



# **IFP STRATEGY REVIEW**

## **Q1 2023**

# Julex Capital Strategies

## Tactical Allocation Strategies Goal-Base Solutions

**Opportunistic 0-5 years TAA**

**Dynamic 6-10 years, Target Return  $\geq 5.5\%$**

**Dynamic 11-15 years, Target Return  $\geq 6.5\%$**

**Dynamic 16-20 years, Target Return  $\geq 7.5\%$**

**Dynamic 21+ years, Target Return  $\geq 8.5\%$**

## Strategic Allocation Quantitative Equity Strategies

**Concentrated ESG**

**Concentrated High Dividend**

**Concentrated Multi-Cap Value**

Recently  
added

# Dynamic Series Investment Objectives

## Investment Objective

- Maximize the probability of achieving the stated return or higher within the stated timeframe.
- Compared to other asset allocation schemes, GTAA offers the highest probability of reaching return goals if done correctly.

	Annualized Gross Investment Objective	Time Frame	Asset Allocation	Back Test Results* Annualized Return
Destination 5	8.5%	21+ years	100% GTAA	13.0%
Destination 4	7.5%	16-20 years	90% GTAA + 10% Bonds	12.1%
Destination 3	6.5%	11-15 years	80% GTAA + 20% Bonds	11.2%
Destination 2	5.5%	6-10 years	70% GTAA + 30% Bonds	10.3%

\*The performance results shown on this slide are HYPOTHETICAL based on modeled results and are gross before investment management fees. The back test period is Sep. 2003 – Dec. 2018. Please see Disclosures for more information..

# Investment Universe

## US SECTOR ETFs

Materials

Energy

Financial

Industrials

Technology

Consumer  
Staples

Consumer  
Discretionary

Utilities

Healthcare

Real Estate

Communications

Bank

Biotech

Internet

Software

Semiconductor

Large Cap  
Growth

Large Cap Value

Mid Cap Growth

Mid Cap Value

Small Cap  
Growth

Small Cap Value

US Large Cap

## COUNTRY ETFs

Australia

Sweden

Germany

Hong Kong

Italy

Japan

Switzerland

Netherlands

Spain

France

UK

Canada

Singapore

India

Taiwan

Mexico

Korea

Brazil

China

EM Income

EM Index

## FIXED INCOME ETFs

US Aggregate  
Bond

US TIPS

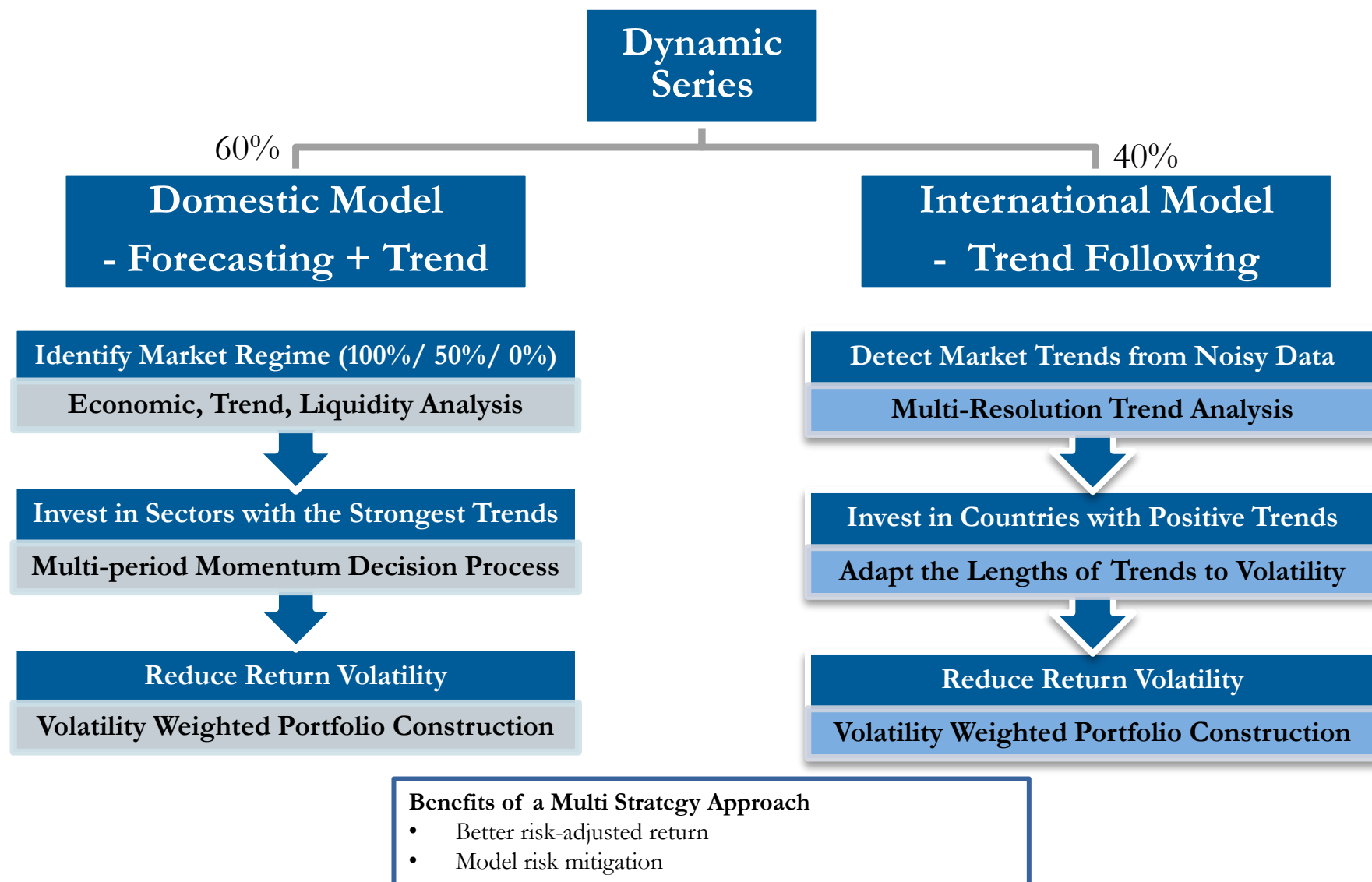
US Treasuries

US Long-Term  
Treasuries

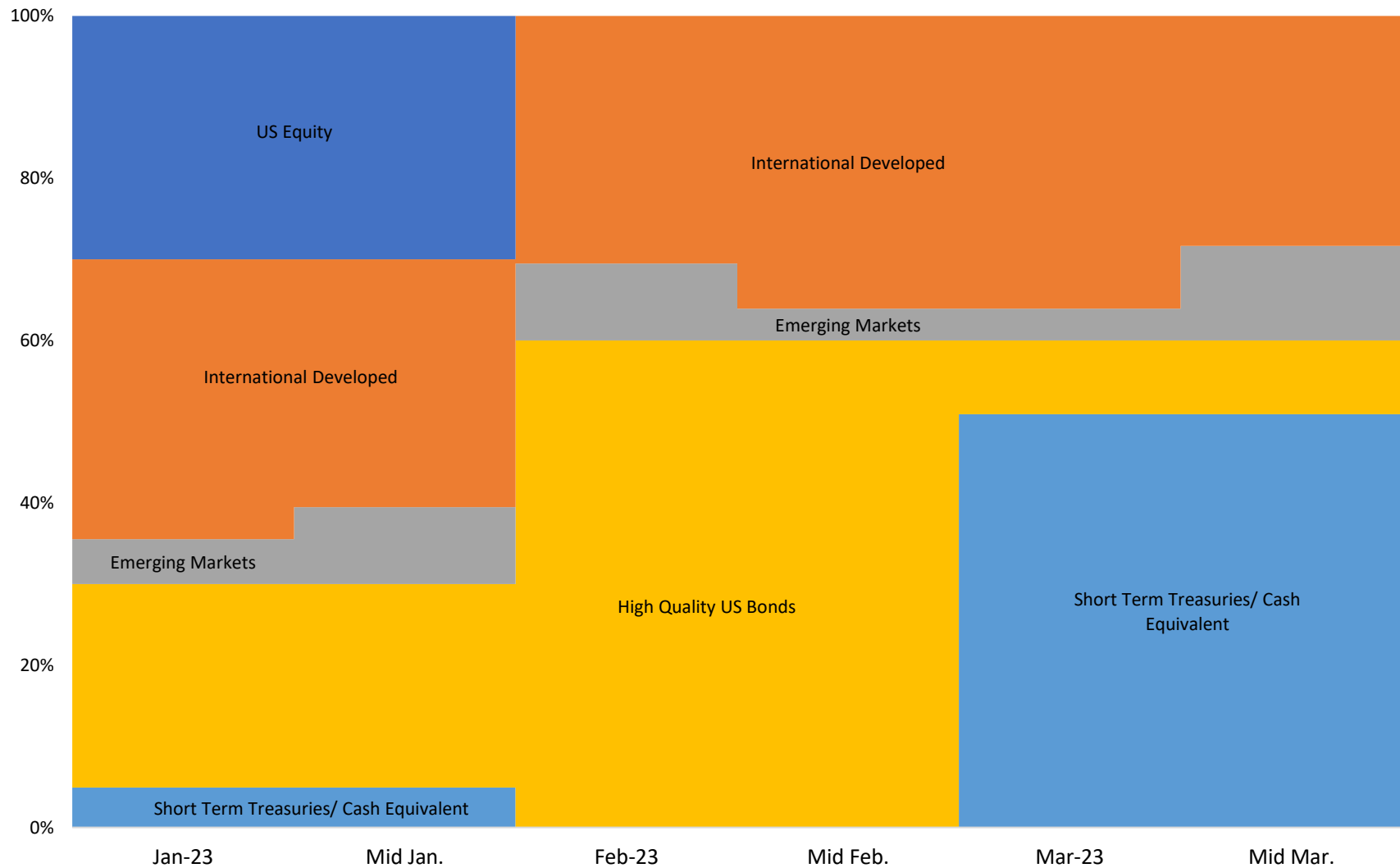
US Short Term  
Treasuries

Treasury Bills

# Equity Exposure - Robust Investment Approach

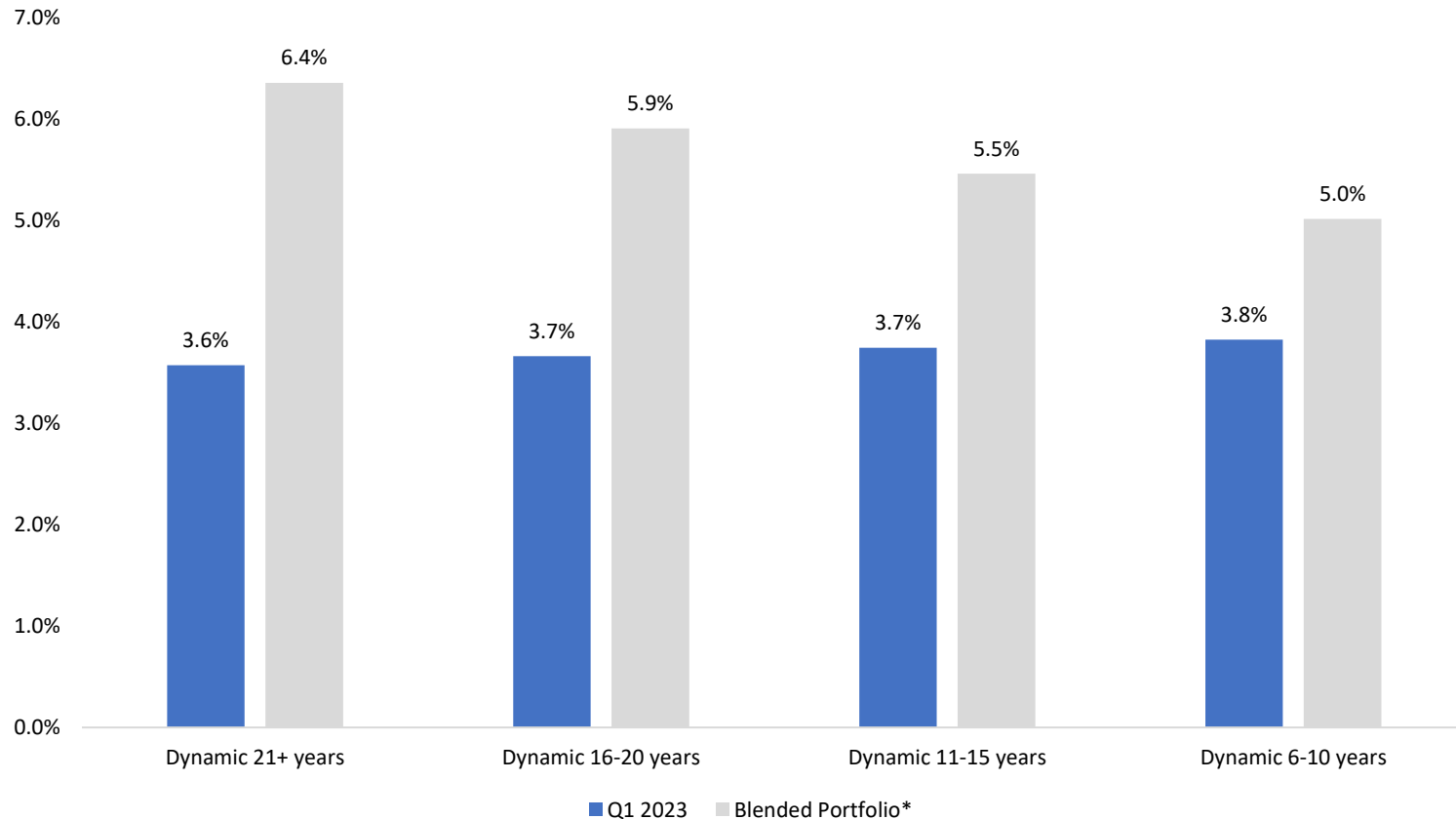


# Destination 5 (21+ Years) Asset Class Model Exposure –Q1 2023



Data Source: Julex Capital

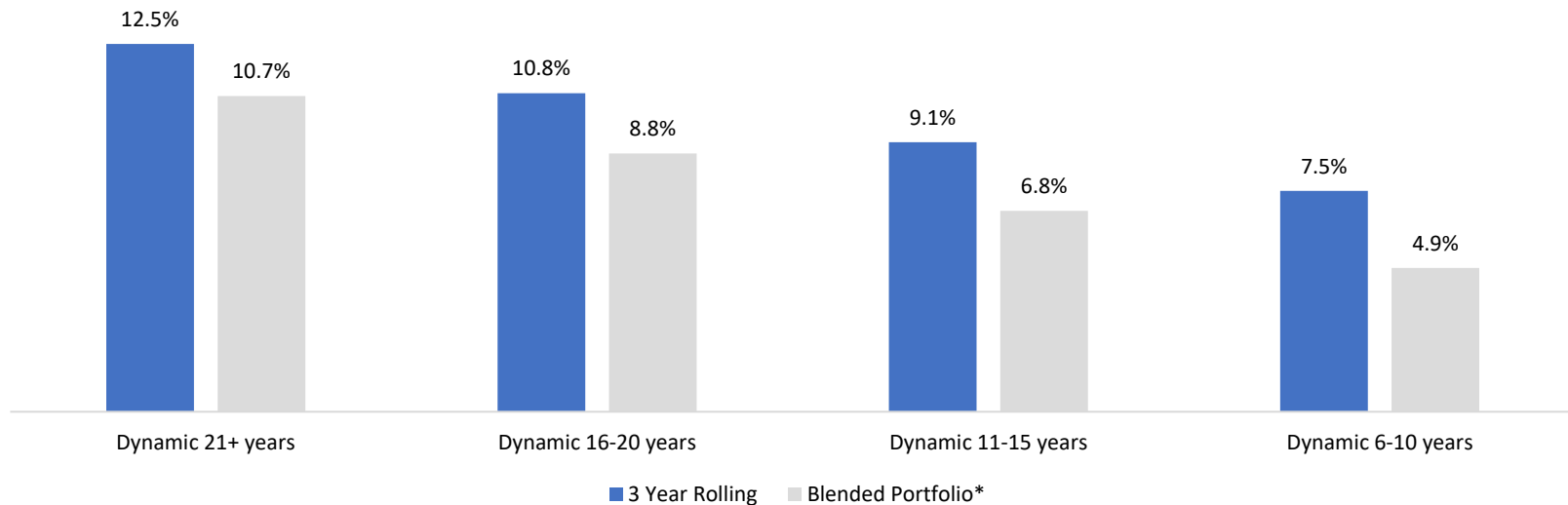
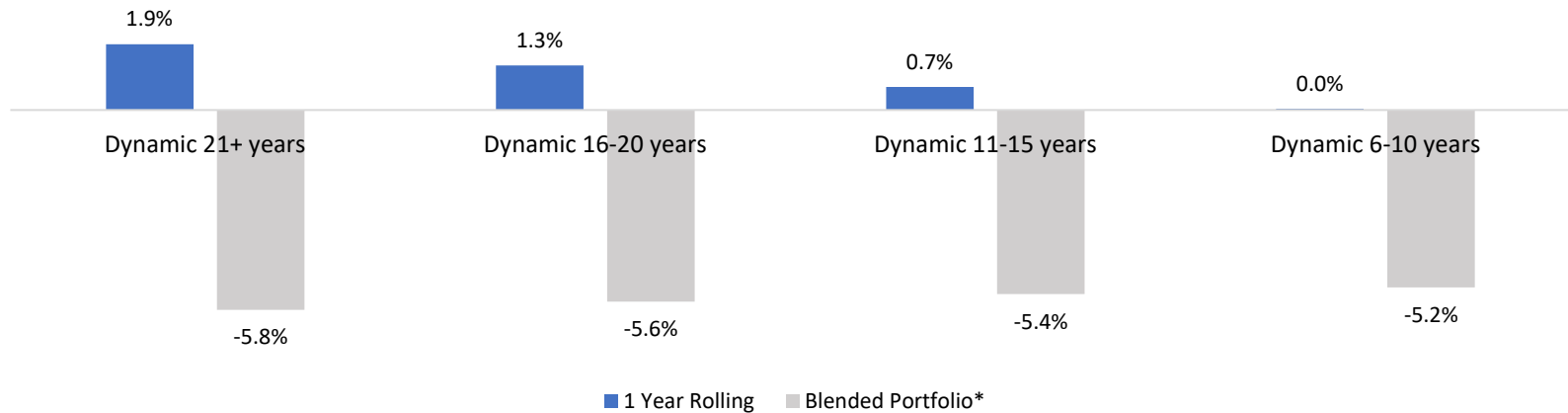
# Dynamic Series Model Performance (gross) Q1 2023



\*Platform performance may vary. Blended portfolio is MSCI World ETF (URTH) and AGG on a 70/30, 60/40, 50/50, and 40/60 basis, respectively.

Data Source: Julex Capital

# Dynamic Series Model Performance (gross) 1 & 3 Year Rolling



\*Platform performance may vary. Blended portfolio is MSCI World ETF (URTH) and AGG on a 70/30, 60/40, 50/50, and 40/60 basis, respectively.

Data Source: Julex Capital



## Opportunistic 0-5 Year TAA - Investment Universe

- Includes high income and high-quality bond ETFs
- Avoid High Income ETFs with negative 3-month momentum

### High Income Bonds

High Yield Bonds

Bank Loans

### High Quality Bonds

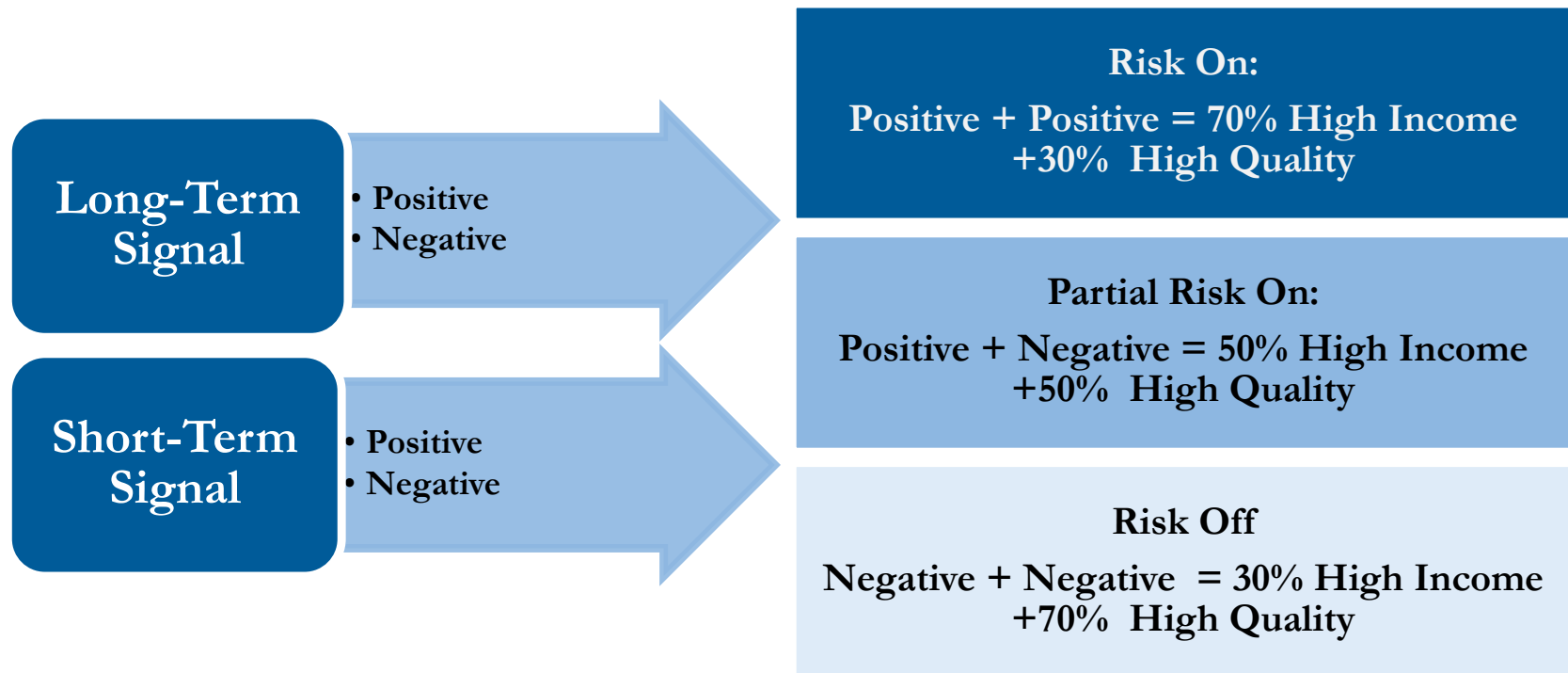
Treasuries

Mortgages

Cash/Cash Equivalents

## Adaptive Investment Approach

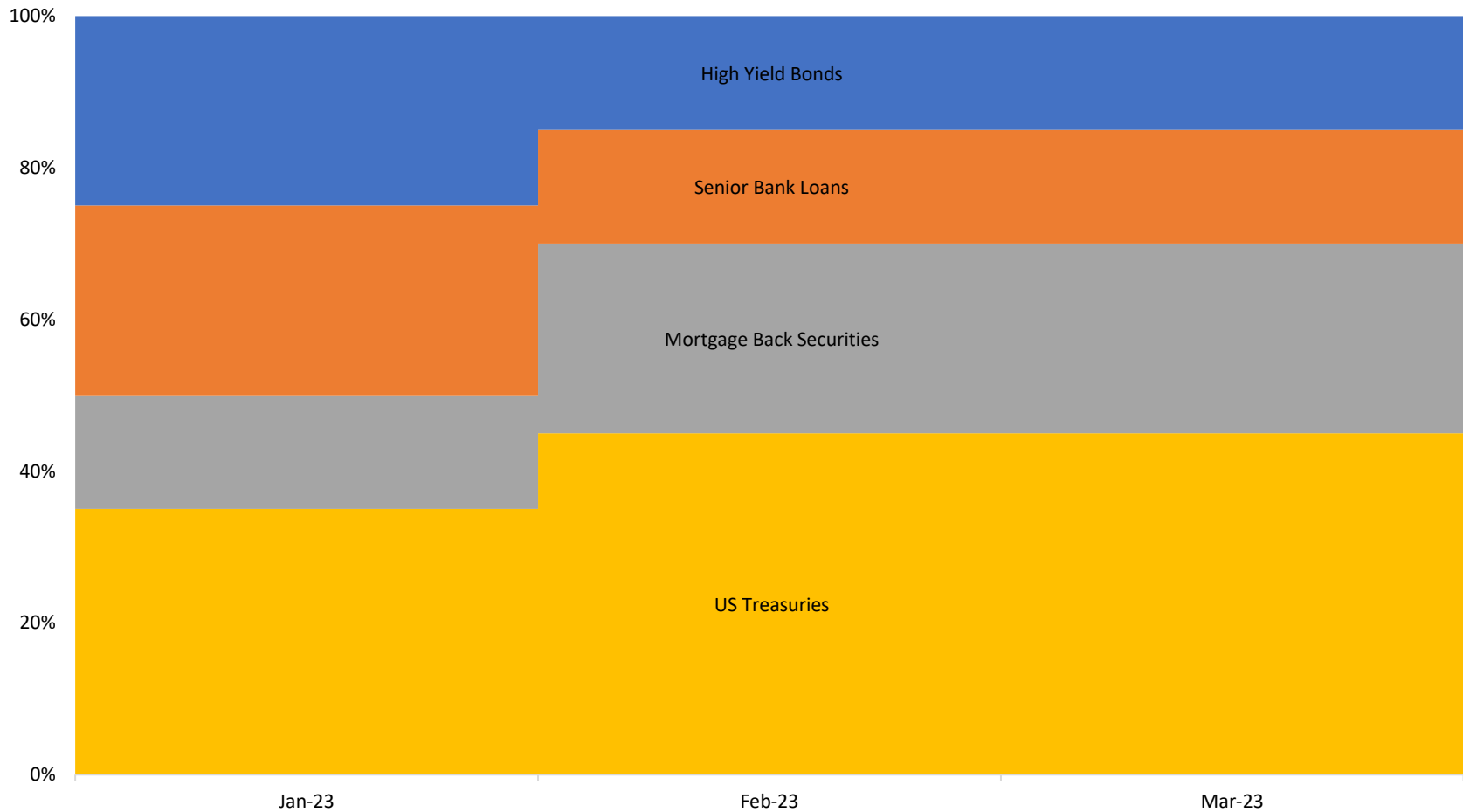
- Combining long-term trend with short-term positioning
- Economic, valuation and technical factors are considered in the model



# Q1 2023 Monthly Model Results

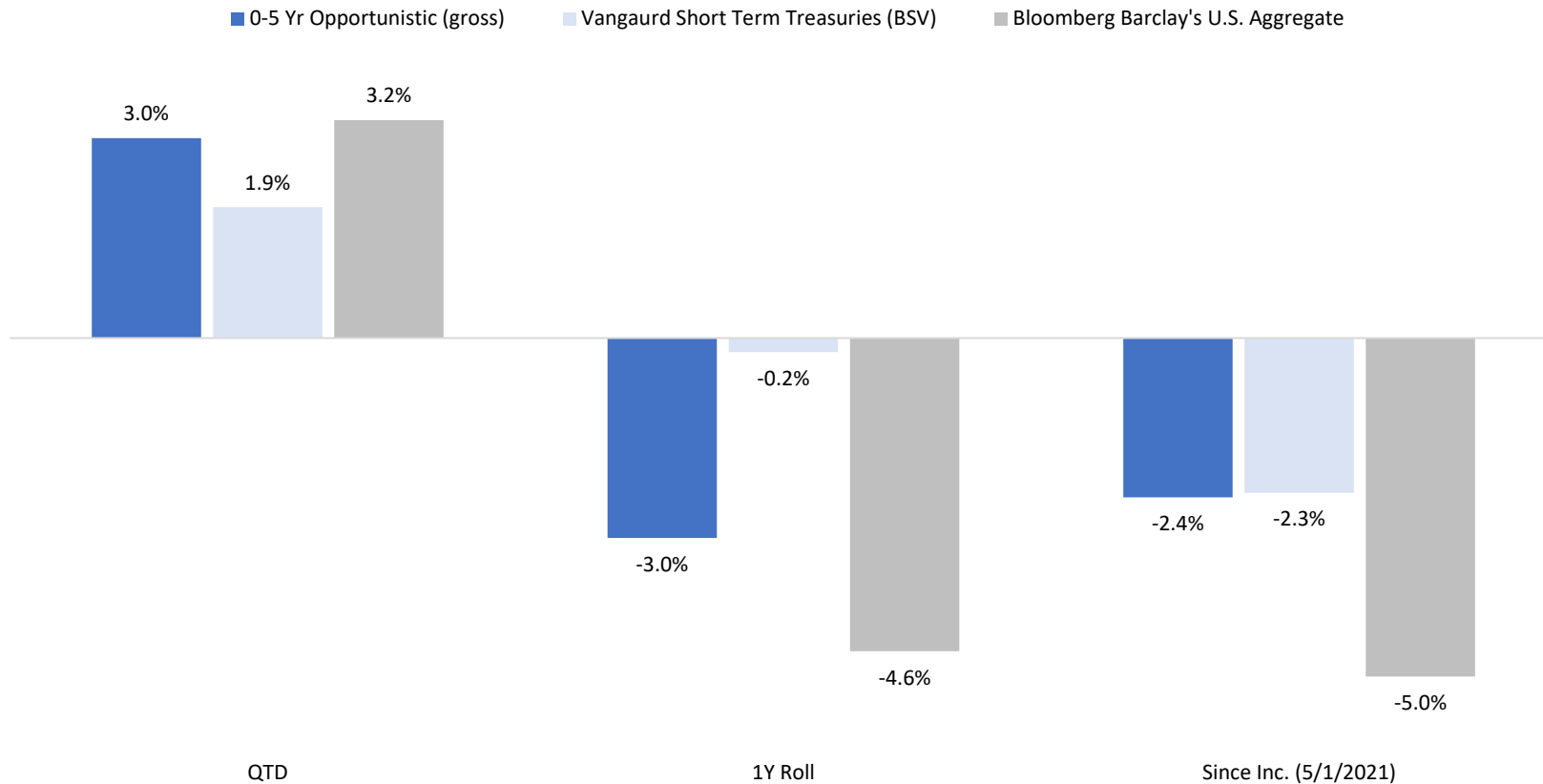
	January	February	March
Long Term Model	Negative	Negative	Negative
Short Term Model	Positive	Negative	Negative
Result	50% high income / 50 % high quality	30% high income/ 70% high quality	30% high income/ 70% high quality

# Opportunistic 0-5 Year TAA – Model Exposure – Q1 2023



Data Source: Julex Capital

# Opportunistic 0-5 Year TAA Composite Performance\* Q1 2023



\*Platform performance may vary due to trading and other expenses

Data Source: Julex Capital



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# CONCENTRATED EQUITY STRATEGIES

# Concentrated ESG Stock Strategy

## Large Cap Exposure

- Begin with the S&P 500 issuers
- Reduce to top 250 issuers with highest ESG rating (FTSE Russell)

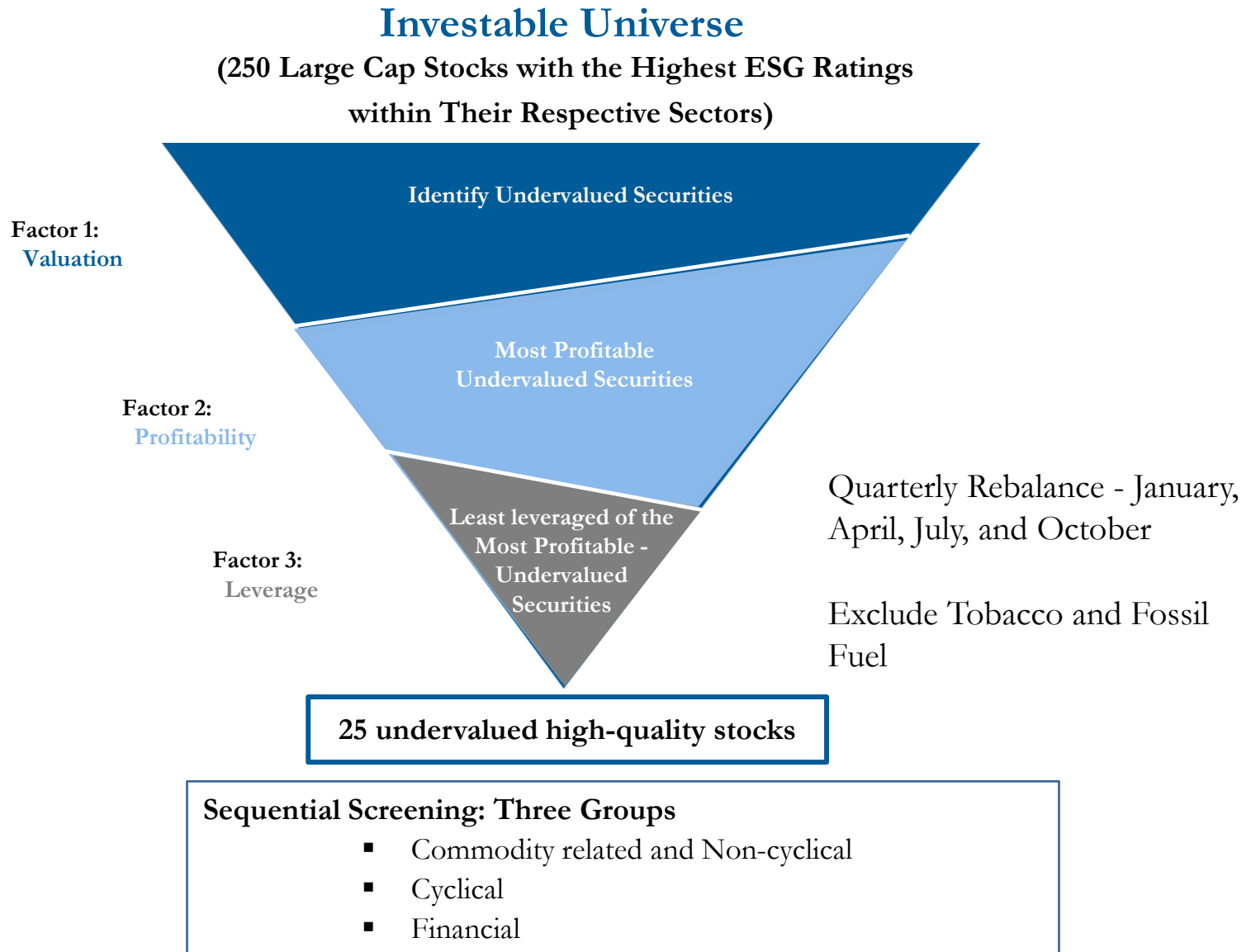
## Quantitative and Disciplined Approach

- Model driven investment process
- No emotional bias

## High Quality/Undervalued

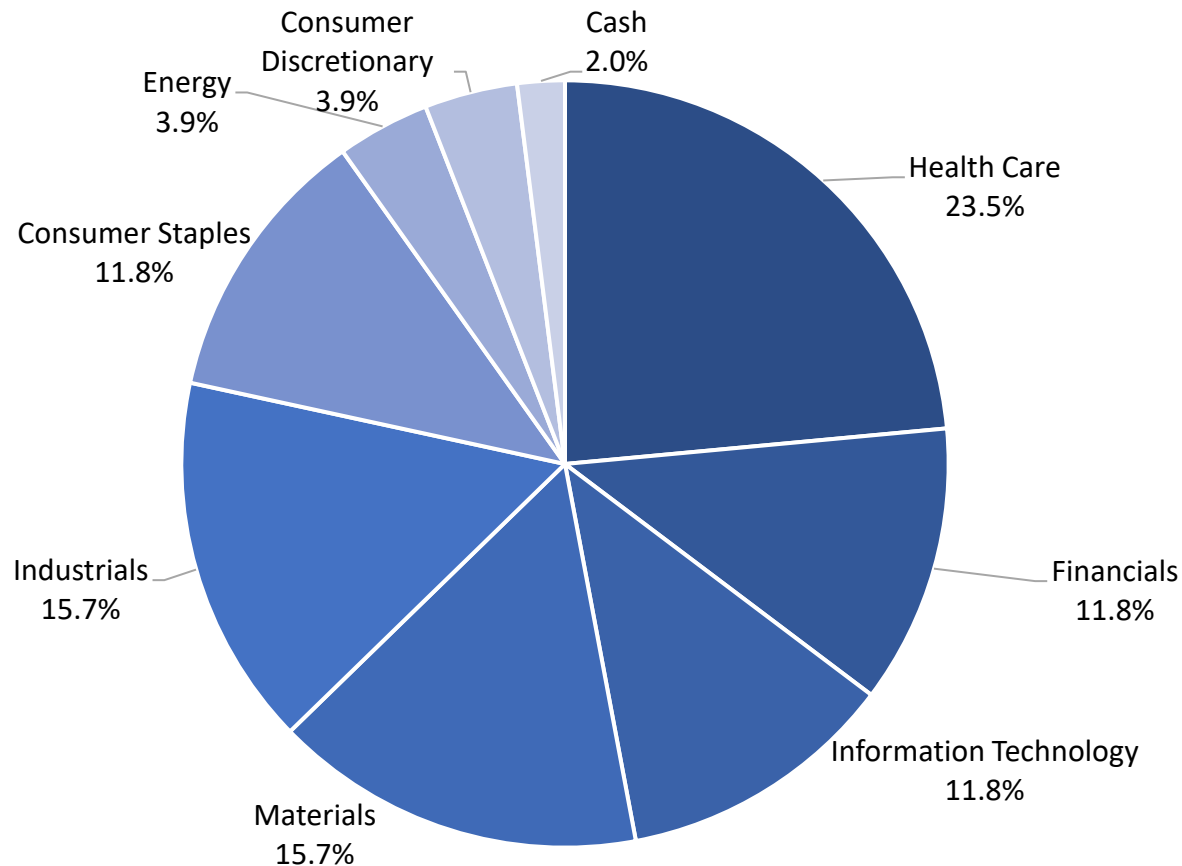
- Fundamentally undervalued issuers
- Good profitability
- Low leverage

# Concentrated ESG Stock Selection Model



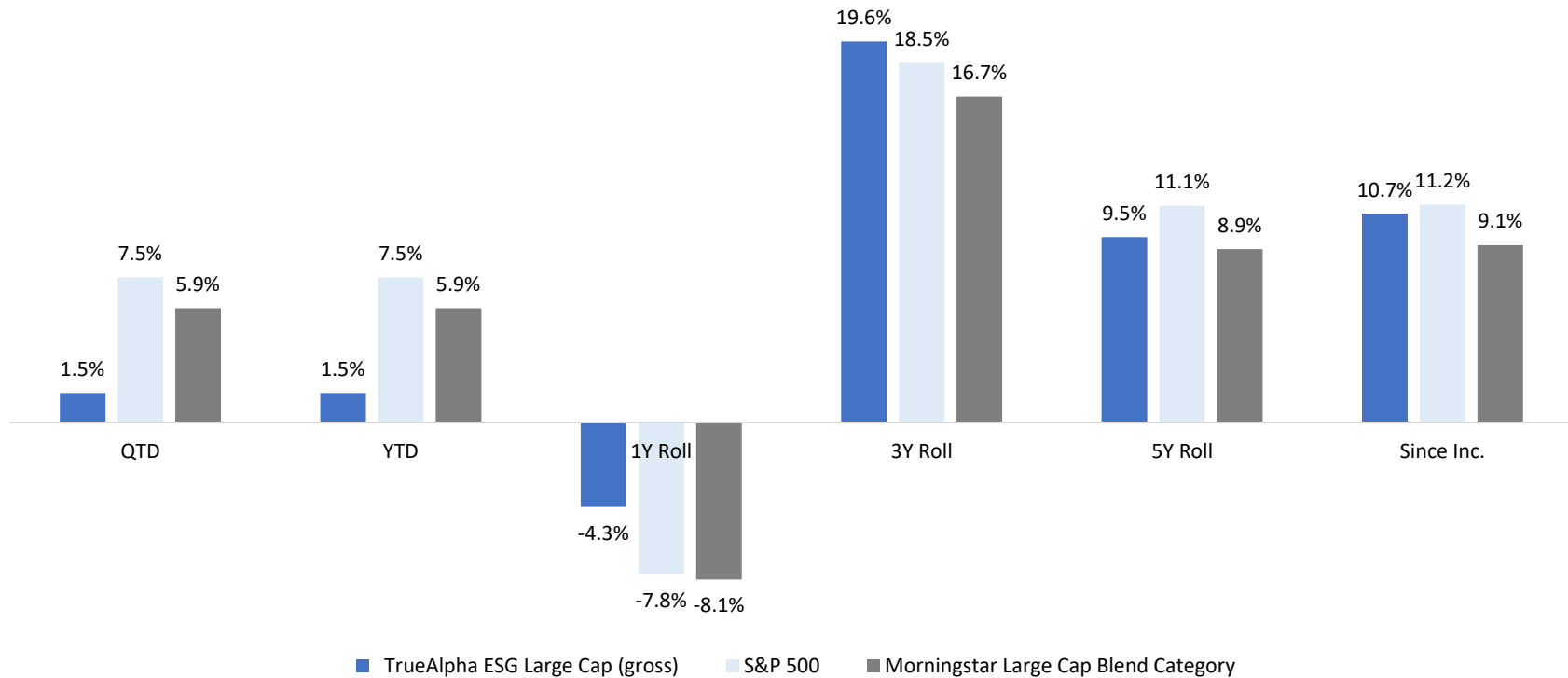


# Concentrated ESG Model Sector Exposure – Q1 2023



Data Source: Julex Capital

# Concentrated ESG Composite Performance\* Q1 2023



An underweight to Technology and an overweight to Health Care, along with the securities chosen in those sectors were the greatest contributors to the underperformance in Q1.

\*Platform performance may vary due to trading and other expenses

# Concentrated High Dividend Stock Strategy

## High Dividend & Excess Return

- Expected 4-5% dividend yield
- Outperform VYM – (high dividend ETF) over the long run
- Semi-Annual Rebalanced: Mar/Sep.

## Quantitative and Disciplined Approach

- Model driven investment process
- No emotional bias

## Robust and Consistent Factors

- Consistent dividend
- Quality companies

# Concentrated High Dividend Stock Selection Process

## Top 1500 Stocks Traded in the US

### Step 1: Dividend Consistency

- Positive dividend growth
- Payout ratio <1 (remove top 5% extreme payout ratio)
  - Free cash flow > 75% of dividend

### Step 2: Quality

- Remove bottom 50% of companies with lowest ROA
  - Remove companies with negative equity

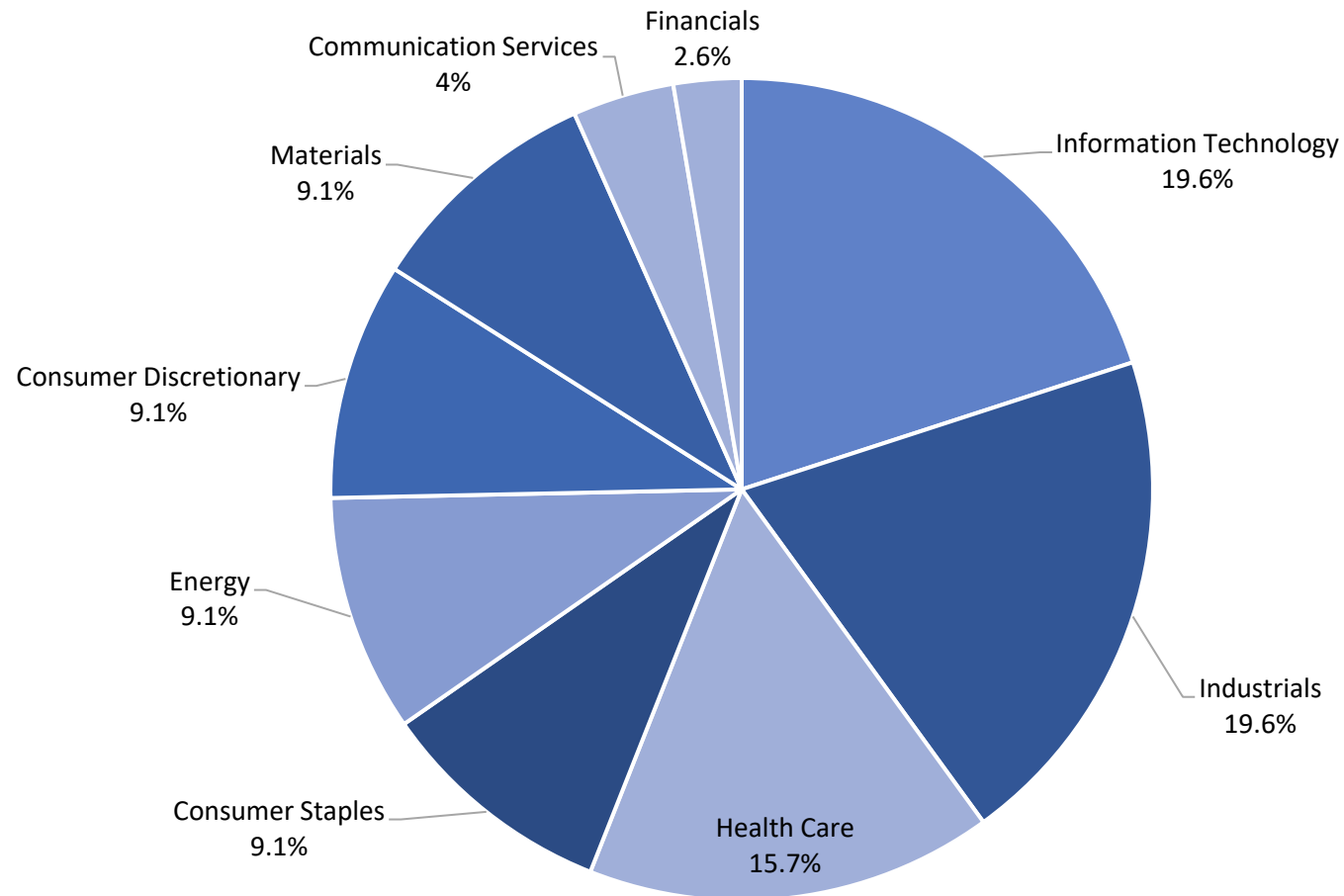
### Step 3: Price Momentum

- Remove 20% companies with the weakest price momentum
- Maximum 15 stocks in each sector
- Maximum 6 stocks in each industry
- Four Groups: Financial, Cyclical, non-cyclical and commodity-related
- Semi-annual rebalance (March and August)

**Select a portfolio of 25 stocks  
with the highest dividend scores**

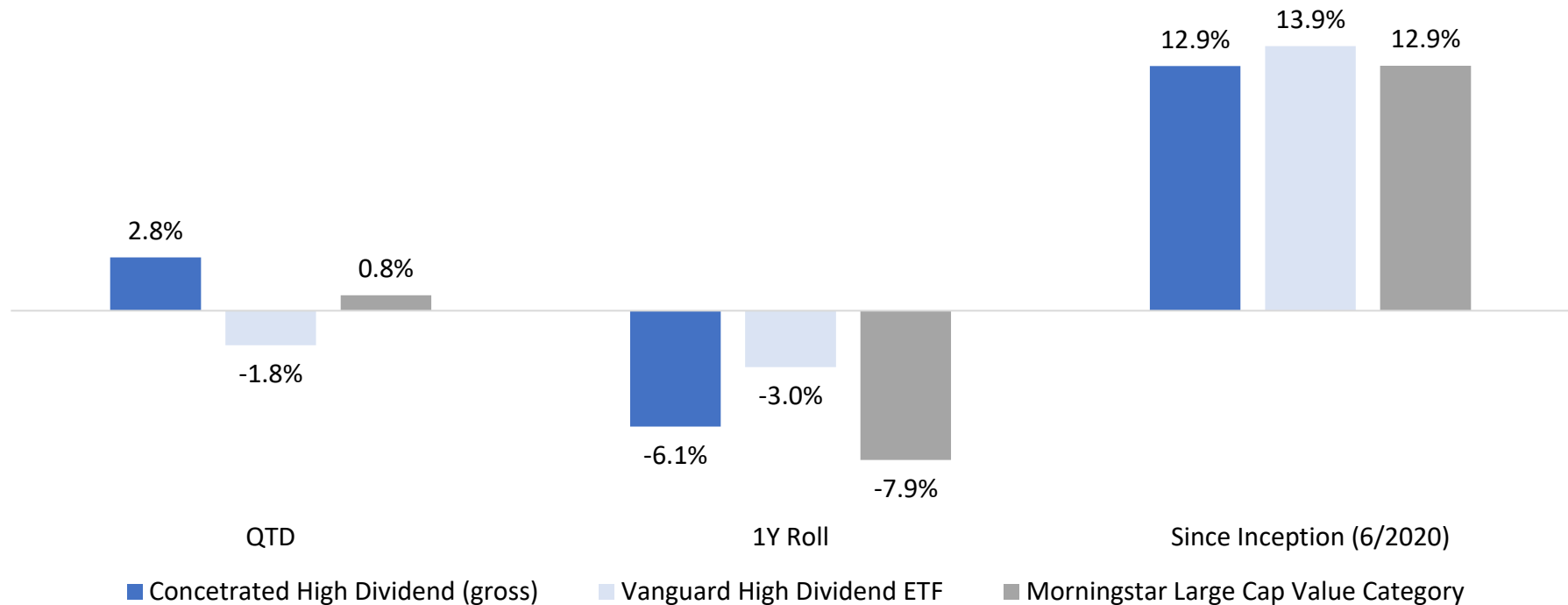
$$\begin{aligned} &\text{Dividend score} \\ &= (\text{universal ranking} \\ &+ \text{group ranking} + \text{sector ranking})/3 \end{aligned}$$

# Concentrated High Dividend Model Sector Exposure – Q1 2023



Data Source: Julex Capital

# Concentrated High Dividend Composite Performance\* Q1 2023



Security selection in Industrials and underweight to Financials were greatest contributors to the outperformance. An overweight and security selection in the Materials sector were equally valuable.

# Concentrated Multi-Cap Value Strategy

## High Probability of Achieving Investment Goals

- High probability of achieving 16-20 yr. investment horizon goal (7.4% ann. return)
- High probability of outperforming benchmark\*
- Turnover < 100%

## Quantitative and Disciplined Approach

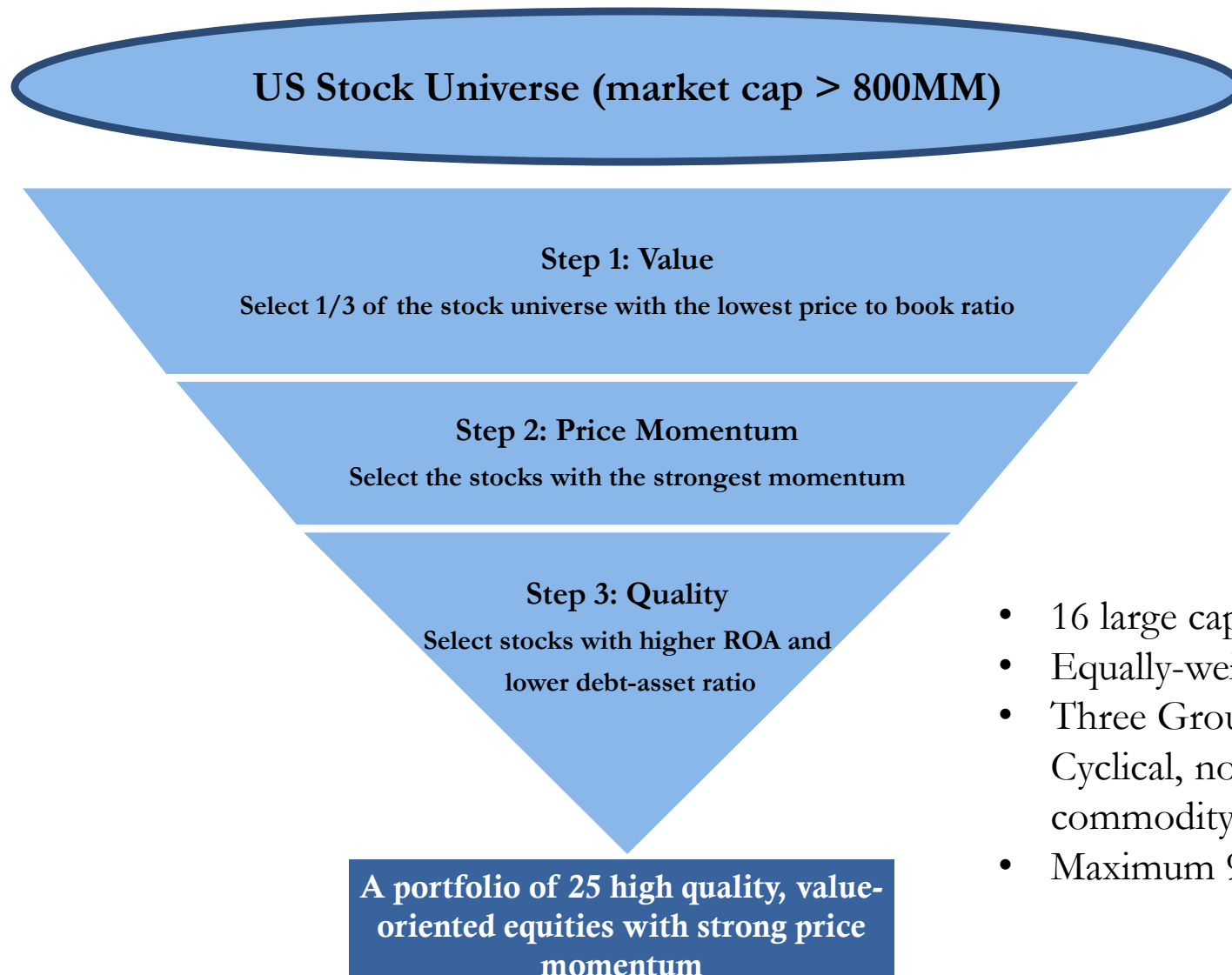
- Model driven investment process
- Quarterly stock portfolio update
- Monthly risk overlay to limit downside risk

## Robust and Consistent Factors

- Value factor: low price-to-book
- Momentum factor to avoid “value trap”
- Quality factors to avoid “zombies”

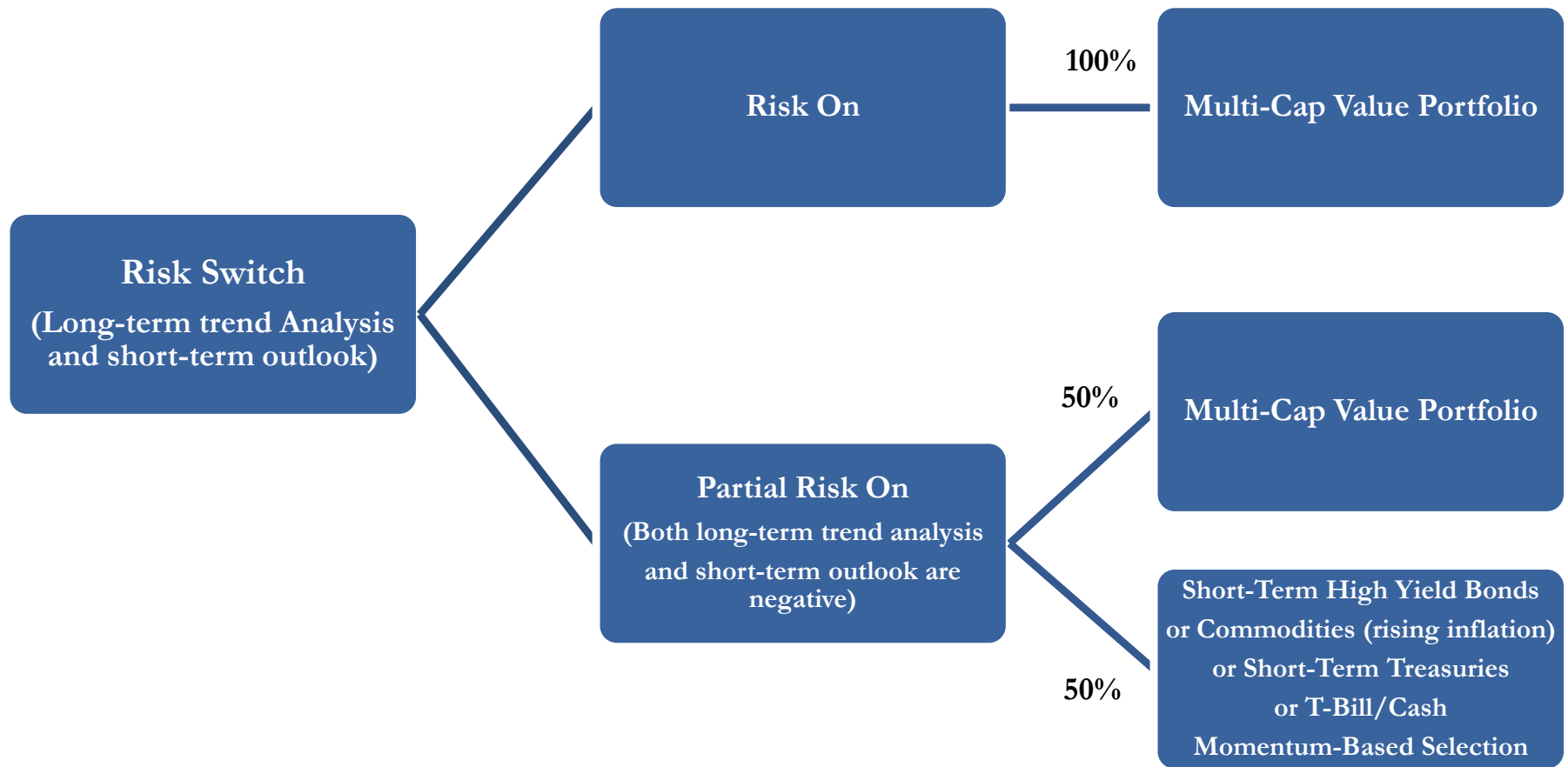
\* Benchmark: 65% Russell 1000 Value Index + 10% Russell 2000 Value Index + 24.1% Bloomberg US Bond Aggregate + 0.9% Bloomberg T-Bills (1-3month) Index

# Stock Selection Process



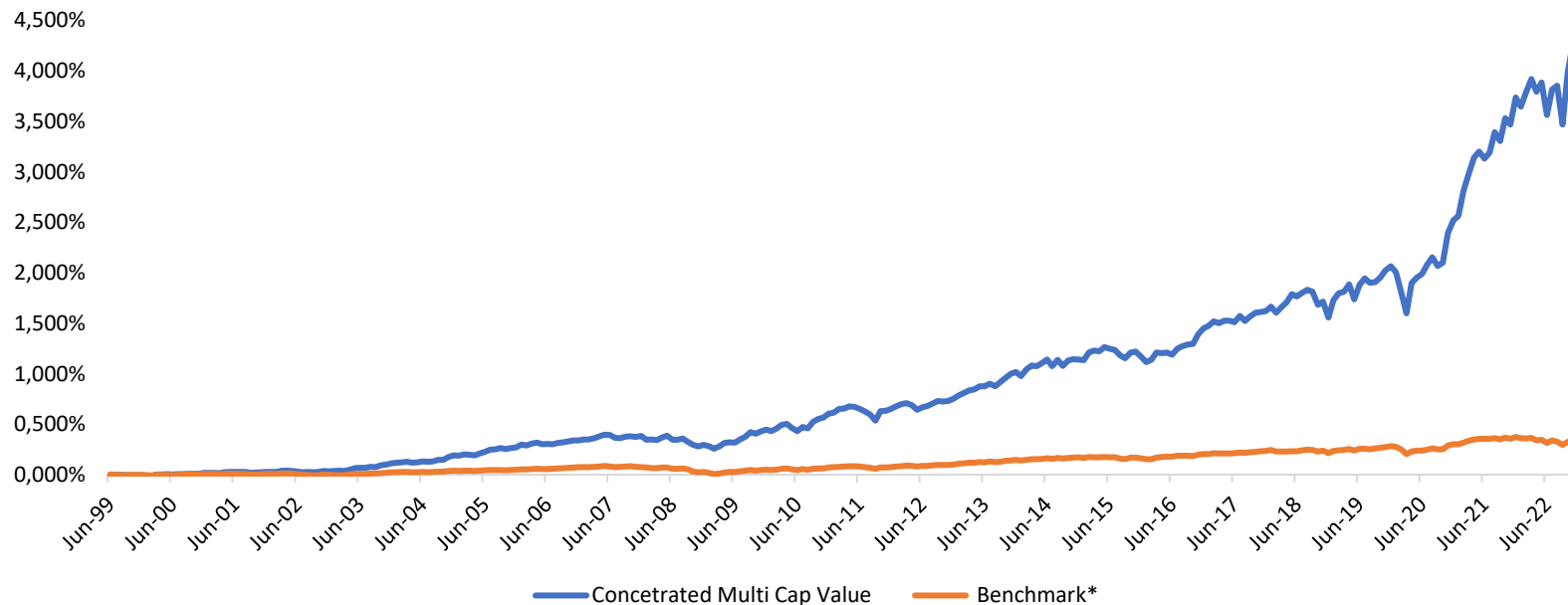
- 16 large cap, 9 small cap
- Equally-weighted
- Three Groups: Financial, Cyclical, non-cyclical and commodity-related
- Maximum 9 stocks in each group





# Concentrated Multi-Cap Value Hypothetical Back Test Performance

## Concentrated Multi-Cap Value Back Test Performance (Cumulative)



June 1999 – December 2022	Concentrated Multi-Cap Value Portfolio (Gross)	Benchmark*
Annualized Return	17.1%	6.4%
Standard Deviation	15.4%	11.9%
Sharpe Ratio	1.01	0.40
Maximum Drawdown	-28.2%	-43.7%
Frequency achieving at least 7.4% annualized return over 17.5-year horizon	100%	35.6%
Frequency outperforming benchmark over 17.5-year horizon	100%	

\* Benchmark: 65% Russell 1000 Value Index + 10% Russell 2000 Value Index + 24.1% Bloomberg US Bond Aggregate + 0.9% Bloomberg T-Bills (1-3month) Index

## Contact Information



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The investment performance shown in the Appendix is HYPOTHETICAL. It is based on the back tests of historical data. Hypothetical performance results have many inherent limitations, some of which are described below. No representation is being made that any account will or is likely to achieve profits or losses similar to those shown. In fact, there are frequently sharp differences between hypothetical performance results and the actual results subsequently achieved by any particular trading program.

One of the limitations of hypothetical performance results is that they are generally prepared with the benefit of hindsight. In addition, hypothetical trading does not involve financial risk, and no hypothetical trading record can completely account for the impact of financial risk in actual trading. For example, the ability to withstand losses or adhere to a particular trading program in spite of trading losses are material points which can also adversely affect actual trading results. There are numerous other factors related to the markets in general or to the implementation of any specific trading program which cannot be fully accounted for in the presentation of hypothetical performance results and all of which can adversely affect actual trading results.

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