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*This brochure provides information about the qualifications and business practices of Shoreline Investment Management Company. If you have any questions about the contents of this brochure, please contact us at 650 857 2314 or [shorelineinv@hp.com](mailto:shorelineinv@hp.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority. Additional information about Shoreline is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*

*While Shoreline Investment Management Company is a "registered investment adviser," this does not necessarily imply a certain level of skill or training. A registered investment adviser is used to describe an investment adviser (IA) registered with the SEC and/or one or more state securities agencies who has satisfied the requirements of the regulatory authorities to conduct business in an investment advisory capacity. An IA must adhere to a fiduciary standard of care laid out in the Investment Advisers Act of 1940 that requires IAs to act and serve a client's best interests with the intent to eliminate, or at least to expose, all potential conflicts of interest which might incline an investment adviser—consciously or unconsciously—to render advice which was not in the best interest of the IA's clients.*

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**I. Advisory Business:**

Shoreline is a wholly-owned subsidiary of Hewlett-Packard Company that manages and oversees the investments of HP's various benefit plans. As of December 31, 2013, the assets under management were over \$12B.

Shoreline has been providing investment supervisory services for the defined benefit and defined contribution plans and other investment vehicles sponsored by Hewlett-Packard Company ("HP") and Agilent Technologies, Inc. ("Agilent") and their respective subsidiaries since 1976.

**II. Fees and Compensation:**

Shoreline earns a fee for services provided to HP and Agilent. Both HP and Agilent are billed quarterly in arrears. HP pays a fee based on cost reimbursement for eligible expenses. Agilent pays a fee which is based on services provided and portfolio asset size.

**III. Performance Based Fees:**

No fees charged are a result of "performance-based fees" (fees based upon a share of capital gains or capital appreciation).

**IV. Types of clients:**

Shoreline provides investment supervisory services to the HP pension plans and the Agilent pension plan.

**V. Methods of Analysis, Investment Strategies and Risk of Loss:**

Shoreline develops investment strategies for the HP benefit plans based on their individual needs and in accordance with their guidelines (and subject to applicable legal requirements including the Employee Retirement Income Security Act of 1974, as amended). Shoreline's discretionary services encompass investments in financial assets, including but not limited to, common stocks, bonds, cash and short-term equivalent securities, futures, options, mutual and commingled funds, and interests in commingled vehicles for venture capital, private equity, debt and real assets.

Shoreline is also responsible for reviewing the performance of other investment advisers managing the individual portfolios of the HP plans, appointing and terminating such investment advisers, and reallocating the assets of the HP plans among investment advisers, subject in each case to the HP plan guidelines. In addition, Shoreline is responsible for developing investment strategies for the HP benefit plans and monitoring the allocation of assets. Shoreline also manages a portfolio of limited partnerships, equity securities, options, and cash equivalents for Agilent.

**VI. Disciplinary Information:**

Registered investment advisers are required to disclose all material facts regarding any investment related legal or disciplinary events that would be material to your evaluation of us, or the integrity of our management. We have no information applicable to this Item.

**VII. Other Financial Industry Activities and Affiliations:**

Shoreline does not have any other registrations or any registration pending at any other broker/dealers or registered representative of broker/dealers or as a futures commission merchant, commodity pool trader.

We do not have any relationship or arrangement with any related person (listed below) that would create a material conflict of interest.

- Broker/dealers
- Financial planners or investment advisers
- Banking or thrift institutions
- Accountant or accounting firms
- Lawyer or law firms
- Insurance company or agencies
- Pension consultants
- Real estate broker or dealers
- Sponsor of any limited partnerships

Shoreline does not receive any compensation other than the fees paid by Hewlett-Packard Company and Agilent Technologies for advisory services.

### **VIII. Code of Ethics:**

Shoreline has adopted standards of conduct that are designed to place the interests of the managed accounts first and contain provisions and requirements designed to identify, limit and resolve conflicts of interest between personal investment activities and the interests of the accounts. A copy of the code of ethics is available upon request.

### **IX. Brokerage Practices:**

Shoreline manages only certain Hewlett-Packard and Agilent Technologies-sponsored accounts. Limited Partnerships often distribute securities shortly after initial public offering (IPO) restrictions have been lifted. On occasion, the security sales must be aggregated with other sellers due to SEC regulations, such as Rule 144. The General Partners of Limited Partnerships who elect to distribute shares of stock have selected brokers to handle the distributions based on the ability to reregister restricted securities, settle sales of restricted stocks on a timely basis, and make a market in the particular security, among other factors. Shoreline generally transacts the sale of these stocks through the recommended broker due to these efficiencies rather than competitively bid the sale. Execution quality and price are closely monitored.

### **X. Review of Accounts:**

The Investment Managers for Shoreline do monthly, quarterly and annual analysis of the HP and Agilent portfolio. They also prepare and present quarterly and annual presentations to investment committees for both HP and Agilent. These are written reports or presentations that include information regarding investment manager performance against their benchmarks, managers on a watch list, updates on asset allocation and risk studies and other ad-hoc reporting. Ad-hoc reporting can be as a result of certain market and economic conditions that warrant additional reporting to the committees.

The reports are presented by the following investment professionals from Shoreline:

- Gretchen Tai, CIO and President of Shoreline Investment Management Company

**XI. Client Referrals and other Compensation**

Shoreline does not provide or receive compensation for referrals or advice.

**XII. Custody:**

Shoreline does not custody any of the assets under management.

**XIII. Investment Discretion:**

Shoreline does not accept discretionary authority to manage securities accounts on behalf of HP and Agilent.

**XIV. Voting Client Securities:**

Shoreline does not vote client securities.

**XV. Financial Information:**

Shoreline does not require prepayment of fees. All fees are billed in arrears.

**XVI. Requirements for State Registered Advisors**

Shoreline is not a state registered advisor



## **Appendix 1 – Wrap Fee Program**

Shoreline Investment Management Company does not participate in a Wrap Fee Program.



## **Brochure Supplement – Part 2B of Form ADV**

### **Education and Business Standards**

Shoreline Investment Management Company requires high standards of education and business experience for key personnel involved in determining or providing investment advice to clients. Such standards involve a college education in accounting, finance or another related discipline as well as previous experience in the investment field. Shoreline Investment Management Company also encourages continued education such as an MBA and/or professional certification including a Chartered Financial Analyst (CFA) or Certified Public Accountant (CPA) designation.

### **Professional Certifications**

Employees have earned certifications and credentials that are required to be explained in further detail.

Chartered Financial Analyst (CFA) is a globally respected, graduate-level investment credential established in 1962 and awarded by CFA Institute – the largest global association of investment professionals.

To earn the CFA charter, candidates must: 1) pass three sequential, six-hour examinations; 2) have at least four years of qualified investment experience; 3) join CFA Institute as members; and 4) commit to abide by, and annually reaffirm, their adherence to the CFA Institute Code of Ethics and Standards of Professional Conduct.

Chartered Alternative Investment Analyst is a professional designation offered by the CAIA Association, founded in 2002, that provides finance professional with a broad base of knowledge in alternative investments.

To earn CAIA certification, candidates must complete two levels and examinations that cover the fundamentals of alternative investments in addition to advanced topics that cover global perspectives and products.

Financial Risk Manager is an international professional certification offered by the Global Association of Risk Professionals that was first awarded in 1997. The FRM is a globally recognized benchmark certification for risk managers and is considered to be the de facto global qualification in the practice of risk management.

To be awarded the FRM designation, candidates must complete a rigorous two-part, practice-oriented examination that covers the major topics in financial risk management, and demonstrate two years of professional work experience in financial risk management.



Canadian Securities Course is a credential offered by the Canadian Securities Institute that allows an individual to become a qualified mutual fund representative and prepares candidates to trade securities and provide investment advice to clients.

To earn CSC certification, candidates must be successful in two rigorous exams that require 200 hours of study and cover a wide expanse of topics that enable one to practice in the Canadian securities market.

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## **Gretchen Tai**

### **Educational Background and Business Experience:**

Gretchen Tai (born 1973) is the Chief Investment Officer at Shoreline Investment Management Company since 2010, a wholly-owned subsidiary of Hewlett-Packard Company that oversees the investments of HP's retirement plan assets. Gretchen leads the investment team to allocate assets to meet the needs of different benefit plan liabilities, and find the most appropriate external managers in diverse asset classes including public equity, fixed income, private equity, real estate and hedge funds. Prior to her current role, Gretchen was Director of Investments at Shoreline from 2008 to 2010. Gretchen joined HP's Strategy and Corporate Development group in 2003. Prior to working at HP, she was an investment banker at Merrill Lynch. Gretchen graduated magna cum laude from Wellesley College with a major in mathematics and minor in economics. Gretchen has an MBA in Finance from MIT's Sloan School of Management.

**Disciplinary Information:** None

**Other Business Activities:** None

**Additional Compensation:** None

**Supervision:** Gretchen Tai is supervised by Todd Morgenfeld, Treasurer and Senior Vice President in Finance at HP.

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## **Canyon Chan**

### **Educational Background and Business Experience:**

Canyon Chan (born 1969) is a Senior Portfolio Strategist at Shoreline Investment Management Company, a wholly-owned subsidiary of Hewlett-Packard Company that oversees the investments of HP's retirement plan assets. Canyon's responsibilities include

asset allocation, macro research, and investment strategy, as well as external manager research and selection. Canyon joined HP in 2014. Previously, Canyon was a senior vice president at Franklin Templeton Investments. From 2007 to 2014, he was a portfolio manager in Franklin Templeton's global bond team and was responsible for portfolio construction and implementation across the team's client accounts totaling close to \$200 billion in assets. From 2003 to 2007, he was a portfolio manager and director of Franklin Templeton's alternative investments group, managing fund of hedge funds portfolios and dynamic growth/value style allocation strategies. From 1991 to 2003, he was a portfolio manager and analyst in the Franklin Equity Group. Canyon has a B.A. in Quantitative Economics from Stanford University (1991) and holds a CFA.

**Disciplinary Information:** None

**Other Business Activities:** None

**Additional Compensation:** None

**Supervision:** Canyon Chan is supervised by Gretchen Tai, Vice President – Global Treasury and Chief Investment Officer of Shoreline Investment Management Company at HP.

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## **Donna Chong**

### **Educational Background and Business Experience:**

Donna Chong (born 1976) is a Senior Investment Analyst at Shoreline Investment Management Company, a wholly-owned subsidiary of Hewlett-Packard Company that oversees the investments of HP's retirement plan assets. Donna joined Shoreline in 2014 and Donna is responsible for managing the public equities investments across the plans including external manager research and selection. Prior to joining HP, Donna was Manager of Equity Research at Wilshire Associates from 2011 to 2014 where she lead research analysts and met with over 250 money managers each year, spearheading investment searches for some of the country's largest public pensions, corporate plans, endowments, foundations and other financial institutions. From 2009 to 2011, Donna was a CFA Manager at Becker Professional Review, an Assistant Vice President at Northern Trust in 2007 and 2008 and a Senior Research Analyst at Northern Trust from 2003 to 2007. She has also gained investment experience at CIBC World Markets and Spectrum

Investments. Donna graduated with a BSc in Economics and Psychology from the University of Toronto. Donna holds a CFA and CSC.

**Disciplinary Information:** None

**Other Business Activities:** None

**Additional Compensation:** None

**Supervision:** Donna Chong is supervised by Gretchen Tai, Vice President – Global Treasury and Chief Investment Officer of Shoreline Investment Management Company.

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## **Ryan Jusko**

### **Educational Background and Business Experience:**

Ryan Jusko (born 1977) is an Investment Manager at Shoreline Investment Management Company, a wholly-owned subsidiary of Hewlett-Packard Company that oversees the investments of HP's retirement plan assets. Ryan joined Shoreline in 2011 and manages fixed income and the global CCF investments of HP. Prior to joining HP, Ryan was an Investment Officer at the City of San Jose Retirement Services, a Vice President at MSCI Barra and also Vice President in Derivatives Sales at Wells Fargo. Alongside these roles, Ryan has spent time in consulting with Mercer and his extensive experience in investments began in 2000 as a risk underwriter at Euler American Credit Indemnity. Ryan graduated with a Bachelor of Commerce degree from the University of Toronto, and holds an MBA from the University of Toronto, Rotman School of Business. Ryan is a certified CFA, CAIA, and FRM.

**Disciplinary Information:** None

**Other Business Activities:** None

**Additional Compensation:** None

**Supervision:** Ryan Jusko is supervised by Gretchen Tai, Vice President – Global Treasury and Chief Investment Officer of Shoreline Investment Management Company.