

# KALO CAPITAL MANAGEMENT, LP

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January 6, 2016

## **Monthly Report - Kalo Emerging Growth with Reduced Volatility Strategy**

Dear Investor:

For the month ended December 31, 2015, the Kalo Capital Management, LP fund gained 0.8% net, versus a loss of 5.2 for the Russell 2000, bringing our year-to-date performance to a gain of 5.3% vs a loss of 5.7% for the Russell 2000.

	Dec 2015	YTD
Kalo Capital Mangement, LP	0.8%	5.3%
Russell 2000	-5.2%	-5.7%
S&P 500	-1.8%	-0.7%

## **2015 Year Performance Commentary**

2015 proved to be an excellent example of the alpha generation that can come from the combination of our investments and trade strategy.

*Investments:* Let's first turn to our Investments where we focus on growing companies with recurring business models. While it was a mixed bag in terms of stock performance for these names, most of them continue to grow and improve their cash generation abilities, which we believe will eventually lead to significant stock appreciation. Companies stocks sometimes get neglected despite having positive fundamental advances and their stock price may not rise for a few years until this delayed reaction leads to significant gains cumulatively recognized in a short period of time (such as the significant gains many of our stocks had in 2013 after lackluster stock performance in 2011 and 2012).

At the same time, we try to limit exposure to those stocks with significant downside risk in order to help protect capital in times of significant market falls, as we have been experiencing recently.

*Trades:* Next, turning to our Trades, we were able to seize upon short term opportunities on both the long and short side to capture additional alpha. At the same time, when the stock market appeared unstable and difficult to gauge, we reduced the use of this capital significantly, again in an effort to protect capital in major market sell offs. These Trades added roughly 3% gross performance to the Fund during the year.

We are pleased at the aggregate alpha generation for the year, driven by both longs and shorts. We had several emerging growth companies that significantly improved fundamentals and experienced stock prices increases (ERII, MEET, USAT, ZAGG). Unfortunately, we also had a few stocks in which we suffered material losses due to fundamentals missteps along these companies' path to growth. Some of these we still believe in and are optimistic that they will have strong stock appreciation in the coming year (ACTG, LPSN).

We also generated significant gains from bearish shorts and puts in a restaurant stock. We have followed this stock for quite some time, perplexed by its extreme valuations. When the momentum in the name was finally broken, we were able to capture significant gains as the stock fell dramatically.

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The Fund gained approximately 470 gross bps from long positions and gained 430 gross bps from short exposed positions. As can be seen on the following chart, the Fund's longs outperformed the Russell 2000, gaining almost 6% on average vs. the Russell's 5.7% loss. Our shorts fell over 10%, further helping performance. This combination resulted in over 12% of total gross alpha generation during the year.

	Bps Gain/Loss	Avg Exposure	Average Performance
Longs	470	81%	5.8%
Shorts	432	-41%	-10.6%
Russell 2000			-5.7%
Alpha (Gross performance from stock selection)			12.8%
Beta (Gross performance from exposure)			-3.6%

## December Monthly Performance Commentary

We are pleased to report another strong month in December. The broader market experienced significant losses which hurt several of our long positions, but we more than made up for these with some short positions and a couple of our long positions. We generated significant gains in a specific restaurant stock in which we were short and had put options. We have been following this name for a long period of time and had success capturing alpha as the stock's momentum finally turned. We also generated gains from MeetMe (MEET) and some index hedges.

The Fund lost approximately 221 gross bps from long positions and gained 323 gross bps from short exposed positions. As can be seen on the chart below, the Fund's longs outperformed the Russell 2000, losing only 2.9% on average vs. the Russell's 5.2% loss. The shorts and puts fell 9.5%, worse than the Russell 2000, further helping performance. This combination resulted in +4.0% of total gross alpha generation during the month.

	Bps Gain/Loss	Avg Exposure	Average Performance
Longs	(221)	76%	-2.9%
Shorts	323	-34%	-9.5%
Russell 2000			-5.2%
Alpha (Gross performance from stock selection)			4.0%
Beta (Gross performance from exposure)			-2.7%

## What's Next?

Recently, the US equity markets have been very unstable and unpredictable with significant volatility. There are numerous political and economic concerns across the globe leading to uncertainty. With the turn of the New Year, we are seeing major shifts in global markets which may prove to be typical volatility and asset re-allocation or something more negative. The global economic environment had seemingly been stable to improving until recently. Now it appears as though China has gotten much weaker and the US is mixed (at best). China continues to devalue its currency which has been causing market volatility since August 2015. The commodity markets (metals, gas, and oil) seem to be in free fall and we are concerned about contagion. High yield debt markets have the potential to be particularly volatile (for example 25-30% of high yield debt ETF HYG has underlying exposure in energy related names). Margin debt (leverage)

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remains at very high levels. Easy global monetary policy over the past nine years has led to investors reaching for yield and taking on excess risk for only a marginal increase in return. We are fearful that this has resulted in excess leverage in the economy that could cause problems with a slowing economy.

Combined with these concerns, the stock action in the market in the last couple of weeks seems irregular and unhealthy (and reminds us a bit of the trading action ahead of the financial meltdown in 2008). The speed at which markets go from 'fear to greed' is frightening, especially given the impact of algorithmic trading. The beloved few stocks that drove almost all of the indices positive performance in 2015 (such as NFLX, AMZN) have begun the year in a very volatile and downward-trending fashion.

Despite many of the bigger picture concerns, we feel that many of our individual stocks are at extremely low levels and make for great investments in the Fund at these levels.

Taking all of the above into account, our gross and net exposure are lower than typical levels. We maintain our belief that the fundamental growth of our investments will result in significant stock gains over time. We thank you once again for your belief in our process and performance.

Please feel free to call to discuss anything.

Sincerely,



Steven D. Friedman, CFA  
Founder and Chief Investment Officer

Please note that Kalo's expectations and strategy can change regularly and the views expressed here may change.

## **Historical Kalo Performance - Emerging Growth with Reduced Volatility \***

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year	Incep.
2011			0.4%	0.8%	-2.2%	-0.2%	-1.7%	-2.7%	-5.1%	2.1%	-2.2%	-0.9%	-11.3%	-11.3%
2012	5.1%	2.2%	0.7%	-2.6%	-2.9%	3.6%	-2.0%	3.5%	-0.3%	0.1%	0.3%	0.3%	7.7%	-4.4%
2013	2.2%	2.5%	1.2%	0.9%	3.4%	2.4%	3.2%	0.8%	1.6%	1.4%	1.1%	2.7%	26.0%	20.5%
2014	2.0%	5.0%	1.7%	-1.4%	1.2%	2.3%	-2.0%	0.1%	-1.6%	0.5%	-2.6%	2.2%	7.7%	29.8%
2015	-5.3%	4.9%	1.1%	0.8%	1.4%	-1.8%	-4.3%	-2.2%	-2.5%	8.5%	4.6%	0.8%	5.3%	36.7%

NOTE: The above returns are net of fees. Past performance is not a guarantee of future returns. Annual performance is through December 31 of each year. Returns since inception represent the return since the Fund inception March 1, 2011.

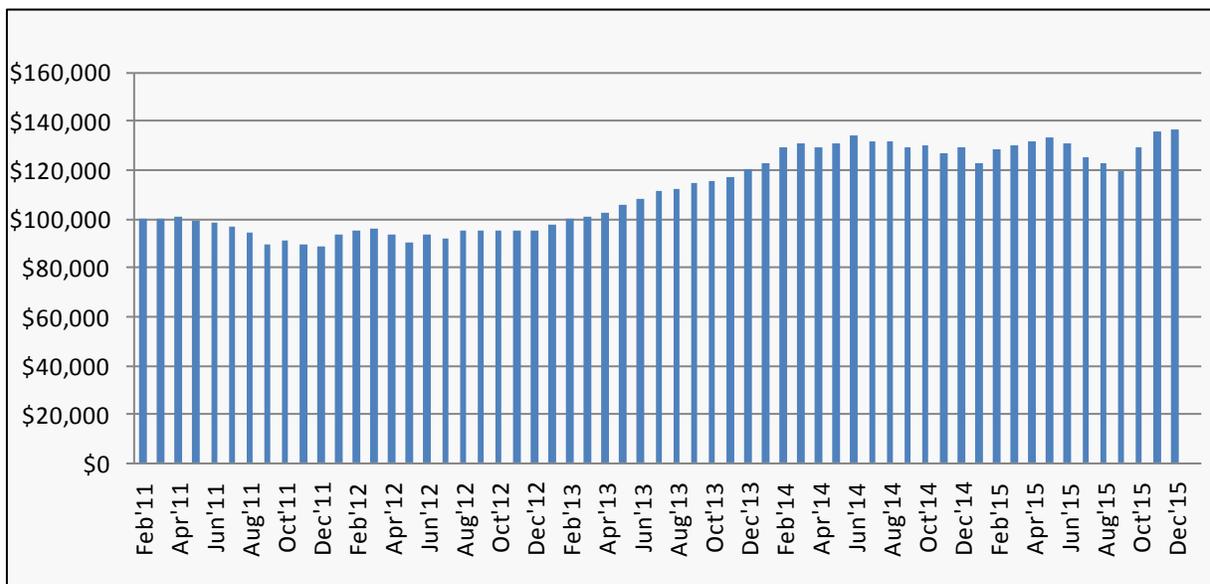
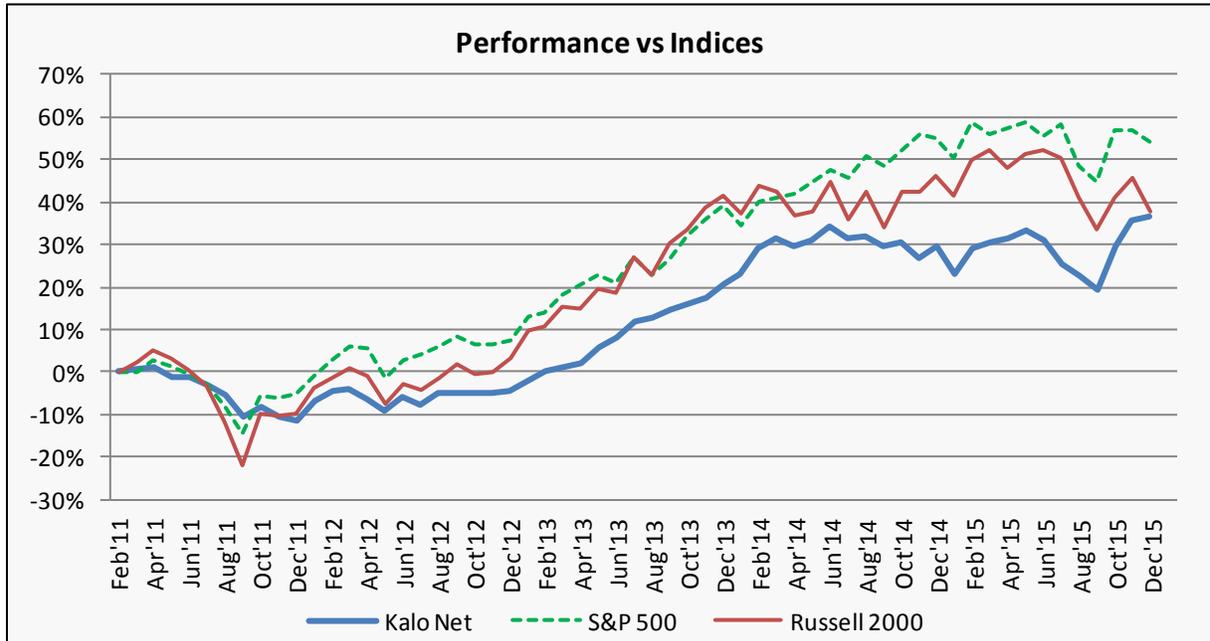
## **Assets Under Management - Emerging Growth with Reduced Volatility**

<b>Kalo Capital Management, LLC AUM (\$M)</b>	
LP Fund (EGRV)	\$6.6
Separately Managed Accounts (EGRV)	\$5.3
Total AUM EGRV Strategy	\$12.0

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Note: Kalo Capital Management, LLC also manages separately managed accounts using other strategies. These other strategies sometimes invest in the same positions as those held by the EGRV strategy (Emerging Growth with Reduced Volatility) used by the Kalo Capital Management, LP fund. The firm utilizes several methods in an attempt to ensure all accounts are treated fairly.

## Historical Performance - Emerging Growth with Reduced Volatility



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## OVERVIEW OF KALO CAPITAL MANAGEMENT

### Background

Steven Friedman is the founder and Chief Investment Officer of Kalo Capital Management, LLC ("Kalo"), and manages a long/short equity strategy focused on emerging growth opportunities. Kalo manages the Kalo Capital Management, LP fund ("The Fund"), as well as separately managed accounts.

### Strategy

The Fund utilizes an Emerging Growth with Reduced Volatility ("EGRV") strategy, developed by the Chief Investment Officer over the last decade. The EGRV strategy invests the bulk of capital in emerging growth equities with promising risk/reward characteristics based on fundamental analysis. These companies are often associated with large open-ended growth opportunities, disruptive technologies, disruptive business models, or changing industry dynamics along with powerful business models driven by significant operating leverage. Kalo looks to generate further alpha and hedge performance with company-specific and general market short positions. In addition, Kalo will execute short term trades in situations where we identify significant news/stock action that we expect to drive near term stock moves. This Trading Overlay is intended to further enhance alpha performance. The Fund reduces portfolio volatility through a variety of means including: i) adhering to many investment criteria for positions to limit downside risk on an investment-specific and portfolio basis; and ii) combining the emerging growth investments with other less correlated long and short positions.

The Fund believes there is more potential for consistent, outsized returns in long positions over time as companies grow. Thus, the Fund favors having a net long exposure. However, the Fund also looks to hedge these long positions with index and company-specific short exposed positions to create additional alpha, smooth returns and limit drawdowns. This risk control helps enable the Portfolio Manager to take advantage of market contractions.

The majority of the Fund's positions will be in equities. Derivatives are used opportunistically in order to: make an investment with extremely high volatility, create a hedge to a specific position or portion of the portfolio, or to gain additional exposure to an idea.

### Investment Philosophy

The Fund's objective is to produce relatively low volatility returns with consistent alpha primarily by identifying emerging growth opportunities that are fundamentally mispriced by the market. Throughout many industries, companies bring products/services to the market that have the opportunity for extremely fast-paced growth. Many of these opportunities are caused by the introduction of disruptive technologies, disruptive business models, and changing industry dynamics. When these transforming events occur, the Fund believes well managed companies positioned properly can achieve superior growth and offer the opportunity for attractive stock returns.

The Portfolio Manager believes that the market often misprices these emerging growth stories. This provides the Fund the opportunity to build positions when it believes that the general market is not appropriately valuing the stock. This opportunity is often caused by the following:

- **The market broadly values companies on near term results, disregarding longer term results.** The market focuses on valuation multiples looking out 1-2 years, initially disregarding the following years. However, many of these opportunities see accelerating EPS growth 2-4 years out, driven by operating leverage and economies of scale, which

the market overlooks. By establishing an investment before the market focuses on these outer years, the Fund may earn consistent alpha.

- **The investor community often develops unrealistic financial expectations.** These inflated expectations can be caused by a lack of industry understanding, irrational exuberance, and management hype. This creates opportunities for short sale investments.
- **Sell-side analysts often don't recognize or acknowledge the sales growth and/or leverage impact that can occur during certain inflection points.** The Fund believes that sell-side analysts will generally only be comfortable forecasting a certain amount of fundamental growth, even when evidence points to more significant growth, in order to not be recognized as overly bullish. This situation often leads to companies significantly exceeding earnings expectations, despite the stock being known by the investment community.
- **The broader market often over-reacts to positive or negative events.** These over-reactions cause dramatic stock price movements, which may create opportunities with relatively low downside risk when a stock is overly depressed as well as short opportunities when a stock is inflated.
- **Many emerging growth companies are not well known by the broader market.** Many emerging growth companies are under followed by sell-side analysts, and thus are either unknown or not well understood by the investor community. Discovering these companies before the general market creates the opportunity to make an investment while it is undervalued.

The Fund believes that traditionally investments focused in this space have been characterized by attractive returns accompanied by very high volatility. The Portfolio Manager believes it is possible to capture most of these inherent returns with reduced volatility by using a balanced, diversified, and hedged portfolio approach, supported by rigorous fundamental and stock technical analysis. The Fund will also utilize options to control downside risk. The Fund targets absolute performance with low drawdowns, but expects better absolute performance in up or flat markets, than in down markets.

## Investments

### **Fundamental Longs and Calls: Emerging Growth Opportunities**

The Fund believes emerging companies with good business models create an excellent investment vehicle for outsized returns. The future earnings power of companies with certain key characteristics are often under-appreciated, creating the investment opportunity. The key characteristics the Fund looks for include:

- Large open-ended growth opportunity
- Markets with low, but growing penetration
- Demonstrated traction with their customer base
- Leading market share
- Significant barriers to entry
- Profitable business model with significant operating leverage
- Recurring revenues
- Sufficient capital
- Potential for above average returns based on future market multiples, combined with limited downside risk
- Good technical trading pattern

## **Fundamental Shorts and Puts: Deteriorating or Flawed Fundamentals**

The Fund primarily looks for two types of fundamental bearish positions: i) emerging growth companies that the Portfolio Manager feels are fundamentally flawed and likely to decline; and ii) companies impacted by industry changes such as increasing competition or shifting demand. As industries change, many companies' products/services become inferior to ramping new technologies. When this momentum occurs, these companies often face significant challenges and suffer from dramatic reductions to their earnings power. The Fund looks to short these names when the investment community does not fully realize this market shift is occurring, or how significantly it may hurt the earnings power of the company.

## **Trading Opportunities**

The Fund identifies and invests in opportunistic trading opportunities. Positions are typically made in equities, where a positive catalyst is expected, or it can benefit from the following two philosophies: i) purchasing stocks that are in the early stages of a larger move upward, driven by fundamental good news; or ii) purchasing stocks that have been excessively sold off after disappointing or bad news where the Fund expects some of the losses to be recovered. This same strategy is used for shorting stocks, under the opposite circumstances. The Fund strongly considers the fundamental and technical downside risk to its positions, the liquidity, and sizes positions accordingly in order to limit potential losses. The Fund generally avoids holding positions entering a quarterly earnings report when significant bad news may hit the stock and not provide an opportunity to exit a position before the stock makes a significant move, unless the Fund believes that the stock is at strong support levels and large losses are highly unlikely. The Fund will also look to exit individual positions that are causing losses, in order to limit losses in any one name. These opportunistic investments tend to be of shorter duration than the fundamental emerging growth positions and occur on both the long and short side.

## **Hedges**

The Fund often hedges long positions with index and company specific short exposed positions, in order to limit drawdowns when the stock market contracts. A portion of these hedges typically consist of index ETFs.

## **Risk Management**

The Fund uses a variety of methods to better control portfolio risk. On an individual stock basis, the Fund sets a maximum position size, with lower limits for stocks that are more volatile and less liquid. The Fund will also utilize options to enter positions in cases of extreme short term volatility. The Fund utilizes soft stop loss controls in order to limit losses from money losing positions.

In addition to controlling risk on an individual stock basis, the Portfolio Manager further reduces volatility and downside risk through diversification and by running a balanced portfolio. The portfolio maintains a balance by spreading exposure across a wide breadth of geographies, industries, valuation levels, beta levels, and risk levels. The Portfolio Manager will also limit the Fund's aggregate exposure to investments that are more speculative and could have significant downside risks.

The Fund utilizes a variety of risk analyses and regularly monitors exposure levels in order to ensure portfolio downside risk stays at controlled levels.

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## **Investment Team**

### **Steven D. Friedman, CFA**

Steven D. Friedman is the founder and Chief Investment Officer of Kalo Capital Management, LLC and Kalo Capital Management, LP. Prior to founding Kalo in 2010, he spent ten years in the hedge fund industry as a Portfolio Manager and Senior Analyst, focused on the Emerging Growth space. Mr. Friedman was Portfolio Manager at Manalapan Oracle Advisers (2009-2010), a Proprietary Trader \* (Aug-Dec 2008), Portfolio Manager at Pequot Capital Management within the Emerging Manager program (2006-2008), senior analyst at Feirstein Capital Management (2001-2006), and financial analyst at Lazard Frères & Co. (1996-1998). Mr. Friedman earned a BBA from the University of Michigan (1996) and a MBA from Columbia Business School (2001). Steven has also been a CFA Charterholder since 2005 and is a Registered Investment Adviser in New Jersey.

\* The proprietary trading desk was part of the Market-Making business at Bernard L. Madoff Investment Securities LLC, separate from the fraudulent investment management business. Federal prosecutors have stated the proprietary trading arm of the firm was legitimate. (Reuters Article, "Market-Making Arm of Madoff's Firm to Be Sold Off", 3/27/09).

### **Tony Alaimo, CFA**

Tony Alaimo is an analyst at Kalo Capital Management. Prior to joining Kalo in 2014, he spent 7 years as an equity research analyst at Axiom International Investors, a \$12 billion dollar global equity manager. He has experience as a global equity generalist and financial services specialist. Tony graduated from Sacred Heart University (2006) with Bachelor of Arts degrees in Finance and Economics. He has been a CFA Charterholder since 2011.

## **LEGAL DISCLAIMER**

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Performance and other quantified metrics shown here are estimates. Actual investor returns will differ. Past performance is not necessarily indicative of future results.

Any Fund or investment involves risk. Potential investors must familiarize themselves with the offering materials related to such investment and must meet certain investment sophistication levels in order to make such investments and must be able to fully absorb the risk associated with such investments. The Offering Memorandum for the Fund and related Subscription Agreement and Limited Partnership Agreement will be made available to those who demonstrate the capacity to evaluate the risks and merits of this investment.

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