

# Westwood Salient MLP SMA Strategy

## **Strategy Overview**

The Westwood Salient MLP Separately Managed Account Strategy (the "Strategy") provides exposure to a diversified portfolio of higher quality publicly traded midstream energy master limited partnerships (MLPs) and other energy midstream companies.<sup>1</sup>

- Midstream MLP focused, that own and operate long-term fee based real assets that engage in the transportation and storage of natural resources.
- Typically fee based revenue businesses.
- 10+ year live track record

<sup>1</sup> From time to time, the Advisor may modify the strategic targets for portfolio construction. Diversification cannot assure a profit or protect against loss in a declining market. The strategy is nondiversified, which means that is may invest in a limited number of issuers

#### Management

Gregory A. Reid Portfolio Manager President - Real Assets **Ted Gardner. CFA** Senior Vice President,

Senior Portfolio Manager

# Parag Sanghani, CFA

#### Senior Vice President, Portfolio Manager

# **Strategy Details**

Inception Date: January 1, 2006

Additions: Daily Redemptions: Daily Benchmark Index: **AMNAX** 

F00000NBSE Morningstar ID:

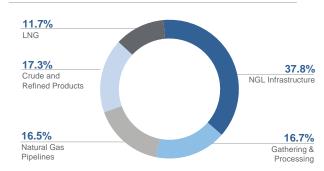
Holdings Range: 20-30 Portfolio Yield: 5.4%

Disclaimer: This material is not an offer or the solicitation of an offer regarding the purchase or sale of any security. This fact sheet is intended solely for the person to whom it has been presented and is strictly confidential. It may not be reproduced in whole or in part, nor may its contents be disclosed to others. Performance described herein reflects the reinvestment of interest, dividends and other earnings, net of fees. The performance results have not been audited, and the results of the current year are subject to year-end adjustment. It should not be assumed that investors will experience returns in the future, if any, comparable to those discussed herein. Past performance is not indicative of future results. No investment strategy can guarantee performance results. Advisory services are through Westwood Management Corp. Parent company Westwood Holdings Group, Inc. ("WHG"), which together with its wholly owned subsidiaries, Westwood Management Corp. ("WMC"), Westwood Advisors, LLC ("WA"), Westwood

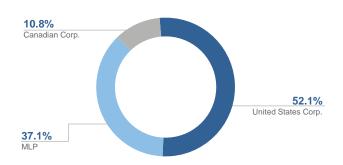
LLC ("Broadmark"), provides investment, asset and portfolio management services. "WMC", "WA", "SA" and "Broadmark" are SEC-registered investment advisors. Registration as an investment advisor does not imply any level of skill or training. Westwood does not offer legal or tax advice. Please contact your attorney and or tax professional for advice regarding your specific situation.

Trust ("WT"), Salient Advisors, LP ("SA") and its affiliate Broadmark Asset Management,

## Portfolio by Sector



## Portfolio by Asset Type



The Strategy's allocation may vary at any point in time and is based on the composite holdings. Sector weightings are ex-cash and shown as supplemental information.

#### Top 10 Holdings by Weighting (%)

Ticker	Company	Sector	Weight	Dividend Yield		
ET LNG	Energy Transfer LP Cheniere Energy Inc.	NGL Infrastructure	14.5% 11.3%			
LING	Chemere Energy inc.	LING	11.3%	1.1%		
OKE	ONEOK Inc.	NGL Infrastructure	9.4%	4.9%		
EPD	Enterprise Products Partners LP	NGL Infrastructure	9.3%	7.1%		
TRGP	Targa Resources Corp.	Gathering & Processing	8.9%	1.8%		
WMB	Williams Companies Inc.	Natural Gas Pipelines	8.6%	4.9%		
KMI	Kinder Morgan Inc. Class P	Natural Gas Pipelines	5.8%	6.2%		
ENB	Enbridge Inc.	Crude and Refined	4.50/	7.50/		
DDA	Danahira Biralira Gara	Products	4.5%			
PBA	Pembina Pipeline Corp.	NGL Infrastructure	4.1%	5.6%		
WES	Western Midstream Partners LP	Gathering & Processing	4.0%	6.5%		





# Westwood Salient MLP SMA Strategy

#### **Portfolio Characteristics**

Westwood Salient MLP SMA vs.	Alpha Beta Correlation (5 Year) (5 Year)			Sharpe Ratio (5 year vs. 10 year T-Note)					
Alerian Midstream Energy Total Return Index	0.90%	0.96	0.99	Westwood Salient MLP SMA Strategy	0.25				
Alerian MLP Total Return Index	3.15%	0.71	0.96	Alerian Midstream Energy Total Return Index	0.28				
Source: Westwood Management Corp. Alpha Since Inception, Annudisclosure presentation.	alized. This data is	Alerian MLP Total Return Index	0.24						

#### Performance Summary as of 3/31/24

	A	NNUALIZED RETUR		Cumulative Return (%)				
	Net of Fees Return	Alerian Midstream Energy Total Return	Alerian MLP Total Return	Net of Fees Return	Alerian Midstream Energy Total Return	Alerian MLP Total Return		
Month-to-Date	7.11%	6.49%	4.53%	7.11%	6.49%	4.53%		
Quarter-to-Date	11.98%	10.15%	13.89%	11.98%	10.15%	13.89%		
Year-to-Date	11.98%	10.15%	13.89%	11.98%	10.15%	13.89%		
1 Year	28.93%	24.63%	38.46%	28.93%	24.63%	38.46%		
3 Year	24.19%	20.46%	29.44%	91.53%	74.78%	116.88%		
5 Year	9.36%	10.45%	11.46%	56.42%	64.39%	72.04%		
10 Year	3.04%		3.05%	34.96%		35.00%		
Since Inception (January 2006)	10.64%		8.59%	532.54%		349.87%		

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
Westwood Salient MLP SMA Strategy (Net of																		
Fees)	17.39%	24.87%	39.52%	-29.09%	15.50%	-14.03%	-5.72%	28.20%	-35.69%	18.42%	38.54%	12.61%	15.31%	38.78%	97.48%	-46.70%	26.15%	28.57%
Alerian Midstream Energy Index (%)	14.02%	21.53%	38.42%	-23.36%	24.04%	-	-	-	-	-	-	-	-	-	-	-	-	-
Alerian MLP Index (%)	26.56%	30.92%	40.17%	-28.69%	6.56%	-12.42%	-6.52%	18.31%	-32.59%	4.80%	27.58%	4.80%	13.87%	35.84%	76.42%	-36.93%	12.74%	26.07%

Source: Strategy data compiled by Westwood Management Corp. The Alerian Midstream Energy Total Return Index (AMNAX) inception is June 25, 2018. 2The Alerian Midstream Energy Total Return Index (AMNAX) is the benchmark index for the Strategy. The benchmark for the Strategy changed 1/1/2019 from the Alerian MLP Total Return Index (AMZX). The AMNAX is a comprehensive midstream index that reflects the investable universe of midstream securities as it is agnostic to corporate structure. The AMZX is used in addition to the AMNAX in order to provide further market sector performance comparisons.

#### **Primary Risks of MLPs**

An investment in the Strategy may result in a loss, including loss of principal. Regulatory risk exists related to a material change in the tax code negatively impacting the tax treatment of MLPs, distributions, or dividends. MLPs are subject to certain risks. The risks include, but are not limited to, liquidity risk, volatility risk, potential conflict of interests as a result of the MLP ownership structure, and the risks of the specific sector in which the MLP is concentrated. Additionally, MLPs may decline in value or suffer losses if short term or long term interest rates rise sharply or otherwise change in a manner not anticipated.

The Westwood Salient MLP SMA Composite ("composite") invests in energy Master Limited Partnerships (MLPs). MLPs are publicly-traded partnerships that own and operate assets such as natural gas, crude oil, and refined products pipelines and storage facilities that are a vital part of the U.S. energy infrastructure. Performance shown prior to January 2011 was achieved by the portfolio management team at RDG Capital, LLC was acquired by Salient in January 2011. Beginning January 1, 2016, the minimum account size for the composite was \$500,000. Beginning January 1, 2009, any account with an inflow or outflow greater than or equal to 25% will be excluded from the composite during that month. The account will be re-included into the composite once fully invested with no more than 20% cash. The composite was created in January 2006, and performance prior to January 2011 represents the performance record established by the portfolio manager while affiliated with prior firms. Effective November 18, 2022, Westwood acquired Salient Partners, L.P.

The investment management fee schedule for the composite is 0.75% on the first \$25 million, 0.70% on the next \$25 million, 0.65% on the next \$25 million, over \$75 Million 0.65% flat on all assets, over \$100 million 0.60% flat on all assets, and over \$150 million 0.50% flat on all assets. Actual investment advisory fees incurred by clients may vary. Further information regarding investment advisory fees is described in Part 2A of Westwood Management Corp. Form ADV.

The index reflects the reinvestment of dividends and income and does not reflect deductions for fees, expenses, or taxes. An index is unmanaged and not available for direct investment. Performance shown

The index reflects the reinvestment of dividends and income and does not reflect deductions for fees, expenses, or taxes. An index is unmanaged and not available for direct investment. Performance shown represents total returns that include income, realized gains and losses. Through December 31, 2018, net of fee performance was calculated using the highest applicable annual management fee of 1.00%, applied monthly. Beginning on January 1, 2019, net of fee performance was calculated using the highest applicable annual management fee of 0.75%, applied monthly. Policies for valuing investments, calculating performance, and preparing GIPS reports are available upon request. The annual composite disease in the entire year. The 3-Year Standard Deviation represents the annualized standard deviation of actual composite and benchmark returns, using the rolling 36-months ended each year-end. The Alerian Midstream Energy Total Return Index (AMNAX) is a broad-based composite of North American energy infrastructure companies. "Alerian Midstream Energy Total Return Index," "Alerian Midstream Energy Tota

