

## HCM ILP ETF Conservative Overview

This model is similar to the ILP Balances with a greater weight to AGG, and lesser weighting to QQH and LGH. The AGG though iShares seeks to perform similar to Barclays U.S. Aggressive Bond Index. The ETF with iShares tends to invest at least 90% of its assets in component securities of its underlying index.

### About Howard Capital Management:

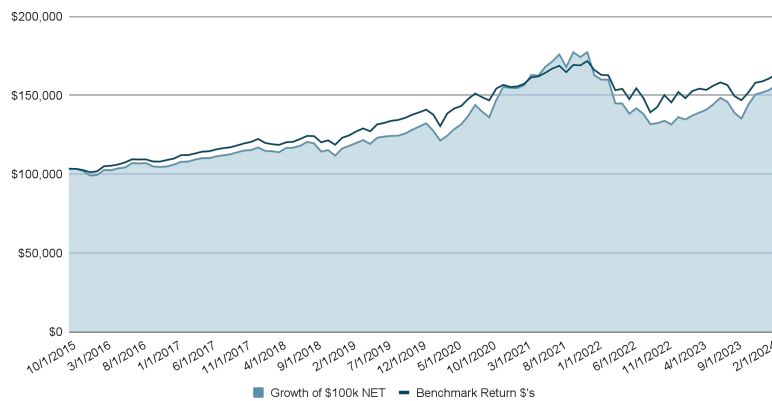
Howard Capital Management, Inc. (HCM) is a SEC-Registered Investment Advisory Firm founded by Vance Howard, which offers professional money management services to private clients, financial advisors, and registered investment advisors through a suite of separately managed accounts, retirement tools, self-directed brokerage accounts, proprietary mutual funds and ETFs. In an effort to help investors monitor changing market conditions, he developed the HCM-BuyLine®, a proprietary math-driven indicator, designed with the goal of reducing the impacts of emotional investment decisions.

## Portfolio Information & Statistics

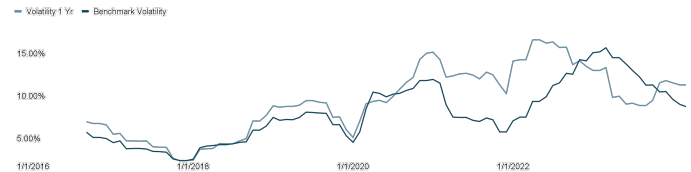
**Manager Name:** *Howard Capital Management*  
**Minimum Investment:** *\$1,000.00*  
**Benchmark:** *Balanced Blend (40/60)*  
**Fact Sheet Start Date:** *10/01/2015*

	<u>1 Year</u>	<u>3 Year</u>	<u>5 Year</u>
Rolling Win %:	82.42%	91.04%	100.00%
Sharpe Ratio:	2.5292	-0.9365	1.0398
Beta vs 40/60:	1.2534	1.0354	1.0627
Volatility:	0.1061	0.1246	0.1177

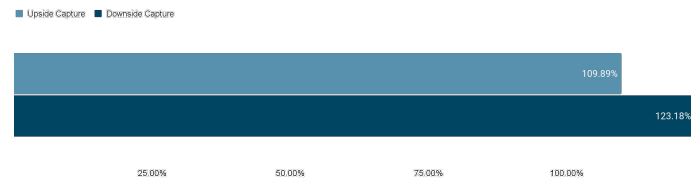
## Growth of \$100,000 *Net of Fees*



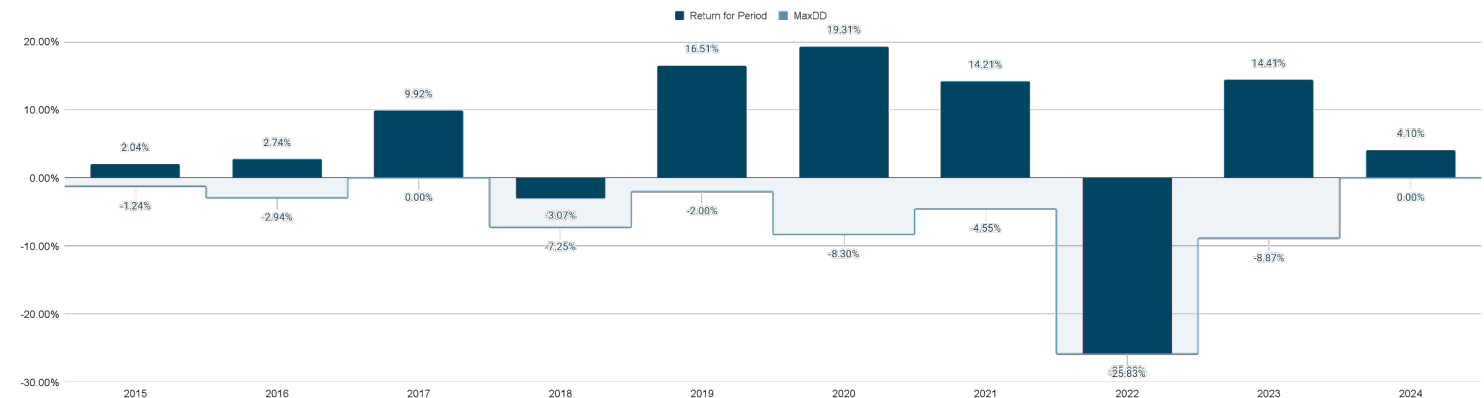
## Rolling Volatility



## Upside/Downside Capture



## Max Annual Drawdown and Annualized Performance *Net of Fees*



## Annual Performance Breakdown by Month Net of Fees

Month/Year ▲	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Return for Period
2015										3.17%	0.16%	-1.24%	2.04%
2016	-2.94%	0.31%	3.28%	-0.17%	1.15%	0.57%	2.65%	-0.21%	0.23%	-2.00%	-0.27%	0.30%	2.74%
2017	1.17%	1.62%	0.13%	1.19%	0.81%	0.03%	1.05%	0.56%	0.58%	1.14%	1.00%	0.27%	9.92%
2018	1.43%	-1.85%	-0.24%	-0.46%	2.34%	0.18%	0.97%	2.14%	-0.82%	-4.31%	0.81%	-3.04%	-3.07%
2019	4.09%	1.43%	1.51%	1.55%	-2.00%	3.30%	0.60%	0.39%	0.09%	1.09%	1.92%	1.58%	16.51%
2020	1.58%	-3.49%	-4.98%	2.60%	3.31%	2.38%	4.14%	5.03%	-2.98%	-2.54%	8.04%	5.67%	19.31%
2021	-0.41%	-0.05%	1.22%	4.13%	-0.29%	3.44%	2.07%	2.60%	-4.55%	5.60%	-1.73%	1.79%	14.21%
2022	-8.24%	-1.72%	0.01%	-9.42%	-0.10%	-4.41%	2.48%	-2.47%	-4.73%	0.45%	1.16%	-1.70%	-25.83%
2023	3.50%	-1.11%	1.87%	1.36%	1.35%	2.43%	2.83%	-1.67%	-4.72%	-2.72%	6.56%	4.46%	14.41%
2024	0.90%	1.01%	2.15%										4.10%

## Additional Portfolio Information

Total Periods:	193	Strategy <small>(Net of Fees)</small>	Benchmark <small>(Balanced Blend (40/60))</small>
Best Period Return:	15.75%	YTD Cumulative Return (%):	4.10%
Best Return Date:	11/1/2020	3 Month Cumulative Return (%):	3.17%
Worst Period Return:	-15.90%	12 Month Cumulative Return (%):	12.71%
Worst Return Date:	1/1/2022	24 Month Cumulative Return (%):	8.15%
Maximum Drawdown (Inception):	-25.83%	36 Month Cumulative Return (%):	-3.82%
Maximum Drawdown Date:	12/1/2022	60 Month Cumulative Return (%):	28.89%
			3.64%
			3.07%
			6.17%
			6.84%
			4.05%
			26.93%

## Terms and Definitions

Rolling Returns:	Rolling returns, also known as "rolling period returns" or "rolling time periods," are annualized average returns for a period, ending with the listed year. Rolling returns are useful for examining the behavior of returns for holding periods, similar to those actually experienced by investors.
Cumulative Returns:	A cumulative return on an investment is the aggregate amount that the investment has gained or lost over time, independent of the amount of time involved.
Maximum Drawdown:	A maximum drawdown (MDD) is the maximum observed loss from a peak to a trough of a portfolio, before a new peak is attained. Maximum drawdown is an indicator of downside risk over a specified time period.
Standard Deviation (Volatility):	Standard deviation is a basic mathematical concept that measures volatility in the market or the average amount by which individual data points differ from the mean. Simply put, standard deviation helps determine the spread of asset prices from their average price.
Beta:	Beta is a measure of the volatility—or systematic risk—of a portfolio compared to an index. Stocks with betas higher than 1.0 can be interpreted as more volatile than the index.
Sharpe:	The Sharpe ratio compares the return of an investment with its risk. It's a mathematical expression of the insight that excess returns over a period of time may signify more volatility and risk, rather than investing skill. The Sharpe ratio is one of the most widely used methods for measuring risk-adjusted relative returns. It compares a fund's historical or projected returns relative to an investment benchmark with the historical or expected variability of such returns.

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