

## Manole Capital's Non-Traditional Financials Portfolio

Our "Non-Traditional Financials" portfolio is a concentrated portfolio of FinTech companies, employing a bottoms up, fundamental research approach. Instead of investing in traditional financial companies, like banks or Insurance companies, Manole Capital avoids opaque balance sheets and credit sensitivity. We prefer to own transparent, transaction-based business models, generating predictable free cash flow. This portfolio has significant exposure to financials with strong secular growth opportunities, recurring revenues and sustainably high operating margins.

## DEFINITIONS

**FINTECH**  
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Any company that "utilizes technology to improve an established process"

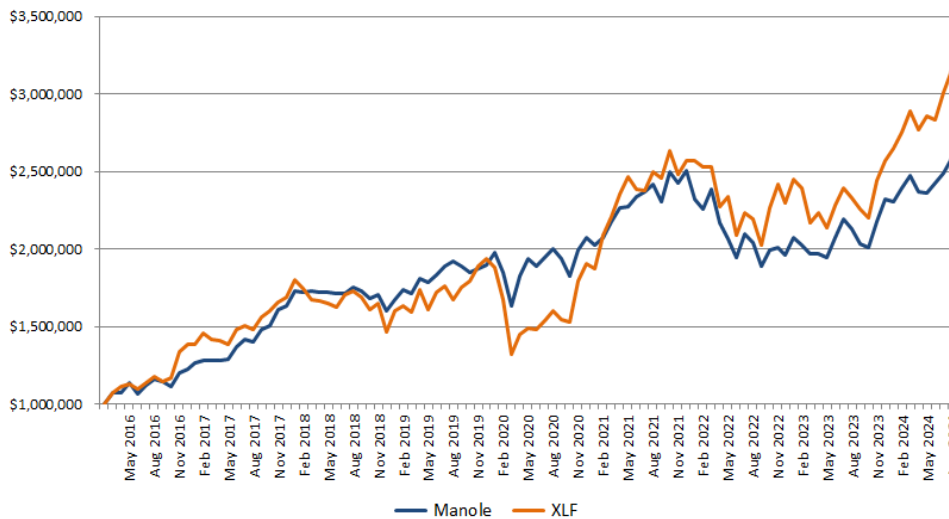
**SUCCESS**  
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Generating excellent long-term returns and limiting a material loss of capital

Strategy Performance	2024		Annualized				Cumulative		
	1 Month	YTD	1 Year	3 Year	5 Year	Inception	3 Year	5 Year	Inception
Gross Return	3.99	11.32	21.57	2.35	6.13	11.83	7.21	34.67	158.75
Net Return <sup>1</sup>	3.91	10.59	20.39	1.33	5.08	10.73	4.05	28.13	137.82

Benchmark: XLF Total Return. Differences between the strategy and the index, include but not limited to, risk profile, volatility and composition. <sup>1</sup> Net reflects an annual management Fee of 1%

## Growth of \$1 Million



## Performance Analysis

Average Monthly Return (Gross)	1.03%
Profitable Percentage	59% (60 of 102)
Batting Average vs XLF	.471
Batting Average vs Down XLF	.714
<b>Risk Analysis</b>	
Up XLF Capture	33%
Down XLF Capture	75%
Beta	0.60
Std Dev (Mthly / Annualized)	4.38% / 15.18%
Sharpe Ratio	0.64

Based on Composite Gross performance and Average RFR of 2.13%

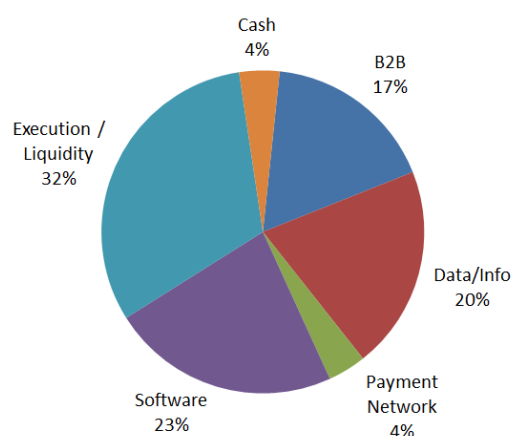
## Characteristics<sup>a</sup>

	MANOLE	XLF
Avg Mkt Cap	\$ 67B	\$ 309B
Pre-Tax Margins	26%	19%
ROE	17%	12%
Dividend Yield	1.0%	1.6%

GROWTH RATE	MANOLE	XLF
Forward 3-5 Yr EPS Est.	13%	10%
Last 5 Yrs Revenue	15%	11%
Last 5 Yrs EPS	13%	11%

<sup>a</sup>Characteristics from Zacks Research

## Portfolio Exposure



Composite Inception	Mar '16
# of Positions	19
Largest:	CPAY, SCHW
Average Weight	5.1%
Top 5 / Top 10	31% / 58%

SECTOR WEIGHTS	MANOLE	XLF
Financials	60%	96%
Technology	20%	3%
Industrials	16%	1%
Totals	96%	100%

**WARREN FISHER, CFA FOUNDER**

Warren started his career at Goldman Sachs Asset Management (GSAM), after graduating with a Bachelor of Science in Accounting from Lehigh University in Bethlehem, PA in 1994. While on GSAM's Growth Equity team, Warren was responsible for both the Financial sector, as well as Service companies in the Technology industry. In addition to his analyst duties, Warren was a Portfolio Manager on several of GSAM's '40 Act mutual funds. Over his 19 years at GSAM, Warren was a Co-Portfolio Manager for The Goldman Sachs Growth Opportunities Fund (mid cap), The Goldman Sachs Capital Growth Fund (large cap) as well as The Goldman Sachs Flexible Cap Growth Fund (all cap). In 2013, Warren joined Fortress Investments, to help build Logan Circle's first equity franchise. In 2015, Warren created Manole Capital to exclusively focus on the emerging FINTECH industry.

**INVESTMENT PHILOSOPHY**

Manole Capital is a long-term investor in businesses, not a short-term trader. We focus on strong, durable franchises with identifiable growth prospects. Our holdings are market share leaders, have high barriers to entry and have pricing power. It is critical to our investment process that all companies generate free cash flow and that management teams properly and rationally allocate capital. Our process is based upon conducting proprietary, bottoms-up, fundamental analysis of the emerging Fintech industry.

**MONTHLY RETURNS**

		Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2024	Gross	-1.02	3.97	3.48	-4.44	-0.20	2.65	2.68	3.99					11.32%
	XLF	3.09	4.08	4.80	-4.18	3.17	-0.89	6.40	4.57					22.58%
	Net <sup>2</sup>	-1.10	3.89	3.40	-4.53	-0.29	2.57	2.59	3.91					10.59%
2023	Gross	5.87	-2.20	-2.86	0.09	-1.26	6.44	5.78	-2.80	-4.37	-1.24	8.40	6.67	18.80%
	XLF	6.90	-2.30	-9.55	3.17	-4.25	6.62	4.81	-2.69	-3.09	-2.44	10.94	5.25	12.03%
	Net <sup>2</sup>	5.79	-2.27	-2.95	0.01	-1.35	6.36	5.70	-2.89	-4.45	-1.32	8.32	6.59	17.64%
2022	Gross	-7.27	-2.83	5.63	-9.16	-4.62	-5.75	7.57	-2.55	-7.68	5.67	1.05	-2.77	-21.89%
	XLF	0.02	-1.38	-0.13	-9.94	2.78	-10.87	7.19	-1.96	-7.66	11.92	6.86	-5.22	-10.60%
	Net <sup>2</sup>	-7.34	-2.90	5.54	-9.23	-4.70	-5.83	7.49	2.64	-7.76	5.58	0.97	-2.85	-22.68%
2021	Gross	-2.41	2.29	5.09	3.95	0.61	2.74	1.31	1.96	-4.66	8.63	-3.08	3.39	20.82%
	XLF	-1.80	11.61	5.86	6.49	4.77	-3.05	-0.46	5.15	-1.83	7.27	-5.71	3.36	34.80%
	Net <sup>2</sup>	-2.49	2.21	5.00	3.86	0.52	2.65	1.22	1.87	-4.74	8.55	-3.17	3.30	19.63%
2020	Gross	4.36	-6.71	-11.74	11.79	6.29	-2.42	3.02	2.98	-3.43	-5.86	9.50	3.90	9.33%
	XLF	-2.66	-11.25	-20.99	9.46	2.72	-0.52	3.85	4.29	-3.41	-0.87	16.85	6.30	-1.68%
	Net <sup>2</sup>	4.28	-6.78	-11.83	11.71	6.21	-2.51	2.93	2.90	-3.51	-5.95	9.42	3.82	8.24%
2019	Gross	4.55	3.89	-1.10	5.59	-1.49	2.86	3.05	1.58	-1.68	-2.17	1.35	1.23	18.73%
	XLF	8.90	2.24	-2.56	8.98	-7.17	6.65	2.36	-4.71	4.55	2.50	5.05	2.61	31.87%
	Net <sup>2</sup>	4.47	3.81	-1.18	5.50	-1.58	2.78	2.96	1.49	-1.76	-2.26	1.27	1.15	17.57%
2018	Gross	5.50	-0.20	0.21	-0.39	0.17	-0.47	-0.26	2.47	-1.34	-2.64	1.19	-6.21	-2.38%
	XLF	6.56	-2.93	-4.16	-0.44	-0.98	-1.75	5.11	1.36	-2.21	-4.71	2.63	-11.12	-13.08%
	Net <sup>2</sup>	5.42	-0.28	0.13	-0.47	0.08	-0.56	-0.34	2.38	-1.41	-2.73	-1.10	-6.28	-3.35%
2017	Gross	3.60	1.06	-0.11	-0.10	0.82	6.23	3.39	-1.10	5.74	1.82	6.87	1.62	33.76%
	XLF	0.26	5.28	-2.95	-0.84	-1.19	6.51	1.70	-1.55	5.13	2.86	3.46	1.88	22.00%
	Net <sup>2</sup>	3.52	0.98	-0.21	-0.18	0.73	6.14	3.31	-1.19	5.66	1.73	6.79	1.54	32.47%
2016 <sup>1</sup>	Gross			7.54	0.01	5.58	-6.06	5.21	3.32	-1.34	-3.03	8.50	1.62	22.30%
	XLF			7.16	3.60	1.89	-3.25	3.48	3.85	-2.74	2.28	14.03	3.76	38.41%
	Net <sup>2</sup>			7.45	-0.07	5.49	-6.15	5.13	3.23	-1.43	-3.12	8.42	1.53	21.29%

Benchmark: XLF Total Return. Differences between the strategy and the index, include but not limited to, risk profile, volatility and composition.

<sup>1</sup> Partial period beginning on March 1, 2016 <sup>2</sup> Net reflects an annual management Fee of 1%

All performance results are based on the strategy's composite returns and include accruals and the reinvestment of all dividends, interest and capital gains. The Flagship Fintech composite represents all fully discretionary, fee-paying, separately managed account (SMA) portfolios within the Fin Tech investment strategy. Performance is presented in US Dollars. Any investment or strategy managed by Manole is speculative in nature and there can be no assurance that the investment objective(s) will be achieved. Past performance is not a guarantee of future results. Manole Capital Management, LLC is a registered investment adviser with the State of Florida. Manole claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the quality or accuracy of the content contained herein. Manole has been independently verified for the periods March 1, 2015 through December 31, 2021. The verification report is available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. The Fin Tech composite has had a performance examination for the periods March 1, 2015 through December 31, 2021. The verification and performance examination reports are available upon request. To receive a GIPS report, please contact GIPS@manolecapital.com

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