DRAFT — HYPOTHETICAL MODEL PORTFOLIO — NOT A REGISTERED FUND, NOT AN OFFER TO SELL SECURITIES, NOT INVESTMENT ADVICE.

# Foundry Sales Discipline Factor ETF (FSAL)

Fact Sheet · November 2026 · Dated 2026-11-13
ETF Foundry Research (hypothetical) · Listing: Not listed (hypothetical) · CUSIP: Not applicable (hypothetical model portfolio)

## Investment Objective

The Fund seeks long-term capital appreciation by tracking a rules-based Sales Discipline factor model, before the placeholder expense ratio and trading costs.

## Key Facts

| Item | Value |
|---|---|
| Ticker (pseudo) | FSAL |
| CUSIP | Not applicable (hypothetical model portfolio) |
| Listing exchange | Not listed (hypothetical) |
| Underlying model | Sales Discipline factor (All stocks) |
| Placeholder expense ratio | 0.29% |
| Placeholder inception date | 2020-09-27 |
| Number of holdings (long leg) | 255 |
| Weighting | Cap-weighted |
| Rebalance frequency | Monthly |
| Holdings as of | November 2026 |

## Performance

The following performance is HYPOTHETICAL and BACKTESTED — it was calculated by applying the model to historical data with the benefit of hindsight, is gross of the placeholder expense ratio and trading costs, and does not represent the results of any actual account. Past (hypothetical) performance does not guarantee or predict future results.

## Hypothetical Calendar-Year Total Returns (long-short backtest)

| Year | Hypothetical Total Return |
|---|---|
| 2017 | -28.58% |
| 2018 | 10.93% |
| 2019 | 8.07% |
| 2020 | -9.16% |
| 2021 | -14.36% |
| 2022 | 18.56% |

| Year | Hypothetical Total Return |
|---|---|
| 2023 | 17.41% |
| 2024 | -42.97% |
| 2025 | -19.77% |
| 2026 | 1.57% |

## Average Annual Total Returns (hypothetical, as of the most recent sample month)

| Period | Hypothetical Avg. Annual Total Return |
|---|---|
| 1 Year | -0.38% |
| 3 Years | -21.70% |
| 5 Years | -6.53% |
| 10 Years | -7.84% |
| Since Model Inception (full sample) | -0.99% |

## Top 10 Holdings (of 255)

| # | Ticker | Company | Sector | Weight | Market Value |
|---|---|---|---|---|---|
| 1 | HON | HONEYWELL INTERNATIONAL INC | Industrials | 8.07% | $8,067,688 |
| 2 | OXY | OCCIDENTAL PETROLEUM CORP | Energy | 6.64% | $6,643,330 |
| 3 | CCI | CROWN CASTLE INC | Real Estate | 4.34% | $4,341,528 |
| 4 | KMB | KIMBERLY CLARK CORP | Consumer Defensive | 4.06% | $4,056,142 |
| 5 | COIN | COINBASE GLOBAL INC | Financial Services | 3.94% | $3,935,970 |
| 6 | ECHO | ECHOSTAR CORP | Communication Services | 3.25% | $3,248,484 |
| 7 | DLTR | DOLLAR TREE INC | Consumer Defensive | 3.02% | $3,015,579 |
| 8 | PHM | PULTEGROUP INC | Consumer Cyclical | 2.66% | $2,657,678 |
| 9 | IFF | INTERNATIONAL FLAVORS & FRAGRANCES INC | Basic Materials | 2.33% | $2,333,258 |
| 10 | DD | DUPONT DE NEMOURS INC | Basic Materials | 2.33% | $2,332,553 |

## Sector Allocation

| Sector | Weight | # Holdings |
|---|---|---|
| Financial Services | 18.56% | 56 |
| Industrials | 15.95% | 30 |
| Consumer Cyclical | 12.32% | 36 |
| Energy | 9.84% | 11 |
| Healthcare | 9.64% | 51 |

| Sector | Weight | # Holdings |
|---|---|---|
| Consumer Defensive | 9.04% | 14 |
| Real Estate | 7.98% | 15 |
| Communication Services | 5.59% | 10 |
| Basic Materials | 5.50% | 11 |
| Technology | 4.82% | 20 |
| Utilities | 0.77% | 1 |

## Portfolio Characteristics (hypothetical)

| Characteristic | Value |
|---|---|
| Sharpe ratio (full sample) | 0.03 |
| Annualized volatility | 17.12% |
| Maximum drawdown | -76.84% |
| Average monthly turnover | 14.89% |
| Out-of-sample Sharpe (2019-26) | -0.27 |

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