



FIRST QUARTER 2024

INVESTMENT PHILOSOPHY

RISK SPECTRUM

← LOWER *HIGHER →*

INCOME¹

Asset Class	Percentage
Short-Term Bonds	7%
Intermediate-Term Bonds	53%
Long-Term Bonds	3%
Speculative Grade Bonds	20%
Real Estate	3%
Cash	1%

INCOME WITH GROWTH¹

Asset Class	Percentage
Short-Term Bonds	7%
Intermediate-Term Bonds	27%
Long-Term Bonds	1%
Speculative Grade Bonds	20%
Real Estate	7%
U.S. Large Cap Stocks	19%
U.S. Mid Cap Stocks	10%
U.S. Small Cap Stocks	7%

GROWTH & INCOME¹

Asset Class	Percentage
Short-Term Bonds	10%
Intermediate-Term Bonds	1%
Long-Term Bonds	7%
Speculative Grade Bonds	13%
Real Estate	16%
U.S. Large Cap Stocks	35%
U.S. Mid Cap Stocks	18%
U.S. Small Cap Stocks	16%

GROWTH¹

Asset Class	Percentage
Short-Term Bonds	10%
Intermediate-Term Bonds	1%
Long-Term Bonds	16%
Speculative Grade Bonds	15%
Real Estate	20%
U.S. Large Cap Stocks	38%
U.S. Mid Cap Stocks	20%
U.S. Small Cap Stocks	16%

AGGRESSIVE GROWTH¹

Asset Class	Percentage
Short-Term Bonds	7%
Intermediate-Term Bonds	1%
Long-Term Bonds	10%
Speculative Grade Bonds	10%
Real Estate	36%
U.S. Large Cap Stocks	36%
U.S. Mid Cap Stocks	36%
U.S. Small Cap Stocks	10%

Strategy	Income	Income with Growth	Growth & Income	Growth	Aggressive Growth
Investment Objective	Primary focus is income, along with preservation of capital & low volatility	Primary focus is on reliable income with a secondary focus on growth	Combines growth & income objectives, with more emphasis on growth	Primary objective is capital appreciation	Primary objective is capital appreciation with a high tolerance for risk
Profile	Similar to a well-diversified bond portfolio alongside limited exposure to other asset classes	Similar to a well-diversified bond portfolio alongside an equity allocation	Similar to a portfolio with a blend of stocks & bonds	Similar to a diversified all-equity portfolio	Similar to an aggressively positioned, all-equity portfolio
Portfolio Allocations	Majority allocation in fixed income asset classes	Allocations may include fixed income, usually with emphasis on U.S. investment-grade fixed income, U.S. & international equities, real estate & commodities	Allocations may include U.S. & international equities, commodities, real estate & fixed income investments	Allocations may include any asset classes, but typically weighted toward equities, usually with emphasis on U.S. large caps	Allocations may include any asset classes, but typically weighted toward equities, sometimes in concentrated allocations
Benchmark	20% equity / 80% bond	40% equity / 60% bond	70% equity / 30% bond	100% equity	100% equity
Volatility Ceiling	7.0%	10.0%	14.0%	17.0%	20.0%
Yield Target	Intermediate-Term Bond Forecast	Cash Forecast	3%	N/A	N/A
Overall Morningstar Rating™ 5	★★★★★	★★★★★★	★★★★★★	★★★★★★	★★★★★★

¹ Asset allocations represent the individual ETFs used in the model portfolios as of 1/25/2024 and do not represent the precise allocation of assets in an actual client account.

⁵ Source: Morningstar Essentials, calculated based on risk-adjusted, gross-of-fee returns as of 9/30/2023.

See GIPS Report on pages 2-4.

PERFORMANCE COMPOSITE RETURNS (FOR PERIODS ENDING DECEMBER 31, 2023)

INCOME

	Pure Gross-of-Fees ²	Max Net-of-Fees ³	Benchmark (20stock/80bond)	Inflation
Since Inception**	6.0%	2.8%	3.3%	2.1%
5-Year*	7.8%	4.6%	4.1%	2.1%
3-Year*	1.9%	(1.1%)	(0.8%)	2.6%
1-Year	9.5%	6.3%	9.4%	2.3%
YTD	9.5%	6.3%	9.4%	2.3%
QTD	6.5%	5.7%	7.7%	0.6%

Calendar Year	Pure Gross-of-Fees ²	Max Net-of-Fees ³	Benchmark (20stock/80bond)	Inflation	Difference (Gross-Bchmrk)	# of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	Bchmrk 3yr Std Dev	Composite Dispersion
2018	(2.6%)	(5.5%)	(0.7%)	2.0%	(1.9%)	1	\$448	\$5,486,737	N/A	N/A	N/A
2019	15.0%	11.6%	13.3%	1.6%	1.7%	1	\$210	\$7,044,708	N/A	N/A	N/A
2020	19.6%	16.1%	10.2%	1.3%	9.4%	1	\$242	\$6,889,798	6.9%	4.7%	N/A
2021	9.4%	6.2%	3.9%	2.6%	5.5%	1	\$247	\$7,761,687	6.5%	4.6%	N/A
2022	(11.7%)	(14.4%)	(14.1%)	2.8%	2.3%	1	\$201	\$6,931,635	8.5%	7.6%	N/A
2023	9.5%	6.3%	9.4%	2.3%	0.1%	4	\$740	\$7,200,019	7.9%	8.5%	0.1%

INCOME WITH GROWTH (TAXABLE)

	Pure Gross-of-Fees ²	Max Net-of-Fees ³	Benchmark (40stock/60bond)	Inflation
Since Inception**	9.7%	6.5%	7.4%	1.8%
10-Year*	8.5%	5.3%	6.1%	1.9%
5-Year*	11.5%	8.2%	7.0%	2.1%
3-Year*	4.3%	1.2%	1.9%	2.6%
1-Year	12.4%	9.0%	13.4%	2.3%
YTD	12.4%	9.0%	13.4%	2.3%
QTD	8.1%	7.3%	8.7%	0.6%

Calendar Year	Pure Gross-of-Fees ²	Max Net-of-Fees ³	Benchmark (40stock/60bond)	Inflation	Difference (Gross-Bchmrk)	# of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	Bchmrk 3yr Std Dev	Composite Dispersion
2008**	4.5%	4.3%	2.4%	(0.0%)	2.2%	80	\$10,864	\$291,644	N/A	N/A	N/A
2009	22.9%	19.3%	13.8%	1.1%	9.1%	14	\$4,276	\$533,832	N/A	N/A	N/A
2010	12.2%	8.9%	10.4%	1.6%	1.9%	25	\$9,337	\$751,909	N/A	N/A	0.3%
2011	4.9%	1.8%	5.9%	1.9%	(0.9%)	43	\$14,679	\$937,487	11.8%	7.6%	0.1%
2012	10.1%	6.9%	9.1%	2.0%	1.1%	53	\$20,940	\$1,272,265	7.7%	5.5%	0.1%
2013	7.8%	4.6%	10.5%	2.0%	(2.7%)	50	\$20,925	\$1,955,915	7.0%	4.7%	0.2%
2014	13.1%	9.8%	9.3%	1.8%	3.8%	54	\$19,985	\$2,589,024	5.5%	3.9%	0.1%
2015	(0.8%)	(3.7%)	1.1%	1.4%	(1.9%)	70	\$27,222	\$3,175,419	6.1%	4.5%	0.1%
2016	10.0%	6.7%	6.4%	1.5%	3.6%	27	\$5,776	\$4,413,659	7.0%	4.4%	0.1%
2017	10.5%	7.2%	10.6%	1.8%	(0.1%)	47	\$11,956	\$5,944,479	6.4%	4.0%	0.1%
2018	(3.8%)	(6.6%)	(1.5%)	2.0%	(2.3%)	52	\$10,840	\$5,486,737	6.3%	4.4%	0.1%
2019	20.7%	17.1%	17.8%	1.6%	2.9%	61	\$13,757	\$7,044,708	6.2%	4.8%	0.1%
2020	25.8%	22.1%	12.6%	1.3%	13.2%	94	\$24,340	\$6,889,798	10.0%	7.8%	0.2%
2021	11.6%	8.2%	9.7%	2.6%	1.8%	115	\$30,151	\$7,761,687	9.6%	7.3%	0.1%
2022	(9.4%)	(12.1%)	(14.9%)	2.8%	5.5%	144	\$32,049	\$6,931,635	10.8%	10.5%	0.1%
2023	12.4%	9.0%	13.4%	2.3%	(1.0%)	163	\$45,699	\$7,200,019	8.7%	10.3%	0.1%

GROWTH & INCOME (TAXABLE)

	Pure Gross-of-Fees ²	Max Net-of-Fees ³	Benchmark (70stock/30bond)	Inflation
Since Inception**	8.2%	5.0%	8.9%	1.8%
10-Year*	9.3%	6.0%	9.1%	1.9%
5-Year*	12.6%	9.3%	11.4%	2.1%
3-Year*	6.5%	3.4%	6.0%	2.6%
1-Year	14.5%	11.1%	19.7%	2.3%
YTD	14.5%	11.1%	19.7%	2.3%
QTD	9.5%	8.7%	10.2%	0.6%

Calendar Year	Pure Gross-of-Fees ²	Max Net-of-Fees ³	Benchmark (70stock/30bond)	Inflation	Difference (Gross-Bchmrk)	# of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	Bchmrk 3yr Std Dev	Composite Dispersion
2008**	(24.1%)	(24.9%)	(19.9%)	(0.0%)	(4.2%)	17	\$2,070	\$291,644	N/A	N/A	N/A
2009	26.4%	22.7%	20.2%	1.1%	6.2%	274	\$40,177	\$533,832	N/A	N/A	0.1%
2010	13.1%	9.8%	12.9%	1.6%	0.3%	474	\$69,570	\$751,909	N/A	N/A	0.2%
2011	1.3%	(1.7%)	4.1%	1.9%	(2.8%)	473	\$76,475	\$937,487	15.7%	13.1%	0.2%
2012	11.4%	8.1%	12.6%	2.0%	(1.1%)	483	\$88,475	\$1,272,265	11.8%	10.2%	0.2%
2013	11.7%	8.4%	21.0%	2.0%	(9.3%)	483	\$99,018	\$1,955,915	9.7%	8.2%	0.1%
2014	13.6%	10.3%	11.5%	1.8%	2.1%	331	\$71,109	\$2,589,024	7.2%	6.3%	0.2%
2015	(0.9%)	(3.8%)	1.3%	1.4%	(2.2%)	442	\$85,189	\$3,175,419	7.8%	7.4%	0.1%
2016	12.2%	8.9%	9.2%	1.5%	3.0%	187	\$34,169	\$4,413,659	8.5%	7.4%	0.2%
2017	15.5%	12.1%	16.1%	1.8%	(0.6%)	259	\$63,074	\$5,944,479	7.7%	6.8%	0.1%
2018	(8.1%)	(10.8%)	(2.8%)	2.0%	(5.2%)	289	\$60,638	\$5,486,737	8.9%	7.5%	0.1%
2019	21.9%	18.3%	24.6%	1.6%	(2.7%)	292	\$74,376	\$7,044,708	9.8%	8.3%	0.2%
2020	22.9%	19.3%	15.8%	1.3%	7.1%	295	\$94,100	\$6,889,798	14.6%	13.0%	0.6%
2021	17.0%	13.5%	18.9%	2.6%	(2.0%)	354	\$123,621	\$7,761,687	13.4%	12.1%	0.2%
2022	(9.7%)	(12.4%)	16.4%	2.8%	6.7%	466	\$133,491	\$6,931,635	14.5%	15.5%	0.1%
2023	14.5%	11.1%	19.7%	2.3%	(5.2%)	640	\$174,843	\$7,200,019	11.9%	13.7%	0.1%

*Average annualized returns

**Inception Dates:

Income: 1/1/2018

Income Taxable with Growth: 12/1/2008

Growth & Income Taxable: 9/1/2008

PERFORMANCE COMPOSITE RETURNS (FOR PERIODS ENDING DECEMBER 31, 2023)

GROWTH

	Pure Gross-of-Fees ²	Max Net-of-Fees ³	Benchmark (S&P 500)	Inflation
Since Inception**	8.7%	5.5%	11.1%	1.8%
10-Year*	10.5%	7.2%	12.0%	1.9%
5-Year*	15.0%	11.5%	15.7%	2.1%
3-Year*	6.8%	3.6%	10.0%	2.6%
1-Year	15.2%	11.8%	26.3%	2.3%
YTD	15.2%	11.8%	26.3%	2.3%
QTD	10.1%	9.3%	11.7%	0.6%

Calendar Year	Pure Gross-of-Fees ²	Max Net-of-Fees ³	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
2008**	(29.8%)	(30.5%)	(28.9%)	(0.0%)	(0.9%)	2	\$252	\$291,644	N/A	N/A	N/A
2009	29.2%	25.4%	26.5%	1.1%	2.7%	73	\$10,824	\$533,832	N/A	N/A	0.0%
2010	14.5%	11.1%	15.1%	1.6%	(0.5%)	124	\$18,719	\$751,909	N/A	N/A	0.2%
2011	(1.5%)	(4.5%)	2.1%	1.9%	(3.7%)	155	\$32,263	\$937,487	17.8%	18.7%	0.2%
2012	11.0%	7.7%	16.0%	2.0%	(5.0%)	152	\$36,374	\$1,272,265	14.0%	15.1%	0.1%
2013	17.7%	14.2%	32.4%	2.0%	(14.7%)	119	\$35,195	\$1,955,915	11.2%	11.9%	0.2%
2014	14.6%	11.2%	13.7%	1.8%	0.9%	115	\$38,771	\$2,589,024	8.5%	9.0%	0.3%
2015	(0.4%)	(3.3%)	1.4%	1.4%	(1.8%)	133	\$35,486	\$3,175,419	9.5%	10.5%	0.1%
2016	13.1%	9.7%	12.0%	1.5%	1.1%	70	\$24,178	\$4,413,659	10.1%	10.6%	0.2%
2017	16.0%	12.5%	21.8%	1.8%	(5.8%)	76	\$15,068	\$5,944,479	9.2%	9.9%	0.1%
2018	(10.1%)	(12.7%)	(4.4%)	2.0%	(5.7%)	65	\$11,109	\$5,486,737	10.5%	10.8%	0.2%
2019	23.9%	20.2%	31.5%	1.6%	(7.6%)	60	\$15,524	\$7,044,708	11.7%	11.9%	0.2%
2020	33.1%	29.1%	18.4%	1.3%	14.7%	48	\$16,186	\$6,889,798	16.9%	18.5%	0.6%
2021	18.8%	15.3%	28.7%	2.6%	(9.9%)	54	\$14,434	\$7,761,687	15.3%	17.2%	0.1%
2022	(11.1%)	(13.7%)	(18.1%)	2.8%	7.1%	66	\$18,216	\$6,931,635	17.2%	20.9%	0.2%
2023	15.2%	11.8%	26.3%	2.3%	(11.0%)	105	\$27,484	\$7,200,019	14.7%	17.3%	0.2%

AGGRESSIVE GROWTH

	Pure Gross-of-Fees ²	Max Net-of-Fees ³	Benchmark (S&P 500)	Inflation
Since Inception**	8.2%	5.0%	11.2%	1.8%
10-Year*	9.0%	5.8%	12.0%	1.9%
5-Year*	13.5%	10.1%	15.7%	2.1%
3-Year*	5.5%	2.4%	10.0%	2.6%
1-Year	16.6%	13.2%	26.3%	2.3%
YTD	16.6%	13.2%	26.3%	2.3%
QTD	11.8%	11.0%	11.7%	0.6%

Calendar Year	Pure Gross-of-Fees ²	Max Net-of-Fees ³	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
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%
2023	16.6%	13.2%	26.3%	2.3%	(9.6%)	21	\$9,823	\$7,200,019	15.2%	17.3%	0.3%

*Average annualized returns

**Inception Dates:

Growth: 9/1/2008

Aggressive Growth: 8/1/2008

Portfolio Benchmarks (Source: Bloomberg)

Income: (calculated monthly) custom blend of 20% S&P 500 and 80% ICE

BofA U.S. Corporate, Government, and Mortgage Bond Index

Income Taxable with Growth: (calculated monthly) custom blend of

40% S&P 500 and 60% ICE BofA U.S. Corporate, Government, and Mortgage Bond Index

Growth & Income Taxable: (calculated monthly) custom blend of 70% S&P 500 and 30% ICE BofA U.S. Corporate, Government, and Mortgage Bond Index

Growth: S&P 500® Index

Aggressive Growth: S&P 500® Index

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, 0.1% 2023.

DISCLOSURES

¹ Asset Allocations—Asset allocations shown represent the individual ETFs used in the model portfolios as of 1/25/24 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 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.

² 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, 2022. 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 Income Taxable strategy was inceptioned on January 1, 2018, and the current Income Taxable-Plus Composite was created on July 1, 2019. The Income Taxable with Growth-Plus strategy was inceptioned on December 1, 2008, and the Income Taxable with Growth-Plus Composite was created on December 1, 2008. The Growth and Taxable Income-Plus strategy was inceptioned on September 1, 2008, and the Growth and Taxable Income-Plus Composite was created on September 1, 2008. The Growth strategy was inceptioned on September 1, 2008, and the Growth-Plus Composite was created on September 1, 2008. 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.

³ Pure gross returns are shown as supplemental information to the disclosures required by the GIPS® standards.

⁴ 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 is as follows: 0.40% on the first \$500,000; 0.35% on the next \$500,000; and 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 for Income Taxable with Growth, Growth and Taxable Income, Growth, and Aggressive Growth (Income Taxable: Subsequent to July 1, 2019, bundled fee accounts make up 100% of the composite). 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.

Income Taxable: Performance prior to July 1, 2019, is based on the Income Taxable-Direct Composite which was created on January 1, 2018. This composite includes accounts that pursue the Income strategy, but have a different fee structure. Gross returns from the Income Taxable-Direct Composite include transaction costs and net-of-fee performance was calculated using the highest applicable annual bundled fee of 3.00% applied quarterly. The Income Taxable-Plus Composite contains fully discretionary Income Taxable-Plus wrap accounts. The Income Taxable 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 Income Taxable strategy. Although the portfolio typically has the majority of its allocation in taxable fixed income asset classes, a smaller portion of the portfolio may include real estate, equities, commodities or other asset classes. This minority allocation provides an aspect of growth potential, along with diversification benefits. This portfolio may be appropriate for investors with a conservative risk tolerance.

Income Taxable with Growth: The Income Taxable with Growth-Plus Composite contains fully discretionary Income Taxable with Growth-Plus wrap accounts. The Income Taxable with 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 Income Taxable with Growth strategy. Although the portfolio typically favors an allocation to taxable fixed income asset classes, a smaller portion of the portfolio may include real estate, equities, commodities or other asset classes. These allocations provide an aspect of growth potential, along with diversification benefits. This portfolio may be appropriate for investors with a conservative risk tolerance.

Growth and Taxable Income: The Growth & Taxable Income-Plus Composite contains fully discretionary Growth & Taxable Income-Plus wrap accounts. The Growth & Income Taxable 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 Growth & Income Taxable strategy. The growth allocation may include equity asset classes ranging from small cap to large cap, with both domestic and international equities. Commodities may be utilized for total return as well as diversification benefits. Fixed income and real estate allocations will normally form the foundation to pursue taxable income objectives. This portfolio may be appropriate for investors with a moderate risk tolerance.

Growth: The Growth-Plus Composite contains fully discretionary Growth-Plus wrap accounts. The 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 Growth strategy. The allocation may include equity asset classes ranging from small cap to large cap. International allocations may include both developed and emerging markets, while commodities, real estate and fixed income may be utilized for total return and diversification. This portfolio may be appropriate for equity-oriented investors with an average risk tolerance.

Aggressive Growth: 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. 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.

A complete list of composite descriptions and 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.

****Results shown for the year 2008 represent partial period performance from strategy inception date through 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.

DISCLOSURES

⁵Overall Morningstar Rating™—Income: Among 412 separate accounts in the Moderately Conservative Allocation category. This separate account was rated 3 stars/412 separate accounts (3 years), 5 stars/363 separate accounts (5 years) based on risk-adjusted returns.

Income with Growth: Among 412 separate accounts in the Moderately Conservative Allocation category. This separate account was rated 5 stars/412 separate accounts (3 years), 5 stars/363 separate accounts (5 years), 5 stars/224 separate accounts (10 years) based on risk-adjusted returns.

Growth & Income: Among 341 separate accounts in the Moderately Aggressive Allocation category. This separate account was rated 5 stars/341 separate accounts (3 years), 5 stars/308 separate accounts (5 years), 5 stars/196 separate accounts (10 years) based on risk-adjusted returns.

Growth: Among 196 separate accounts in the Aggressive Allocation category. This separate account was rated 4 stars/196 separate accounts (3 years), 5 stars/171 separate accounts (5 years), 5 stars/116 separate accounts (10 years) based on risk-adjusted returns.

Aggressive Growth: Among 196 separate accounts in the Aggressive Allocation category. This separate account was rated 3 stars/196 separate accounts (3 years), 5 stars/171 separate accounts (5 years), 5 stars/116 separate accounts (10 years) based on risk-adjusted returns.

Information provided is for educational/illustrative purposes only and should not be construed as individualized advice, recommendation, or endorsement of any investment strategy. Information is not intended to forecast or predict future performance. Past performance is no guarantee of future results. Ratings are objective, based entirely on a mathematical evaluation of past performance, and based on gross-of-fees performance (before deduction of advisory fees). Net performance information is available on the Confluence website. Ratings should not be considered a buy or sell recommendation. Confluence provides compensation to Morningstar, Inc. for use of their analytics systems/database as well as for permission to publish these ratings.

©2023 Morningstar, Inc. All rights reserved. The information contained herein: (1) is proprietary to Morningstar and/or its content providers; (2) may not be copied or distributed; and (3) is not warranted to be accurate, complete, or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information.

The Morningstar Rating™, or “star rating,” is calculated for separate accounts with at least a three-year history. It is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a managed product’s monthly excess performance, placing more emphasis on downward variations and rewarding consistent performance. The top 10% of products in each product category receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars, and the bottom 10% receive 1 star. The Overall Morningstar Rating for a managed product is derived from a weighted average of the performance figures associated with its three-, five-, and 10-year (if applicable) Morningstar Rating metrics. As of 9/30/2023.

Confluence Asset Allocation Committee

Mark Keller, CFA

William O’Grady

Patty Dahl

Sean Long

Patrick Fearon-Hernandez, CFA

Gregory Ellston

David Miyazaki, CFA

Kaisa Stucke, CFA

Thomas Wash

FOR MORE INFORMATION CONTACT A MEMBER OF OUR SALES TEAM: (314) 530-6729 or sales@confluenceim.com

See [Territory Map](#) on the Confluence website for sales coverage.