

## Redwood Managed Risk Managed Account

### Product Description

Redwood's Managed Risk Strategy relies on the use of a proprietary quantitative trend-following model that seeks to identify the critical turning points in the high-yield bond market. By initiating tactical asset class changes, Redwood seeks to reduce the drawdowns commonly associated with the high-yield bond market, while at the same time capturing the potential gains associated with the asset class' bull market rallies. This approach strives to achieve absolute return in both bull and bear markets.

Redwood's Managed Risk Strategy has historically exhibited very low correlation to traditional

investments, generating strong absolute returns across market cycles.

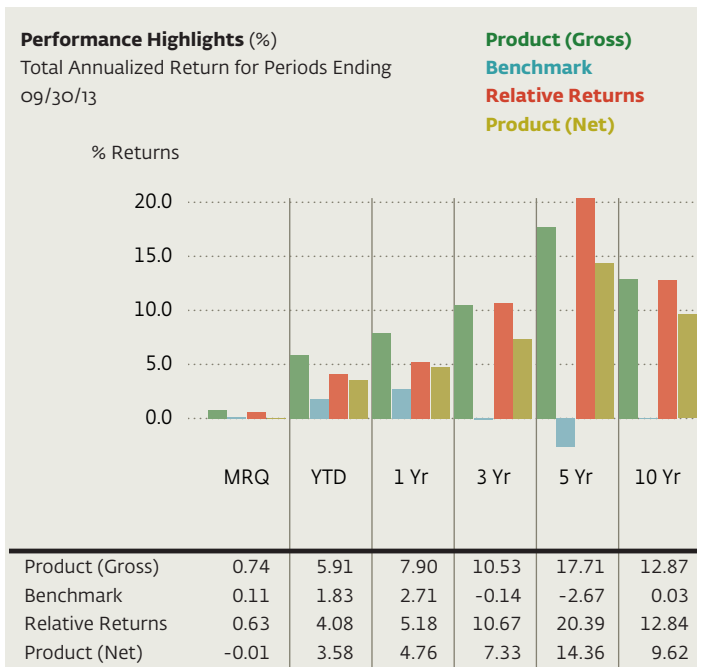
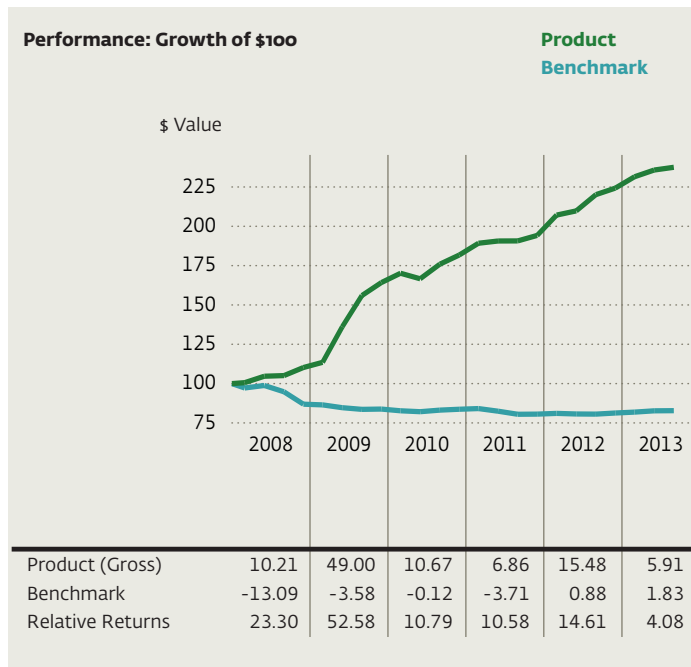
### Firm Overview

#### ABOUT REDWOOD

Redwood was founded by Michael Messinger out of frustration with the stream of investment advice coming out of the research department of Michael's former mutual fund employer and his broker/dealer clients.

Michael found there was always plenty of "buy" advice, but never any "sell" advice, even in bear markets. From a selected group of his clients, he

witnessed there was a better way to help investors manage their investments. While many securities do perform well over time, the question Michael was asking was whether similar, or better, results could be achieved without the volatility associated with "buy and hold" investing.



Risk-Return Statistics <sup>1</sup>	Product		Bench
	3 Yr	5 Yr	5 Yr
Std. Deviation (%)	3.90	9.98	4.20
Sharpe Ratio	1.86	1.42	-0.67
Alpha (%)	7.52	13.82	--
Information Ratio	2.26	1.50	--
Up Capture (%)	393.71	462.14	--
Down Capture (%)	-82.47	-235.1	--
		4	
Total Return (%)	Product		Bench
Best Qtr (04/09-06/09)	19.89		-2.06
Worst Qtr (04/10-06/10)	-2.06		-0.68
Best Year (2009)	49.00		-3.58
Worst Year (2000)	4.14		n/a

Risk Statistics <sup>1</sup>		
	3 Yr	5 Yr
Active Return (%)	0.11	0.20
Batting Average (%)	100.00	95.00
Beta	0.95	-0.35
Tracking Error	3.31	11.38
R Squared	28.05	2.18
Q-Score	n/a	n/a
Q-Risk	n/a	n/a
Q-Return	n/a	n/a
Q-Rank	n/a	n/a

### Quick Facts (as of Oct 31, 2013) <sup>2</sup>

Style Classification:	Alternative
Benchmark:	HFRX Absolute Return Index
Product AUM(MM):	\$81
Inception Date:	Jan 1, 1992
Current # Holdings:	2
Avg. Annual Turnover:	n/a

The performance quoted represents past performance. Past performance is not indicative of future results.

The value of an investment and the return on invested capital will fluctuate over time and, when sold or redeemed, may be worth less than its original cost. Performance is displayed as both "Gross" and "Net". "Gross" represents performance that does not reflect advisory, custodial or program fees. "Net" represents performance that has factored in an assumed fee of 3.00%. Performance reflects the reinvestment of dividends, income and capital appreciation. For more information, on fees see the Notes section. <sup>3</sup> Benchmark indices reflect the reinvestment of dividends and income and not deductions for fees, expenses or taxes. Indices are unmanaged and not available for direct investment.

## Redwood Managed Risk Managed Account

Portfolio Characteristics <sup>5</sup>		Equity Sector Distribution		World Regions					
(Actual Investor Holdings Will Vary)		0.0 %	25.0	50.0	75.0	100.0		Portfolio %	
Average Market Cap (MM)	\$8,646	Stock		100.0				<b>Greater Asia</b>	<b>1.82</b>
Median Market Cap (MM)	n/a							Japan	0.61
Adjusted Price/Earnings Ratio	9.87							Australasia	1.08
Price/Book Ratio	1.54							Asia-Developed	0.13
Return On Equity (1yr)	16.60							Asia-Emerging	0.00
EPS Growth-Past 5 yrs	16.60%							<b>Greater Europe</b>	<b>3.84</b>
Debt to Total Capital	38.55							United Kingdom	2.63
Current Yield (%)	6.08 <sup>6</sup>							Europe-Developed	1.20
								Europe-Emerging	0.00
								Africa/Middle East	0.01
								<b>Greater Americas</b>	<b>94.33</b>
								United States	91.28
								Canada	3.05
								Latin America	0.00

Top Ten Holdings <sup>5</sup>	
Security	%
Lord Abbett High Yield A	50.00
BlackRock High Yield Bond Inv A	50.00

The data presented is as of Oct 31, 2013 and may change at any time. Holdings information should not be considered a recommendation to buy or sell a particular security. Certain charts illustrate areas in which the portfolio may invest and may not be representative of current or future holdings. Diversification does not ensure a profit or protect against losses.

<sup>1</sup> **Alpha** - A measure of a stock's risk-adjusted performance, considering the risk due to the specific stock, rather than the overall market. Alpha can be thought of as how the stock performed if the market has had no gain or loss. A large alpha indicates that the stock or mutual fund has performed better than would be predicted given its beta (volatility). **Beta** - A measure of a manager's performance relative to the market (benchmark index). A manager with a beta coefficient of 1.00 has experienced up and down movements of roughly the same magnitude as the market. Higher betas are associated with higher risk levels, while lower betas are associated with lower risk levels. **Capture Ratio** - Up(Down) Capture Ratio is a measure of managers' performance in up(down) markets relative to the market itself. An up market is one in which the market's quarterly return is greater than or equal to zero. The higher the manager's up-market capture ratio, the better the manager capitalized on a rising market. For example, a value of 1.10 suggests that the manager captured 110% of the market gain (performed ten percent better than the market) when the market was up. A down-market capture ratio of 0.90 suggests that the manager captured only 90% of the market loss when the market was down. **R-squared** - A measure of how much of a portfolio's performance can be explained by the returns from the overall market (or a benchmark index). If a portfolio's total return precisely matched that of the overall market or benchmark, its R-squared would be 100.00. If a portfolio's return bore no relationship to the market's returns, its R-squared would be 0. **Sharpe Ratio** - A measure of risk-adjusted return. To calculate a Sharpe ratio, an asset's excess returns (its return in excess of the return generated by risk-free assets such as Treasury bills) is divided by the asset's standard deviation. **Standard Deviation** - A gauge used to measure risk, or volatility. It is a number indicating the variability of a set of numerical values about their arithmetic average. For example, a \$1 million portfolio with a quarterly standard deviation of 5% will fluctuate \$50,000 (5% of \$1 million) or less per quarter two-thirds of the time. The lower the manager's standard deviation, the more stable the portfolio's performance. High standard deviation suggests a portfolio with more fluctuation and volatility.

<sup>2</sup> Note: Performance returns & statistics are calculated using quarterly returns data as of date noted and is the most recent data made available by the asset manager. Portfolio performance returns are provided by a third-party data provider or the asset manager directly.

<sup>3</sup> If client utilizes a custodian or advisor that separately charges client's account, these fees will not be reflected in the Net performance data. Depending on the exact fees agreed upon between client and advisor, the actual fees charged may be less than the assumed fee. Actual fees will vary depending on, among other things, the applicable fee schedule, the time period, investment performance and account size. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory fees, would be \$270,704 with annualized compounded return of 10.47%. If an advisory fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. For a description of all fees, costs and expenses, please refer to your financial advisor's Disclosure Brochure. Past performance is not indicative of future results.

<sup>4</sup> Reported benchmarks are not intended as direct comparisons to the performance of the portfolio. Instead, they are intended to represent the performance of certain sectors of the overall securities market (e.g. equities, bonds, etc.). Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

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<sup>6</sup> Yield is an indication of the current estimated dividends and interest vs. the current market value of the holdings. The yield represents the current amount of income that is being generated from the portfolio without liquidating the principal or capital gains on the portfolio. However, the yield will fluctuate daily and current or past performance is not a guarantee of future results

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