PDM Investment Services
An Independent Registered Investment Advisor

Registered Investment Advisor
Client's Interests First
Independent Advice
Management Ownership
Low-Cost Structure
Investor Education

Business Summary

June 2020

General

- PDM Investment Services LLC (2005)
- Registered Investment Advisor in Michigan (2011), Series 65 exam
- Philip Michalek - President, BSEE, 20 years Engineering Management, 15 years IA Experience. Passion for investing, research-driven, client's interest first, trust, caring, ethical, integrity, responsive.
- No Disciplinary Actions
- Independent with Management Ownership
- Communication/Support (In-person, phone, email and web site)

Services

- Financial Planning (Money Guide Pro or Custom Financial Plan)
  Retirement Transition Planning (Social Security Strategy, Retirement Income Tax Management, RMD)
- Portfolio Design and Management
  Portfolio Performance Analysis Reports
  Market sector performance, your performance/benchmark, performance influences, portfolio holdings.
- Focused Growth Investor Newsletter (PDM Strategy)

Investment Strategy

- Tactical Equity Allocation (Active Risk Management) (Moderate Risk Portfolio 60% - 75% - 85%) (Fundamental, Valuation, Technical, Market Sentiment and Cycle & Seasonality Analysis)
- Strategic Asset Allocation (Active Asset Class & Sector Allocation)
- Diversified Mutual Fund & Sector Portfolios (Active & Passive Mutual Fund and Stock Selection)

Performance

- Our portfolio management goal is to outperform our benchmark after fees. ($500,000 AUM 0.7% fee)
- Our model portfolio, the Moderate Risk Diversified Mutual Fund and Sector Portfolio has outperformed its benchmark, the Fidelity Asset Manager 70% FASGX Fund after our fees based on its 8-year annual return. See independent audited actual cash portfolio performance on website for 2011-2018.

Structure & Cost

- Financial Planning — $0 (Portfolio management clients > $300,000 AUM)
- Portfolio Management Fees — 0.7% ($500k), 0.6% ($700k), 0.5% ($1,500k)
- Custodian Transaction Fees — TD Ameritrade (Mutual Funds $0 to $31 per trade)
- Product Commissions — $0 (No Load Mutual Funds and Exchange Traded Funds)
- Minimum Assets Under Management — $500,000 per household

Business Size

- Assets Under Management — $27,750,000 (06/30/2020) (Includes my family AUM)
- Average Household AUM = $730,000, Households = 38, Clients = 63, Portfolios Managed = 92

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