

# AGGRESSIVE GROWTH

THIRD QUARTER 2022

### **OBJECTIVE**

Primary objective is capital appreciation with higher risk tolerance. Profile is similar to that of an aggressively positioned, all-equity portfolio.

#### **INVESTMENT PHILOSOPHY**

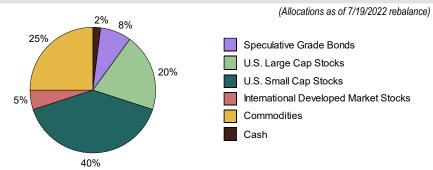
Asset allocation is a portfolio management process where various asset classes are combined in one portfolio. Properly implemented, asset allocation is a time-tested approach that addresses risk through diversification. The Confluence approach to asset allocation is different than traditional asset allocation 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
- Allocation may include domestic and foreign equity asset classes, as well as 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

# ASSET ALLOCATION<sup>1</sup>



### CHARACTERISTICS<sup>1</sup>

Weighted SEC Yield	1.7%
Volatility Ceiling	20.0%
Number of Securities	13
Annual Turnover (3-Year Rolling as of 12/31/21)	94%

# 5 LARGEST HOLDINGS<sup>1</sup>

Short-Term Bonds

Long-Term Bonds

Real Estate

Intermediate-Term Bonds

Speculative Grade Bonds

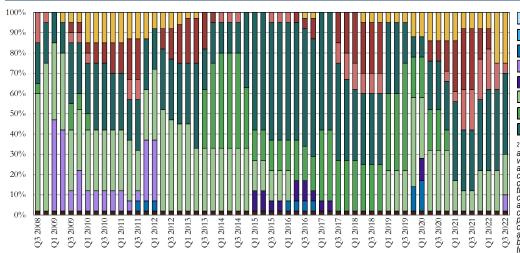
U.S. Large Cap Stocks

U.S. Mid Cap Stocks

O LARGEST TIGEDINGS	
SPDR <sup>®</sup> S&P 600 Small Cap Value ETF - SLYV	26.0%
Invesco Optimum Diversified Commodity -PDBC	15.0%
SPDR <sup>®</sup> S&P 600 Small Cap Growth ETF - SLYG	14.0%
iShares Gold Trust - IAU	10.0%
SPDR <sup>®</sup> Portfolio S&P 500 Value ETF - SPYV	9.7%

¹This information is presented as supplemental information to the disclosures required by the GIPS® standards. Information presented reflects wrap account composites with "Plus" strategies & taxable income (if applicable). Asset allocations shown represent the individual ETFs used in the model portfolios as of 7/19/22 and do not represent the present individual ETFs used in the model portfolios as of 7/19/22 and do not represent the president 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 7/19/22. Annual turnover 3-year rolling calculated from sample accounts for periods ending 12/31/2021.

### HISTORICAL MODEL ALLOCATIONS<sup>2</sup>



U.S. Small Cap Stocks

2These 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. Asset allocation in client accounts may vary based on individual client considerations and market fluctuations. The allocation of assets in the model portfolios may be changed from time to time due to market conditions and economic factors. The investments held by the portfolios 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. 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 feebased account. This information is presented as supplemental information to the disclosures required by the GIPS® standards.

International Developed Market Stocks

**Emerging Market Stocks** 

Commodities

Cash

#### ABOUT CONFLUENCE INVESTMENT MANAGEMENT LLC

Confluence Investment Management is an independent Registered Investment Advisor located in St. Louis, Missouri, that provides professional portfolio management and advisory services to institutional and individual clients. Confluence's investment philosophy is based upon independent, fundamental research that integrates evaluation of market cycles, macroeconomics and geopolitical analysis with the firm's value-driven approach. The investment team's portfolio management philosophy begins by addressing risk and follows through by positioning clients to achieve income and growth objectives.

#### THIRD QUARTER 2022 AGGRESSIVE GROWTH MARKET OBSERVATIONS

- ♦ Global growth is clearly slowing and the probability of a recession in the U.S. over the next year is significantly elevated.
- ♦ The Fed is continuing its aggressive attack on inflation through rapid increases in the fed funds rate and accelerating its balance sheet reduction.
- ♦ Economic data from overseas depicts difficulties, especially in Europe and China.
- ♦ The potential exists for defaults of selected emerging market sovereigns beyond Sri Lanka.
- ♦ Equity allocations are underweight and bond exposures were increased.
- ♦ BB-rated bonds are used as an equity proxy across the array of strategies.
- U.S. stock exposure remains heavily tilted toward value, with overweights to defensive sectors.

Most of the developed market exposure was reduced in the Aggressive Growth strategy this quarter in favor of introducing a position in BB-rated speculative-grade bonds, which serve as a surrogate for equities with the potential for lower volatility. We retain a large exposure to broad-based commodities with an emphasis on oil and its derivatives along with a position in gold for its ability to serve as a haven in the event of elevated geopolitical risk.

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.

# PERFORMANCE COMPOSITE RETURNS (FOR PERIODS ENDING JUNE 30, 2022)

	Pure Gross-of- Fees <sup>1</sup>	Net-of- Fees <sup>2</sup>	S&P 500	Inflation	Calendar Year	Pure Gross-of- Fees <sup>1</sup>	Net-of- Fees <sup>2</sup>	Benchmark (S&P 500)	Inflation	Difference (Gross- Bchmrk)	# of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	S&P 500 3yr Std Dev	Composite Dispersion						
Since	7.8%	4.6%	10.4%	1.7%	2008**	(29.1%)	(30.0%)	(27.9%)	0.1%	(1.3%)	1	\$18	\$291,644	N/A	N/A	N/A						
Inception**					2009	30.9%	27.0%	26.5%	1.1%	4.4%	12	\$1,040	\$533,832	N/A	N/A	N/A						
10-Year*	10.2%	6.9%	12.9%	1.9%	2010	17.1%	13.6%	15.1%	1.6%	2.0%	23	\$2,744	\$751,909	N/A	N/A	0.3%						
5-Year*	9.1%	5.9%	11.3%	2.0%	2011	(4.3%)	(7.2%)	2.1%	1.9%	(6.4%)	19	\$2,613	\$937,487	19.0%	18.7%	0.1%						
3-Year*	11.1%	7.8%	10.6%	2.1%	2012	10.4%	7.2%	16.0%	2.0%	(5.6%)	23	\$3,654	\$1,272,265	15.8%	15.1%	0.1%						
1-Year	(12.8%)	(15.4%)	(10.6%)	2.9%	2013	23.7%	20.0%	32.4%	2.0%	(8.7%)	21	\$4,949	\$1,955,915	12.7%	11.9%	0.1%						
YTD	(13.7%)	(15.0%)	(20.0%)	1.5%	2014	9.6%	6.4%	13.7%	1.8%	(4.1%)	22	\$5,808	\$2,589,024	10.0%	9.0%	0.1%						
QTD	,	,	,	(16.1%)	, , ,	, , ,	, , ,	, , ,	,		2015	(2.2%)	(5.1%)	1.4%	1.4%	(3.6%)	24	\$5,925	\$3,175,419	10.8%	10.5%	0.2%
QID	QTD (10.6%) (	(10.0%)	%) (11.3%)	70) (11.3%)	(10.1%)	0.7%	2016	16.1%	12.6%	12.0%	1.5%	4.1%	21	\$5,737	\$4,413,659	11.9%	10.6%	0.2%				
*Average annualized returns						13.9%	10.5%	21.8%	1.8%	(7.9%)	22	\$6,967	\$5,944,479	10.9%	9.9%	0.0%						
**Inception is 8/1/2008					2018	(11.1%)	(13.7%)	(4.4%)	2.0%	(6.7%)	22	\$6,083	\$5,486,737	11.9%	10.8%	0.3%						
P. (( ) P.						22.5%	18.8%	31.5%	1.6%	(9.0%)	20	\$6,594	\$7,044,708	12.6%	11.9%	0.2%						
Portfolio Benchmark The benchmark is the S&P 500® Index (Source: Bloomberg)					2020	30.8%	26.9%	18.4%	1.3%	12.4%	18	\$8,049	\$6,889,798	17.7%	18.5%	0.2%						
(**** *** *** ***						14.4%	11.0%	28.7%	2.6%	(14.3%)	20	\$9,325	\$7,761,687	15.9%	17.2%	0.2%						

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.

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 incepted 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>1</sup>Pure gross returns are shown as supplemental information to the disclosures required by the GIPS® standards.

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 objectiv

### **Confluence Asset Allocation Committee**

Mark Keller, CFA Gregory Ellston William O'Grady David Miyazaki, CFA Patty Dahl Kaisa Stucke, CFA Patrick Fearon-Hernandez, CFA

# **The Confluence Mission**

Our mission is to provide our clients with superior investment solutions and exceptional client service with the highest standards of ethics and integrity. Our team of investment professionals is committed to delivering innovative products and sound, practical advice to enable investors to achieve their investment objectives.

### FOR MORE INFORMATION CONTACT A MEMBER OF OUR SALES TEAM:

Wayne Knowles National Sales Director (314) 526-0914 wknowles@confluenceim.com Ron Pond, CFA | West Sr. Regional Sales Director (314) 526-0759 rpond@confluenceim.com Jason Gantt | East Sr. Regional Sales Director (314) 526-0364 jgantt@confluenceim.com

Michael Kelnosky | North-Central Regional Sales Director (314) 526-0622 mkelnosky@confluenceim.com Jim Taylor | *Mid-South* Regional Sales Director (314) 526-0469 jtaylor@confluenceim.com