

## Income Taxable – Plus

Investment Performance as of 03/31/2021



|                  | Pure Gross<br>(Before Fees) | Net*<br>(After Fees) | Benchmark<br>(20stock/80bond) | Inflation |
|------------------|-----------------------------|----------------------|-------------------------------|-----------|
| <b>Inception</b> | 9.8%                        | 6.5%                 | 6.3%                          | 1.7%      |
| <b>3-year</b>    | 11.6%                       | 8.3%                 | 7.3%                          | 1.7%      |
| <b>1-year</b>    | 21.2%                       | 17.6%                | 10.0%                         | 1.7%      |
| <b>YTD</b>       | 1.0%                        | 0.2%                 | (1.7%)                        | 0.6%      |
| <b>QTD</b>       | 1.0%                        | 0.2%                 | (1.7%)                        | 0.6%      |

| Calendar<br>Year | Pure Gross<br>(Before Fees) | Net*<br>(After Fees) | Benchmark<br>(20stock/80bond) | Inflation | Difference<br>(Gross-Bchmk) | No. of<br>Portfolios | Composite<br>Assets (000s) | Total Firm<br>Assets (000s) | Composite<br>3yr Std Dev | Benchmark<br>3yr Std Dev | Composite<br>Dispersion |
|------------------|-----------------------------|----------------------|-------------------------------|-----------|-----------------------------|----------------------|----------------------------|-----------------------------|--------------------------|--------------------------|-------------------------|
| <b>2018</b>      | (2.6%)                      | (5.5%)               | (0.7%)                        | 2.0%      | (1.9%)                      | 1                    | \$448                      | \$5,486,737                 | N/A                      | N/A                      | N/A                     |
| <b>2019</b>      | 15.0%                       | 11.6%                | 13.3%                         | 1.6%      | 1.7%                        | 1                    | \$210                      | \$7,044,708                 | N/A                      | N/A                      | N/A                     |
| <b>2020</b>      | 19.6%                       | 16.1%                | 10.2%                         | 1.3%      | 9.4%                        | 1                    | \$242                      | \$6,889,798                 | 6.9%                     | 4.7%                     | N/A                     |

See disclosures on next page

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**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, 2019. 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 inceptioned on January 1, 2018, and the current Income Taxable–Plus Composite was created on July 1, 2019. 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. Gross returns are shown as supplemental information.

\*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. 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.

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.

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 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 is calculated monthly and consists of a blend of 20% S&P 500 and 80% ICE BofA U.S. Corporate, Government, and Mortgage Bond Index (Source: Bloomberg). 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% 2018, 0.1% 2019, 0.1% 2020.

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.