

# Inside The Numbers

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**RICHARDSONGMP**  
CONNECTED  
WEALTH

## Connected Wealth Canada

**Objective:** Capital appreciation

**Benchmark:** S&P/TSX Composite Total Return Index

**Available:** SMA platform

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2013	CW Canada	4.7	1.3	1.0	-0.7	1.8	-3.2	3.8	1.3	3.6	4.2	1.9	3.0	24.8
	TSX TR	2.3	1.3	-0.2	-2.1	1.8	-3.8	3.2	1.5	1.4	4.7	0.5	2.0	13.0
2014	CW Canada	-0.2	2.4	1.2	1.5	-1.0	3.0	2.3	0.9	-2.9	0.7	1.6	0.4	10.0
	TSX TR	0.8	3.9	1.2	2.4	-0.2	4.1	1.4	2.1	-4.0	-2.1	1.1	-0.4	10.6
2015	CW Canada	1.5	5.0	-2.1	0.8	-2.0	-1.9	-0.1	-3.3	-3.1	4.2	0.0	-3.3	-4.5
	TSX TR	0.5	4.0	-1.9	2.4	-1.2	-2.8	-0.3	-4.0	-3.7	2.0	-0.2	-3.1	-8.3
2016	CW Canada	-3.4	0.2	5.6	0.3	2.6	-2.8	3.1	0.5	0.0	0.1	5.8	2.2	14.6
	TSX TR	-1.2	0.5	5.3	3.7	1.0	0.3	3.9	0.3	1.2	0.6	2.2	1.7	21.1
2017	CW Canada	2.1	0.1	0.7	0.5	-2.6	0.4	0.5	1.2	2.6	3.1	2.0	1.4	12.4
	TSX TR	0.8	0.2	1.3	0.4	-1.3	-0.8	-0.1	0.7	3.1	2.7	0.5	1.2	9.1
2018	CW Canada	-0.5	-2.6	0.5	1.2	3.0	2.0	0.9	-0.5	0.1	-7.2	0.7	-5.7	-8.4
	TSX TR	-1.4	-3.0	-0.2	1.8	3.1	1.7	1.1	-0.8	-0.9	-6.3	1.4	-5.4	-8.9
2019	CW Canada	5.5	2.8	0.6	3.4	-4.5	3.1	-1.0	-1.7	2.2	-0.3			
	TSX TR	8.7	3.1	1.0	3.2	-3.1	2.5	0.3	0.4	1.7	-0.9			

	<u>CW</u> <u>Canada</u>	<u>TSX</u>	<u>Relative</u>	<u>Statistic</u>	<u>Description</u>	<u>CW</u> <u>Canada</u>	<u>TSX</u> <u>Composite</u>
1-month	-0.3%	-0.9%	0.6%	Sharpe Ratio	Performance relative to risk (higher is better)	0.8	0.7
3-months	0.2%	1.3%	-1.1%	Max Drawdown	Largest decline from peak to trough (less is better)	-13.5%	-14.3%
6-months	-2.3%	1.0%	-3.2%	Up Market Capture	% of upside market participation (higher is better)	98%	100%
1-year	4.7%	13.2%	-8.5%	Down Market Capture	% of downside market participation (lower is better)	86%	100%
YTD	10.3%	18.1%	-7.8%	Standard Deviation	Volatility (lower is better)	8.8%	8.5%
3-year	7.1%	6.8%	0.3%	Downside Deviation	Volatility of down months (lower is better)	6.3%	5.9%
5-year	4.9%	5.6%	-0.7%	Beta	Volatility relative to benchmark	0.91	1.00
Inception	8.1%	7.4%	0.8%				

## Connected Wealth Canadian Dividend

**Objective:** Sustainable dividends with some capital appreciation

**Benchmark:** S&P/TSX Composite Total Return

**Available:** SMA platform

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2008	Cdn Dividend								4.2	-7.8	-3.8	-2.7	-1.0	-10.9
	TSX TR								1.5	-14.4	-16.7	-4.7	-2.6	-32.9
2009	Cdn Dividend	-4.1	-5.5	-1.0	4.8	6.0	4.3	4.2	-0.1	4.1	-2.9	2.4	6.1	19.0
	TSX TR	-3.0	-6.3	7.8	7.3	11.5	0.3	4.2	0.9	5.1	-4.0	5.2	2.9	35.1
2010	Cdn Dividend	-3.8	2.8	4.2	-0.1	-2.0	-1.2	4.2	1.8	4.0	1.9	-0.1	1.6	13.9
	TSX TR	-5.3	5.0	3.8	1.7	-3.5	-3.7	4.0	1.9	4.1	2.7	2.4	4.1	17.6
2011	Cdn Dividend	1.3	2.2	0.8	-0.1	2.5	-0.5	-2.8	1.2	-1.7	1.0	0.2	4.6	8.8
	TSX TR	1.0	4.4	0.1	-1.0	-0.9	-3.3	-2.5	-1.2	-8.7	5.6	-0.2	-1.7	-8.7
2012	Cdn Dividend	-0.1	1.8	2.5	0.6	-3.2	1.1	2.2	0.7	1.4	2.0	0.9	3.6	12.7
	TSX TR	4.4	1.7	-1.6	-0.6	-6.1	1.1	0.8	2.6	3.4	1.1	-1.3	1.9	7.2
2013	Cdn Dividend	2.2	2.2	1.3	0.9	-2.6	-3.1	1.7	0.1	1.5	4.7	-0.2	2.3	11.5
	TSX TR	2.3	1.3	-0.2	-2.1	1.8	-3.8	3.2	1.5	1.4	4.7	0.5	2.0	13.0
2014	Cdn Dividend	-0.4	2.2	2.6	2.1	0.2	1.3	1.0	2.0	-2.8	-0.4	0.7	-0.4	8.0
	TSX TR	0.8	3.9	1.2	2.4	-0.2	4.1	1.4	2.1	-4.0	-2.1	1.1	-0.4	10.6
2015	Cdn Dividend	-1.8	2.8	-0.4	2.5	-2.3	-1.0	-0.5	-2.9	-2.5	2.8	-0.7	-6.1	-10.1
	TSX TR	0.5	4.0	-1.9	2.4	-1.2	-2.8	-0.3	-4.0	-3.7	2.0	-0.2	-3.1	-8.3
2016	Cdn Dividend	0.5	-0.6	6.8	0.8	3.3	-1.0	3.2	1.2	0.7	-0.3	5.6	2.5	24.5
	TSX TR	-1.2	0.5	5.3	3.7	1.0	0.3	3.9	0.3	1.2	0.6	2.2	1.7	21.1
2017	Cdn Dividend	1.4	-0.7	1.4	1.2	-1.2	0.3	-0.2	1.3	2.4	2.5	1.7	0.9	11.3
	TSX TR	0.8	0.2	1.3	0.4	-1.3	-0.8	-0.1	0.7	3.1	2.7	0.5	1.2	9.1
2018	Cdn Dividend	-0.1	-3.0	-0.2	1.4	2.1	2.8	1.6	-0.8	-0.9	-6.3	1.0	-5.1	-7.8
	TSX TR	-1.4	-3.0	-0.2	1.8	3.1	1.7	1.1	-1.0	-0.9	-6.3	1.4	-5.4	-8.9
2019	Cdn Dividend	5.4	2.3	0.3	2.9	-3.1	2.3	-0.3	0.4	2.4	-0.7			
	TSX TR	8.7	3.1	1.0	3.2	-3.1	2.5	0.3	0.4	1.7	-0.9			

	<u>Canadian Dividend</u>	<u>TSX</u>	<u>Relative</u>	<u>Statistic</u>	<u>Description</u>	<u>Canadian Dividend</u>	<u>TSX Composite</u>
1 month	-0.7%	-0.9%	0.2%	Sharpe Ratio	Performance relative to risk (higher is better)	0.8	0.3
3 months	2.1%	1.3%	0.8%	Max Drawdown	Largest decline from peak to trough (less is better)	-23.3%	-39.9%
6 months	0.9%	1.0%	-0.1%	Up Market Capture	% of upside market participation (higher is better)	77%	100%
1 year	7.6%	13.2%	-5.7%	Down Market Capture	% of downside market participation (lower is better)	49%	100%
YTD	12.2%	18.1%	-5.9%	Standard Deviation	Volatility (lower is better)	9.0%	12.7%
3 year	7.6%	6.8%	0.8%	Downside Deviation	Volatility of down months (lower is better)	6.4%	11.3%
5 year	5.3%	5.6%	-0.3%	Beta	Volatility relative to the TSX Comp	0.54	1.00
10 year	9.1%	7.3%	1.8%				
Inception	7.8%	4.8%	3.0%				

## Connected Wealth Core Income

**Objective:** Sustainable dividends with some capital appreciation

**Benchmark:** S&P/TSX Composite Total Return

**Available:** SMA platform & Fund

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2011	Core Income				0.5	0.8	-1.1	-2.6	0.9	-3.6	4.2	1.8	2.0	2.5
	TSX TR				-1.0	-0.9	-3.3	-2.5	-1.2	-8.7	5.6	-0.2	-1.7	-13.6
2012	Core Income	0.4	1.7	0.2	0.6	-2.0	1.1	2.9	0.1	1.0	1.1	-0.6	1.6	8.0
	TSX TR	4.4	1.7	-1.6	-0.6	-6.1	1.1	0.8	2.6	3.4	1.1	-1.3	1.9	7.2
2013	Core Income	2.9	3.0	2.0	1.9	-0.3	-2.7	1.6	0.1	1.7	4.4	1.6	2.8	21.2
	TSX TR	2.3	1.3	-0.2	-2.1	1.8	-3.8	3.2	1.5	1.4	4.7	0.5	2.0	13.0
2014	Core Income	0.2	2.2	2.7	1.6	-0.1	1.2	-0.6	1.8	-1.8	0.1	1.1	-0.3	8.3
	TSX TR	0.8	3.9	1.2	2.4	-0.2	4.1	1.4	2.1	-4.0	-2.1	1.1	-0.4	10.6
2015	Core Income	2.7	3.5	-1.0	0.9	-0.6	-1.2	1.4	-3.5	-1.6	3.7	0.6	-3.0	1.6
	TSX TR	0.5	4.0	-1.9	2.4	-1.2	-2.8	-0.3	-4.0	-3.7	2.0	-0.2	-3.1	-8.3
2016	Core Income	-0.2	-1.1	4.7	-0.4	4.0	-1.0	3.0	1.7	0.2	-0.7	5.1	2.1	18.6
	TSX TR	-1.2	0.5	5.3	3.7	1.0	0.3	3.9	0.3	1.2	0.6	2.2	1.7	21.1
2017	Core Income	0.5	1.1	1.3	1.0	-1.2	-1.0	-0.8	0.6	2.4	3.8	1.5	0.1	9.4
	TSX TR	0.8	0.2	1.3	0.4	-1.3	-0.8	-0.1	0.7	3.1	2.7	0.5	1.2	9.1
2018	Core Income	0.4	-1.1	-0.1	0.2	1.7	1.3	1.8	-1.0	-1.7	-5.1	2.1	-5.5	-7.1
	TSX TR	-1.4	-3.0	-0.2	1.8	3.1	1.7	1.1	-0.8	-0.9	-6.3	1.4	-5.4	-8.9
2019	Core Income	6.2	3.3	1.7	3.6	-5.5	2.4	1.4	-0.8	3.5	-0.3			
	TSX TR	8.7	3.1	1.0	3.2	-3.1	2.5	0.3	0.4	1.7	-0.9			

	<u>Core Income</u>	<u>TSX</u>	<u>Relative</u>	<u>Statistic</u>	<u>Description</u>	<u>Core Income</u>	<u>TSX Composite</u>
1-month	-0.3%	-0.9%	0.5%	Sharpe Ratio	Performance relative to risk (higher is better)	1.1	0.4
3-months	2.3%	1.3%	1.1%	Max Drawdown	Largest decline from peak to trough (less is better)	-11.5%	-14.9%
6-months	0.4%	1.0%	-0.6%	Up Market Capture	% of upside market participation (higher is better)	87%	100%
1-year	12.0%	13.2%	-1.3%	Down Market Capture	% of downside market participation (lower is better)	43%	100%
YTD	16.0%	18.1%	-2.1%	Standard Deviation	Volatility (lower is better)	7.5%	9.2%
3-year	8.4%	6.8%	1.5%	Downside Deviation	Volatility of down months (lower is better)	5.2%	6.8%
5-year	7.6%	5.6%	2.0%	Beta	Volatility relative to the TSX Comp	0.64	1.00
7-year	9.5%	7.3%	2.2%				
Inception	9.0%	5.0%	4.0%				

## Connected Wealth Diversified Income

**Objective:** Income & capital preservation

**Benchmark:** 60% S&P/TSX Composite Total Return + 40% FTSE TMX Domestic Bond Index

**Available:** SMA platform

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2012	Div Income		0.9	-0.3	0.0	-0.8	1.4	1.6	0.3	1.3	1.1	-0.4	1.0	6.1
	60/40 BM		0.8	-1.1	-0.3	-2.8	0.7	0.7	1.5	2.3	0.6	-0.5	1.1	3.0
2013	Div Income	2.8	2.0	1.4	1.0	-0.3	-2.7	1.6	-0.5	1.1	2.9	1.5	1.6	12.9
	60/40 BM	1.1	1.2	0.1	-0.8	0.4	-3.1	2.0	0.7	1.0	3.3	0.2	1.0	7.1
2014	Div Income	0.6	1.6	1.9	0.9	0.0	0.1	0.0	1.7	-1.3	0.2	1.4	-0.8	6.6
	60/40 BM	1.5	2.5	0.7	1.7	0.4	2.6	1.1	1.7	-2.6	-1.0	1.3	0.0	9.9
2015	Div Income	2.4	2.1	-1.3	0.9	-0.1	-0.7	0.5	-3.2	-1.6	3.3	0.8	-1.0	1.8
	60/40 BM	2.2	2.3	-1.3	0.9	-0.7	-1.9	0.4	-2.8	-2.3	1.1	-0.1	-1.4	-3.6
2016	Div Income	-0.5	-1.2	3.2	0.2	2.6	0.3	2.1	1.5	0.1	0.6	3.1	1.5	14.2
	60/40 BM	-0.5	0.4	3.5	2.2	1.0	0.9	2.7	0.2	0.8	0.0	0.5	0.8	13.0
2017	Div Income	0.9	1.0	0.8	1.2	0.5	-1.7	-1.0	1.1	0.7	2.6	1.3	0.1	7.7
	60/40 BM	0.5	0.5	1.0	0.8	-0.5	-0.9	-0.8	1.0	1.3	2.3	0.6	0.6	6.5
2018	Div Income	-0.2	-0.5	0.2	-0.2	2.1	1.5	1.7	-0.7	-0.7	-3.0	2.0	-2.7	-0.4
	60/40 BM	-1.2	-1.7	0.2	0.7	2.2	1.2	0.4	-0.2	-0.9	-4.0	1.2	-2.7	-4.8
2019	Div Income	3.6	2.5	1.6	2.0	-3.2	1.7	1.3	0.5	1.8	-0.3			
	60/40 BM	5.8	2.0	1.5	1.9	-1.2	1.9	0.3	1.0	0.7	-0.6			

	<u>Diversified Income</u>	<u>Benchmark 60/40</u>	<u>Relative</u>	<u>Statistic</u>	<u>Description</u>	<u>Diversified Income</u>	<u>Benchmark 60/40</u>
1-month	-0.3%	-0.6%	0.3%	Sharpe Ratio	Performance relative to risk (higher is better)	1.3	0.9
3-months	2.1%	1.1%	1.0%	Max Drawdown	Largest decline from peak to trough (less is better)	-5.5%	-8.3%
6-months	2.0%	2.1%	-0.1%	Up Market Capture	% of upside market participation (higher is better)	105%	100%
1-year	11.9%	12.2%	-0.3%	Down Market Capture	% of downside market participation (lower is better)	68%	100%
YTD	12.4%	13.9%	-1.5%	Standard Deviation	Volatility (lower is better)	5.1%	5.4%
3-year	8.2%	5.4%	2.8%	Downside Deviation	Volatility of down months (lower is better)	3.4%	3.6%
5-year	7.2%	4.9%	2.2%	Beta	Volatility relative to 60/40 benchmark	0.75	1.00
Inception	7.9%	5.9%	2.0%				

## Connected Wealth US Dividend

**Objective:** Sustainable dividends with moderate capital appreciation

**Benchmark:** S&P 500 Total Return

**Available:** SMA platform

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2011	US Dividend							-3.5	1.8	-1.2	3.5	0.6	3.1	4.2
	S&P 500							-2.0	-5.4	-7.0	10.9	-0.2	1.0	-3.7
2012	US Dividend	-0.8	4.4	1.6	1.3	-2.8	4.9	1.7	-0.5	-0.1	-2.0	-0.1	0.0	7.7
	S&P 500	4.5	4.3	3.3	-0.6	-6.0	4.1	1.4	2.3	2.6	-1.8	0.6	0.9	16.0
2013	US Dividend	4.5	2.8	4.2	5.2	-1.1	0.5	3.1	-2.7	0.8	5.0	1.9	-0.2	26.3
	S&P 500	5.2	1.4	3.8	1.9	2.3	-1.3	5.1	-2.9	3.1	4.6	3.0	2.5	32.4
2014	US Dividend	-1.9	2.4	3.9	2.8	1.9	1.9	-1.7	2.8	-0.9	1.2	2.2	-0.9	14.5
	S&P 500	-3.5	4.6	0.8	0.7	2.3	2.1	-1.4	4.0	-1.4	2.4	2.7	-0.3	13.7
2015	US Dividend	-3.1	4.0	-1.4	2.6	-0.1	-2.1	1.2	-6.2	-1.1	7.9	1.1	-1.0	1.0
	S&P 500	-3.0	5.7	-1.6	1.0	1.3	-1.9	2.1	-6.0	-2.5	8.4	0.3	-1.6	1.4
2016	US Dividend	-3.8	0.0	6.6	0.0	1.1	0.5	3.3	1.1	-0.6	-1.6	4.9	2.0	13.6
	S&P 500	-5.0	-0.1	6.8	0.4	1.8	0.5	3.5	0.1	0.0	-1.8	3.7	2.0	12.0
2017	US Dividend	0.4	3.6	0.1	-1.1	0.4	1.5	0.6	0.4	2.2	0.2	2.8	1.3	12.2
	S&P 500	1.9	4.0	0.1	1.0	1.4	0.6	2.1	0.3	2.1	2.3	3.1	1.1	21.8
2018	US Dividend	4.0	-2.3	-1.1	-0.5	0.0	-1.6	3.7	0.6	-0.5	-4.7	3.9	-7.1	-6.0
	S&P 500	5.7	-3.7	-2.5	0.4	2.4	0.9	3.7	3.3	0.6	-6.8	2.0	-9.0	-4.4
2019	US Dividend	6.5	3.7	2.2	2.7	-6.4	7.0	1.6	-1.7	4.0	0.7			
	S&P 500	8.0	3.2	1.9	4.0	-6.4	7.0	1.4	-1.6	1.9	2.2			

	<u>CW U.S. Dividend</u>	<u>S&amp;P 500</u>	<u>Relative</u>	<u>Statistic</u>	<u>Description</u>	<u>CW U.S. Dividend</u>	<u>S&amp;P 500</u>
1 month	0.7%	2.2%	-1.5%	Sharpe Ratio	Performance relative to risk (higher is better)	1.2	1.1
3 months	2.9%	2.4%	0.4%	Max Drawdown	Largest decline from peak to trough (less is better)	-8%	-14%
6 months	4.8%	4.2%	0.6%	Up Market Capture	% of upside market participation (higher is better)	77%	100%
1-year	17.2%	14.3%	2.9%	Down Market Capture	% of downside market participation (lower is better)	64%	100%
YTD	21.4%	23.2%	-1.8%	Standard Deviation	Volatility (lower is better)	9.8%	11.9%
3-year	11.1%	14.9%	-3.9%	Downside Deviation	Volatility of down months (lower is better)	6.2%	8.3%
5-years	8.3%	10.8%	-2.5%	Beta	Volatility relative to the S&P 500	0.68	1.00
Inception	11.3%	12.8%	-1.5%				

## Connected Wealth Tactical ETF

**Objective:** Diversification and low volatility with some capital appreciation **Benchmark:** 40% TSX + 20% S&P + 40% FTSE TMX Domestic Bond

**Available:** Institutional account size only, strategy is also available in Fund & ETF

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2011	Tactical									0.7	1.3	-1.8	-1.2	-1.1
	Benchmark									-3.8	3.8	0.7	-0.3	0.3
2012	Tactical	5.1	1.0	0.8	-1.9	-0.4	-0.5	-1.0	2.5	2.0	0.6	-2.4	0.5	6.1
	Benchmark	2.1	1.1	0.1	-0.5	-2.0	0.9	0.6	1.1	2.1	0.3	-0.2	0.8	6.5
2013	Tactical	2.9	1.9	0.5	-1.3	2.1	-2.1	2.0	0.5	0.4	3.8	2.2	0.9	14.4
	Benchmark	1.7	1.9	0.6	-0.2	1.2	-2.3	1.9	0.3	1.0	3.4	1.1	1.1	12.2
2014	Tactical	2.4	1.8	0.8	0.5	0.1	2.2	1.2	1.4	-0.2	1.2	2.1	0.0	13.4
	Benchmark	1.6	2.5	0.6	1.2	0.7	1.8	1.0	2.0	-1.5	0.0	1.9	0.4	12.6
2015	Tactical	3.7	2.5	-1.0	-0.5	0.9	-1.1	2.8	-2.4	-0.8	0.5	0.0	-0.7	3.7
	Benchmark	3.1	2.3	-0.9	-0.3	0.5	-1.6	1.8	-3.2	-1.8	2.0	0.4	-0.4	1.6
2016	Tactical	-1.1	-1.6	2.9	-0.2	2.4	-2.3	2.8	0.8	0.6	0.8	-0.1	1.6	6.8
	Benchmark	-1.1	-0.4	2.9	0.8	1.9	0.7	2.8	0.3	0.6	-0.1	0.8	0.9	10.6
2017	Tactical	0.5	1.8	0.3	1.7	0.1	-2.3	-1.4	0.7	0.4	3.3	1.0	-0.5	5.5
	Benchmark	0.1	1.7	1.1	1.6	-0.6	-1.6	-1.1	0.9	1.1	2.8	1.1	0.0	7.7
2018	Tactical	0.7	-0.6	-0.4	0.0	1.6	1.7	0.2	1.0	-1.0	-2.3	0.7	-1.7	-0.2
	Benchmark	-0.1	-1.1	-0.2	0.4	2.2	1.3	0.7	0.7	-0.8	-3.8	1.4	-2.8	-2.2
2019	Tactical	3.7	3.2	1.7	3.5	-0.9	0.1	0.7	0.0	-0.3	-0.5			
	Benchmark	5.1	2.2	2.0	2.1	-1.6	2.1	0.6	0.8	0.7	-0.1			

	<u>Tactical</u> <u>ETF</u>	<u>Benchmark</u>	<u>Relative</u>	<u>Statistic</u>	<u>Description</u>	<u>Tactical</u> <u>ETF</u>	<u>Benchmark</u>
1-month	-0.5%	-0.1%	-0.4%	Sharpe Ratio	Performance relative to risk (higher is better)	1.1	1.2
3-months	-0.8%	1.3%	-2.1%	Max Drawdown	Largest decline from peak to trough (less is better)	-5.9%	-5.9%
6-months	-0.9%	2.4%	-3.3%	Up Market Capture	% of upside market participation (higher is better)	93%	100%
1-year	10.5%	12.5%	-2.0%	Down Market Capture	% of downside market participation (lower is better)	83%	100%
YTD	11.7%	14.1%	-2.5%	Standard Deviation	Volatility (lower is better)	5.5%	5.3%
3-year	6.1%	6.8%	-0.7%	Downside Deviation	Volatility of down months (lower is better)	2.7%	3.9%
5-year	5.9%	6.6%	-0.7%	Beta	Volatility relative to the benchmark	0.81	1.00
Inception	7.4%	7.6%	-0.2%				

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