

## Ferndale Capital Management, LLC

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## March 20, 2019

The current portfolio is comprised of the following individual equity securities. The table below illustrates share price movement year to date, the % of market value each position represents in the total portfolio and the annual income yield, paid quarterly.

	Share price		Y-T-D %	% of	Income
	1/2/2019	3/20/2019	Change	Portfolio	Yield
AT&T	\$29.54	\$30.51	3.3%	33.1 %	6.69%
CenturyLink	15.44	11.90	-22.9%	20.5	8.40%
Iron Mountain	32.10	34.40	7.2%	19.8	7.10%
WP Carey	64.14	76.85	19.8%	16.8	5.37%
British American Tobacco	31.54	42.20	33.8%	4.5	6.39%
Tanger Factory Outlet Centers	20.41	20.01	-2.0%	3.1	7.10%
Philip Morris	67.31	90.87	35.0%	0.6	5.03%
Altria	49.31	55.57	12.7%	0.6 98.9	5.74%
Low yield/Higher growth basket '	k			1.1 100.0 %	

<sup>\*</sup>This basket is bought and sold frequently, ranging from 1 to 5% of the portfolio.

The next CenturyLink (CTL) earnings release date is May 8, 2019; the market will be expecting a "clean print" regarding further progress with the Level 3 acquisition and an ability to demonstrate both revenue growth improvement along with maintaining previous EBITDA and Free Cashflow guidance. On March 14, 2019 CTL was the first supplier to receive an authority to operate (ATO) under the General Services Administration's 15-year, \$50 billion Enterprise Infrastructure Solutions program. In the U.S., CTL owns and operates 450,000 miles of fiber line that will be required for full implementation of 5G. We note that CenturyLink's 2024 high yield bonds trade at a premium of 106 and yield 5.9%.

## **About Us**

Ferndale was established in 2012 to provide U.S. Baby Boomers with liquidity and income for the next stage of life entering retirement. We seek small business owners in need of liquidity strategies to maximize business value on exit and seek monthly income going forward with a focus on capital preservation and risk aversion through active management of public securities. Ferndale has offices in New York, NY and Scottsdale, AZ.

Ferndale borrows funds and should financing not be made available in the future, the company's balance sheet would reduce in size and adjustments would have to be made that could impair value. Furthermore, although portfolio income is scheduled it is not guaranteed; the overall value of Ferndale would be negatively impacted should investee companies adversely alter payout ratios.