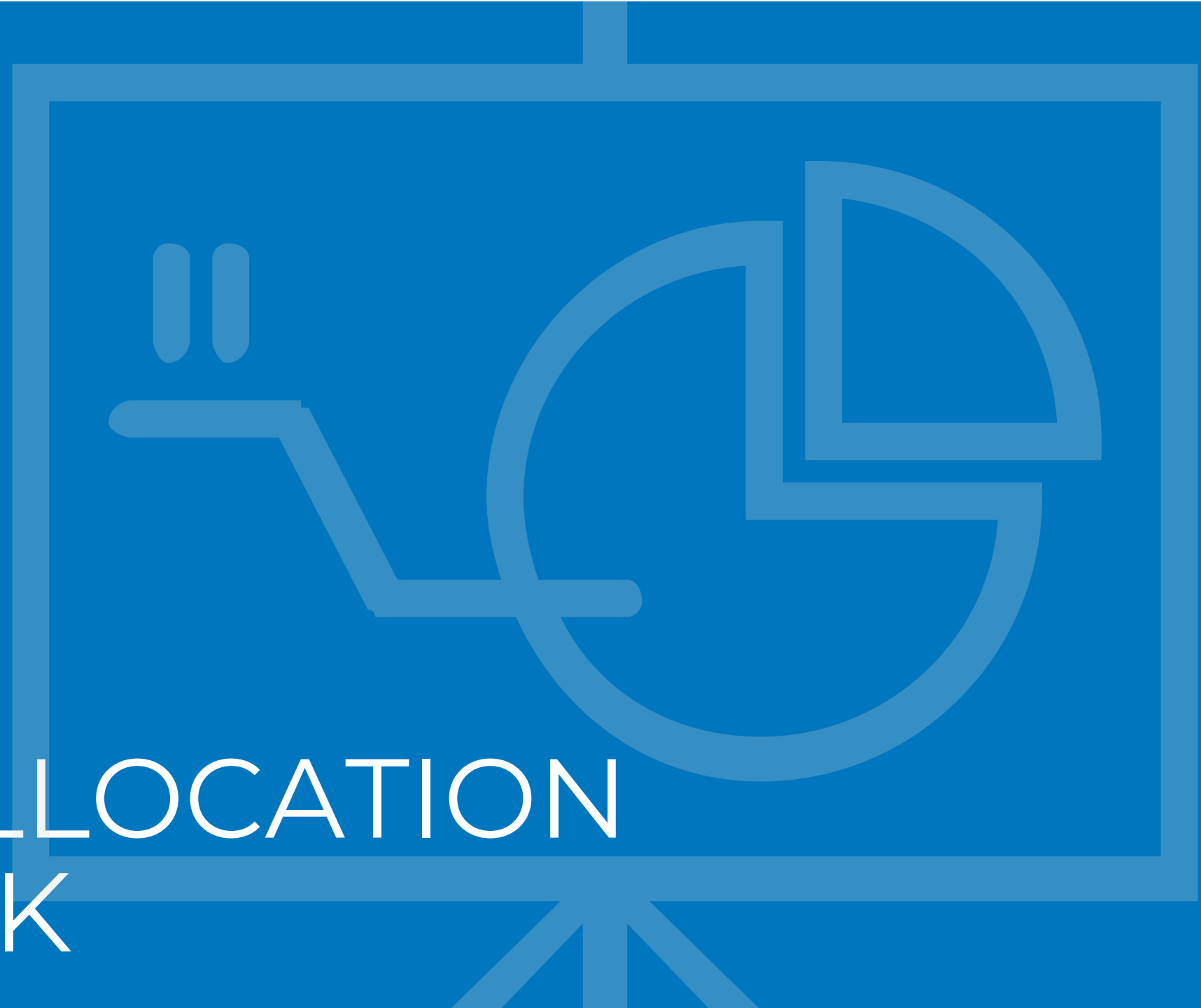


2022 3Q
ASSET ALLOCATION
OUTLOOK



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CIO SUMMARY

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Chief Investment Officer



WHAT AND WHY?

We continuously monitor various asset classes which provide the framework for our deeper-dive quarterly analysis. We look at each asset class relative to itself and relative to other asset classes. This analysis seeks out potential tactical adjustments which may be appropriate for implementation in client portfolios.

The aim is to overweight asset classes that are perceived to be undervalued and to underweight asset classes that are perceived to be overvalued.

The result is striving to modestly enhance the return of the portfolio while simultaneously seeking to mitigate overall risk in the portfolio relative to an acceptable level of risk.

HOW?

We use two factors to drive our Asset Allocation weights: Valuation and Technicals. While we do not want to fight the trend (technicals), we also do not want to disregard valuations. Cheap can get cheaper and expensive can get more expensive.

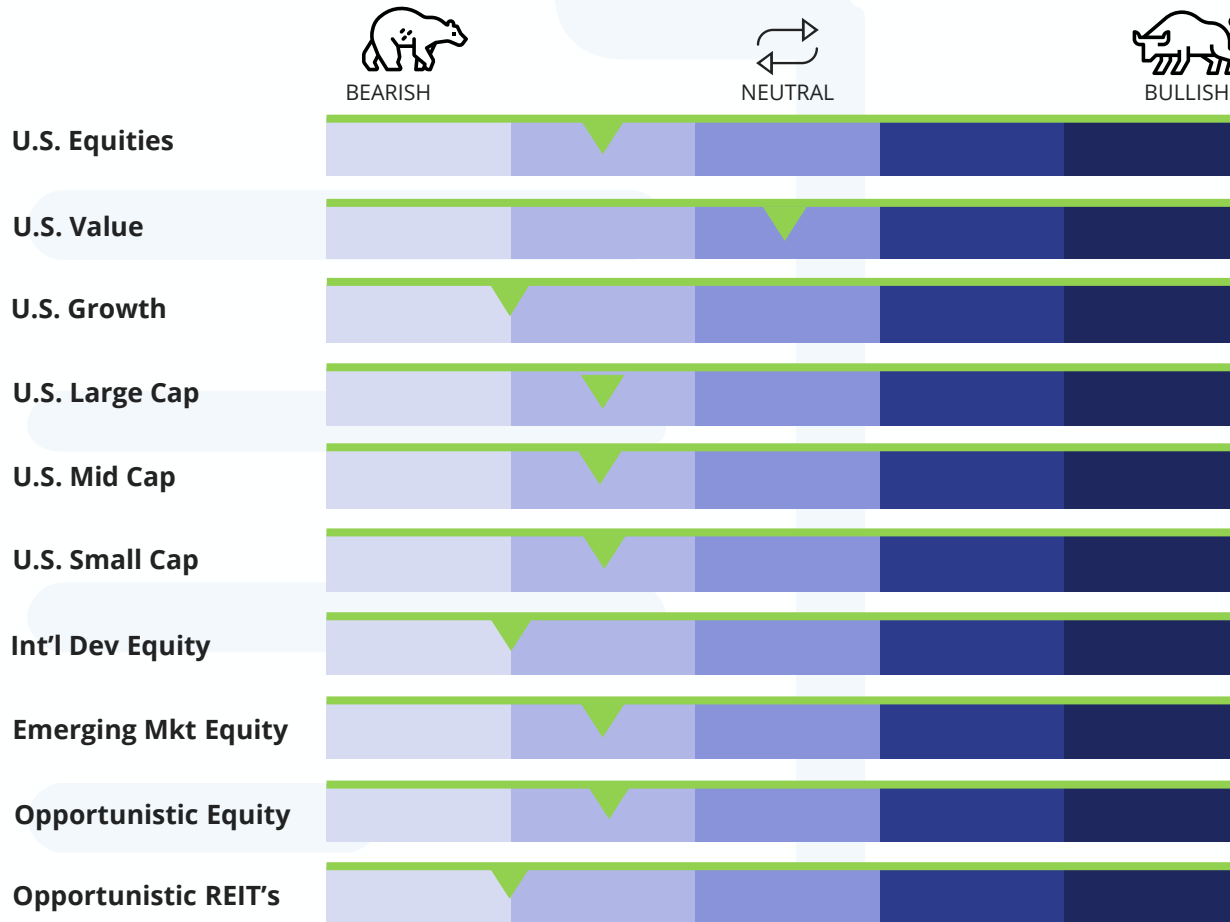
As an example, growth had outperformed value for a decade and had been expensive for a few years, but it just kept getting more expensive. Conversely, value just kept getting cheaper, but got so cheap that an overweight position seemed merited. And now Value is outperforming Growth.



EQUITIES

↓
EQUITIES

12-18 MONTH EQUITY ASSET ALLOCATION WEIGHTINGS



VALUATION

TECHNICALS

Less Expensive	Negative
Cheap	Negative
Expensive	Negative
Less Expensive	Negative
Less Expensive	Negative
Less Expensive	Negative
Fair Value ?	Negative
Cheap	Negative
Cheap	Negative
Expensive	Negative

A decorative graphic on a purple background. A thick, light purple diagonal line runs from the bottom-left towards the top-right. Two large, light purple circles are positioned on the line: one in the upper-left quadrant and one in the lower-right quadrant. The text 'FIXED INCOME' is centered in white, bold, uppercase letters, with 'FIXED' on the top line and 'INCOME' on the bottom line.

FIXED INCOME



12-18 MONTH FIXED INCOME ASSET ALLOCATION WEIGHTINGS



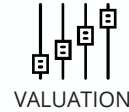
BEARISH



NEUTRAL



BULLISH



VALUATION



TECHNICALS

Fair Value	Negative
Fair Value	Negative
Fair Value	Negative
Cheap	Negative
Less Expensive	Negative
Fair Value	Negative
Less Expensive	Negative
Fair Value	Negative
Fair Value	Positive



OUTLOOK

12-18 MONTH ASSET ALLOCATION OUTLOOK

The markets do not look good, deviated mid-quarter only to resume being true.

The economy continues to show signs of softening and recession talk is increasing. Inflation continues stubbornly higher, which The Fed is growing increasingly concerned about and has now hiked the Fed Funds rate 75 bps 3 times in a row. The July hike and removal of defined rate hikes, led the equity markets to believe the Fed had pivoted. Subsequent price action shows the Fed may have pivoted, but more hawkish rather than potentially dovish. Once again, during the quarterly review, most asset classes are at or near year-to-date lows. The Fixed Income markets, globally, have been significantly repriced to the point that some arguments could be made that we are at or near fair value. The equity markets are certainly less expensive, but that is measured against record earnings. The big question is, what does dollar strength and continued rate hikes do to earnings in the coming quarters? If the earnings don't hold up, then the less expensive argument loses a lot of weight

Technicals Build into Negative Postures Across the Board for Equities and Fixed Income

The negative trend, that was abating by mid-August resumed through the following month. The charts for both Equities and Fixed Income, look bad and potentially poised for more downside. The current tactical positioning remains nearly fully defensively positioned as the fundamentals remain in question and the technicals continue to be poor.

Notable Changes

- Equities which were weakening across all asset classes have turned outright negative. The International story, especially regarding Europe is looking "dark" as they head into winter. Unfortunately, a pun and reality in one word. In hindsight, this outlook is not dissimilar to June, but no action was taken. As a result, the overweight from International Markets is removed and shifted another step to being underweight. The U.S. has its' problems, but Europe looks worse.
- The Fixed Income market sold off further driving interest rates even higher. Maybe even high enough to suggest that, at least, Treasury yields may be at or approaching Fair Value. A change strategically has been made to reduce the "max" exposure that can be taken in High Yield within the Fixed Income allocation and a new category defensive Fixed Income has been added, which is a Floating Rate Treasury Note position.
- Opportunistic Strategies – remain in defensive positions. A strategic change in the holding asset has been made as referenced in Fixed Income. The Short Term Corporate High-Quality position is being replaced with a Floating Rate Treasury Note position.



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