

## OBJECTIVE

Primary objective is capital appreciation with a high tolerance for risk.

## INVESTMENT PHILOSOPHY

Asset allocation is a portfolio management process where various asset classes are combined in one portfolio. Properly implemented, asset allocation is a time-tested approach that addresses risk through diversification. The Confluence approach to asset allocation is different than traditional asset allocation approaches which rely on long-term historical averages for strategic capital market assumptions. Confluence recognizes that risk levels and return potential rise and fall over market and economic cycles. Therefore, we apply an adaptive process in which the Confluence team estimates the performance of 12 different asset classes in terms of risk, return, and yield looking forward 3 years. This cyclical approach is not market *timing*. Rather, the intention is to remain within an acceptable risk profile, while changing the asset class mix to optimize return potential. We may adjust allocations in much shorter time frames, depending upon changing views of the marketplace and economy. Alternately, we may abstain from making significant allocation adjustments if we believe the existing posture remains optimal. The process may involve somewhat higher turnover than a more static strategic program, but usually involves less trading relative to tactical approaches.

The asset allocation portfolios utilize exchange-traded funds (ETFs). We may use ETFs that allow us to focus on or avoid particular industry sectors, bond maturities, commodities, or countries.

## OVERVIEW

- ◆ Focused on capital appreciation and can tolerate high levels of risk
- ◆ Allocations may include domestic and foreign equity asset classes, commodities, real estate, and occasionally fixed income investments
- ◆ At times, may be more concentrated in asset classes with higher return potential, including those with higher levels of volatility
- ◆ Profile is similar to that of an aggressively positioned, all-equity portfolio
- ◆ Appropriate for equity-oriented investors with a higher risk tolerance
- ◆ Strategy assets: \$39.5 million<sup>1</sup>

<sup>1</sup> Total strategy assets include assets under management (AUM) and assets under advisement (AUA). As of 12/31/22, AUM = \$8.3 million and AUA = \$31.2 million.

## CURRENT PORTFOLIO<sup>2</sup>

(As of 1/19/2023 rebalance)

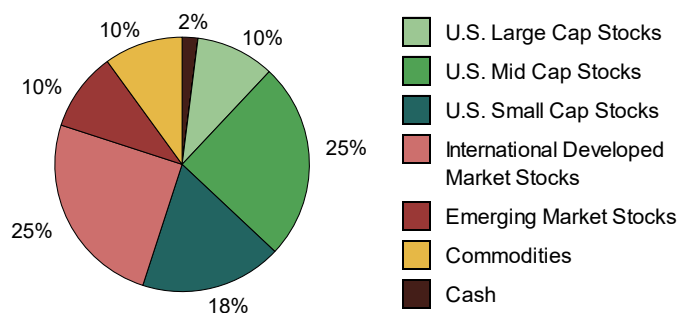
### CHARACTERISTICS

Weighted SEC Yield	1.8%
Volatility Ceiling	20.0%
Number of Securities	17
Annual Turnover (3-Year Rolling as of 12/31/22)	87%

### 5 LARGEST HOLDINGS

SPDR® Portfolio Dev World ex-US ETF - SPDW	18.0%
SPDR® S&P 400 Mid Cap Value ETF - MDYV	16.3%
Pacer US Small Cap Cash Cows 100 ETF - CALF	11.7%
iShares Core MSCI Emerging Markets ETF - IEMG	10.0%
SPDR® S&P 400 Mid Cap Growth ETF - MDYG	8.7%

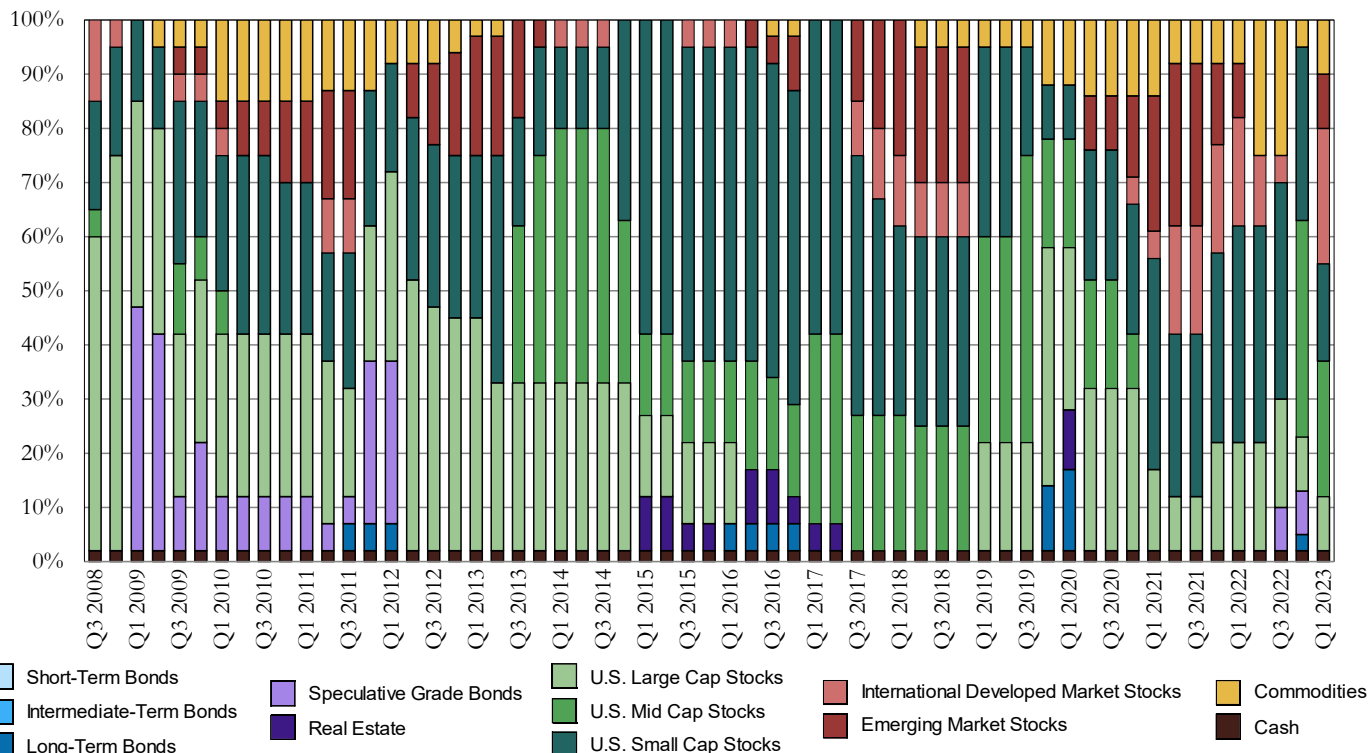
## ASSET ALLOCATION



### RECENT PORTFOLIO CHANGES<sup>3</sup>

We made significant changes to the Aggressive Growth strategy this quarter. The positions in ultra-long U.S. Treasuries and BB-rated corporates were sold and exposures to U.S. mid-cap and small cap stocks were trimmed. We retain the allocation to U.S. large cap stocks but with added overweights within the exposure to sectors that we believe are well-positioned for the recovery. We have introduced allocations to emerging markets and international developed market stocks, the latter of which has overweights to Canada and Australia, and the position in gold was elevated.

# HISTORICAL MODEL ALLOCATIONS<sup>4</sup>



## PERFORMANCE COMPOSITE RETURNS<sup>5</sup> (FOR PERIODS ENDING DECEMBER 31, 2022)

	Since Inception**	10-Year*	5-Year*	3-Year*	1-Year	YTD	QTD
<b>Aggressive Growth</b>							
Pure Gross-of-Fees <sup>6</sup>	7.6%	9.7%	7.5%	9.6%	(12.0%)	(12.0%)	8.5%
Max Net-of-Fees <sup>7</sup>	4.4%	6.4%	4.3%	6.4%	(14.6%)	(14.6%)	7.7%
<b>S&amp;P 500</b>	10.2%	12.6%	9.4%	7.6%	(18.1%)	(18.1%)	7.5%
<b>Inflation</b>	1.8%	1.9%	2.1%	2.2%	2.8%	2.8%	0.6%

Calendar Year	Pure Gross-of-Fees <sup>6</sup>	Max Net-of-Fees <sup>7</sup>	Benchmark (S&P 500)	Inflation	Difference (Gross-S&P500)	# of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	S&P 500 3yr Std Dev	Composite Dispersion
2008**	(29.1%)	(30.0%)	(27.9%)	0.1%	(1.3%)	1	\$18	\$291,644	N/A	N/A	N/A
2009	30.9%	27.0%	26.5%	1.1%	4.4%	12	\$1,040	\$533,832	N/A	N/A	N/A
2010	17.1%	13.6%	15.1%	1.6%	2.0%	23	\$2,744	\$751,909	N/A	N/A	0.3%
2011	(4.3%)	(7.2%)	2.1%	1.9%	(6.4%)	19	\$2,613	\$937,487	19.0%	18.7%	0.1%
2012	10.4%	7.2%	16.0%	2.0%	(5.6%)	23	\$3,654	\$1,272,265	15.8%	15.1%	0.1%
2013	23.7%	20.0%	32.4%	2.0%	(8.7%)	21	\$4,949	\$1,955,915	12.7%	11.9%	0.1%
2014	9.6%	6.4%	13.7%	1.8%	(4.1%)	22	\$5,808	\$2,589,024	10.0%	9.0%	0.1%
2015	(2.2%)	(5.1%)	1.4%	1.4%	(3.6%)	24	\$5,925	\$3,175,419	10.8%	10.5%	0.2%
2016	16.1%	12.6%	12.0%	1.5%	4.1%	21	\$5,737	\$4,413,659	11.9%	10.6%	0.2%
2017	13.9%	10.5%	21.8%	1.8%	(7.9%)	22	\$6,967	\$5,944,479	10.9%	9.9%	0.0%
2018	(11.1%)	(13.7%)	(4.4%)	2.0%	(6.7%)	22	\$6,083	\$5,486,737	11.9%	10.8%	0.3%
2019	22.5%	18.8%	31.5%	1.6%	(9.0%)	20	\$6,594	\$7,044,708	12.6%	11.9%	0.2%
2020	30.8%	26.9%	18.4%	1.3%	12.4%	18	\$8,049	\$6,889,798	17.7%	18.5%	0.2%
2021	14.4%	11.0%	28.7%	2.6%	(14.3%)	20	\$9,325	\$7,761,687	15.9%	17.2%	0.2%
2022	(12.0%)	(14.6%)	(18.1%)	2.8%	6.1%	17	\$6,949	\$6,931,635	17.5%	20.9%	0.4%

\*Average annualized returns

See performance disclosures on last page.

\*\*Inception is 8/1/2008

### Portfolio Benchmark

**S&P 500<sup>®</sup> Index** – A capitalization-weighted index of 500 stocks designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries. (Source: Bloomberg)

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## DISCLOSURES

**<sup>2</sup>Current Portfolio**—Information presented reflects wrap account composites with taxable income (if applicable). Asset allocations shown represent the individual ETFs used in the model portfolios as of 1/19/23 and do not represent the precise allocation of assets in an actual client account. Asset allocation in client accounts may vary based on individual client considerations and market fluctuations. The allocation of assets in the model portfolio may be changed from time to time due to market conditions and economic factors. The investments held by the portfolio are not guaranteed and do carry a risk of loss of principal. Each asset class has specific risks associated with it and no specific asset class can prevent a loss of capital in market downturns. The listing of "5 Largest Holdings" is not a complete list of all ETFs in the portfolio or which Confluence may be currently recommending. Application of the investment strategy as of a later date will likely result in changes to the listing. Individual client portfolios may differ, sometimes significantly, from these listings. Contact Confluence for a complete list of holdings. Yield data source: Morningstar. 30-day SEC yield of the model portfolio as of 1/19/23. Annual turnover 3-year rolling calculated from sample accounts for periods ending 12/31/2022.

**<sup>3</sup>Recent Portfolio Changes**—Information provided in this report is for educational and illustrative purposes only and should not be construed as individualized investment advice or a recommendation. The investment or strategy discussed may not be suitable for all investors. Investors must make their own decisions based on their specific investment objectives and financial circumstances. Opinions expressed are current as of the date shown and are subject to change.

**<sup>4</sup>Historical Model Allocations**—These allocations reflect the model asset allocations over time. The allocations do not represent actual trading as actual investment results vary from model results due to inherent limitations in sector, industry, and asset class ETF securities that do not perfectly replicate a selected asset class. ETFs trade like a stock but charge internal management fees; there will be brokerage commissions associated with buying and selling ETFs unless trading occurs in a fee-based account.

**<sup>5</sup>Performance Composite Returns**—Confluence Investment Management LLC claims compliance with the Global investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Confluence Investment Management LLC has been independently verified for the periods August 1, 2008, through December 31, 2021. The verification report is available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards.

Verification provides assurance on whether the firm's policies and procedures related to composite maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report.

GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein. The Aggressive Growth Strategy was inceptioned on August 1, 2008, and the current Aggressive Growth-Plus Composite was created on April 1, 2009. Confluence Investment Management LLC is an independent registered investment adviser. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results. The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of all fees and include the reinvestment of all income.

<sup>6</sup>Pure gross returns are shown as supplemental information to the disclosures required by the GIPS® standards.

<sup>7</sup>Net-of-fee performance was calculated using the highest applicable annual bundled fee of 3.00% applied quarterly. This fee includes brokerage commissions, portfolio management, consulting services and custodial services. The Confluence fee schedule for this composite: 0.40% on the first \$500,000; 0.35% on the next \$500,000; 0.30% over \$1,000,000. There are no incentive fees. Clients pay an all-inclusive fee based on a percentage of assets under management. The collection of fees produces a compounding effect on the total rate of return net of fees. Bundled fee accounts make up 100% of the composite for all periods. Actual investment advisory fees incurred by clients may vary. Wrap fee schedules are provided by independent wrap sponsors and are available upon request from the respective wrap sponsor.

Performance prior to April 1, 2009, is based on the Aggressive Growth-Foundation-Direct Composite which was created on August 1, 2008. This composite includes accounts that pursue the Aggressive Growth strategy, but have a different fee structure and have a smaller balance so they forgo the sector-specific breakout of equity market allocations. Gross returns from the Aggressive Growth-Foundation-Direct Composite include transaction costs and net-of-fee performance was calculated using the highest applicable annual bundled fee of 3.00% applied quarterly. A complete list of composite descriptions is available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. The annual composite dispersion is an equal-weighted standard deviation, using gross-of-fee returns, calculated for the accounts in the composite for the entire year. The three-year annualized standard deviation measures the variability of the composite gross returns over the preceding 36-month period. The Aggressive Growth-Plus Composite contains fully discretionary Aggressive Growth-Plus wrap accounts. The Aggressive Growth strategy is implemented using ETFs and the investment objective is the pursuit of nominal returns (yield and growth) in excess of inflation, subject to the limitations of the risk constraint for the Aggressive Growth strategy. The allocation is implemented using ETFs and may include domestic and international equity asset classes, as well as commodities, real estate and occasionally, fixed income investments. This portfolio may be appropriate for equity-oriented investors with a higher risk tolerance.

\*\*Results shown for the year 2008 represent partial period performance from August 1-December 31, 2008.

N/A-Composite Dispersion: Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year. N/A-3yr Std Dev: Composite does not have 3 years of monthly performance history.

Inflation is provided as additional information and is represented by the U.S. 5-year TIP breakeven spread (Bloomberg: USGGBE05 Index), which had 3-year standard deviation as follows: 0.1% 2011, 0.1% 2012, 0.1% 2013, 0.1% 2014, 0.1% 2015, 0.1% 2016, 0.1% 2017, 0.1% 2018, 0.1% 2019, 0.1% 2020, 0.2% 2021, 0.2% 2022.