

- 1) Over the past decade, ETF PM's investable benchmark portfolios compounded by 8% annually. These strategic core portfolios yield between 2% and 3%, with blended expense ratios under 0.2%.
- 2) Over the past 27 years, indexing and trend following have been two of the leading investment strategies. Still, investors were constantly tempted to shift their asset allocation. See the 60/40 combination in our ETF Trend Following presentation.
- 3) Our 50/50 Portfolio is half trend following and half indexing. The Tacitcal Portfolio combines three dynamic ETF trend following strategies.

Watch List	Symbol/ Abbrev.	Worst Year	10yr Total Return	Annualized Returns				Annual Yield	Expense Ratio	ETF PM Annual Fee
				10yr	9yr	6yr	1yr			
<b>Investable Benchmarks</b>										
<b>ETF PM Passive Cores</b>										
Income	30/70i	- 5%	112%	7.8%	7.5%	6.7%	- 2.5%	3.0%	0.16%	None
Income & Growth	I&G	- 8%	119%	8.2%	7.6%	6.4%	4.0%	2.7%	0.17%	None
Growth	eMAC	- 26%	123%	8.3%	7.5%	5.6%	11.0%	2.4%	0.12%	None
S&P 500	SPY	- 37%	103%	7.3%	7.0%	6.2%	32.3%	1.8%	0.09%	None
<b>Absolute Return Strategies</b>										
<b>ETF PM Active Management</b>										
Aggressive Growth	AG	- 16%	na	na	5.2%	0.4%	11.9%	na	na	2.0%
Global Growth	GG	- 10%	na	na	na	4.5%	17.9%	na	na	2.0%
Single Sector	SS	- 17%	na	na	na	5.6%	1.2%	na	na	2.0%
<b>Sample Portfolios</b>										
50/50	50/50	- 8%	na	na	na	4.7%	12.9%	1.2%	na	1.0%
Tactical	T	na	na	na	na	na	18.9%	na	na	1.5%
<b>Benchmarks</b>										
Systematic Index	SI	- 4%	28%	2.5%	2.7%	2.1%	- 1.1%	na	na	na
60/40 SI	60/40 SI	- 4%	66%	5.2%	5.2%	4.9%	12.3%	0.7%	na	na
<b>Passive Asset Classes</b>										
<b>Developed Equities</b>										
US Total	VTI	- 37%	118%	8.1%	7.6%	6.9%	33.5%	1.8%	0.05%	None
Foreign Developed	VEA	- 41%	98%	7.1%	5.7%	0.6%	21.8%	3.0%	0.10%	None
Total World Stock	VT	- 42%	106%	7.5%	6.6%	2.6%	23.0%	2.4%	0.19%	None
<b>Emerging Markets</b>										
Emerging Markets	VWO	- 53%	176%	10.7%	9.0%	- 1.5%	- 4.9%	3.3%	0.18%	None
Brazil	EWZ	- 56%	254%	13.5%	11.4%	- 6.3%	- 17.5%	3.3%	0.61%	None
China	FXI	- 50%	147%	9.5%	10.6%	- 4.7%	- 2.2%	2.7%	0.73%	None
<b>Real Assets</b>										
Real Estate	VNQ	- 37%	127%	8.5%	6.2%	5.4%	2.3%	3.9%	0.10%	None
Commodities	GSG	- 47%	1%	0.1%	- 1.6%	- 7.8%	- 1.8%	na	0.75%	None
<b>Fixed Income</b>										
20+ Yr. Treasuries	TLT	- 22%	79%	6.0%	5.7%	5.3%	- 13.4%	3.3%	0.15%	None
7-10 Yr. Treasuries	IEF	- 6%	64%	5.1%	5.1%	5.2%	- 6.1%	1.8%	0.15%	None
Treas. Inflation Protected	TIP	- 3%	58%	4.7%	4.3%	4.1%	- 8.5%	1.2%	0.20%	None
Total Bond Market	BND	2%	55%	4.5%	4.5%	4.5%	- 2.1%	2.5%	0.08%	None

**Note:** Investable benchmark portfolios are comprised of leading ETFs from Vanguard and iShares. The Growth benchmark is based on the efficient multi-asset class (eMAC) portfolio of core ETFs recommended by David Swensen in "Unconventional Success" and his revisions. Index performance was used when fund performance was unavailable. Investable benchmark returns reflect annual rebalancing and exclude transaction costs. Annual Yield and Expense Ratio data as of 12/31/13. Worst Year figures are based on calendar year data since 2000. na - not available or applicable. Past performance does not guarantee future results.

Please see full performance disclosures on the following page or visit [www.etfpm.com](http://www.etfpm.com).

## General Information

All of our Aggressive Growth (AG) performance results relate to the AG representative account, an account that David Kreinces first traded in January 2005 while he was a portfolio manager at Merrill Lynch. Mr. Kreinces left Merrill Lynch on November 27, 2007 and started ETF Portfolio Management (ETF PM) on December 1, 2007.

All of our Global Growth (GG) performance results relate to the GG representative account; and all of our Single Sector (SS) performance results relate to the SS representative account; both GG and SS were first implemented in January 2008. All of our Tactical Portfolio (T) performance results relate to the T representative account which was first implemented in January 2013. Together, AG, GG, SS, and T will all be referred to as the "Absolute Return Portfolios."

Mr. Kreinces was solely responsible for the development of AG. While at Merrill Lynch, he had full discretionary authority over the selection of investments for, and was primarily responsible for the day-to-day management of, all accounts that employed the AG strategy. Although Mr. Kreinces implements AG at ETF PM in substantially the same manner as he did at Merrill Lynch, the performance results during the prior performance period are not indicative of the future performance of AG.

Most of the Merrill Lynch AG accounts terminated their respective investment advisory agreements with Merrill Lynch and became clients of ETF PM. As was the case at Merrill Lynch, Mr. Kreinces has full discretionary authority over the selection of investments for, and he is primarily responsible for managing, ETF PM accounts that allocate to the AG portfolio.

## Performance

The performance results for AG, GG, SS, and T reflect single accounts' performance achieved by the respective representative account. Accordingly, the performance results are similar to the respective composite results but the figures are not identical.

The AG representative account is the account of an individual related to Mr. Kreinces and it was chosen because it most closely conforms to the AG investment strategy. Individual account performance will vary based upon the inception date of the account, restrictions on the account, and other factors, and may not equal the performance presented herein.

**The performance results for AG and GG have been verified by The Spaulding Group and they are net of all fees. Please see [etfpm.com](http://etfpm.com) for the latest performance report from The Spaulding Group or request the report via email at [info@etfpm.com](mailto:info@etfpm.com).**

*Historical performance is not indicative of future performance.* Additionally, the investment return and principal value of an ETF PM account will fluctuate and may be worth more or less than the original cost when liquidated. The investment environment and market conditions may be markedly different in the future and investment returns will fluctuate in value.

The Absolute Return Portfolios were implemented, and will continue to be implemented, with a view towards long-term capital growth and protection. The indices presented are for comparison purposes only. An ETF PM account employing the Absolute Return Portfolios may not be as diversified as any of these indices and no index is directly comparable to the Absolute Return Portfolios.

## Fees

The representative Merrill Lynch AG account was charged an annual, all-inclusive fee of 1.5% of assets under management (AUM). Each AG advisory account at ETF PM was charged an annual management fee of 1.0% of AUM in 2008. The AG performance results during the prior performance period reflect the Merrill Lynch fee structure. Accordingly, if the ETF PM fee structure were in place at Merrill Lynch, the performance results during the prior performance period may be lower than those presented.

Each GG advisory account was charged an annual management fee of 0.5% of AUM in 2008; each SS advisory account was charged an annual management fee of 1.0% of AUM in 2008. **In 2009, the annual management fee became 2.0% for AG, GG and SS. ETF PM does not charge a performance fee on any of the firm's accounts. The management fee for the Tactical Portfolio is 1.5%.**

Advisory fees are disclosed in each client's investment management agreement. The Absolute Return Portfolios are solely responsible for all commissions and other transaction charges as well as any charges relating to the custody of securities.

## 50/50 Portfolio (50/50)

This is a hypothetical portfolio that reflects 50% eMAC, 25% AG and 25% GG. The 50/50 performance estimates at ETF PM are backtested and have not been audited. The 50/50 performance estimates are net of all fees and assume reinvestment of dividends with annual rebalancing.

## Benchmarks

The **Systematic Index** is the BarclayHedge Systematic Traders Index which is mostly trend following funds.

**60/40 SI** is 60% Systematic Index and 40% S&P 500.

## INVESTABLE BENCHMARKS

**General Information:** The investable benchmark portfolios are comprised of leading ETFs from Vanguard and iShares. All of the performance estimates for our investable benchmarks relate to a range of hypothetical core models, strategies that David Kreinces first backtested in 2008. These portfolios do not take into account an individual's investment objectives and financial circumstances. Consult your investment adviser before investing.

Mr. Kreinces based the growth benchmark on the efficient multi-asset class (**eMAC**) portfolio recommended by David Swensen in "*Unconventional Success*" and his revisions. Swensen is CIO of Yale University and his views have significantly broadened the industry's perception of proper diversification. Swensen is not affiliated with ETF PM and has not endorsed ETF PM. The **eMAC** is 30% US Equity (VTI), 15% Foreign Equity (VEA), 10% Emerging Markets (VWO), 15% REITs (VNQ), 15% Medium-Term Treasuries (IEF), and 15% Treasury Inflation Protected Securities (TIP).

Mr. Kreinces was solely responsible for the development of the income portfolios and he had full discretionary authority over the selection of investments. The **Income & Growth Portfolio (I&G)** is 42% Vanguard Total World Stock (VT), 8% REITs (VNQ), 35% Long-Term Treasuries (TLT), 7% Medium-Term Treasuries (IEF), and 8% Treasury Inflation Protected Securities (TIP). The **Income Portfolio (30/70i)** is 30% Vanguard Total World Stock (VT) and 70% iShares 20+ Year Treasury Bond (TLT).

Mr. Kreinces left Merrill Lynch on November 27, 2007 and started ETF Portfolio Management, LLC ("ETF PM") on December 1, 2007. It is expected that high net worth individuals and institutional clients will allocate to the investable benchmarks at ETF PM.

**Performance Estimates:** The performance estimates reflect the performance that would have been achieved by a hypothetical investable benchmark account with annual rebalancing. The performance estimates are backtested and have not been audited. The performance estimates do not reflect trading fees associated with annual rebalancing, and assume reinvestment of dividends.

**The performance estimates for the investable benchmarks do not reflect an advisory fee and ETF PM does not charge an advisory fee for these account structures.** Each ETF PM advisory account is solely responsible for all commissions and other transaction charges, as well as any charge relating to the custody of securities in such account.

Backtesting involves simulation of a quantitative investment model by applying all rules, thresholds and strategies to a hypothetical portfolio during a specific time period. The investable benchmark performance estimates do not reflect the returns of actual client accounts. Backtested performance does not represent actual trading and does not reflect the impact that material market factors might have had on ETF PM's decision-making.

*Historical performance estimates are not indicative of future performance.* The investment return and principal value of an ETF PM account will fluctuate and may be worth more or less than the original cost when liquidated. The investment environment and market conditions may be markedly different in the future and investment returns will fluctuate in value.

The investable benchmarks were implemented, and will continue to be implemented, with a view towards low-cost diversification across multiple asset classes. The performance estimates presented are for comparison purposes only. All of the information in this report was taken from sources which we believe to be reliable, but we cannot guarantee perfect accuracy.

**S&P 500:** SPY is an ETF for the S&P 500 Index. The S&P 500 Index is an unmanaged index of common stocks that represents the U.S. stock market. The index is mainly comprised of large cap companies and reflects roughly two-thirds of the total domestic stock market value.