N.A. 2	N.A. 2
2013	111	5	64	81%	0%	3.82%	3.23%	-2.02%	N.A. 1	N.A. 2	N.A. 2

<sup>\*</sup>Composite and benchmark performance are for the period 6/1/2013 through 12/31/2013.

The three-year annualized standard deviation is not presented for 2013 through 2015 due to less than 36 months of composite and benchmark data.

HIGH PROBABILITY OPTIONS STRATEGY – INCOME COMPOSITE includes all institutional and retail portfolios that deploy out of the money credit spreads across 40% to 60% of the portfolio. Spread requirements are collateralized with cash, money market ETFs, or short-term US Treasuries for the remainder of the portfolio. This strategy targets out of the money strikes that can typically produce target returns of 0.25% to 0.50% per trade. The strategy aims to deliver risk-adjusted returns that are uncorrelated to the broader markets. A rapidly declining market generally negatively affects the strategy's credit put spreads. This composite includes all portfolios that were at least 70% dedicated to this strategy. The benchmark is the Barclays US Aggregate Bond Index. This Barclays Index is a market cap weighted index of fixed income securities and it widely considered the most used index in the fixed income investment community. The Cash portion of the benchmark is assumed to have a 0% return each month. The composite creation and inception dates are November 2016.





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