



Portfolio Overview Terms & Definitions (Update)

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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 – Percentage change in portfolio based on the information listed above

Internal Rate of Return (IRR-ROI) – Internal Rate of Return – A time-weighted return on Investment before management fee. This is the measure preferred by the SEC.

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

Withdrawals and/or Deposits – Any deposits or withdrawals of cash or securities transferred in 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 or Margin Expense – All interest income from bond investments or money markets, minus 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

Brokerage House Commissions/Fees – All commission costs on investment transactions during the current year

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 the accounts

Asset Allocation

Pie Chart showing Asset Allocation by Investment Type

Growth Stocks and Mutual Funds

Description & Symbol – The name and exchange 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 entire current year to date

Cumulative Change % & Cumulative Change \$ - Gain or loss since the investment was purchased

% of Stock Portfolio – The percentage of the entire portfolio invested in this security

Options

Description & Symbol – The name and exchange symbol of the investment

Contracts & Option Market Value – The number of contracts of the option held in all managed accounts and the estimated value of the investment at the end of the quarter

Option Cost Basis – Total cost of the option (including commissions and fees)

Option Cumulative Change \$ – Current gain or loss since the option was purchased

Stock Market Value – The current value of the underlying stock

Strike Price Basis – The price the option holder can buy the underlying stock for during the life of the option (not including commissions and fees)

Stock Cumulative Change \$ – Strike Price + Cost Basis – Stock Market Value

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

Avg Div Yield % - The expected dividend return on the investment for the current year

Year to Date Change % - Gain or loss on the investment for the entire current year to date

Cumulative Change \$ - Gain or loss since the investment was purchased

Estimated Cumulative Income \$ – The total amount of dividend/interest income paid since the investment was purchased

Corporate Bonds & Real Estate Loans

Description – The name of the investment, coupon rate & maturity date

Market Price & Market Value – The market price per bond and the value of the investment at the end of the quarter

Par Value – The value of the bond at maturity

Estimated Annual Yield % – The annual percentage return expected to be received for the current year

Year to Date Change % - Gain or loss on the bond for the entire current year to date

Cumulative Change \$ - Gain or loss since the investment was purchased

Cumulative Income – The total amount of interest income paid since the investment was purchased

Cash & Cash Equivalents

Cash & Money Markets

Money Market & Margin Rates

Year-To-Date Returns of Major Market Indices

Taxable Transactions

Symbol & Description – The exchange 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, then 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. Commissions cost are included in the calculations

Realized Gains/Loses – This is calculated as (Sell Amount minus Cost Basis)

Account Number - The number of the account in which the transaction took place