

WASHINGTON CROSSING ADVISORS

INCOME BUILDER PORTFOLIO: 4Q2022

Growth and Income (60/40)

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PORTFOLIO PROFILE SHEET

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About Washington Crossing Advisors

Washington Crossing Advisors (WCA) is a wholly owned subsidiary and affiliated SEC Registered Investment Adviser of Stifel Financial Corp. WCA strategies are primarily offered through the Stifel Opportunity Program.

The senior management team has worked together for over 25 years as market strategists and portfolio managers.

Registration with the SEC does not imply a certain level of skill or training.

The WCA Income Builder Portfolio seeks to invest in companies with rising dividends at attractive valuations. The portfolio uses a fixed income ladder to manage exposure to volatility and provide a steady stream of income.

DIVERSIFICATION

Combining the flexibility of a laddered bond portfolio with rising dividends can provide a hedge against inflation and can be an appropriate addition to a retirement income portfolio. We view a well-constructed portfolio as a triangle. At the base of the triangle are high-quality bonds. Equity investments are then added to provide higher potential return.

60% RISING DIVIDEND EQUITY

We focus our attention on the 1,000 largest, actively traded companies listed on exchanges in the United States. From this starting point, we seek:

STEADILY RISING DIVIDENDS

Portfolio companies must have demonstrated at least five consecutive years of dividend increases. Failure to raise the dividend is grounds for removal from the portfolio.

CONSISTENCY

The emphasis of the WCA Income Builder Portfolio strategy is consistency. Therefore, the selection process favors companies with strong balance sheets and consistent earnings that are capable of sustained growth of shareholder capital and income. We believe that chasing yield without regard for capital growth is folly. Therefore, this portfolio seeks companies we believe are capable of growing both the dividend and shareholder capital over time.

40% INVESTMENT-GRADE CORPORATE BONDS

LADDERED BOND

The Laddered Bond component seeks to provide a stream of income while mitigating risk. Bonds are actively chosen and monitored by Washington Crossing Advisors based upon a fundamental evaluation of balance sheet quality, trends in cash flow, interest coverage, and liquidity.

A laddered bond portfolio allows a systematic way of investing a portfolio without constantly guessing about the direction of interest rates. It also allows the income and yield of the portfolio to gradually adapt to a changing interest rate environment and maintains consistency in the average maturity.

DIVERSIFICATION

KEY STATISTICS

Minimum Investment.....\$250,000
Investment-Grade Bonds..... 30
Equity Positions..... 33

Objectives for Stocks

- › Capital Appreciation
- › Growing Income Stream

Objectives for Shorter Bonds

- › Stability of Principal
- › Some Income

Objectives for Longer Bonds

- › Current Income
- › Diversification

**60%
STOCKS**

GOOD QUALITY STOCKS WITH
INCREASING DIVIDENDS.
HIGHER EXPECTED RISK/RETURN.

**40%
LADDERED
CORPORATE BONDS**

INVESTMENT GRADE/INTERMEDIATE DURATION.
GREATER STABILITY/LOWER RETURN.

60% RISING DIVIDEND EQUITY

PORTFOLIO STATISTICS

	Portfolio	S&P 500
Market Capitalization (\$Bil)	\$210	\$418
Return on Assets	9.2%	3.8%
Debt to Enterprise Value	13.0%	20.0%
Enterprise Value to Sales	4.1x	5.0x
Dividend Yield	2.1%	1.8%
Dividend Growth (5-Year)	8.1%	4.4%
Expected Turnover	20.0%	—

SECTOR EXPOSURE

Consumer Discretionary	14%
Consumer Staples	24%
Financials	3%
Health Care	17%
Industrials	20%
Information Technology	12%
Materials	7%
Cash	3%

TOP TEN HOLDINGS BY WEIGHT

LINDE PLC	LOCKHEED MARTIN CORPORATION	MARSH & MCLENNAN COMPANIES, INC.
MERCK & CO., INC.	CUMMINS, INC.	AUTOMATIC DATA PROCESSING, INC.
STARBUCKS CORPORATION	UNITEDHEALTH GROUP, INC.	
J.M. SMUCKER COMPANY	COLGATE-PALMOLIVE COMPANY	

40% INVESTMENT-GRADE CORPORATE BONDS

PORTFOLIO CHARACTERISTICS

Investment Vehicle:	30 Investment-Grade Bonds
Targeted Average Maturity:	5-6 Years
Longest Maturity:	10 Years
Strategy:	Intermediate-Term Ladder

PORTFOLIO STATISTICS

Maturity:	5.0 Years
Modified Duration:	4.4 Years
Current Yield:	3.0%
Yield to Worst:	4.6%
Expected Turnover:	10%
Number of Holdings:	30

BOND HOLDINGS

ABBOTT LABORATORIES	COMCAST CORPORATION	MCKESSON CORPORATION
ADOBE INCORPORATED	COSTCO WHOLESALE CORP.	NORTHROP GRUMMAN CORPORATION
ALPHABET, INC.	CSX CORPORATION	PPG INDUSTRIES, INC.
AMAZON.COM, INC.	ELI LILLY AND COMPANY	SALESFORCE, INC.
AMGEN, INC.	FLORIDA POWER & LIGHT CO.	TARGET CORPORATION
APPLE, INC.	GILEAD SCIENCES, INC.	UNITED STATES TREASURY BILL
BLACKROCK, INC.	HOME DEPOT, INC.	UNITED STATES TREASURY NOTE
BRISTOL-MYERS SQUIBB COMPANY	HONEYWELL INTERNATIONAL, INC.	UNITED STATES TREASURY NOTE
CATERPILLAR, INC.	INTEL CORPORATION	WALT DISNEY COMPANY
COCA-COLA COMPANY	LOWE'S COMPANIES, INC.	

Source: Bloomberg. The Top 10 holdings are determined by percentage of portfolio allocation and are subject to change at any time, without notice. The holdings presented do not represent all of the securities held by the strategy as of the date presented. A complete list of holdings as of the date noted above will be provided upon request to your Financial Advisor. The above is presented to illustrate the application of the strategy only and not intended as personalized recommendations of any particular security. The securities identified and described above do not represent all of the securities purchased, sold, or recommended for client accounts. You should not assume that an investment in any of the securities identified was or will be profitable. Indices are unmanaged, do not reflect fees and expenses, and are not available for direct investment.

ANNUALIZED RETURNS

PERIODS ENDING DECEMBER 31, 2022

	4Q22*	YTD*	1 Year	3 Year	Since Inception
Income Builder (Gross)	8.53%	-5.69%	-5.69%	6.30%	9.06%
Income Builder (Net)	7.72%	-8.48%	-8.48%	3.15%	5.83%
Benchmark Index	8.10%	-7.50%	-7.50%	3.52%	5.45%

Inception: June 30, 2018. Benchmark: 60% Russell 1000 Value, 40% Bloomberg U.S. Intermediate Government/Credit (rebalanced monthly).

Net returns are reduced by an assumed annual wrap fee of 3.0%, applied monthly.

CALENDAR YEAR RETURNS

	2019	2020	2021	2022
Income Builder (Gross)	20.45%	11.46%	14.26%	-5.69%
Income Builder (Net)	16.89%	8.17%	10.88%	-8.48%
Benchmark Index	18.54%	5.20%	14.00%	-7.50%

Inception: June 30, 2018. Benchmark: 60% Russell 1000 Value, 40% Bloomberg U.S. Intermediate Government/Credit (rebalanced monthly).

Net returns are reduced by an assumed annual wrap fee of 3.0%, applied monthly.

DISCLOSURES

Investing involves risk, including the possible loss of principal. Changes in market conditions or a company's financial condition may impact the company's ability to continue to pay dividends, and companies may also choose to discontinue dividend payments. When investing in bonds, it is important to note that as interest rates rise, bond prices will fall. Other risks include the risk of principal loss should the issuer default on either principal or interest payments. This portfolio invests in bonds that are obligations of corporations, and not the U.S. government, and therefore, carry a higher degree of risk relating to default.

Although the portfolio strategy seeks to maintain an average portfolio rating of investment grade, individual bonds ratings are subject to change from time of purchase. Investment grade means bonds which carry a rating of Baa3 or higher by Moody's or BBB- or higher by Standard & Poor's. Model portfolio average statistics and model holdings are subject to change without notice. You should therefore carefully consider whether interest rate and default risk are suitable for you in light of your financial condition.

Past performance does not guarantee future performance or investment results. Actual performance for a client may differ due to such factors as timing, economic and market conditions, cash flows, and client constraints. The performance statistics shown in this profile are calculated based on composite performance beginning June 30, 2018, and ending with the date shown on this profile. Performance is based upon the asset-weighted performance of all client accounts invested in this strategy (accounts having investment restrictions may be removed from the composite for performance calculation purposes) and is shown on a gross and net of fee basis. Gross of fees means that the figures do not reflect any deductions for investment management fees, trading costs, taxes, or any other costs associated with a managed account. Net of fees means that the figures reflect deductions for investment management fees and trading costs, but do not reflect taxes. Indices are unmanaged, and it is not possible to invest directly in an index. Significant disruptions in market or economic conditions may impact the results portrayed. Please refer to WCA's ADV Part 2 for additional disclosures regarding the firm and its practices.

Bond laddering does not assure a profit or protect against loss. Yields and market values will fluctuate, and if sold prior to maturity, bonds may be worth more or less than the original investment.

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