

# Portfolio Overview Terms & Definitions

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**Net Profit or Loss:** Gains or losses in the portfolio since the beginning of the year (deposits, withdrawals, investment income, commissions and management fees paid from accounts are included).

**Percentage Change:** Non-weighted change in portfolio based on the information listed above.

**Internal Rate of Return (after fees):** Return on investment after management fee.

**Current Market Value:** The combined value of all accounts managed by *Winans International* as reported at the end of the quarter.

**Withdrawals, Deposits and Transfers:** Any deposits or withdrawals of cash or securities transferred into or out of accounts during the current year.

**Beginning Market Value:** The market value of the portfolio on the last business day of the previous year.

**Gains or Losses on Investments:** Investment profits or losses on all investments currently in the portfolio (excluding dividends & interest).

**Interest Income and Margin Expense:** All interest income from bond and money market investments less any margin expense charged to the portfolio during this year.

**Dividend Income:** All dividend income from stocks or money market accounts for the current year.

**Accrued Interest:** This is interest paid when purchasing a bond, or interest received when selling a bond before the bond's maturity.

**Winans International Management Fees:** All investment management fees for the year. This is only for clients that have elected to have their fees automatically deducted from their accounts.

**Brokerage House Commissions/Fees:** All commission costs and brokerage account fees on investment transactions during the current year.

## **Asset Allocation**

Pie Chart shows asset allocation by investment type.

## **Growth Stocks, Short Sells, Options & Hedges**

**Description & Symbol:** The name and brokerage symbol of the investment.

**Shares, Market Price & Market Value:** The number of shares of the investment held in all managed accounts, the market price per share and the value of the investment at the end of the quarter.

**Year to Date Change %:** Gain or loss on the stock for the current year to date including dividends (excluding shares sold).

**Cumulative Change % & Cumulative Change \$:** Gain or loss since the investment was purchased including interest and dividends (including shares sold).

**% of Stock Portfolio:** The percentage of the entire portfolio invested in this security.

## **Income Stocks**

**Description:** The name of the investment.

**Shares, Market Price & Market Value:** The number of shares of the investment held in all managed accounts, the market price per share and the value of the investment at the end of the quarter as reported by your brokerage house.

**Average Dividend Yield:** The expected annual dividend yield relative to your purchase price.

**Year to Date Change %:** Gain or loss on the investment for the entire current year to date (including dividends).

**Cumulative Change \$:** Gain or loss since the investment was purchased (including dividends).

**Cumulative Income \$:** The total amount of interest income paid since the investment was purchased.

## **Corporate Bonds & Real Estate Loans**

**Description:** The name of the investment, coupon rate and maturity date.

**Market Price & Market Value:** The market price per bond and the value of the investment at the end of the quarter, as reported by your brokerage house.

**Par Value:** The value of the bond at maturity.

**Annual Yield %:** The annual percentage return expected to be received from interest.

**Year to Date Change %:** Gain or loss on the bond for the current year to date (including interest).

**Cumulative Change \$:** Gain or loss since the investment was purchased including interest.

**Cumulative Income:** The total amount of interest income paid since the investment was purchased.

**Years to Maturity:** Years until a bond comes due.

## **Cash & Cash Equivalents**

Cash & Money Market Holdings by Account

Year-To-Date returns of Major Market Indices

Money Market & Margin Rates

## **Taxable Transactions**

**Symbol & Description:** The brokerage symbol and name of the investment.

**Buy Date & Sell Date:** The purchase and selling dates of the investment. If the investment has been purchased several times, trades will be listed on a "First In, First Out" basis.

**Months Held:** The number of months the investment was held. This is used to determine if the transaction is classified as long term or short term.

**Sell Quantity, Cost Basis & Sell Amount:** The number of shares, the cost basis and the selling proceeds of the transaction. Commission costs are included in the calculations.

**Realized Gains/Losses:** This is calculated as (Sell Amount minus Cost Basis).

**Account Number:** This number of the account in which the transaction took place.