## Successful Portfolios LLC

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## The Low Beta Model

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Behavioral biases may be leading too many investors to over-weight risky stocks and under-weight safer stocks. We believe this behavior drives the Low Volatility Anomaly where a portfolio of less risky, low beta stocks may outperform a portfolio of riskier, high beta stocks.

We created the Low Beta (LB) Model to exploit the Low Volatility Anomaly. Our Low Beta strategy focuses on stocks that are boring, predictable, and thus more likely overlooked by investors seeking high risk/reward attributes. Please see our website, www.successfulportfolios.com, to download our whitepaper detailing the Low Beta Model's hypothetical, not-so-boring 12-year performance.

## Portfolio Managers

H. Parker Evans, CFA, CMT $\quad$ Chartered Financial Analyst (CFA), Chartered Market Technician (CMT)

| H. Paxker Evans, CFA, CMI | , | MBA from Nova Southeastern University in 1987, B.A. Economics from Eckerd College in 1982 Co-founded Successful Portfolios LLC, February 2010 |
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| Bradley E. Norbom, CFA | , | Fifteen years of professional investment experience |
|  | , | Author of The Low Beta Model and The Select Directional ETF Model white papers Chartered Financial Analyst (CFA) |
|  |  | Bachelor of Science in Finance from the University of South Florida in 1995 |




| Summary of Actual Monthly Returns (Net of Fees) |  |  |  |  |  |  |  |  |  |
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| Jan Feb | Mar | Apr | May Jun | Jul Aug | Sep | Oct | Nov | Dec | YTD |
| $\cdots$ Low Beta Model |  |  |  |  | -1.06\% | 5.76\% | 2.36\% | 0.67\% | 7.82\% |
| 入 ${ }^{\text {N }}$ SP 500 Total Return |  |  |  |  | -2.33\% | 4.60\% | 3.05\% | 2.53\% | 7.94\% |
| Current Holdings |  |  |  |  |  |  |  |  |  |
| Ticker - Description | Recent <br> Price | Port. <br> Weight | 3Yr Beta | Sector |  | Industry |  |  |  |
| TRIP - TripAdvisor Inc | \$ 83 | 3.3\% | 1.06 | Consumer Discretionary |  | Internet \& Catalog Retail |  |  |  |
| NKE - Nike Inc | \$ 79 | 3.5\% | 0.87 | Consumer Discretionary |  | Textiles, Apparel \& Luxury Goods |  |  |  |
| TWC - Time Warner Cable Inc | \$ 136 | 3.7\% | 0.80 | Consumer Discretionary |  | Media |  |  |  |
| TJX - TJX Companies Inc (The) | \$ 64 | 3.4\% | 0.76 | Consumer Discretionary |  | Specialty Retail |  |  |  |
| ORLY - O'Reilly Automotive Inc | \$ 129 | 3.2\% | 0.59 | Consumer Discretionary |  | Specialty Retail |  |  |  |
| MDLZ - Mondelez International Inc | \$ 35 | 3.4\% | 0.60 | Consumer Staples |  | Food Products |  |  |  |
| CL - Colgate-Palmolive Co | \$ 65 | 3.3\% | 0.59 | Consumer Staples |  | Household Products |  |  |  |
| KR - Kroger Co. (The) | \$ 40 | 3.0\% | 0.65 | Consumer Staples |  | Food \& Staples Retailing |  |  |  |
| CAG - ConAgra Foods Inc. | \$ 34 | 3.4\% | 0.49 | Consumer Staples |  | Food Products |  |  |  |
| HSY - Hershey Co (The) | \$ 97 | 3.1\% | 0.48 | Consumer Staples |  | Food Products |  |  |  |
| GIS - General Mills Inc. | \$ 50 | 3.2\% | 0.42 | Consumer Staples |  | Food Products |  |  |  |
| MMC - Marsh \& McLennan Companies Inc. | \$ 48 | 3.4\% | 0.95 | Financials |  | Insurance |  |  |  |
| AON - Aon PLC | \$ 84 | 3.4\% | 0.93 | Financials |  | Insurance |  |  |  |
| PGR - Progressive Corp (The) | \$ 27 | 3.1\% | 0.89 | Financials |  | Insurance |  |  |  |
| GILD - Gilead Sciences Inc | \$ 75 | 3.6\% | 0.88 | Health Care |  | Biotechnology |  |  |  |
| MDT - Medtronic Inc | \$ 57 | 3.3\% | 0.94 | Health Care |  | Health Care Equipment \& Supplies |  |  |  |
| ABC - AmerisourceBergen Corp | \$ 70 | 3.5\% | 0.74 | Health Care |  | Health Care Providers \& Services |  |  |  |
| BMY - Bristol-Myers Squibb Co | \$ 53 | 3.5\% | 0.65 | Health Care |  | Pharmaceuticals |  |  |  |
| AMGN - Amgen Inc. | \$ 114 | 3.0\% | 0.72 | Health Care |  | Biotechnology |  |  |  |
| JNJ - Johnson \& Johnson | \$ 92 | 3.2\% | 0.58 | Health Care |  | Pharmaceuticals |  |  |  |
| COL - Rockwell Collins Inc. | \$ 74 | 3.2\% | 0.97 | Industrials |  | Aerospace \& Defense |  |  |  |
| LLL - L-3 Communications Holdings Inc | \$ 107 | 3.4\% | 0.91 | Industrials |  | Aerospace \& Defense |  |  |  |
| NLSN - Nielsen Holdings NV | \$ 46 | 3.9\% | 0.71 | Industrials |  | Professional Services |  |  |  |
| WM - Waste Management Inc. | \$ 45 | 3.3\% | 0.81 | Industrials |  | Commercial Services \& Supplies |  |  |  |
| FIS - Fidelity National Information Services ] | \$ 54 | 3.5\% | 1.00 | Information Technology |  | IT Services |  |  |  |
| ECL - Ecolab Inc. | \$ 104 | 3.3\% | 0.88 | Materials |  | Chemicals |  |  |  |
| NI - NiSource Inc. | \$ 33 | 3.3\% | 0.73 | Utilities |  | Multi-Utilities |  |  |  |
| CMS - CMS Energy Corp | \$ 27 | 3.1\% | 0.67 | Utilities |  | Multi-Utilities |  |  |  |
| AEP - American Electric Power Co Inc | \$ 47 | 3.3\% | 0.58 | Utilities |  | Electric Utilities |  |  |  |
| XEL - Xcel Energy Inc. | \$ 28 | 3.1\% | 0.56 | Utilities |  | Electric Utilities |  |  |  |

## Additional Information

Total Net Assets - Includes only the fee paying accounts invested in the LB Model.
Portfolio Beta - The weighted average of individual stock 3 year daily betas as calculated by Portfolio 123.
Daily Annualized Volatility - Calculated as the standard deviation of daily returns multiplied by the square root of 252.
A cash balance is included when calculating Total Returns. The LB Model's cash balance is typically $1 \%$ of the portfolio.
Benchmark - The benchmark for the LB Model is the S\&P 500 Total Return Index, Bloomberg Symbol <SPXT INDEX>.
Recent Price - The closing price for a stock as of the date of the report and retreived by Interactive Brokers.

## Firm Definition

Successful Portfolios LLC is an independent Registered Investment Advisor formed in February 2010. Successful Portfolios LLC has no affiliations with any other investment advisors. For further information regarding our firm, fee structure, and our qualifications, please visit www.successfulportfolios.com.

## Risks

Past or simulated results are not necessarily indicative of future performance. While we took steps to mitigate hindsight bias when developing the LB Model, LB simulated performance was nonetheless performed on historical data. We believe the data provided by Portfolio 123 to be accurate; however, we can make no guarantee of past or future data reliability.

