

Connected Wealth Tactical ETF

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RICHARDSONGMP

CONNECTED
WEALTH

Objective

Provide long term capital appreciation with lower volatility and correlation to the overall equity market.

Investment philosophy

Market swings have become larger, more pronounced and faster over the past decade increasing the need for a tactical component for investment portfolios. Connected Wealth Tactical was designed as a side-car strategy to provide this tactical shift to the asset mix. Tactical utilizes a technical/quantitative approach to increase equity exposure in up-trending markets and increase bond exposure in down-trending equity markets. The portfolio can oscillate between 100% equity and 100% bonds while its average mix has been approximately 60% equity and 40% bonds.

Characteristics

Asset class	Tactical Balanced
Geographic	North American
Focus	Equity & Bond ETFs
Objective	Risk reducing side-car strategy
Approx. # of holdings	3-8
Turnover	This is a high turnover strategy
Benchmark	40% TSX / 20% S&P 500 / 40% FTSE Dex

The Manager

Connected Wealth, a service of Richardson GMP, manages ~\$600 million in assets across a number of North American equity, bond and ETF strategies.

Craig Basinger
Portfolio Manager

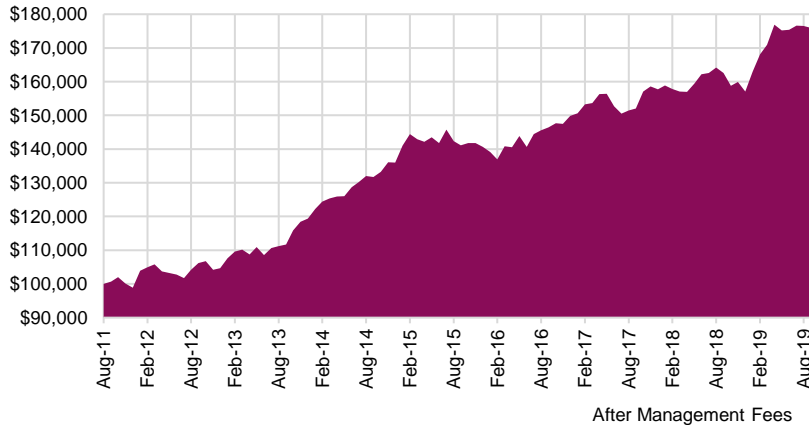
Chris Kerlow
Portfolio Manager

Derek Benedet
Portfolio Manager

Gerald Cheng
Analyst

Alexander Tjiang
Analyst

Tactical - Since Launch on SMA



Performance & Risk

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

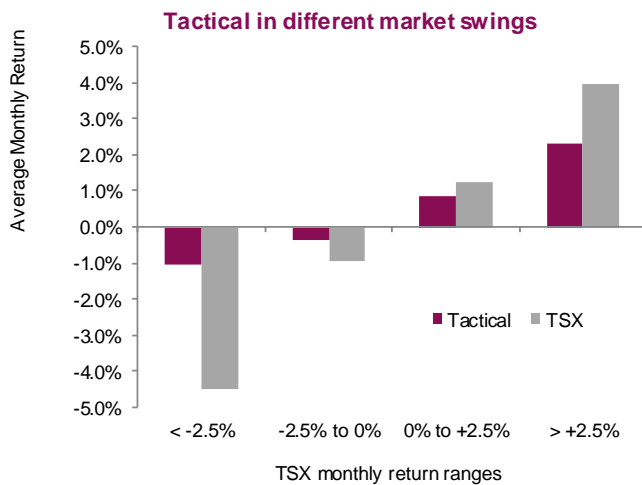
Available: Institutional account size only, strategy is also available in Fund & ETF

		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%				

Composition

Risk vs Return



Source: Richardson GMP

Holdings

<u>Model Driven Positions</u>	<u>Focus</u>	<u>Weight</u>
HORIZONS S&P/TSX 60 INDEX ET	Cdn Equity	52.1%
VANGUARD CANADIAN ST BD ETF	Cdn Bond	0.0%
ISHARES CORE CANADIANUNIVERS	Cdn Bond	0.0%
SPDR S&P 500 ETF TRUST	US Equity	23.4%
VANGUARD SHORT-TERM BOND ETF	US Bond	0.0%
TECHNOLOGY SELECT SECT SPDR	US Tech	10.2%
VANGUARD TOTAL BOND MARKET	US Bond	0.0%

Discretionary

SPDR S&P 500 ETF TRUST	US Equity	0.0%
ISHARES MSCI GLOBAL GOLD MIN	GOLD	2.8%
ISHARES CORE CANADIANUNIVERS	Cdn Bond	7.9%

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