

Preferred Income

as of June 30, 2021



Innovative Portfolios for Intelligent Investors®

OBJECTIVE

The Preferred Income strategy seeks current income as its primary objective. The portfolio invests in a wide variety of preferred stocks that display high, steady, and consistent income.

PERFORMANCE (%)							Inception Date: 10/1/2011	
Average (Annual)	2021 YTD	1-Year	3-Year	5-Year	7-Year	Inception	Cumulative	
Preferred Income, Gross	3.89	17.36	7.45	5.56	6.06	6.60	86.49	
Preferred Income, Net	3.24	15.92	6.14	4.26	4.76	5.29	65.36	
S&P U.S. Preferred	5.38	20.70	8.17	6.28	6.41	7.75	107.00	

Effective December 2020 Innovative Portfolios, LLC ("IP") was hired as the subadvisor for the composite. Performance after January 1, 2021 occurred while the investment management team was affiliated with IP. The same investment management team has managed the composite since its inception, and the investment process has not changed. After January 1, 2021, Sheaff Brock Investment Advisors, LLC performance has been linked to performance earned at IP. Data quoted represents past performance, which is no guarantee of future results.

POTENTIAL BENEFITS

Seeks potential income from higher yielding preferred stocks and capital securities, some of which may be U.S. tax advantaged.

Active management to potentially exploit inefficiencies such as credit quality, interest rate structure and call risk.

Diversification from traditional equity and fixed income strategies.

PORTFOLIO CONSTRUCTION

1ST | Macro Outlook

Develop views about the economy, markets, and interest rates.

2ND | Screen

Filter retail and institutional for yield, duration, liquidity, credit quality, and coupon structure.

3RD | Decision

Select 25-30 stocks from the screened holdings based on pricing and attractive opportunities which can include undervalued sectors and/or companies. Positions are reviewed regularly.

TOP 10 HOLDINGS³ (%)

Ford Motor Co Pfd 6.20%	3.96
AT&T Inc Pfd 5.00% Ser. A	3.70
Morgan Stanley Pfd 7.125% Ser. E	3.50
GM Financial Co Inc Pfd Ser. C	3.24
First Midwest Bancorp Inc Pfd 7.00% Ser. C	3.19
American Equity Invest Life Pfd 5.95% Ser. A	3.13
Reinsurance Group of America Pfd 5.75%	2.93
Huntington Bancshares Inc Pfd 6.25% Ser. D	2.81
Capital One Financial Corp Pfd 4.80% Ser. J	2.74
Fifth Third Bancorp Pfd 6.625% Ser. I	2.66

SECTOR ALLOCATION³ (%)

Finance – Banks	31.9
Finance – Insurance	18.5
Finance – Capital Markets	13.5
Consumer Staples	9.5
Utilities	6.8
Finance – Consumer Finance	6.3
Communication Services	5.3
Real Estate	2.0
Finance – Real Estate	1.9
Industrials	1.5
Information Technology	1.4
Energy	1.4

CURRENT YIELD¹ (%)

Preferred Income	5.25
S&P U.S. Preferred Stock Index	5.27

ISSUER CREDIT BREAKDOWN²

Credit Quality (%)	Weight (%)
A	17.4
BBB	59.2
BB	14.1
CCC	1.3
NR	5.7
Cash & Equivalents	2.3

Holdings and portfolio weights are subject to change without notice. Portfolio holdings are provided for informational purposes only and should not be deemed as a recommendation to buy, sell or hold any security.

PORTFOLIO MANAGERS

JR Humphreys, CFA, CAIA
Senior Portfolio Manager
Industry since 1990

Dave Gilreath, CFP®
Managing Director, Chief Investment Officer
Industry since 1981

COMPANY PROFILE

- Founded 11/2/2001
- Principals: David S. Gilreath, CFP® and Ron Brock
- \$1.3 billion total assets under management (as of 6/30/2021)

ADDITIONAL STRATEGIES

GROWTH

- Bulls of the Dow
- IntelliBuild® Growth
- Outlier Growth

GROWTH & INCOME

- Covered Call Income
- Dividend Growth & Income
- Real Estate Income & Growth

FIXED INCOME

- Preferred Income

OPTION OVERLAY

- Index Income Overlay

Disclaimers

Organization: Sheaff Brock Investment Advisors, LLC ("SBIA"), established in 2001, is registered as an investment advisor with the Securities and Exchange Commission. SBIA is wholly owned by Sheaff Brock Capital Management, LLC ("SBCM").

Effective December 2020 Innovative Portfolios, LLC ("IP"), a wholly owned subsidiary of SBCM, was hired as the subadvisor for the composite. Performance after January 1, 2021 occurred while the investment management team was affiliated with IP. The investment management team has managed the composite since its inception, and the investment process has not changed. Performance after January 1, 2021 has been linked to performance earned at IP. IP policies for valuing investments and calculating performance are available upon request.

Description: The Preferred Income Composite invests in approximately 25-30 U.S. preferred equity positions. The investment objective of the composite is income. The Preferred Income Composite consists of fully discretionary portfolios, including those accounts no longer with the firm. For comparison purposes the composite is measured against the S&P U.S. Preferred Stock Index. The Composite inception date is October 1, 2011.

Performance presented are time-weighted returns. Valuations and performance is reported in U.S. dollars. Composite performance is presented on gross-of-fees and net-of-fees basis and includes the reinvestment of income (dividends/interest). Gross-of-fees returns are presented before management and custodial fees but after all trading expenses. Net-of-fees returns are calculated by deducting a model management fee of 0.3125, ¼ of the highest annual management fee of 1.25%, from the quarterly gross composite return. Actual advisory fees incurred by clients may vary.

The benchmark is the S&P U.S. Preferred Stock Index, an index designed to measure the performance of the U.S. preferred stock market and consists of U.S. preferred stocks with a market capitalization greater than \$100 million and a maturity of at least one year or longer. An index should only be compared with a mandate that has a similar investment objective. An index is not available for direct investment and does not reflect any of the costs associated with buying and selling individual securities or management fees, the incurrence of which would have the effect of decreasing historical performance results. There can be no assurances that a composite will match or outperform any particular benchmark.

Past performance is no guarantee of future performance and there is a risk of loss of all or part of your investment. Individual client performance returns may be different than the composite returns listed. Changes in investment strategies, contributions or withdrawals, and economic conditions may materially alter the performance of your portfolio. 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. Information is obtained from sources SBIA believes are reliable, however, SBIA does not audit, verify, or guarantee the accuracy or completeness of any material contained herein.

Certain information expressed represents an assessment at a specific point in time and is not intended to be a forecast or guarantee of future performance, nor is it intended to speak to any future time periods. The information and data in the composite overview does not constitute legal, tax, accounting, investment, or other professional advice. The information provided in the composite overview should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain in the composite at the time you receive the composite overview or that securities sold have not been repurchased. The securities discussed may not represent the entire portfolio. It should not be assumed that any securities transaction or holding discussed was or will prove to be profitable, or that the investment recommendations or decisions in the future will be profitable or will equal the investment performance of the securities discussed herein.

1 Current yield is calculated by dividing the annual income (dividends and interest) by the current price of the preferred security. The current yield is based on average-weighted composite holdings as of 6/30/2021. Current yield does not account for any realized or unrealized gain/loss on the holdings in the composite. Current yield does not reflect the deduction of management fees, and if reflected, the fee would reduce data quoted. Current yield is a measurement at a point in time which may differ significantly in the future based upon the holdings in the composite, the price of the securities and the actual income paid.

2 Issuer credit ratings represent the issuer's overall credit creditworthiness and financial strength and not the issue rating which refers to specific financial obligations and considers ranking in the capital structure. Ratings shown are the highest rating given by one of the following national rating agencies: S&P, Moody's, Fitch, DBRS or AM Best. Credit ratings are subject to change. AAA, AA, A and BBB are investment grade ratings; BB, B, CCC/CC/C and D are below-investment grade ratings. Holdings designated NR are not rated by these national rating agencies. Excludes credit spread put options.

3 Portfolio characteristics are computed based on SBIA composite subadvised by IP.

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