# ETF Portfolio Advantage®

**Quarterly Models** 

Q1 2023





Main Street Values. Wall Street Experience.™



#### Who We Are

As the first trust and investment firm owned by credit unions, it's not just our fiduciary duty to act in the best interest of our clients, it's our mandate. In 2004, our investment team adopted the strategy of using Exchange Traded Funds (ETFs) in portfolio design, making us one of the first trust companies in the United States to recognize their lower cost and tax efficiency. Since then, we've been recognized by Forbes and Morningstar for investment strategies that manage both risk and return.

#### **Our Investment Philosophy**

We offer a wide range of portfolios from the very aggressive to the more conservative, but in all of our strategies we remain vigilant to downside risks. Our portfolio strategy is to actively manage utilizing index ETF securities. ETFs allow us to package low cost, liquid, transparent, and tax efficient vehicles in a way that is easily understood by clients and financial professionals. We focus on long-term strategic asset class allocations and use a top down global macro approach to tactically manage the allocation between asset classes and sub-asset classes in the short-term.

#### **Unique Value Proposition**

- · Owned by Credit Unions
- Direct Access to Investment Team
  - Solution Strategy Support and Proposal Generation
  - Member Portfolio Reviews and Communication
  - Holistic Review of Assets including Non-Managed
  - Market Outlook Newsletters
  - Market Update Webinars
- · National Team Presence
- Advanced Planning Team Support



#### Thoroughly Researched

We take into consideration how economic indicators and current market conditions will impact financial markets.



#### **Transparency**

Members Trust Company (MTC) claims compliance with Global Investment Performance Standards (GIPS®). MTC's commitment to the fair representation and full disclosure of investment performance is wholly adopted by MTC.



#### Non-Proprietary

We do not create our own ETFs, and we do not receive compensation for investing in any particular ETF or fund family.



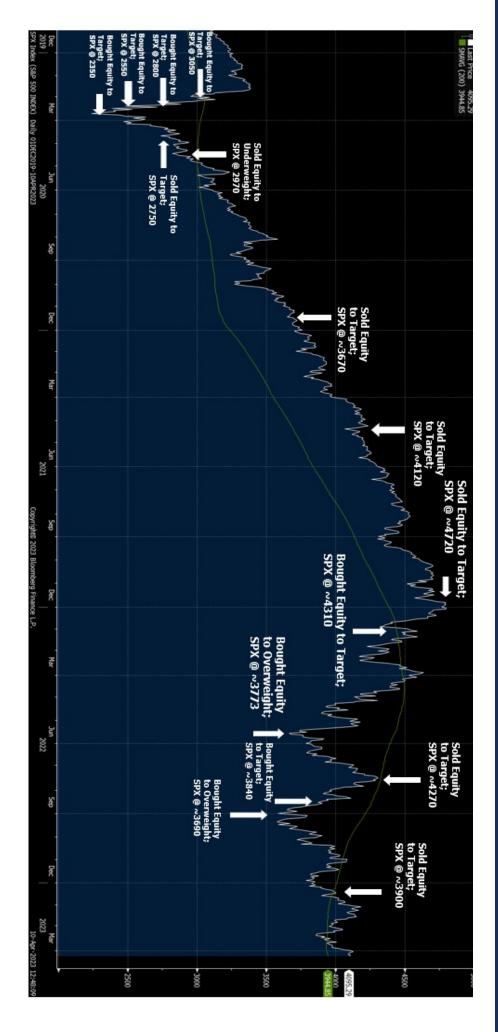
#### **Opportunistic Rebalancing**

We tactically manage our portfolios with opportunistic rebalancing strategies by changing the composition and weighting of the underlying holdings as the market fluctuates.



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# **Opportunistic Rebalancing**



S&P 500 is an unmanaged index of 500 widely held stocks that is generally considered representative of the U.S. stock market. Past performance is not indicative of future Members Trust Company, owned and managed by America's credit unions, is a special purpose federal thrift regulated by the Office of the Comptroller of the Currency. The insured or guaranteed by the NCUA, FDIC or any other governmental agency and are subject to investment risks including possible loss of principal amount invested. Non-deposit investment products available through Members Trust Company are not deposits of or guaranteed by the trust company, a credit union or affiliate, are not results. Execution prices shown are estimates and are not meant to reflect actual execution prices.



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#### **Opportunistic Rebalancing Narrative**

#### March 1, 2023

Our primary strategies have been overweight corporate bond exposure since the Federal Reserve announced they would begin buying corporate bonds on March 23, 2020. Since that time, seasoned BAA corporate bonds spreads have narrowed from 4.23% to 1.86%, as of 2/24/23, leading to outperformance of Corporate Bonds relative to US Treasuries. Our Investment Team began the process to reduce the Corporate Bond overweight and add to our US Treasury bond exposures. We are still confident in the US economy and financial markets for the rest of 2023. In the event, the US economy falls into recession and equity markets again come under pressure then the increased US Treasury exposure should help limit portfolio downside as we are likely to see a flight to quality within fixed income and a widening of credit spreads. We believe credit spreads are less likely to continue to narrow from current levels.

#### **January 9, 2023**

On 1/9/23, our investment team sold equity down to target weight and bought fixed income in our primary investment strategies. Our primary strategies were modestly overweight equity since purchases around September 26th near the lows of 2022. From 9/27/22 through 1/9/23, the S&P 500 rallied over 7% with Int'l developed (MSCI EAFE) +21%, US large cap value (CRSP US LC Value) +15%, US mid cap (S&P 400) +13%, US small cap (S&P 600) +12%, and Int'l Emerging (MSCI Em) +11%. We remain positive on both equity and fixed income markets for the year, but believe the risk-reward tradeoff is no longer as attractive to be overweight equities as it was in September.

#### **September 26, 2022**

On 9/26/22, we bought equities back up to modestly overweight positions relative to target weights for accounts in our primary Investment Strategies. We've seen most equity markets make new lows for the year. Even if this is not ultimately the bottom for equity markets, we think we could get a bounce in the equity markets from presently oversold conditions, similar to the upside that captured last time we went overweight equities from 6/14/22-8/16/22. We also continued the process of extending the average maturity of the fixed income side of most of our primary Investment Strategies as interest rates have continued to become more attractive.

#### September 16, 2022

On 9/16/22, we bought equities back up to target weights for accounts in our primary Investment Strategies. For accounts in our Strategies, on 6/14/22, near the year-to-date lows for the equity markets, we shifted to overweight equities. Then, from 6/14/22-8/16/22, the S&P 500 stock market index ("the S&P") rose over +15%, at which time we sold equities down to target weights. We also continued the process of extending duration to take advantage of the higher interest rates. We primarily sold a portion of our short-term corporate bonds and bought long-term corporate bonds as we expect inflation to continue its downward trend of the last three months. The remainder of the year is expected to be volatile, but we anticipate sentiment to improve.

#### August 16, 2022

On 8/16/22, we decided to take profits on our June equity purchases by reducing equity exposures back down to their target allocations. Since the 6/17/22 equity market lows, the S&P 500 stock market index has risen over +15%. While we anticipate the most likely scenario is that the equity markets continue to recover from here, the risk-reward tradeoff is no longer as attractive to be overweight equities as it was in June.

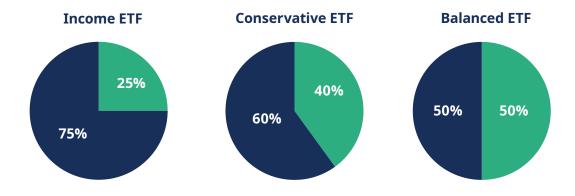
#### June 14, 2022

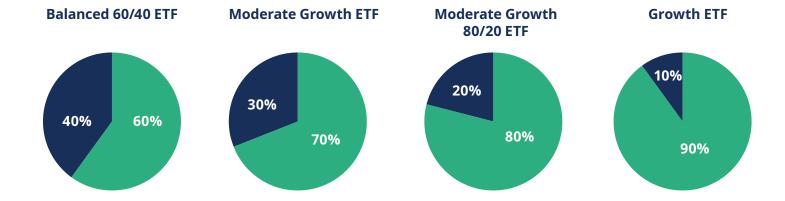
On 6/14/22, near the 6/17/22 equity market lows, we shifted to modestly overweight equities for accounts in our primary investment Strategies. We believe that even in a recession scenario, incremental equity market downside from 6/14/22 levels may be relatively limited and returns over the next 12 months could be strongly positive. In our higher fixed income allocations, we sold a portion of our short-term Treasury Inflation Protected Security allocation and bought intermediate-term corporate bonds. We believe inflation expectations are near a peak and reduced exposure while also continuing to lengthen duration.

#### **April 19, 2022**

On 4/19/22, the 10 yr US Treasury reached a year-to-date high of 2.91%. We continued the process of lengthening duration by selling 1-3 yr Treasuries and buying the Aggregate Bond Index.

### **ETF Asset Allocation by Objective**





# Investing that's invested in you.

Our mission is to help our clients protect their hard-earned assets, achieve their financial aspirations and their financial legacy thrives.

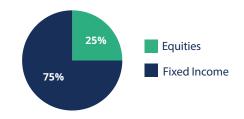


Founded in 1987 by America's Credit Unions for credit unions, their members and the general public, Members Trust Company is the first national trust and investment firm providing financial stewardship, investment and trust services with "Main Street" member-centric value and values...even for non-credit union accounts. This means we pick up the phone when you call, we treat you and your family as if you were our own, and that doing the right thing is more than our thing, it's our mandate.

With our Main Street values comes Wall Street experience...without the ego or exorbitant fees. Our team of investment professionals hold the prestigious Chartered Financial Analyst® designation and have been continually recognized in the industry as innovators and subject matter experts in trust and investment solutions, big and small.



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#### **Income ETF Strategy**

Q1 2023

The Income ETF Strategy seeks total return through exposure to a diversified portfolio of primarily fixed income, and to a lesser extent, equity asset classes. Exchange Traded Funds (ETFs) are used as the primary portfolio building blocks for their low cost, liquidity, transparency, and tax efficiency. ETFs allow clients to keep more of their return while we manage risk more effectively.

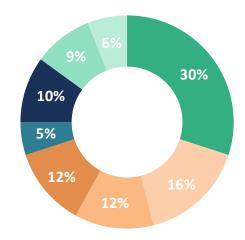
#### **Asset Class Allocation**

Asset class targets and ranges provide Members Trust Company with flexibility to manage short-term risks and opportunities within the portfolio while maintaining our commitment to the long-term investment strategy.

Asset Class	Long-Term Target	Short-Term Potential Range			
Cash or cash equivalents	2%	0%-20%			
Equity	25%	15%-35%			
Fixed Income	73%	63%-83%			

#### **Portfolio Allocation**

Fund	Sub-Asset Class	Weight
■ iShares Core U.S. Aggregate Bond	Intermediate Bond	30%
■ iShares 1-5 Year Invmt Grade Corp Bd	Short Term Corp	16%
■ iShares 1-3 Year Treasury Bond	Short Term Govt	12%
■ iShares iBoxx \$ Invmt Grade Corp Bd	Intermediate Corp	12%
■ iShares 7-10 Year Treasury Bond	Intermediate Govt	5%
■ Vanguard Value Index Fund	Large Cap Value	10%
■ SPDR S&P 500	Large Cap Blend	9%
■ iShares Core MSCI EAFE	Int'l - Developed	6%



#### **Return History for the Income ETF Composite**

Gross-of-fees composite returns are presented before management and custodial fees and after underlying investment vehicle expense ratio. Net-of-fees returns reflect the maximum applicable management fee of 1.5% available to investors in this strategy, subject to minimum account fees.

As of 3/31/23

Fixed Income

	ЗМо	YTD	1Yr	3Yr	5Yr	10Yr	15Yr
Gross of Fees	3.30	3.30	-0.55	5.70	4.56	4.15	4.45
Net of Fees	2.93	2.93	-2.05	4.20	3.06	2.65	2.95

Fixed Income SEC Yield 4.30% Total Portfolio SEC Yield 3.77% Weighted Average Exp Ratio 0.08

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	2008	2009	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Gross of Fees	-0.69	9.72	6.13	4.76	0.56	4.66	6.01	-0.86	10.68	7.14	6.24	-6.60
Net of Fees	-2.19	8.22 🥢	4.63	3.26	-0.94	3.16	4.51	-2.36	9.18	5.64	4.74	-8.10

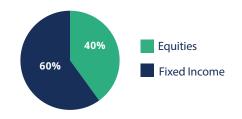
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#### **Income ETF: Disclosures**

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Members Trust Company is a federal thrift regulated by the Office of the Comptroller of the Currency. Members Trust Company manages portfolios using exchange traded funds, mutual funds, stocks, bonds and does not include portfolios managed on third party platforms in Total Firm Assets. The inception year of Members Trust Company is 1987 and claims compliance with GIPS® standards since July 01, 2007. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein. Income ETF includes discretionary investment portfolios with a Fixed Income target allocation of 75% and Equity target allocation of 25% that invest in exchange traded funds while seeking to maximize current income and provide some opportunity for capital growth through participation in the U.S. and International equity market. The Income ETF creation date is December 31, 2005. Since January 01, 2017 the custom benchmark of Income ETF is a blend of 5.00% BofA Merrill Lynch 91 Day T-Bill, 82.50% Morningstar Cons TGT TR and 12.50 % Morningstar Moderately Cons TGT TR, calculated and rebalanced monthly. From January 01, 2016 through December 31, 2016 the benchmark of Income ETF is a blend of 5.00% BofA Merrill Lynch 91 Day T-Bill, 17.50% Barclays Aggregate Bond Index and 77.50% S&P Target Risk Conservative Index, calculated and rebalanced monthly. From January 01, 2011 through December 31, 2015 the benchmark of Income ETF is a blend of 5.00% BofA Merrill Lynch 91 Day T-Bill, 82.50% Morningstar Cons TGT TR and 12.50% Morningstar Moderately Cons TGT TR, calculated and rebalanced monthly. From July 01, 2007 through December 31, 2010 the benchmark of Income ETF is a blend of 5.00% BofA Merrill Lynch 91 Day T-Bill, 27.50% Barclays Aggr Bond and 67.50% S&P Target Risk Conservative Index, calculated and rebalanced monthly. The switch from S&P benchmarks to Morningstar benchmarks occurs on 01/01/2011 after the creation of the Morningstar benchmark series in 2009 and time is given to develop. The switch from the Morningstar benchmark series back to the S&P benchmark series occurs on 01/01/2016 after an update to the S&P benchmark series in 2015 and time is given to develop. The switch from S&P benchmarks to Morningstar benchmarks occurs on 10/01/2017 after observing a higher fit for the Morningstar series relative to the S&P series. The returns for the Income ETF benchmark as of 3/31/2023 for 1 Mo, 3 Mo, YTD, 1 Yr, 3 Yr, 5 Yr, and 10 Yr are 2.06%, 3.13%, 3.13%, -4.91%, 1.78%, 2.36%, and 2.69%. Gross-of-fees returns are presented before management and custodial fees and after all trading and underlying pooled investment vehicle expenses. Composite and benchmark returns are presented net of non-reclaimable withholding taxes. Valuations are computed and performance is reported in U.S. dollars. To obtain a GIPS composite report, please contact Investments@memberstrust.com.

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#### **Conservative ETF Strategy**

Q1 2023

The Conservative ETF Strategy seeks total return through exposure to a diversified portfolio of primarily fixed income, and to a lesser extent, equity asset classes. Exchange Traded Funds (ETFs) are used as the primary portfolio building blocks for their low cost, liquidity, transparency, and tax efficiency. ETFs allow clients to keep more of their return while we manage risk more effectively.

#### **Asset Class Allocation**

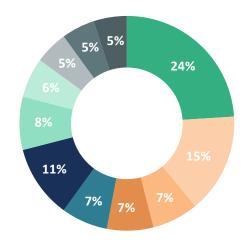
Asset class targets and ranges provide Members Trust Company with flexibility to manage short-term risks and opportunities within the portfolio while maintaining our commitment to the long-term investment strategy.

Asset Class	Long-Term Target	Short-Term Potential Range			
Cash or cash equivalents	2%	0%-20%			
Equity	40%	30%-50%			
Fixed Income	58%	48%-68%			

#### **Portfolio Allocation**

Fixed Income

	Fund	Sub-Asset Class	Weight
:	■ iShares Core U.S. Aggregate Bond	Intermediate Bond	24%
	■ iShares iBoxx \$ Invmt Grade Corp Bd	Intermediate Corp	15%
	■ iShares 1-5 Year Invmt Grade Corp Bd	Short Term Corp	7%
	■ iShares 1-3 Year Treasury Bond	Short Term Govt	7%
:	■ iShares 7-10 Year Treasury Bond	Intermediate Govt	7%
:	■ SPDR S&P 500	Large Cap Blend	11%
	■ Vanguard Value Index Fund	Large Cap Value	8%
	■ iShares Core MSCI EAFE	Int'l - Developed	6%
	■ iShares Core S&P Mid-Cap	Mid Cap Blend	5%
	■ iShares Core S&P Small-Cap	Small Cap Blend	5%
:	■ iShares Core MSCI Emerging Mkts	Int'l - Emerging	5%



#### **Return History for the Conservative ETF Composite**

Gross-of-fees composite returns are presented before management and custodial fees and after underlying investment vehicle expense ratio. Net-of-fees returns reflect the maximum applicable management fee of 1.5% available to investors in this strategy, subject to minimum account fees.

As of 3/31/23

	3Мо	YTD	1Yr	3Yr	5Yr	10Yr	15Yr
Gross of Fees	3.83	3.83	-1.54	7.33	4.23	4.79	5.33
Net of Fees	3.45	3.45	-3.04	5.83	2.73	3.29	3.83

Fixed Income SEC Yield 4.25% Total Portfolio SEC Yield 3.38% Weighted Average Exp Ratio 0.08

	2008	2009	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Gross of Fees	-7.58	15.28	10.23	5.47	-0.40	7.67	8.77	-2.68	13.58	8.58	7.46	-8.67
Net of Fees	-9.08	13.78 🥢	8.73	3.97	-1.90	6.17	7.27	-4.18	12.08	7.08	5.96	-10.17

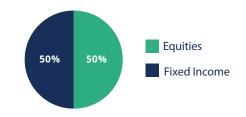
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#### **Conservative ETF: Disclosures**

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#### **Balanced ETF Strategy**

Q1 2023

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#### **Asset Class Allocation**

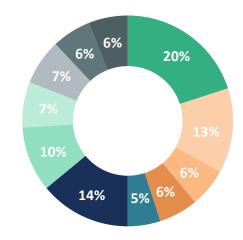
Asset class targets and ranges provide Members Trust Company with flexibility to manage short-term risks and opportunities within the portfolio while maintaining our commitment to the long-term investment strategy.

Asset Class	Long-Term Target	Short-Term Potential Range
Cash or Cash Equivalents	2%	0%-20%
Equity	50%	40%-60%
Fixed Income	48%	38%-58%

#### **Portfolio Allocation**

Fixed Income

	Fund	Sub-Asset Class	Weight
:	■iShares Core U.S. Aggregate Bond	Intermediate Bond	20%
	■ iShares iBoxx \$ Invmt Grade Corp Bd	Intermediate Corp	13%
	■ iShares 1-5 Year Invmt Grade Corp Bd	Short Term Corp	6%
	■ iShares 7-10 Year Treasury Bond	Intermediate Govt	6%
:	■ iShares 1-3 Year Treasury Bond	Short Term Govt	5%
:	■ SPDR S&P 500	Large Cap Blend	14%
	■ Vanguard Value Index Fund	Large Cap Value	10%
	■ iShares Core MSCI EAFE	Int'l - Developed	7%
:	■ iShares Core MSCI Emerging Mkts	Int'l - Emerging	7%
	■ iShares Core S&P Mid-Cap	Mid Cap Blend	6%
	■ iShares Core S&P Small-Cap	Small Cap Blend	6%



#### **Return History for the Balanced ETF Composite**

Gross-of-fees composite returns are presented before management and custodial fees and after underlying investment vehicle expense ratio. Net-of-fees returns reflect the maximum applicable management fee of 1.5% available to investors in this strategy, subject to minimum account fees.

#### As of 3/31/23

	ЗМо	YTD	1Yr	3Yr	5Yr	10Yr	15Yr
Gross of Fees	3.86	3.86	-2.67	8.86	5.00	5.71	5.86
Net of Fees	3.48	3.48	-4.17	7.36	3.50	4.21	4.36

Fixed Income SEC Yield 4.25%
Total Portfolio SEC Yield 3.17%
Weighted Average Exp Ratio 0.08

	2008	2009	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Gross of Fees	-13.35	18.01	13.13	6.07	-0.58	8.62	11.00	-3.65	15.39	10.80	10.12	-10.01
Net of Fees	-14.85	16.51 🥢	11.63	4.57	-2.08	7.12	9.50	-5.15	13.89	9.30	8.62	-11.51

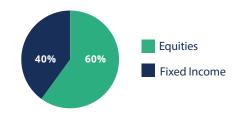
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#### **Balanced ETF: Disclosures**

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#### **Balanced 60/40 ETF Strategy**

Q1 2023

The Balanced 60/40 ETF Strategy seeks total return through exposure to a diversified portfolio of primarily equity, and to a lesser extent, fixed income asset classes. Exchange Traded Funds (ETFs) are used as the primary portfolio building blocks for their low cost, liquidity, transparency, and tax efficiency. ETFs allow clients to keep more of their return while we manage risk more effectively.

#### **Asset Class Allocation**

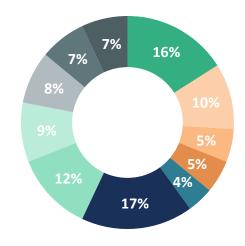
Asset class targets and ranges provide Members Trust Company with flexibility to manage short-term risks and opportunities within the portfolio while maintaining our commitment to the long-term investment strategy.

Asset Class	Long-Term Target	Short-Term Potential Range
Cash or cash equivalents	2%	0%-20%
Equity	60%	50%-70%
Fixed Income	38%	28%-48%

#### **Portfolio Allocation**

Fixed Income

Fund	Sub-Asset Class	Weight
■ iShares Core U.S. Aggregate Bond	Intermediate Bond	16%
■ iShares iBoxx \$ Invmt Grade Corp Bd	Intermediate Corp	10%
■ iShares 1-5 Year Invmt Grade Corp Bd	Short Term Corp	5%
■ iShares 7-10 Year Treasury Bond	Intermediate Govt	5%
■ iShares 1-3 Year Treasury Bond	Short Term Govt	4%
■ SPDR S&P 500	Large Cap Blend	17%
■ Vanguard Value Index Fund	Large Cap Value	12%
■ iShares Core MSCI EAFE	Int'l - Developed	9%
■ iShares Core MSCI Emerging Mkts	Int'l - Emerging	8%
■ iShares Core S&P Mid-Cap	Mid Cap Blend	7%
■ iShares Core S&P Small-Cap	Small Cap Blend	7%



#### Return History for the Balanced 60/40 ETF Composite

Gross-of-fees composite returns are presented before management and custodial fees and after underlying investment vehicle expense ratio. Net-of-fees returns reflect the maximum applicable management fee of 1.5% available to investors in this strategy, subject to minimum account fees.

As of 3/31/23

	3Мо	YTD	1Yr	3Yr	5Yr	01/01/2017
Gross of Fees	3.99	3.99	-3.21	10.70	5.55	6.43
Net of Fees	3.60	3.60	-4.71	9.20	4.05	4.93

Fixed Income SEC Yield 4.25%
Total Portfolio SEC Yield 2.95%
Weighted Average Exp Ratio 0.08

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	2008	2009	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Balanced 50/50	-13.35	18.01	13.13	6.07	-0.58	8.62	11.00	-3.65	15.39	10.80	10.12	-10.01
Balanced 60/40	N/A	N/A	N/A	N/A	N/A	N/A	13.46	-4.69	17.37	11.29	12.45	-10.59
Moderate Growth 70/30	-24.29	23.55	18.68	6.90	-1.18	10.63	16.31	-5.92	20.03	12.55	13.26	-11.77
Net of Fees	N/A	N/A 🧳	N/A	N/A	N/A	N/A	11.96	-6.19	15.87	9.79	10.95	-12.09



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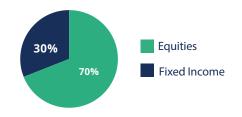
#### **Balanced 60/40 ETF: Disclosures**

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#### **Moderate Growth ETF Strategy**

Q1 2023

The Moderate Growth ETF Strategy seeks total return through exposure to a diversified portfolio of primarily equity, and to a lesser extent, fixed income asset classes. Exchange Traded Funds (ETFs) are used as the primary portfolio building blocks for their low cost, liquidity, transparency, and tax efficiency. ETFs allow clients to keep more of their return while we manage risk more effectively.

#### **Asset Class Allocation**

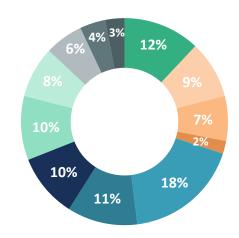
Asset class targets and ranges provide Members Trust Company with flexibility to manage short-term risks and opportunities within the portfolio while maintaining our commitment to the long-term investment strategy.

Asset Class	Long-Term Target	Short-Term Potential Range
Cash or cash equivalents	2%	0%-20%
Equity	70%	60%-80%
Fixed Income	28%	18%-38%

#### **Portfolio Allocation**

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Fund	Sub-Asset Class	Weight
■ iShares Core U.S. Aggregate Bond	Intermediate Bond	12%
■ iShares iBoxx \$ Invmt Grade Corp Bd	Intermediate Corp	9%
■ iShares 7-10 Year Treasury Bond	Intermediate Govt	7%
■ iShares 1-5 Year Invmt Grade Corp Bd	Short Term Corp	2%
■ Vanguard Value Index Fund	Large Cap Value	18%
■ iShares Core MSCI EAFE	Int'l - Developed	11%
■ iShares Core MSCI Emerging Markets	Int'l - Emerging	10%
■ SPDR S&P 500	Large Cap Blend	10%
■ iShares Core S&P Mid-Cap	Mid Cap Blend	8%
■ iShares Core S&P Small-Cap	Small Cap Blend	6%
■ Vanguard Small-Cap Growth Index Fd	Small Cap Growth	4%
■ Vanguard Growth Index Fund	Large Cap Growth	3%



#### **Return History for Moderate Growth ETF Composite**

Gross-of-fees composite returns are presented before management and custodial fees and after underlying investment vehicle expense ratio. Net-of-fees returns reflect the maximum applicable management fee of 1.5% available to investors in this strategy, subject to minimum account fees.

As of 3/31/23

	ЗМо	YTD	1Yr	3Yr	5Yr	10Yr	15Yr
Gross of Fees	4.28	4.28	-4.09	12.19	5.90	7.20	6.94
Net of Fees	3.89	3.89	-5.59	10.69	4.40	5.70	5.44

Fixed Income SEC Yield 4.17%
Total Portfolio SEC Yield 2.70%
Weighted Average Exp Ratio 0.07

	2008	2009	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Gross of Fees	-24.29	23.55	18.68	6.90	-1.18	10.63	16.31	-5.92	20.03	12.55	13.26	-11.77
Net of Fees	-25.79	22.05 🥢	17.18	5.40	-2.68	9.13	14.81	-7.42	18.53	11.05	11.76	-13.27

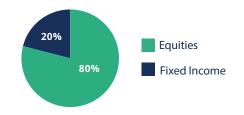
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#### **Moderate Growth ETF: Disclosures**

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#### **Moderate Growth 80/20 ETF Strategy**

Q1 2023

The Moderate Growth 80/20 ETF Strategy seeks total return through exposure to a diversified portfolio of primarily equity, and to a lesser extent, fixed income asset classes. Exchange Traded Funds (ETFs) are used as the primary portfolio building blocks for their low cost, liquidity, transparency, and tax efficiency. ETFs allow clients to keep more of their return while we manage risk more effectively.

#### **Asset Class Allocation**

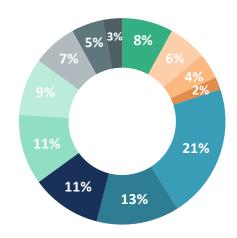
Asset class targets and ranges provide Members Trust Company with flexibility to manage short-term risks and opportunities within the portfolio while maintaining our commitment to the long-term investment strategy.

Asset Class	Long-Term Target	Short-Term Potential Range
Cash or cash equivalents	2%	0%-20%
Equity	80%	70%-90%
Fixed Income	18%	8%-28%

#### **Portfolio Allocation**

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Fund	Sub-Asset Class	Weight
■ iShares Core U.S. Aggregate Bond	Intermediate Bond	8%
■ iShares iBoxx \$ Invmt Grade Corp Bd	Intermediate Corp	6%
■ iShares 7-10 Year Treasury Bond	Intermediate Govt	4%
■ iShares 1-5 Year Invmt Grade Corp Bd	Short Term Corp	2%
■ Vanguard Value Index Fund	Large Cap Value	21%
■iShares Core MSCI EAFE	Int'l - Developed	13%
■SPDR S&P 500	Large Cap Blend	11%
■ iShares Core MSCI Emerging Markets	Int'l - Emerging	11%
■ iShares Core S&P Mid-Cap	Mid Cap Blend	9%
■iShares Core S&P Small-Cap	Small Cap Blend	7%
■ Vanguard Small-Cap Growth Index Fd	Small Cap Growth	5%
■ Vanguard Growth Index Fund	Large Cap Growth	3%



#### Return History for Moderate Growth 80/20 ETF Composite

Gross-of-fees composite returns are presented before management and custodial fees and after underlying investment vehicle expense ratio. Net-of-fees returns reflect the maximum applicable management fee of 1.5% available to investors in this strategy, subject to minimum account fees.

As of 3/31/23

	ЗМо	YTD	1Yr	3Yr	01/01/2020
Gross of Fees	4.47	4.47	-4.19	21.19	11.66
Net of Fees	4.09	4.09	-5.69	19.69	10.16

Fixed Income SEC Yield 4.17%
Total Portfolio SEC Yield 2.50%
Weighted Average Exp Ratio 0.07

	2008	2009	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Moderate Growth 70/30	-24.29	23.55	18.68	6.90	-1.18	10.63	16.31	-5.92	20.03	12.55	13.26	-11.77
Moderate Growth 80/20	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	14.28	16.32	-12.89
Growth 90/10	-34.18	33.01	24.81	7.07	-1.12	12.41	20.77	-7.85	24.35	16.46	16.85	-15.53
Net of Fees	N/A	N/A 🥢	N/A	N/A	N/A	N/A	N/A	N/A	N/A	12.78	14.82	-14.39

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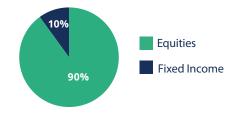
#### Moderate Growth 80/20 ETF: Disclosures

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#### **Growth ETF Strategy**

Q1 2023

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#### **Asset Class Allocation**

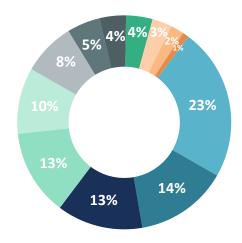
Asset class targets and ranges provide Members Trust Company with flexibility to manage short-term risks and opportunities within the portfolio while maintaining our commitment to the long-term investment strategy.

Asset Class	Long-Term Target	Short-Term Potential Range
Cash or cash equivalents	2%	0%-20%
Equity	90%	80%-100%
Fixed Income	8%	0%-18%

#### **Portfolio Allocation**

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Fund	Sub-Asset Class	Weight
■ iShares Core U.S. Aggregate Bond	Intermediate Bond	4%
■ iShares iBoxx \$ Invmt Grade Corp Bd	Intermediate Corp	3%
■ iShares 7-10 Year Treasury Bond	Intermediate Govt	2%
■ iShares 1-5 Year Invmt Grade Corp Bd	Short Term Corp	1%
■ Vanguard Value Index Fund	Large Cap Value	23%
■ iShares Core MSCI EAFE	Int'l - Developed	14%
■ SPDR S&P 500	Large Cap Blend	13%
■ iShares Core MSCI Emerging Markets	Int'l - Emerging	13%
■ iShares Core S&P Mid-Cap	Mid Cap Blend	10%
■ iShares Core S&P Small-Cap	Small Cap Blend	8%
■ Vanguard Small-Cap Growth Index Fd	Small Cap Growth	5%
■ Vanguard Growth Index Fund	Large Cap Growth	4%



#### **Return History for the Growth ETF Composite**

Gross-of-fees composite returns are presented before management and custodial fees and after underlying investment vehicle expense ratio. Net-of-fees returns reflect the maximum applicable management fee of 1.5% available to investors in this strategy, subject to minimum account fees.

As of 3/31/23

	ЗМо	YTD	1Yr	3Yr	5Yr	10Yr	15Yr
Gross of Fees	4.65	4.65	-6.49	14.86	6.69	8.65	7.88
Net of Fees	4.25	4.25	-7.99	13.36	5.19	7.15	6.38

Fixed Income SEC Yield 4.17% Total Portfolio SEC Yield 2.29% Weighted Average Exp Ratio 0.07

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	2008	2009	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Gross of Fees	-34.18	33.01	24.81	7.07	-1.12	12.41	20.77	-7.85	24.35	16.46	16.85	-15.53
Net of Fees	-35.68	31.51 🧳	23.31	5.57	-2.62	10.91	19.27	-9.35	22.85	14.96	15.35	-17.03

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#### **Growth ETF: Disclosures**

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#### **Composite Returns Comparison**

Gross-of-fees composite returns are presented before management and custodial fees and after underlying investment vehicle expense ratio. Net-of-fees returns reflect the maximum applicable management fee of 1.5% available to investors in this strategy, subject to minimum account fees.

As of 3/31/2023

Annualized

Gross of Fees	Allocation (Equity / Fixed)	3 Mo Return %	YTD Return %	1 Yr Return %	3 Yr Return %	<b>5 Yr</b> Return %	10 Yr Return %	15 Yr Return %	Return Start Date						
Income ETF	25/75	3.30	3.30	-0.55	5.70	4.56	4.15	4.45	07/01/2007						
Conservative ETF	40/60	3.83	3.83	-1.54	7.33	4.23	4.79	5.33	07/01/2007						
Balanced ETF	50/50	3.86	3.86	-2.67	8.86	5.00	5.71	5.86	07/01/2007						
Balanced 60/40 ETF	60/40	3.99	3.99	-3.21	10.70	5.55	N/A	N/A	01/01/2017						
Moderate Growth ETF	70/30	4.28	4.28	-4.09	12.19	5.90	7.20	6.94	07/01/2007						
Moderate Growth 80/20 ETF	80/20	4.47	4.47	-4.19	21.19	N/A	N/A	N/A	01/01/2020						
Growth ETF	90/10	4.65	4.65	-6.49	14.86	6.69	8.65	7.88	07/01/2007						

Net of Fees	Allocation (Equity / Fixed)	3 Mo Return %	YTD Return %	1 Yr Return %	3 Yr Return %	<b>5 Yr</b> Return %	10 Yr Return %	15 Yr Return %	Return Start Date
Income ETF	25/75	2.93	2.93	-2.05	4.20	3.06	2.65	2.95	07/01/2007
Conservative ETF	40/60	3.45	3.45	-3.04	5.83	2.73	3.29	3.83	07/01/2007
Balanced ETF	50/50	3.48	3.48	-4.17	7.36	3.50	4.21	4.36	07/01/2007
Balanced 60/40 ETF	60/40	3.60	3.60	-4.71	9.20	4.05	N/A	N/A	01/01/2017
Moderate Growth ETF	70/30	3.89	3.89	-5.59	10.69	4.40	5.70	5.44	07/01/2007
Moderate Growth 80/20 ETF	80/20	4.09	4.09	-5.69	19.69	N/A	N/A	N/A	01/01/2020
Growth ETF	90/10	4.25	4.25	-7.99	13.36	5.19	7.15	6.38	07/01/2007

Market Returns for Comparison	1 Mo Return %	3 Mo Return %	YTD Return %	1 Yr Return %	3 Yr Return %	<b>5 Yr</b> Return %	10 Yr Return %
S&P 500 Index*	3.67	7.48	7.48	-7.75	18.58	11.16	12.22
MSCI ACWI*	3.15	7.44	7.44	-6.96	15.92	7.48	8.64
MSCI EAFE ND*	2.61	8.65	8.65	-0.79	13.65	4.12	5.60
MSCI Emerging Markets ND*	3.04	3.97	3.97	-10.39	8.17	-0.57	2.36
Barclays Aggregate Index*	2.54	2.96	2.96	-4.78	-2.77	0.90	1.36

\*Source: Northern Trust



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#### **Composite Returns Comparison**

Gross-of-fees composite returns are presented before management and custodial fees and after underlying investment vehicle expense ratio. Net-of-fees returns reflect the maximum applicable management fee of 1.5% available to investors in this strategy, subject to minimum account fees.

Gross of Fees	2008	2009	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Income ETF	-0.69	9.72	6.13	4.76	0.56	4.66	6.01	-0.86	10.68	7.14	6.24	-6.60
Conservative ETF	-7.58	15.28	10.23	5.47	-0.40	7.67	8.77	-2.68	13.58	8.58	7.46	-8.67
Balanced ETF	-13.35	18.01	13.13	6.07	-0.58	8.62	11.00	-3.65	15.39	10.80	10.12	-10.01
Balanced 60/40 ETF	N/A	N/A	N/A	N/A	N/A	N/A	13.46	-4.69	17.37	11.29	12.45	-10.59
Moderate Growth ETF	-24.29	23.55	18.68	6.90	-1.18	10.63	16.31	-5.92	20.03	12.55	13.26	-11.77
Moderate Growth 80/20 ETF	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	14.28	16.32	-12.89
Growth ETF	-34.18	33.01 🥢	24.81	7.07	-1.12	12.41	20.77	-7.85	24.35	16.46	16.85	-15.53

Net of Fees	2008	2009	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Income ETF	-2.19	8.22	4.63	3.26	-0.94	3.16	4.51	-2.36	9.18	5.64	4.74	-8.10
Conservative ETF	-9.08	13.78	8.73	3.97	-1.90	6.17	7.27	-4.18	12.08	7.08	5.96	-10.17
Balanced ETF	-14.85	16.51	11.63	4.57	-2.08	7.12	9.50	-5.15	13.89	9.30	8.62	-11.51
Balanced 60/40 ETF	N/A	N/A	N/A	N/A	N/A	N/A	11.96	-6.19	15.87	9.79	10.95	-12.09
Moderate Growth ETF	-25.79	22.05	17.18	5.40	-2.68	9.13	14.81	-7.42	18.53	11.05	11.76	-13.27
Moderate Growth 80/20 ETF	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	12.78	14.82	-14.39
Growth ETF	-35.68	31.51 🥢	23.31	5.57	-2.62	10.91	19.27	-9.35	22.85	14.96	15.35	-17.03

Market Returns for Comparison	2008	2009	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
S&P 500 Index*	-38.49	23.45	32.29	13.68	1.37	11.95	21.82	-4.39	31.48	18.39	28.68	-18.13
Barclays Aggregate Index*	5.24	5.93 🥢	-2.02	5.97	0.55	2.65	3.54	0.01	8.72	7.51	-1.54	-13.01

<sup>\*</sup>Source: Northern Trust



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#### **Composite Returns Comparison: Disclosures**

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