

# Core Retirement Portfolio



## *A Goals-Based Retirement Road Map*

February 2025

# The Challenge of Retirement Income Planning

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- Traditional retirement strategies may be ill-equipped to generate the growth and income needed throughout a retiree's lifetime.
- Retirees often may choose to segment their investment assets according to expected withdrawal dates with specific allocations to short-, intermediate-, and longer-term time frames. However, we feel this common approach does not factor in the reality of **potentially below-average fixed income yields over extended periods** coupled with heightened equity volatility that **can quickly erode assets**.
- Bond yields have risen from their historical lows which has improved their outlook and **increased the "cash flow."** However, bond yields (as measured by the 10-year U.S. Treasury bond) remain well below their longer-term 40- and 50-year historical averages. With expectations of continued volatility in the fixed income markets, we believe **an overweight towards equities is required** to fund an extended retirement period that could last 30 or more years.
- At EquityCompass, **we believe a more comprehensive and coordinated approach should be considered** that focuses on the needs of retirees to combine an investment strategy with an efficient withdrawal strategy.

# Rethinking Asset Allocation

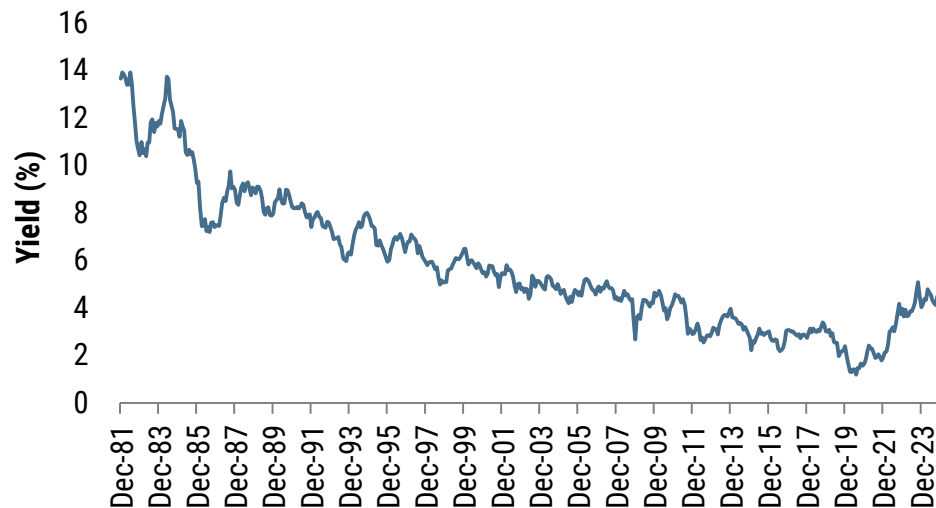
Traditionally, a portfolio of **50% bonds and 50% stocks** was considered a sensible first step in managing a retirement portfolio. Over time, as the retiree aged, a percentage of the stock allocation would be sold and reinvested in bonds.

That was yesterday.

Today, although bond yields have risen from their historical lows, the income return provided by bonds remains significantly lower compared to the late 1990s and early 2000s. With individual life expectancy on the rise, coupled with increasing longevity, retirees may need to overweight equities relative to fixed income.

## 30-Year U.S. Treasury Yield

12/31/1981 – 12/31/2024 | Source: Federal Reserve



# Longevity Risk



*How would you invest differently if you knew you would live to be 100?*

A married couple in good health, retiring at age 65, has a 46% chance that at least one spouse will live to the age of 95 – or 30 years.<sup>1</sup>

- Too often, when retirees attempt to estimate the length of time they will need a sustainable income stream, they default to life expectancy estimates, ignoring the **risk they could live longer**. Increasing the odds an individual could have a long retirement can also hasten the likelihood of running out of money.
- We believe a retirement portfolio offering a higher equity allocation relative to fixed income could be the best answer to help **compound growth essential to fund income withdrawals** over a 30-year period.

(1) Zumbrun, Josh, "You Might Live Longer Than You Think. Your Finances Might Not," *The Wall Street Journal*, February 10, 2023.

# A Goals-Based Investment Approach

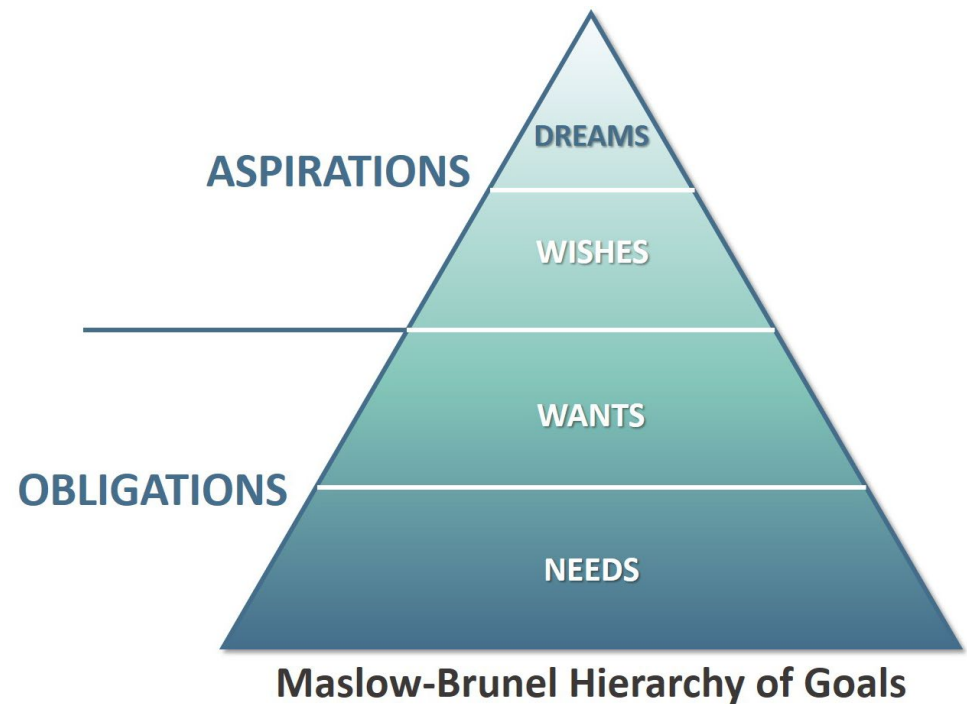
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- The goals-based investment approach **allocates assets to meet the paramount objective needed** to address income withdrawals over the long term. In goals-based investing, investors take advantage of the financial market returns in order to build and maintain wealth for future income needs.
- Goals-based investing differs from standard portfolio management applied during the wealth accumulation period, in that, success in retirement—the decumulation phase—is **measured by how well an investor is able to meet long-term financial goals not by how well investments perform against the market averages over the short term.**
- For many retirees, their greatest fear is not mortality but running out of money. Perhaps no goal is more important than being able to live financially independent.
- However, for retirees, goals-based investing is not just simply spending the wealth they have accumulated. It is more complex. **Goals-based investing recognizes a retiree has several different financial goals that will occur over different time horizons.**

# Hierarchy of Retirement Needs

In his book *Goals-Based Portfolio Theory*, Franklin J. Parker thoughtfully outlines the myriad of financial goals that are important to a retiree.<sup>2</sup> Parker begins by identifying the most important goals, what he calls *Obligation Goals*. These include the *Needs* for monthly income and the *Wants* to have enough income to cover unexpected expenses, medical and otherwise, along with hedging against longevity risk. For retirees, there is an increasing likelihood that life will persist well into their 90s, requiring an income stream to last 30 years or more.

In addition to obligation goals, Parker points out retirees also have *Aspirational Goals*. For many retirees there is a *Wish* to provide an inheritance for their children or perhaps money for their grandchildren's college savings account. To this, retirees also have *Dreams* to leave money for their favorite charity or endowment.



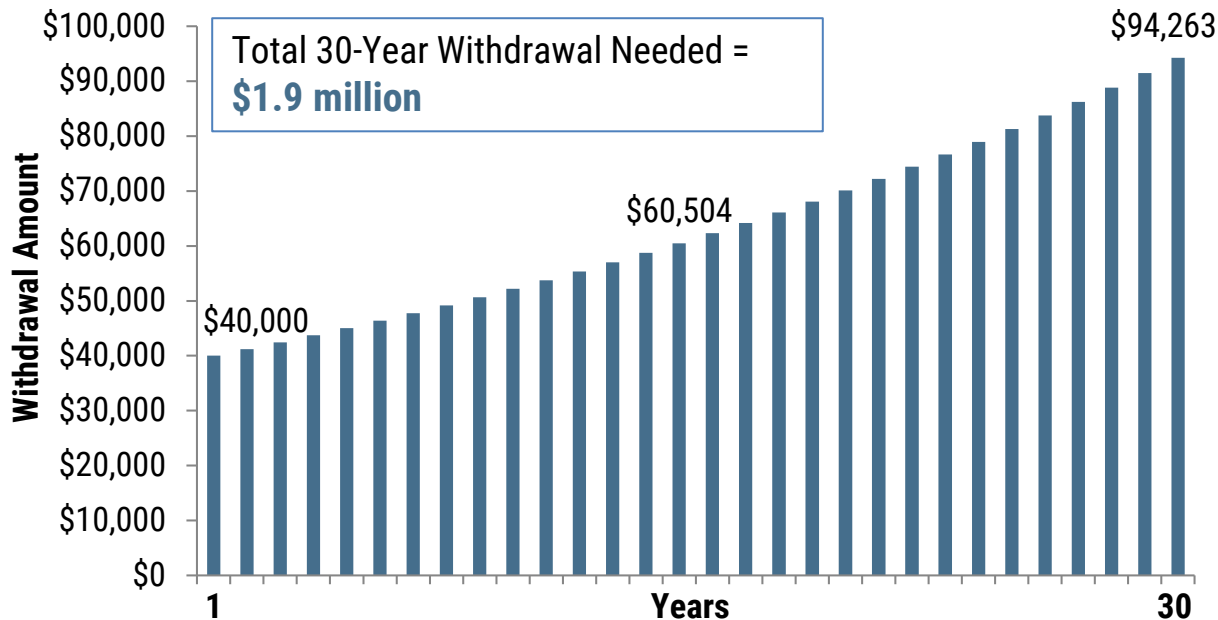
(2) Parker, Franklin J., *Goals-Based Portfolio Theory*, John Wiley & Sons: Hoboken, NJ, 2023, p. 16.

# Is The 4% Sustainable Withdrawal Rate Still Applicable?

**Question:** If you start with \$1 million, withdraw 4% the first year, and increase the withdrawal percentage by 3% every year, what is the total dollar amount of 30 years of annual withdrawals?

## Annual Withdrawal Example

\$1,000,000 initial investment, 4% initial withdrawal rate increases by 3% per year | Source: EquityCompass



**Answer: \$1.9 million.** Thus the initial \$1 million portfolio must generate an additional \$900,000 in future growth to pay the totality of all the annual withdrawals needed over 30 years. **Fixed income yields, although now adequate for current withdrawals, are lacking in the ability to provide income growth over time.** As such, an investment in common stocks is essential to pursue the growth needed for future withdrawals.

For illustrative purposes only. This hypothetical example does not reflect actual investment results, nor is it a guarantee of future results.

# Core Retirement Portfolio: A Holistic Investment Approach

The EquityCompass **Core Retirement Portfolio** is a holistic investment strategy that seeks to address the essential income needs for retirees by employing three distinct objectives.

- **Income** – Investing in quality, high dividend-paying stocks with the goal of helping to fund current withdrawals
- **Growth** – Investing in growth companies in an effort to provide capital appreciation to fund future withdrawals
- **Stability** – Investing in fixed income securities for the objectives of capital preservation and supplemental income, while employing a flexible asset allocation strategy designed to mitigate market volatility and enhance both income and growth when economic conditions are favorable



Any investment involves risks, including a possible loss of principal.



# Today, Tomorrow, and Beyond

The balance between **income for today** and **growth for tomorrow** continues to be CRP's governing mantra. It allows for exposure to areas of the market that can effectively perform even while other asset classes may be moving sideways. We believe the construct increases the probability of meeting both obligations and aspirations in the retirement years.



## Holistic

Seeks to address essential income needs by employing the three distinct investment objectives: (1) income, (2) growth, and (3) stability necessary to provide for a retirement that can last 30 years or more



## Balanced

Owens high dividend-paying value stocks as well as secularly-advantaged growth stocks enabling investors the opportunity to participate in the market's gains no matter the direction of the economy



## Flexible

Employs active management to allow for quick adjustments as conditions rapidly evolve to help mitigate risks and take advantage of market opportunities

There can be no guarantee that the portfolio's investment objectives will be met.

# Core Retirement Portfolio (CRP) Objective

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## **Seeks to generate income and growth to fund retirement income withdrawals**

- In an effort to address the financial challenges associated with increased longevity
- To help offset unfavorable market conditions and low interest rate scenarios

## **Equity allocation that focuses on quality, large cap stocks in the pursuit of income and growth with lower volatility that seeks to generate:**

- Current income through high dividend-paying stocks
- Future income by owning a diversified portfolio of quality, multinational growth stocks

## **Fixed income securities combined with a tactical asset allocation strategy is designed to provide stability for the portfolio, address longevity risk, and help to mitigate the impact of large stock market declines by reducing equity exposure**

- Constructed to be responsive to market conditions and longer-term trends with the ability to enhance both income and growth when economic conditions are favorable

There can be no guarantee that the portfolio's investment objectives will be met.

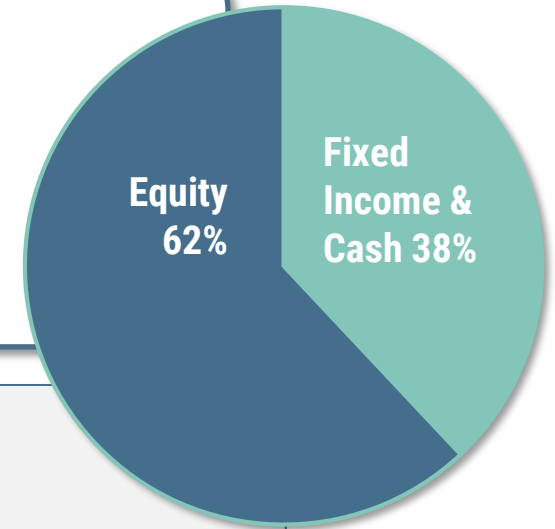
# Core Retirement Portfolio (CRP) Highlights

Target portfolio allocation is 75% Equity / 25% Fixed Income when conditions are favorable.

Equity exposure can be tactically adjusted based on fundamental and technical market signals.

Current target portfolio allocation (as of February 1, 2025):

**62% Equity / 38% Fixed Income & Cash**



- **Broad equity diversification**  
Approximately 50 stocks and two exchange-traded funds (ETFs) with exposure across all eleven sectors and market caps
- **Low turnover**  
Approximately 20% annually
- **Highly-experienced Portfolio Managers**  
Portfolio managers each average approximately 30 years of investment experience
- **Moderate risk profile**
  - Diversified by style, strategy, and objective
  - Tactical allocation can reduce equity exposure to approximately 52% when most defensive
- **Portfolio Weighted Average Yield: 2.8%\***

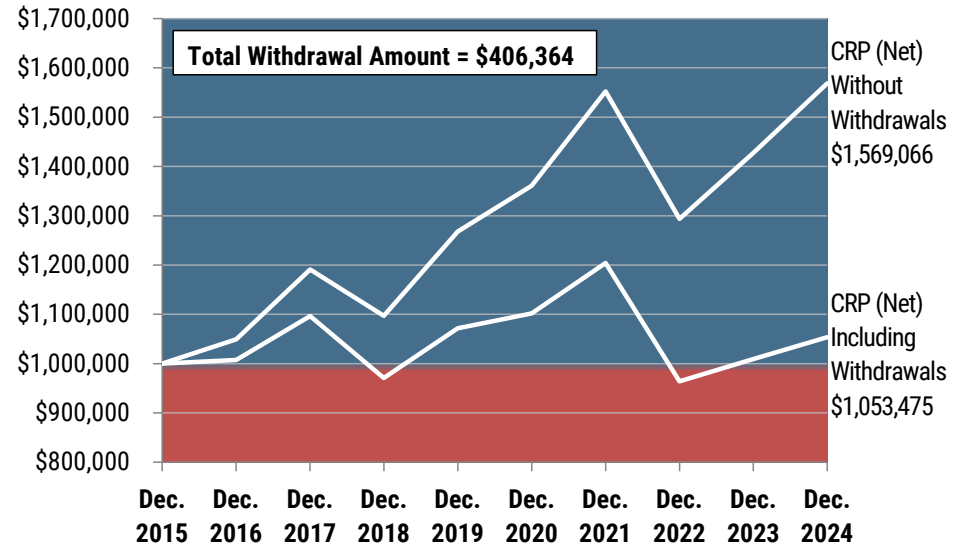
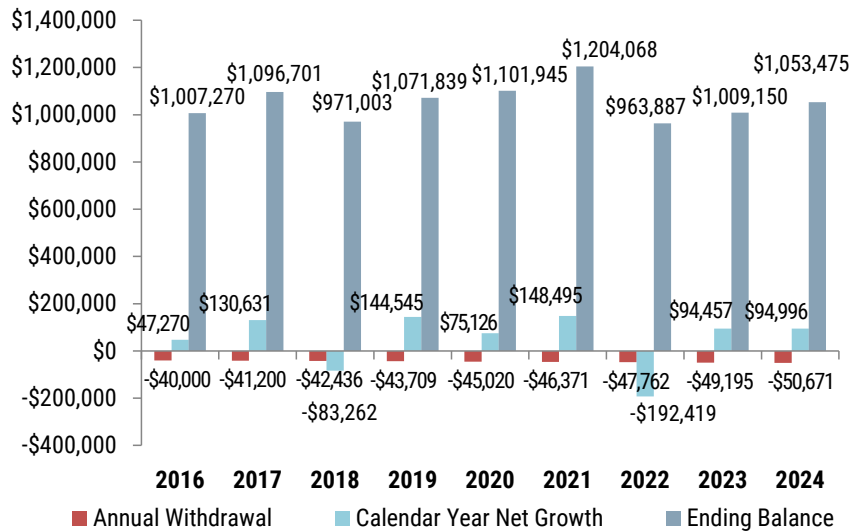
\*as of 1/31/2025

# Portfolio Growth During the Decumulation Phase

The adjacent charts illustrate growth of the portfolio over the last nine calendar years while assuming a hypothetical 4% withdrawal, growing at 3% per year, and factoring in a 3.00% maximum potential managed account fee. **With an initial investment of \$1 million at the beginning of 2016, this CRP account would have an ending value of \$1,053,475 at the end of 2024 and would have withdrawn \$406,364 over this nine-year period.**

It is important to note that in this situation the portfolio was able to withstand a bear market which saw stocks and bonds drop double digits in addition to a 7%+ annual deduction (4% distribution + 3% maximum total fee) over the course of nine years, and **the ending account value after calendar year 2022 barely dipped into the initial principal investment. This was achieved during a period where equity markets were frequently challenged in addition to the worst bond market returns in over 40 years.**

## Core Retirement Portfolio Calendar-Year Growth



The calendar-year growth chart presented above is for illustrative purposes only. Based on a \$1,000,000 initial investment at 1/1/2016 and assuming a hypothetical withdrawal of 4% at the beginning of each calendar year and increasing the initial withdrawal by 3% per year going forward. Growth shown net of 3.00% maximum managed account fee. Time Period: 1/1/2016–12/31/2024. The results shown above are hypothetical and, as such, are not representative of the actual returns of any EquityCompass nor are they a guarantee of future results. Individual account performance may differ due to, e.g., account size, cash flows, etc. Source: EquityCompass. \*Note: The 4% withdrawal rate is used for illustrative purposes and is not mandated by the strategy.

# Core Retirement Portfolio – Not Just For Retirement

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“Retirement” is clearly in the portfolio’s name and originated for that specific need, but the Core Retirement Portfolio can certainly apply beyond traditional retirement accounts.

## **There are numerous scenarios in which the Core Retirement Portfolio could provide a compelling solution for investors needing to take income withdrawals**

- Foundations and endowments that have defined distribution requirements
- Medical expenses and care relying on a consistent stream of income
- Ongoing nursing home or long-term care costs
- Life changes (i.e., widow/widower) in need of supplemental income
- Any long-term funding requiring sustainable income

The income withdrawal strategy can be customized according to an individual’s needs, and distributions can also be foregone, thus allowing the income and capital appreciation to compound until which time it is needed.

# 9-Year Anniversary Performance – As Expected Results

We continue to believe CRP's equity allocation—a barbell approach equally split between quality dividend-paying value stocks and some of the world's leading growth companies—provides a favorable balance for retirees who seek not only current income but growth of income throughout their retirement years.

CRP's fixed income allocation is high credit quality and active to provide reliable cash flow and ballast during periods of stock market volatility. The portfolio's fixed income and tactical equity prioritize stability and risk mitigation over return maximization.

+Benchmark = 25% S&P 500 Low Volatility High Dividend Index / 25% MSCI ACWI Index / 25% HFRI Equity Hedge Index / 25% Bloomberg U.S. Intermediate Aggregate Bond Index, rebalanced monthly.

Net returns reflect the deduction of the maximum managed account fee of 3.00% which includes the wrap sponsor fee and EquityCompass investment management fees. Actual fees may vary.

\*Portfolio inception November 1, 2015; Past performance should not and cannot be viewed as an indicator of future performance. Indices are unmanaged, do not reflect fees and expenses, and it is not possible to invest directly in an index. This information is supplemental to the GIPS performance presentation at the end of this document.

<b>Core Retirement Portfolio</b> As of 1/31/2025	<b>Gross</b>	<b>Benchmark<sup>†</sup></b>	<b>Net</b>
2025 YTD	2.69%	1.79%	1.94%
<b>Annualized Returns</b>			
1-Year	15.21%	14.52%	11.79%
2-Year	11.93%	9.85%	8.62%
3-Year	5.46%	5.40%	2.35%
4-Year	7.72%	6.50%	4.56%
5-Year	8.26%	7.16%	5.09%
6-Year	9.15%	7.51%	5.94%
7-Year	7.10%	6.13%	3.96%
8-Year	8.53%	6.97%	5.35%
9-Year	8.91%	7.74%	5.71%
<b>Calendar Year Returns</b>			
2024	13.29%	12.50%	9.91%
2023	13.65%	10.02%	10.33%
2022	-14.09%	-9.20%	-16.64%
2021	17.48%	13.35%	14.07%
2020	10.53%	7.72%	7.32%
2019	19.05%	16.91%	15.59%
2018	-5.08%	-5.26%	-7.90%
2017	16.95%	12.76%	13.52%
2016	8.14%	9.41%	4.92%
<b>Since Inception*</b>			
Cumulative Return	107.51%	89.15%	56.67%
Compounded Annual Return	8.21%	7.13%	4.97%

# Portfolio Management Team



**Robert G. Hagstrom, CFA**  
*Chief Investment Officer*  
*Senior Portfolio Manager*

Robert is Chief Investment Officer of EquityCompass Investment Management, LLC and Senior Portfolio Manager of the Global Leaders Portfolio. He joined EquityCompass in April 2014 and launched the Global Leaders Portfolio in July 2014. Robert was appointed Chief Investment Officer in March 2019. Robert has more than 40 years of investment experience. Prior to joining EquityCompass, for 14 years he was the Senior Portfolio Manager of the Growth Equity Strategy at Legg Mason Capital Management led by Bill Miller who was the portfolio manager of the Legg Mason Value Trust. Robert received “Honorable Mention” recognition in Morningstar’s Domestic-Stock Fund Manager of the Year in 2007 while with Legg Mason. § Robert is the author of seven investment books including The New York Times Best Seller, *The Warren Buffett Way*, widely considered the definitive book on investment approach and strategies of Warren Buffett. The book, now a Wiley Investment Classics, has sold over one million copies worldwide and is translated into 18 foreign languages.\* In addition, Robert wrote *The Warren Buffett Portfolio: Mastering the Power of the Focus Investment Strategy*, the first book to examine concentrated, low-turnover portfolio management. Robert also wrote *Investing: The Last Liberal Art*, a multi-discipline examination of investing and decision making. Robert earned his Bachelor’s and Master’s of Arts degrees from Villanova University. He is a Chartered Financial Analyst, a member of the CFA Institute, and the CFA Society of Philadelphia.



**Timothy M. McCann**  
*Senior Portfolio Manager*

Tim is a Senior Portfolio Manager for the Core Balanced Portfolio and the Equity Risk Management Strategy. He is also responsible for the firm’s extensive investment research and new product development. Tim joined the Legg Mason equity marketing department in 2002 as a quantitative analyst and arrived at Stifel as part of the acquisition of Legg Mason’s Capital Markets Group in December 2005. He led the efforts to develop, refine, and implement the EquityCompass proprietary quantitative models and rules-based investment strategies. He was appointed Portfolio Manager in 2006 and promoted to Senior Portfolio Manager in 2008 overseeing all EquityCompass multi-strategy portfolios. Previously, he worked for Morgan Stanley and UBS Securities (via PaineWebber) in various positions. Tim has a B.A. in business from The College of Notre Dame of Maryland.



**James DeMasi, CFA**  
*Senior Portfolio Manager*

Jim joined EquityCompass in July 2019 as a Senior Portfolio Manager for the Core Fixed Income Portfolio, Municipal Income Enhanced Portfolio, and co-manager of the High-Dividend Portfolio. Prior to joining the team, Jim served as the Chief Fixed Income Strategist at Stifel, Nicolaus & Company, Incorporated for 12 years. At Stifel, Jim created investment portfolio and risk management strategies for the firm’s institutional fixed income clients. He published several periodic strategy reports on the fixed income markets, including *Bond Market Weekly* and *Alpha Advisor*. Previously, he spent five years at Legg Mason as a fixed income strategist and 13 years at the Federal Deposit Insurance Corporation (FDIC) in bank supervision. His FDIC career included roles as a bank examiner, bond analyst, and senior capital markets specialist. Jim has a B.S.B.A. in Finance from West Virginia University. He is also a CFA charter holder and member of the Baltimore Security Analyst Society.

§ Established in 1988, the Morningstar Fund Manager of the Year award recognizes portfolio managers who demonstrate excellent investment skill and the courage to differ from the consensus to benefit investors. To qualify for the award, managers’ funds must have not only posted impressive returns for the year, but the managers also must have a record of delivering outstanding long-term performance and of aligning their interests with shareholders’. The Fund Manager of the Year award winners are chosen based on Morningstar’s proprietary research and in-depth evaluation by its fund analysts. For more information about Morningstar Awards, visit <https://go.morningstar.com/Morningstar-Awards>.

\* Source [www.wiley.com](http://www.wiley.com)

# About EquityCompass

*EquityCompass Investment Management, LLC (“EquityCompass”) is a Baltimore-based equity investment management team that provides portfolio strategies with respect to total assets over \$5.3 billion.<sup>1</sup>*

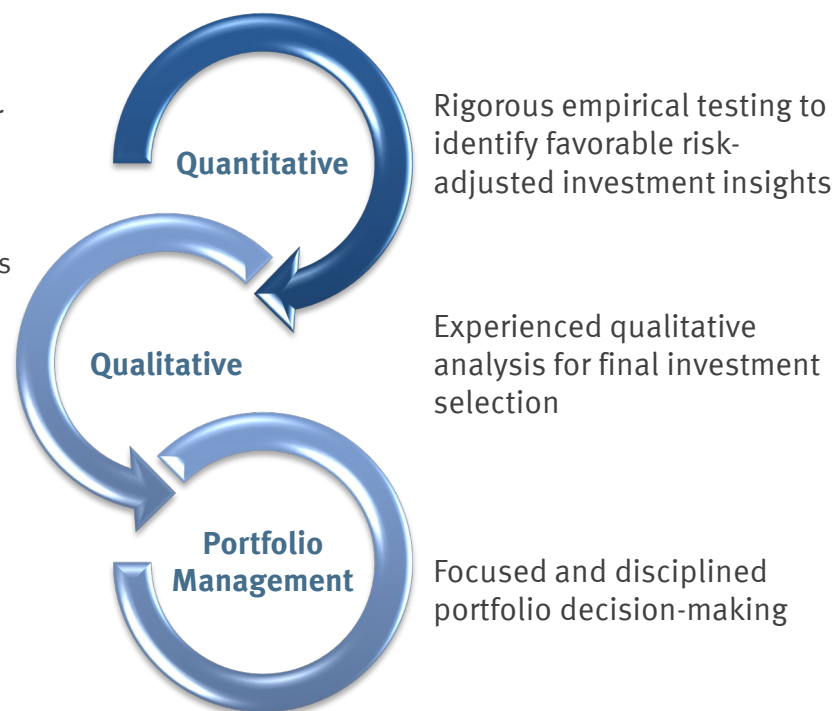
At EquityCompass, our mission as an asset management company is to provide investment solutions that address the needs of clients accumulating, protecting, and decumulating wealth. We aim to accomplish these goals with an organization culture that prizes intellectual honesty, open dialogue among colleagues, and a commitment to continually improve ourselves and the investment process.

## Extensive Investment Experience

- The investment team led by Chris Mutascio, Senior Managing Director and Robert Hagstrom, CFA Chief Investment Officer represents deep industry experience in security analysis, capital markets, and portfolio management
- Average Senior Portfolio Manager industry experience of over 25 years
- Publishing investment research since 2001
- Offering investment portfolios on the Stifel platform since 2006

## Research-Driven, Risk-Managed Portfolio Strategies

- Incorporates fundamental, technical, and behavioral insights evolving from original research by EquityCompass professionals
- Portfolios are designed to maximize expected returns by focusing on stock selection while incorporating rigorous risk management strategies
- The investment team collaborates to leverage ideas, research, and expertise in making investment decisions on all strategies



(1) Total assets combines both Assets Under Management and Assets Under Advisement as of January 31, 2025. Assets Under Management represents the aggregate fair value of all discretionary and non-discretionary assets, including fee paying and non-fee paying portfolios. Assets Under Advisement represent advisory-only assets where the firm provides a model portfolio and does not have trading authority over the assets.



# Investment Performance Disclosures

## CORE RETIREMENT PORTFOLIO WRAP COMPOSITE (11/01/2015 - 12/31/2023)

Year-End	Gross-of-Fees Return†	Net-of-Fees Return**	Custom Benchmark Return	Composite 3 Yr. Ex Post Std. Dev.	Custom Benchmark 3 Yr. Ex Post Std. Deviation	Composite Number of Portfolios	Internal Dispersion	Portfolios With Bundled Fees	Composite Assets (USD Mil.)	Strategy Assets (USD Mil.)†	Firm & Advisory Assets (USD Mil.)
2015 §	-1.6%	-2.1%	-0.8%	N/A	N/A	24	N/A	100%	\$9	\$9	\$2,217
2016	8.1%	4.9%	9.4%	N/A	N/A	849	0.1%	100%	\$404	\$455	\$2,714
2017	16.9%	13.5%	12.8%	N/A	N/A	<6	N/A	100%	\$1	\$1,066	\$3,785
2018	-5.1%	-7.9%	-5.3%	7.3%	6.5%	<6	N/A	100%	\$1	\$1,269	\$3,831
2019	19.1%	15.6%	16.9%	8.2%	7.2%	<6	N/A	100%	\$1	\$1,552	\$4,294
2020	10.5%	7.3%	7.7%	13.2%	12.4%	<6	N/A	100%	\$11	\$1,528	\$4,012
2021	17.5%	14.0%	13.3%	12.5%	11.7%	18	0.1%	100%	\$14	\$1,908	\$5,038
2022	-14.1%	-16.6%	-9.2%	15.1%	13.4%	21	0.2%	100%	\$11	\$1,592	\$4,469
2023	13.6%	10.3%	10.0%	12.9%	10.7%	30	0.1%	100%	\$17	\$1,685	\$4,707

\* Supplemental information. Please see Fees section for details. \*\* Net returns are calculated by subtracting the highest applicable wrap fee (3.00% on an annual basis) from the gross composite return. † Supplemental Information. § Returns are for the period 11/01/2015 through 12/31/2015.

EquityCompass Investment Management, LLC ("EquityCompass") claims compliance with the Global Investment Performance Standards ("GIPS®") and has prepared and presented this report in compliance with the GIPS standards. EquityCompass has been independently verified for the periods 06/01/2014-12/31/2023. 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 and pooled fund 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.

### Definition of the Firm

EquityCompass is registered as an investment adviser with the Securities and Exchange Commission. The firm provides a broad range of investment strategies to individuals, financial intermediaries, and institutions in the United States. EquityCompass, a wholly owned subsidiary of Stifel Financial Corp., was organized as an entity in 2007, and has been registered with the SEC since May 5, 2008. SEC Registration does not imply a certain level of skill or training. Please refer to the firm's ADV Part 2 for additional disclosures regarding the firm and its practices. To obtain a GIPS Report or a list of our composite descriptions and/or policies for valuing investments, calculating performance, and preparing GIPS reports, please call (443) 224-1231 or send an e-mail to info@equitycompass.com.

### Composite Description

The performance results displayed herein represent the investment performance record for the Core Retirement Portfolio Wrap Composite. The composite includes wrap and non-wrap accounts that are invested in the composite strategy and managed on a discretionary basis by EquityCompass. Core Retirement Portfolio strategy is an actively managed, integrated multi-strategy approach that seeks to address retirement needs by providing income, capital appreciation, stability, and risk management. It is available in wrap fee programs through third-party intermediaries (each, a "Sponsor") that have engaged EquityCompass to manage client accounts on a discretionary basis or to provide non-discretionary investment recommendations in the form of model portfolios. The composite was created in January 2017 and the inception date is November 1, 2015. A sub-advisor was used to manage the strategy's fixed income allocation from the composite's inception until 12/31/2018.

# Investment Performance Disclosures

## Benchmark Description

The composite uses a custom benchmark comprising 25% S&P 500 Low Volatility High Dividend Index / 25% MSCI ACWI Index / 25% HFRI Equity Hedge Index / 25% Bloomberg U.S. Intermediate Aggregate Bond Index, rebalanced monthly. As of 10/1/2022, the benchmark composition was retroactively changed for all presented periods. The S&P 500 Low Volatility High Dividend Index measures the performance of the 50 least-volatile high dividend-yielding stocks in the S&P 500. The index is designed to serve as a benchmark for income-seeking investors in the U.S. equity market. MSCI ACWI Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed and emerging markets around the globe, including the United States. MSCI ACWI Index returns are presented net of withholding taxes. The HFRI Equity Hedge Index is a fund-weighted index of strategies that maintain positions both long and short in primarily equity and equity derivative securities. The Bloomberg U.S. Intermediate Aggregate Bond Index measures the performance of the U.S. investment-grade bond market while removing the longer maturity portions of the broad market benchmarks. The index invests in a wide spectrum of public, investment-grade, taxable, fixed income securities in the U.S. – including government, corporate, and international dollar-denominated bonds, as well as mortgage-backed and asset-backed securities, all with maturities of more than one year. All benchmark returns are shown on a total return basis and assume that all cash distributions, such as dividends, are reinvested. The volatility of the indices identified in this report may be materially different from the volatility of the model portfolios presented by EquityCompass. Indices are unmanaged, do not reflect fees and expenses, and are not available for direct investment.

## Fees

Gross-of-fees returns, are gross of portfolio management fees, custody fees and withholding taxes and net of all actual transaction costs in the case of non-wrap accounts and those wrap accounts traded by EquityCompass. If the wrap account trades are executed by the Sponsor, transaction costs are bundled with the wrap fee and therefore not deducted from gross-of-fee return calculation. Net returns are calculated by subtracting the highest applicable wrap fee (3.00% on an annual basis, or 0.75% quarterly) from the gross composite return. The EquityCompass management fee schedule per annum is 0.35% on up to 1,000,000, 0.32% on 1,000,000–2,500,000 million, 0.28% on 2,500,000–5,000,000, 0.25% on 5,000,000–10,000,000, and negotiable over 10,000,000. Clients are typically charged a wrap fee which includes, in addition to the manager fee, trading expenses, as well as custody and administrative fees. The wrap fee schedule varies by Sponsor, who will make it available upon request.

## Reporting Currency

Valuations are computed and performance reported in U.S. dollars (USD).

## Annualized Standard Deviation

The three-year annualized ex post standard deviation measures the variability of the monthly returns of the composite (gross-of-fee) and the benchmark over the preceding 36-month period; it is not presented for periods of less than three years.

## Internal Dispersion

Internal dispersion is calculated using the asset-weighted standard deviation of annual gross returns of all accounts that were in the composite for the entire year; it is not presented for periods less than one year or when there were fewer than five accounts in the composite for the entire year.

## Assets

Strategy Assets include all discretionary and non-discretionary accounts invested in the Core Retirement Portfolio strategy. Accounts that are excluded from the composite because of significant cash flows or for other reasons are also included in Strategy Assets. This is presented as supplemental information.

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Foreign investments are subject to risks not ordinarily associated with domestic investments, such as currency, economic and political risks, and different accounting standards. There are special considerations associated with international investing, including the risk of currency fluctuations and political and economic events. Investing in emerging markets may involve greater risk and volatility than investing in more developed countries. Due to their narrow focus, sector-based investments typically exhibit greater volatility and are generally associated with a high degree of risk. Changes in market conditions or a company's financial condition may impact the company's ability to continue to pay dividends. Companies may also choose to discontinue dividend payments. High-dividend paying stocks may carry elevated risks and companies may lower or discontinue dividends at any time. Fixed income investments are subject to market, market liquidity, issuer, investment style, interest rate, credit quality, and call risks, among other factors to varying degrees. Diversification and/or asset allocation does not ensure a profit or protect against loss. Any investment involves risks, including a possible loss of principal. Rebalancing may have tax consequences, which should be discussed with your tax advisor.

***Exchange Traded Funds (ETFs) are subject to market risk, including the possible loss of principal, and may trade for less than their net asset value. ETFs trade like a stock, and there will be brokerage commissions associated with buying and selling exchange traded funds unless trading occurs in a fee-based account. Investors should consider an ETF's investment objective, risks, charges, and expenses carefully before investing. The prospectus, which contains this and other important information, is available from your Financial Advisor and should be read carefully before investing.***

PAST PERFORMANCE CANNOT AND SHOULD NOT BE VIEWED AS AN INDICATOR OF FUTURE PERFORMANCE.

Additional Information Available Upon Request. Please contact your Stifel Financial Advisor.

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