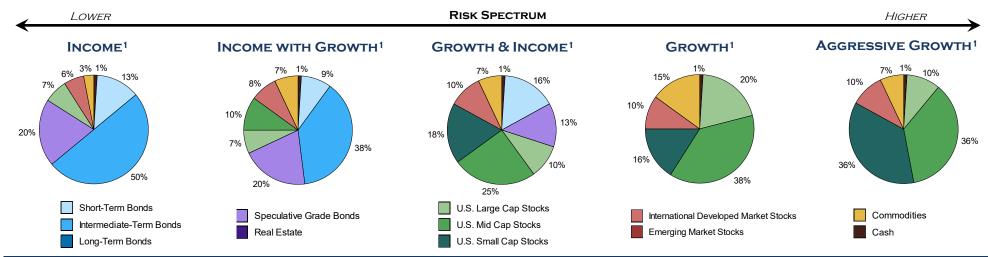
# **ASSET ALLOCATION STRATEGIES**



SECOND QUARTER 2024

### **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, while positioning portfolios to achieve growth, income, and other client-specific objectives. Confluence's 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 three 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 shorter time frames, depending upon changing views of the marketplace and economy, or alternately we may abstain from significant allocation adjustments if we believe the existing posture remains optimal. The asset allocation portfolios utilize exchange-traded funds (ETFs), which allow us to focus on or avoid particular industry sectors, bond maturities, commodities, or countries.



| STRATEGY                                      | Іпсоме   | INCOME WITH GROWTH  | GROWTH & INCOME  | GROWTH  | AGGRESSIVE GROWTH   |
|---|--|---|--|---|---|
| Investment<br>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<br>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<br>classes, but typically weighted toward<br>equities, sometimes in concentrated<br>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<br>Rating <sup>TM 5</sup> | ***  | ****  | ****   | ****  | ***   |

Asset allocations represent the individual ETFs used in the model portfolios as of 4/25/2024 and do not represent the precise allocation of assets in an actual client account.

<sup>&</sup>lt;sup>5</sup> Source: Morningstar Essentials, calculated based on risk-adjusted, gross-of-fee returns as of 12/31/2023.

## INCOME

|                   | Pure Gross-<br>of-Fees <sup>2</sup> | Max Net-of-<br>Fees <sup>3</sup> | Benchmark<br>(20stock/80bond) |
|-------------------|-------------------------------------|----------------------------------|-------------------------------|
| Since Inception** | 5.9%                                | 2.7%                             | 3.4%                          |
| 5-Year*           | 6.4%                                | 3.2%                             | 3.4%                          |
| 3-Year*           | 1.8%                                | (1.2%)                           | 0.3%                          |
| 1-Year            | 6.5%                                | 3.3%                             | 6.9%                          |
| YTD               | 0.8%                                | 0.1%                             | 1.4%                          |
| QTD               | 0.8%                                | 0.1%                             | 1.4%                          |

| Calendar<br>Year | Pure Gross-<br>of-Fees <sup>2</sup> | Max Net-<br>of-Fees <sup>3</sup> | Benchmark<br>(20stock/80bond) | Difference<br>(Gross-Bchmrk) | # of<br>Portfolios | Composite<br>Assets (000s) | Total Firm<br>Assets (000s) | Composite<br>3yr Std Dev | Bchmrk<br>3yr Std Dev | Composite<br>Dispersion |
|------------------|-------------------------------------|----------------------------------|-------------------------------|------------------------------|--------------------|----------------------------|-----------------------------|--------------------------|-----------------------|-------------------------|
| 2018             | (2.6%)                              | (5.5%)                           | (0.7%)                        | (1.9%)                       | 1                  | \$448                      | \$5,486,737                 | N/A                      | N/A                   | N/A                     |
| 2019             | 15.0%                               | 11.6%                            | 13.1%                         | 1.9%                         | 1                  | \$210                      | \$7,044,708                 | N/A                      | N/A                   | N/A                     |
| 2020             | 19.6%                               | 16.1%                            | 10.1%                         | 9.5%                         | 1                  | \$242                      | \$6,889,798                 | 6.9%                     | 4.7%                  | N/A                     |
| 2021             | 9.4%                                | 6.2%                             | 4.0%                          | 5.4%                         | 1                  | \$247                      | \$7,761,687                 | 6.5%                     | 4.5%                  | N/A                     |
| 2022             | (11.7%)                             | (14.4%)                          | (13.8%)                       | 2.1%                         | 1                  | \$201                      | \$6,931,635                 | 8.5%                     | 7.6%                  | N/A                     |
| 2023             | 9.5%                                | 6.3%                             | 9.5%                          | 0.0%                         | 4                  | \$740                      | \$7,200,019                 | 7.9%                     | 8.5%                  | 0.1%                    |

## **INCOME WITH GROWTH (TAXABLE)**

|                   | Pure Gross-<br>of-Fees <sup>2</sup> | Max Net-<br>of-Fees <sup>3</sup> | Benchmark<br>(40stock/60bond) |
|-------------------|-------------------------------------|----------------------------------|-------------------------------|
| Since Inception** | 9.9%                                | 6.6%                             | 7.6%                          |
| 10-Year*          | 8.5%                                | 5.3%                             | 6.2%                          |
| 5-Year*           | 10.6%                               | 7.3%                             | 6.3%                          |
| 3-Year*           | 4.9%                                | 1.8%                             | 3.1%                          |
| 1-Year            | 13.6%                               | 10.2%                            | 12.3%                         |
| YTD               | 4.5%                                | 3.8%                             | 3.7%                          |
| QTD               | 4.5%                                | 3.8%                             | 3.7%                          |

| Calendar<br>Year | Pure Gross-<br>of-Fees <sup>2</sup> | Max Net-<br>of-Fees <sup>3</sup> | Benchmark<br>(40stock/60bond) | Difference<br>(Gross-Bchmrk) | # of<br>Portfolios | Composite<br>Assets (000s) | Total Firm<br>Assets (000s) | Composite<br>3yr Std Dev | Bchmrk<br>3yr Std Dev | Composite<br>Dispersion |
|------------------|-------------------------------------|----------------------------------|-------------------------------|------------------------------|--------------------|----------------------------|-----------------------------|--------------------------|-----------------------|-------------------------|
| 2008**           | 4.5%                                | 4.3%                             | 2.7%                          | 1.9%                         | 80                 | \$10,864                   | \$291,644                   | N/A                      | N/A                   | N/A                     |
| 2009             | 22.9%                               | 19.3%                            | 14.3%                         | 8.6%                         | 14                 | \$4,276                    | \$533,832                   | N/A                      | N/A                   | N/A                     |
| 2010             | 12.2%                               | 8.9%                             | 10.4%                         | 1.8%                         | 25                 | \$9,337                    | \$751,909                   | N/A                      | N/A                   | 0.3%                    |
| 2011             | 4.9%                                | 1.8%                             | 5.8%                          | (0.9%)                       | 43                 | \$14,679                   | \$937,487                   | 11.8%                    | 7.7%                  | 0.1%                    |
| 2012             | 10.1%                               | 6.9%                             | 8.9%                          | 1.2%                         | 53                 | \$20,940                   | \$1,272,265                 | 7.7%                     | 5.5%                  | 0.1%                    |
| 2013             | 7.8%                                | 4.6%                             | 10.7%                         | (2.9%)                       | 50                 | \$20,925                   | \$1,955,915                 | 7.0%                     | 4.7%                  | 0.2%                    |
| 2014             | 13.1%                               | 9.8%                             | 9.1%                          | 4.0%                         | 54                 | \$19,985                   | \$2,589,024                 | 5.5%                     | 3.9%                  | 0.1%                    |
| 2015             | (0.8%)                              | (3.7%)                           | 1.1%                          | (1.9%)                       | 70                 | \$27,222                   | \$3,175,419                 | 6.1%                     | 4.5%                  | 0.1%                    |
| 2016             | 10.0%                               | 6.7%                             | 6.4%                          | 3.5%                         | 27                 | \$5,776                    | \$4,413,659                 | 7.0%                     | 4.4%                  | 0.1%                    |
| 2017             | 10.5%                               | 7.2%                             | 10.6%                         | (0.0%)                       | 47                 | \$11,956                   | \$5,944,479                 | 6.4%                     | 4.0%                  | 0.1%                    |
| 2018             | (3.8%)                              | (6.6%)                           | (1.5%)                        | (2.3%)                       | 52                 | \$10,840                   | \$5,486,737                 | 6.3%                     | 4.4%                  | 0.1%                    |
| 2019             | 20.7%                               | 17.1%                            | 17.6%                         | 3.1%                         | 61                 | \$13,757                   | \$7,044,708                 | 6.2%                     | 4.8%                  | 0.1%                    |
| 2020             | 25.8%                               | 22.1%                            | 12.5%                         | 13.3%                        | 94                 | \$24,340                   | \$6,889,798                 | 10.0%                    | 7.8%                  | 0.2%                    |
| 2021             | 11.6%                               | 8.2%                             | 9.8%                          | 1.7%                         | 115                | \$30,151                   | \$7,761,687                 | 9.6%                     | 7.3%                  | 0.1%                    |
| 2022             | (9.4%)                              | (12.1%)                          | (14.8%)                       | 5.3%                         | 144                | \$32,049                   | \$6,931,635                 | 10.8%                    | 10.5%                 | 0.1%                    |
| 2023             | 12.4%                               | 9.0%                             | 13.5%                         | (1.1%)                       | 163                | \$45,699                   | \$7,200,019                 | 8.7%                     | 10.3%                 | 0.1%                    |

# **GROWTH & INCOME (TAXABLE)**

|                   | Pure Gross-<br>of-Fees <sup>2</sup> | Max Net-<br>of-Fees <sup>3</sup> | Benchmark<br>(70stock/30bond) |
|-------------------|-------------------------------------|----------------------------------|-------------------------------|
| Since Inception** | 8.5%                                | 5.3%                             | 9.2%                          |
| 10-Year*          | 9.6%                                | 6.4%                             | 9.6%                          |
| 5-Year*           | 12.0%                               | 8.7%                             | 10.7%                         |
| 3-Year*           | 6.9%                                | 3.7%                             | 7.3%                          |
| 1-Year            | 19.3%                               | 15.8%                            | 20.9%                         |
| YTD               | 7.7%                                | 6.9%                             | 7.1%                          |
| QTD               | 7.7%                                | 6.9%                             | 7.1%                          |

\*Average annualized returns

\*\*Inception Dates: Income: 1/1/2018

Income Taxable with Growth: 12/1/2008 Growth & Income Taxable: 9/1/2008

| Calendar<br>Year | Pure Gross-<br>of-Fees <sup>2</sup> | Max Net-<br>of-Fees <sup>3</sup> | Benchmark<br>(70stock/30bond) | Difference<br>(Gross-Bchmrk) | # of<br>Portfolios | Composite<br>Assets (000s) | Total Firm<br>Assets (000s) | Composite<br>3yr Std Dev | Bchmrk<br>3yr Std Dev | Composite<br>Dispersion |
|------------------|-------------------------------------|----------------------------------|-------------------------------|------------------------------|--------------------|----------------------------|-----------------------------|--------------------------|-----------------------|-------------------------|
| 2008**           | (24.1%)                             | (24.9%)                          | (20.1%)                       | (4.0%)                       | 17                 | \$2,070                    | \$291,644                   | N/A                      | N/A                   | N/A                     |
| 2009             | 26.4%                               | 22.7%                            | 20.4%                         | 6.0%                         | 274                | \$40,177                   | \$533,832                   | N/A                      | N/A                   | 0.1%                    |
| 2010             | 13.1%                               | 9.8%                             | 12.9%                         | 0.2%                         | 474                | \$69,570                   | \$751,909                   | N/A                      | N/A                   | 0.2%                    |
| 2011             | 1.3%                                | (1.7%)                           | 4.1%                          | (2.7%)                       | 473                | \$76,475                   | \$937,487                   | 15.7%                    | 13.1%                 | 0.2%                    |
| 2012             | 11.4%                               | 8.1%                             | 12.5%                         | (1.0%)                       | 483                | \$88,475                   | \$1,272,265                 | 11.8%                    | 10.2%                 | 0.2%                    |
| 2013             | 11.7%                               | 8.4%                             | 21.1%                         | (9.4%)                       | 483                | \$99,018                   | \$1,955,915                 | 9.7%                     | 8.2%                  | 0.1%                    |
| 2014             | 13.6%                               | 10.3%                            | 11.4%                         | 2.3%                         | 331                | \$71,109                   | \$2,589,024                 | 7.2%                     | 6.3%                  | 0.2%                    |
| 2015             | (0.9%)                              | (3.8%)                           | 1.3%                          | (2.2%)                       | 442                | \$85,189                   | \$3,175,419                 | 7.8%                     | 7.4%                  | 0.1%                    |
| 2016             | 12.2%                               | 8.9%                             | 9.2%                          | 3.0%                         | 187                | \$34,169                   | \$4,413,659                 | 8.5%                     | 7.4%                  | 0.2%                    |
| 2017             | 15.5%                               | 12.1%                            | 16.1%                         | (0.5%)                       | 259                | \$63,074                   | \$5,944,479                 | 7.7%                     | 6.8%                  | 0.1%                    |
| 2018             | (8.1%)                              | (10.8%)                          | (2.8%)                        | (5.2%)                       | 289                | \$60,638                   | \$5,486,737                 | 8.9%                     | 7.5%                  | 0.1%                    |
| 2019             | 21.9%                               | 18.3%                            | 24.5%                         | (2.6%)                       | 292                | \$74,376                   | \$7,044,708                 | 9.8%                     | 8.3%                  | 0.2%                    |
| 2020             | 22.9%                               | 19.3%                            | 15.7%                         | 7.2%                         | 295                | \$94,100                   | \$6,889,798                 | 14.6%                    | 13.1%                 | 0.6%                    |
| 2021             | 17.0%                               | 13.5%                            | 19.0%                         | (2.0%)                       | 354                | \$123,621                  | \$7,761,687                 | 13.4%                    | 12.1%                 | 0.2%                    |
| 2022             | (9.7%)                              | (12.4%)                          | 16.4%)                        | 6.6%                         | 466                | \$133,491                  | \$6,931,635                 | 14.5%                    | 15.5%                 | 0.1%                    |
| 2023             | 14.5%                               | 11.1%                            | 19.8%                         | (5.2%)                       | 640                | \$174,843                  | \$7,200,019                 | 11.9%                    | 13.7%                 | 0.1%                    |

### **GROWTH**

|                   | Pure Gross-<br>of-Fees <sup>2</sup> | Max Net-<br>of-Fees <sup>3</sup> | Benchmark<br>(S&P 500) |
|-------------------|-------------------------------------|----------------------------------|------------------------|
| Since Inception** | 9.3%                                | 6.0%                             | 11.7%                  |
| 10-Year*          | 11.1%                               | 7.8%                             | 12.9%                  |
| 5-Year*           | 14.6%                               | 11.2%                            | 15.0%                  |
| 3-Year*           | 7.4%                                | 4.2%                             | 11.5%                  |
| 1-Year            | 22.0%                               | 18.3%                            | 29.9%                  |
| YTD               | 10.2%                               | 9.3%                             | 10.6%                  |
| QTD               | 10.2%                               | 9.3%                             | 10.6%                  |

| Calendar<br>Year | Pure Gross-<br>of-Fees <sup>2</sup> | Max Net-<br>of-Fees <sup>3</sup> | Benchmark<br>(S&P 500) | Difference<br>(Gross-Bchmrk) | # of<br>Portfolios | Composite<br>Assets (000s) | Total Firm<br>Assets (000s) | Composite<br>3yr Std Dev | S&P 500<br>3yr Std Dev | Composite<br>Dispersion |
|------------------|-------------------------------------|----------------------------------|------------------------|------------------------------|--------------------|----------------------------|-----------------------------|--------------------------|------------------------|-------------------------|
| 2008**           | (29.8%)                             | (30.5%)                          | (28.9%)                | (0.9%)                       | 2                  | \$252                      | \$291,644                   | N/A                      | N/A                    | N/A                     |
| 2009             | 29.2%                               | 25.4%                            | 26.5%                  | 2.7%                         | 73                 | \$10,824                   | \$533,832                   | N/A                      | N/A                    | 0.0%                    |
| 2010             | 14.5%                               | 11.1%                            | 15.1%                  | (0.5%)                       | 124                | \$18,719                   | \$751,909                   | N/A                      | N/A                    | 0.2%                    |
| 2011             | (1.5%)                              | (4.5%)                           | 2.1%                   | (3.7%)                       | 155                | \$32,263                   | \$937,487                   | 17.8%                    | 18.7%                  | 0.2%                    |
| 2012             | 11.0%                               | 7.7%                             | 16.0%                  | (5.0%)                       | 152                | \$36,374                   | \$1,272,265                 | 14.0%                    | 15.1%                  | 0.1%                    |
| 2013             | 17.7%                               | 14.2%                            | 32.4%                  | (14.7%)                      | 119                | \$35,195                   | \$1,955,915                 | 11.2%                    | 11.9%                  | 0.2%                    |
| 2014             | 14.6%                               | 11.2%                            | 13.7%                  | 0.9%                         | 115                | \$38,771                   | \$2,589,024                 | 8.5%                     | 9.0%                   | 0.3%                    |
| 2015             | (0.4%)                              | (3.3%)                           | 1.4%                   | (1.8%)                       | 133                | \$35,486                   | \$3,175,419                 | 9.5%                     | 10.5%                  | 0.1%                    |
| 2016             | 13.1%                               | 9.7%                             | 12.0%                  | 1.1%                         | 70                 | \$24,178                   | \$4,413,659                 | 10.1%                    | 10.6%                  | 0.2%                    |
| 2017             | 16.0%                               | 12.5%                            | 21.8%                  | (5.8%)                       | 76                 | \$15,068                   | \$5,944,479                 | 9.2%                     | 9.9%                   | 0.1%                    |
| 2018             | (10.1%)                             | (12.7%)                          | (4.4%)                 | (5.7%)                       | 65                 | \$11,109                   | \$5,486,737                 | 10.5%                    | 10.8%                  | 0.2%                    |
| 2019             | 23.9%                               | 20.2%                            | 31.5%                  | (7.6%)                       | 60                 | \$15,524                   | \$7,044,708                 | 11.7%                    | 11.9%                  | 0.2%                    |
| 2020             | 33.1%                               | 29.1%                            | 18.4%                  | 14.7%                        | 48                 | \$16,186                   | \$6,889,798                 | 16.9%                    | 18.5%                  | 0.6%                    |
| 2021             | 18.8%                               | 15.3%                            | 28.7%                  | (9.9%)                       | 54                 | \$14,434                   | \$7,761,687                 | 15.3%                    | 17.2%                  | 0.1%                    |
| 2022             | (11.1%)                             | (13.7%)                          | (18.1%)                | 7.1%                         | 66                 | \$18,216                   | \$6,931,635                 | 17.2%                    | 20.9%                  | 0.2%                    |
| 2023             | 15.2%                               | 11.8%                            | 26.3%                  | (11.0%)                      | 105                | \$27,484                   | \$7,200,019                 | 14.7%                    | 17.3%                  | 0.2%                    |

### **AGGRESSIVE GROWTH**

|                   | Pure Gross-<br>of-Fees <sup>2</sup> | Max Net-<br>of-Fees <sup>3</sup> | Benchmark<br>(S&P 500) |
|-------------------|-------------------------------------|----------------------------------|------------------------|
| Since Inception** | 8.7%                                | 5.4%                             | 11.7%                  |
| 10-Year*          | 9.7%                                | 6.5%                             | 12.9%                  |
| 5-Year*           | 12.9%                               | 9.6%                             | 15.0%                  |
| 3-Year*           | 5.8%                                | 2.6%                             | 11.5%                  |
| 1-Year            | 22.6%                               | 19.0%                            | 29.9%                  |
| YTD               | 9.1%                                | 8.3%                             | 10.6%                  |
| QTD               | 9.1%                                | 8.3%                             | 10.6%                  |

| Calendar<br>Year | Pure Gross-<br>of-Fees <sup>2</sup> | Max Net-<br>of-Fees <sup>3</sup> | Benchmark<br>(S&P 500) | Difference<br>(Gross-Bchmrk) | # of<br>Portfolios | Composite<br>Assets (000s) | Total Firm<br>Assets (000s) | Composite<br>3yr Std Dev | S&P 500<br>3yr Std Dev | Composite<br>Dispersion |
|------------------|-------------------------------------|----------------------------------|------------------------|------------------------------|--------------------|----------------------------|-----------------------------|--------------------------|------------------------|-------------------------|
| 2008**           | (29.1%)                             | (30.0%)                          | (27.9%)                | (1.3%)                       | 1                  | \$18                       | \$291,644                   | N/A                      | N/A                    | N/A                     |
| 2009             | 30.9%                               | 27.0%                            | 26.5%                  | 4.4%                         | 12                 | \$1,040                    | \$533,832                   | N/A                      | N/A                    | N/A                     |
| 2010             | 17.1%                               | 13.6%                            | 15.1%                  | 2.0%                         | 23                 | \$2,744                    | \$751,909                   | N/A                      | N/A                    | 0.3%                    |
| 2011             | (4.3%)                              | (7.2%)                           | 2.1%                   | (6.4%)                       | 19                 | \$2,613                    | \$937,487                   | 19.0%                    | 18.7%                  | 0.1%                    |
| 2012             | 10.4%                               | 7.2%                             | 16.0%                  | (5.6%)                       | 23                 | \$3,654                    | \$1,272,265                 | 15.8%                    | 15.1%                  | 0.1%                    |
| 2013             | 23.7%                               | 20.0%                            | 32.4%                  | (8.7%)                       | 21                 | \$4,949                    | \$1,955,915                 | 12.7%                    | 11.9%                  | 0.1%                    |
| 2014             | 9.6%                                | 6.4%                             | 13.7%                  | (4.1%)                       | 22                 | \$5,808                    | \$2,589,024                 | 10.0%                    | 9.0%                   | 0.1%                    |
| 2015             | (2.2%)                              | (5.1%)                           | 1.4%                   | (3.6%)                       | 24                 | \$5,925                    | \$3,175,419                 | 10.8%                    | 10.5%                  | 0.2%                    |
| 2016             | 16.1%                               | 12.6%                            | 12.0%                  | 4.1%                         | 21                 | \$5,737                    | \$4,413,659                 | 11.9%                    | 10.6%                  | 0.2%                    |
| 2017             | 13.9%                               | 10.5%                            | 21.8%                  | (7.9%)                       | 22                 | \$6,967                    | \$5,944,479                 | 10.9%                    | 9.9%                   | 0.0%                    |
| 2018             | (11.1%)                             | (13.7%)                          | (4.4%)                 | (6.7%)                       | 22                 | \$6,083                    | \$5,486,737                 | 11.9%                    | 10.8%                  | 0.3%                    |
| 2019             | 22.5%                               | 18.8%                            | 31.5%                  | (9.0%)                       | 20                 | \$6,594                    | \$7,044,708                 | 12.6%                    | 11.9%                  | 0.2%                    |
| 2020             | 30.8%                               | 26.9%                            | 18.4%                  | 12.4%                        | 18                 | \$8,049                    | \$6,889,798                 | 17.7%                    | 18.5%                  | 0.2%                    |
| 2021             | 14.4%                               | 11.0%                            | 28.7%                  | (14.3%)                      | 20                 | \$9,325                    | \$7,761,687                 | 15.9%                    | 17.2%                  | 0.2%                    |
| 2022             | (12.0%)                             | (14.6%)                          | (18.1%)                | 6.1%                         | 17                 | \$6,949                    | \$6,931,635                 | 17.5%                    | 20.9%                  | 0.4%                    |
| 2023             | 16.6%                               | 13.2%                            | 26.3%                  | (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% Bloomberg US Aggregate Bond Index

Income Taxable with Growth: (calculated monthly) custom blend of 40% S&P 500® and 60% Bloomberg US Aggregate Bond Index

Growth & Income Taxable: (calculated monthly) custom blend of 70% S&P 500® and 30% Bloomberg US Aggregate Bond Index

Growth: S&P 500® Index

Aggressive Growth: S&P 500® Index

#### **DISCLOSURES**

<sup>1</sup> **Asset Allocations**—Asset allocations shown represent the individual ETFs used in the model portfolios as of 4/25/24 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 quaranteed 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.

<sup>2</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, 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.

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The Income Taxable strategy was incepted 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 incepted 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 incepted on September 1, 2008, and the Growth and Taxable Income—Plus Composite was created on September 1, 2008. 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>3</sup> Pure gross returns are shown as supplemental information to the disclosures required by the GIPS® standards.

<sup>4</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 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. The benchmark was changed retroactively on 1/1/24 due to wider market adoption and transparency of the underlying constituents. The custom benchmark prior to 1/1/24 was calculated monthly and consisted of: S&P 500 20% and 80% ICE BofA U.S. Corporate, Government, and Mortgage Bond Index.

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. The benchmark was changed retroactively on 1/1/24 due to wider market adoption and transparency of the underlying constituents. The custom benchmark prior to 1/1/24 was calculated monthly and consisted of: S&P 500 40% and 60% ICE BofA U.S. Corporate. Government, and Mortgage Bond Index.

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. The benchmark was changed retroactively on 1/1/24 due to wider market adoption and transparency of the underlying constituents. The custom benchmark prior to 1/1/24 was calculated monthly and consisted of: S&P 500 70% and 30% ICE BofA U.S. Corporate, Government, and Mortgage Bond Index.

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.

Inflation was removed prior to 1/1/24 and had been provided as additional information and was represented by the U.S. 5-year TIP breakeven spread.

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**

<sup>5</sup>Overall Morningstar Rating™—Income: Among 424 separate accounts in the Moderately Conservative Allocation category. This separate account was rated 3 stars/424 separate accounts (3 years), 5 stars/376 separate accounts (5 years) based on risk-adjusted returns.

Income with Growth: Among 424 separate accounts in the Moderately Conservative Allocation category. This separate account was rated 5 stars/424 separate accounts (3 years), 5 stars/376 separate accounts (5 years), 5 stars/230 separate accounts (10 years) based on risk-adjusted returns.

**Growth & Income:** Among 352 separate accounts in the Moderately Aggressive Allocation category. This separate account was rated 4 stars/352 separate accounts (3 years), 5 stars/319 separate accounts (5 years), 5 stars/204 separate accounts (10 years) based on risk-adjusted returns.

**Growth:** Among 188 separate accounts in the Aggressive Allocation category. This separate account was rated 4 stars/188 separate accounts (3 years), 5 stars/169 separate accounts (5 years), 5 stars/116 separate accounts (10 years) based on risk-adjusted returns.

Aggressive Growth: Among 188 separate accounts in the Aggressive Allocation category. This separate account was rated 3 stars/188 separate accounts (3 years), 5 stars/169 separate accounts (5 years), 4 stars/116 separate accounts (10 years) based on risk-adjusted returns.

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The Morningstar Rating<sup>™</sup>, 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 12/31/2023.

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