Visit our website!

ETF Strategies

2Q 2026

Strategy Overview

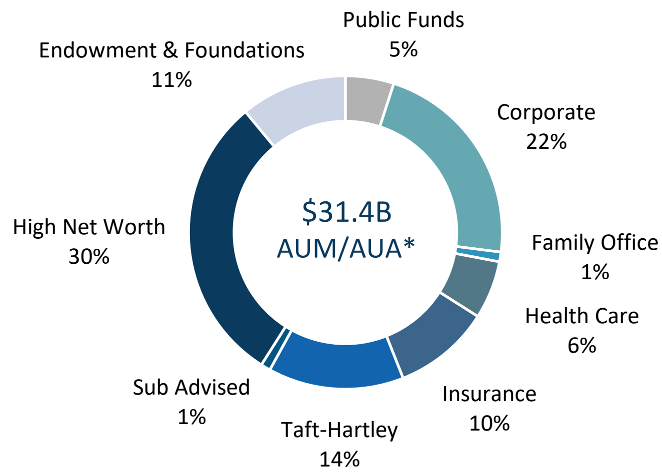
Sage Advisory Services
5900 Southwest Parkway
Building 1, Suite 100
Austin, Texas 78735

SAGE | INVEST WITH WISDOM™

Who We Are

- Founded in 1996 — Based in Austin, Texas
- 100% employee operated
- 17-member investment team has an average industry experience of 18 years

Who We Serve



Why Sage

Agility

Our size and independence as an employee-controlled firm enable us to take a nimble approach.

Alignment

We customize the investment experience to align with each client's unique objectives and needs.

Consistency

We have a tenured investment team and proven process that enable us to deliver expected results.

Culture

We are committed to cultivating a culture of service and trust among our clients, our employees, and our community.

*AUM/AUA as of 6/30/2026. ** "Who We Serve" is client type by AUM/AUA.

Executive Leadership

Robert G. Smith, III, AIF® & CIMC
President & Co-CIO
56 Years

Thomas H. Urano, CFA
Co-CIO
30 Years

Robert D. Williams, CFA
Chief Investment Strategist
29 Years

Michael D. Walton, AIF®
Managing Partner
29 Years

Robert W. Moser, CIMA®, CRPC, CFIP
Managing Partner
26 Years

Investment Management

Portfolio Management

Research & Strategy

Relationship Management

Institutional

Private Client

Marketing Services

Enterprise Management

Information Technology

Operations

Administration

Organizational Committees

Executive — Investment — Operating — Vendor Oversight — GIPS Oversight — Brokerage Oversight

Investment Team

Expert Team Specializing in Institutional Fixed Income

- *Average industry experience is 18 years*
- *Average tenure at Sage is 13 years*
- *12 CFA charterholders*

Chief Investment Officers

Robert G. Smith, III, AIF® & CIMC (Investment Committee)
President & Co-CIO

Thomas H. Urano, CFA (Investment Committee)
Co-CIO

Portfolio Management & Trading

Jeffery S. Timlin, CFA, CMT (Investment Committee)
Managing Partner | Municipal

Seth B. Henry, CFA (Investment Committee)
Partner | Securitized

Andrew K. Demand, CFA (Investment Committee)
Partner | Credit

David L. Luria, CFA
Vice President | Credit

Nicholas C. Erickson, CFA
Vice President | Securitized

Brett J. Adelglass, CFA
Associate | Municipal

Nicholas A. Barnard, CFA
Associate | Securitized

Alex Bender, CFA
Associate | Credit

Research & Strategy

Robert D. Williams, CFA (Investment Committee)
Chief Investment Strategist

Komson Silapachai, CFA (Investment Committee)
Partner | Sr. Strategist

Andrew S. Poreda, CFA (Investment Committee)
VP, Sr. Research Analyst | LDI, Responsible Investing

Emma L. Harper, CIMA
VP, Institutional Research, Client Relations | Responsible Investing

Jae Y. Song, ASA
VP, Sr. Research Analyst | LDI

Douglas A. Benning
VP, Sr. Research Analyst | General

Xochitl C. Maldonado
Research Analyst | Quantitative

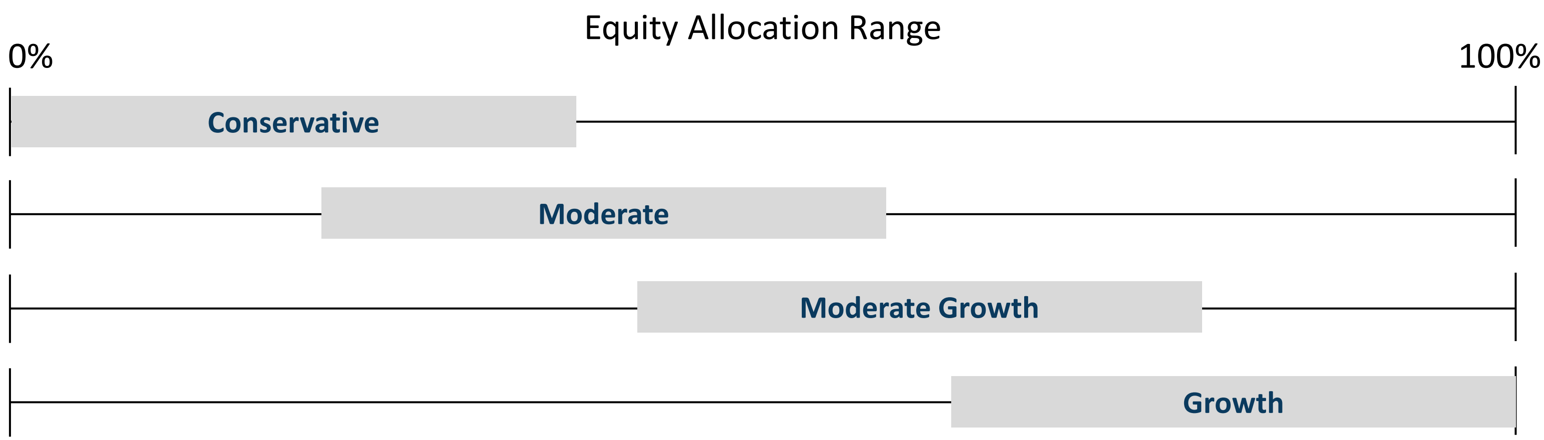
Investment Committee

ETF Strategies Overview

	Strategy	Time Horizon Years	Target Allocation*	Objective
Growth	Global Equity Growth Moderate Growth	10-plus 7-10 5-7	100% Equity 80% Equity/20% Fixed Income 60% Equity/40% Fixed Income	Focus is on capital appreciation. Investors have a longer time horizon and a higher tolerance for short-term volatility.
Stability	Moderate Conservative	3-5 1-3	40% Equity/60% Fixed Income 20% Equity/80% Fixed Income	Focus is on capital appreciation and stability of returns. Investors have a short to medium time horizon, and have a lower tolerance for short-term volatility.
Income	Multi-Asset Income Tax Aware MAI Core Plus	2-5 2-5 1-3	20% Equity/80% FI and Hybrids 20% Equity/80% FI and Hybrids 100% Fixed Income	Focus is on income and stability of returns. The time horizon is short to medium term, and investors have a low tolerance for short-term volatility.

**Actual allocation may vary based on market conditions.*

Asset Allocation Strategies



Flexible Approach	*Broad Asset Class*	+/- 20% from equity/fixed income allocation target
	Equity/Alternatives	Carry up to 60% in cash and alternative asset classes combined
	Fixed Income	Utilize entire global bond market, up to 40% non-core segments

Strategies & Services

ETF Strategies

Asset Allocation: target-risk allocation strategies designed to be core solutions

Income Solutions: income strategies balance maximizing yield versus volatility

ETF Implementation: experience managing strategies using ETFs since 1998

Investment Philosophy

Top-Down View: drivers include macro, policy, valuation, and sentiment

Flexible: dynamic market segment allocation based on 3-6 month outlook

Risk Management: risk budgeting and stress testing are core to process

Investment Approach

Team Integration: Investment Committee, Portfolio Management, & Research

ETF Evaluation: sponsor, cost, exposure, along with factor/security composition

Portfolio Design: express macro view with portfolio design and risk management

Our Approach

Investment Process

Our teams work together to balance the development of our macro views with thoughtful portfolio design, value-driven security selection, and active risk management.

Macro View

- Secular, Cyclical, Near-Term
- Growth, Inflation, Policy
- Valuations, Risk Parameters

Portfolio Design

- Translate Macro View
- Model/Optimize Risk Exposures
- Determine Portfolio Allocations

Risk Modeling

- Holdings-Based Exposures
- Statistical-Based Analysis
- Factor-Based Stress Testing

Security Selection

- Large-Scale Data Analysis
- Credit Analysis
- Securitized Product Analysis

Fixed Income Market Segment Study

2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
TIPS 11.63%	Treasury 13.74%	High Yield 58.20%	High Yield 15.12%	TIPS 13.56%	EM Debt 17.95%	High Yield 7.44%	US Credit 7.53%	MBS 1.51%	High Yield 17.13%	Intl Treas 9.31%	Agency 1.34%	High Yield 14.32%	TIPS 10.99%	TIPS 5.96%	Agency -7.87%	High Yield 13.45%	High Yield 8.19%	EM Debt 11.11%
Intl Treas 10.94%	Intl Treas 9.43%	EM Debt 34.22%	EM Debt 12.84%	Treasury 9.81%	High Yield 15.81%	MBS -1.45%	MBS 6.15%	EM Debt 1.29%	EM Debt 9.88%	EM Debt 8.17%	MBS 0.99%	US Credit 13.80%	Intl Treas 9.54%	High Yield 5.28%	High Yield -11.19%	EM Debt 9.09%	EM Debt 6.58%	High Yield 8.62%
Treasury 9.01%	Agency 9.26%	US Credit 16.04%	US Credit 8.47%	US Credit 8.35%	US Credit 9.37%	Agency -1.58%	Treasury 5.05%	Treasury 0.84%	US Credit 5.63%	High Yield 7.50%	Treasury 0.86%	EM Debt 13.11%	US Credit 9.35%	MBS -1.04%	MBS -11.81%	US Credit 8.18%	Agency 3.16%	MBS 8.58%
Agency 7.90%	MBS 8.34%	TIPS 11.40%	TIPS 6.31%	EM Debt 6.97%	TIPS 6.98%	US Credit -2.01%	EM Debt 4.76%	Agency -0.36%	TIPS 4.68%	US Credit 6.18%	TIPS -1.26%	TIPS 8.43%	Treasury 8.00%	US Credit -1.08%	TIPS -11.85%	Intl Treas 6.25%	US Credit 2.03%	Intl Treas 8.20%
MBS 6.90%	TIPS -2.35%	MBS 5.75%	Intl Treas 6.12%	MBS 6.32%	MBS 2.60%	Treasury -2.75%	Agency 3.65%	US Credit -0.77%	Agency 2.27%	TIPS 3.01%	Intl Treas -1.83%	Treasury 6.86%	High Yield 7.11%	Agency -1.31%	Treasury -12.46%	Agency 5.13%	TIPS 1.84%	US Credit 7.83%
EM Debt 5.16%	US Credit -3.08%	Intl Treas 4.35%	Treasury 5.87%	Intl Treas 5.24%	Agency 2.16%	EM Debt -4.12%	TIPS 3.64%	TIPS -1.44%	Intl Treas 1.87%	Agency 2.98%	High Yield -2.08%	MBS 6.35%	EM Debt 6.52%	EM Debt -1.65%	US Credit -15.26%	MBS 5.05%	MBS 1.20%	TIPS 7.01%
US Credit 5.11%	EM Debt -14.75%	Agency 1.95%	MBS 5.50%	High Yield 4.98%	Treasury 1.98%	Intl Treas -4.88%	High Yield 2.45%	High Yield -4.47%	MBS 1.67%	MBS 2.47%	US Credit -2.11%	Intl Treas 6.04%	MBS 3.87%	Treasury -2.32%	EM Debt -15.26%	Treasury 4.05%	Treasury 0.58%	Treasury 6.32%
High Yield 1.87%	High Yield -26.16%	Treasury -3.56%	Agency 4.36%	Agency 4.82%	Intl Treas 1.77%	TIPS -8.61%	Intl Treas -2.77%	Intl Treas -4.84%	Treasury 1.04%	Treasury 2.31%	EM Debt -2.46%	Agency 5.89%	Agency 2.70%	Intl Treas -8.67%	Intl Treas -19.44%	TIPS 3.90%	Intl Treas -5.97%	Agency 6.11%

Range of Opportunity: Difference Between the Top and Bottom Performing Market Segments

9.76%	**39.89%**	**61.76%**	**10.76%**	**8.74%**	**16.18%**	**16.05%**	**10.30%**	**6.35%**	**16.09%**	**7.00%**	**3.80%**	**8.43%**	**8.29%**	**14.63%**	**11.57%**	**9.55%**	**14.16%**	**5.00%**

Source: Bloomberg
See disclosures page for indexes used to represent market segments.

Past performance does not guarantee similar future results.

Equity Market Segment Study

2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
EM Equity 39.78%	Small Value -28.92%	EM Equity 79.02%	REITs 29.58%	REITs 10.39%	EM Equity 18.63%	Small Growth 43.30%	REITs 34.62%	REITs 6.36%	Small Value 31.74%	EM Equity 37.75%	Large Growth -0.01%	Large Value 31.93%	Small Growth 34.63%	REITs 44.48%	CMDTY 16.09%	Large Growth 30.03%	Large Growth 36.07%	EM Equity 33.57%
CMDTY 16.23%	Large Growth -34.92%	Mid Caps 37.38%	Small Growth 29.09%	Large Growth 4.65%	Small Value 18.05%	Small Value 34.53%	Large Growth 14.89%	Large Growth 5.52%	Mid Caps 20.74%	Large Growth 27.44%	REITs -2.12%	Large Growth 31.13%	Large Growth 33.47%	Large Growth 32.01%	Large Value -5.22%	Large Value 22.23%	Small Growth 15.15%	Intl Equity 31.22%
Intl Equity 11.63%	CMDTY -35.65%	Small Growth 34.47%	Mid Caps 26.64%	Large Value -0.48%	Mid Caps 17.88%	Mid Caps 33.46%	Large Value 12.36%	Intl Equity -0.39%	Large Value 17.40%	Intl Equity 25.62%	Large Value -8.95%	Small Growth 28.48%	EM Equity 18.31%	Small Value 28.27%	Mid Caps -13.06%	Small Growth 18.66%	Mid Caps 13.93%	Large Growth 22.18%
Large Growth 9.13%	Mid Caps -36.23%	Intl Equity 32.46%	Small Value 24.50%	Mid Caps -1.73%	Large Value 17.76%	Large Growth 32.75%	Mid Caps 9.77%	Small Growth -1.38%	CMDTY 11.77%	Small Growth 22.17%	Small Growth -11.01%	Mid Caps 26.20%	Mid Caps 13.66%	CMDTY 27.11%	Intl Equity -14.46%	Intl Equity 18.24%	Large Value 12.29%	CMDTY 15.77%
Mid Caps 7.98%	Small Growth -38.54%	Large Growth 31.57%	EM Equity 19.20%	Small Growth -2.91%	Intl Equity 17.76%	Large Value 31.97%	Small Growth 5.60%	Mid Caps -2.18%	EM Equity 11.60%	Mid Caps 16.24%	CMDTY -11.25%	REITs 25.90%	Intl Equity 7.82%	Large Value 24.90%	Small Value -14.48%	Mid Caps 16.44%	Small Value 8.05%	Large Value 13.19%
Small Growth 7.05%	Large Value -39.22%	REITSs 24.93%	CMDTY 16.83%	Small Value -5.50%	REITs 15.35%	Intl Equity 23.57%	Small Value 4.22%	Large Value - 3.13%	Small Growth 11.32%	Large Value 15.36%	Mid Caps -11.51%	Small Value 22.39%	Small Value 4.63%	Mid Caps 24.76%	EM Equity -20.09%	Small Value 14.65%	EM Equity 7.50%	Small Growth 13.01%
Large Value 1.99%	REITs -40.93%	Large Value 21.17%	Large Value 15.10%	Intl Equity -11.73%	Large Growth 14.70%	REITs -1.45%	EM Equity -1.82%	Small Value -7.47%	Large Growth 6.89%	Small Value 7.84%	Small Value -12.86%	Intl Equity 22.01%	Large Value 1.36%	Intl Equity 11.26%	REITs -25.85%	REITs 10.77%	REITs 5.68%	Small Value 12.59%
Small Value -9.78%	Intl Equity -43.06%	Small Value 20.58%	Large Growth 15.05%	CMDTY -13.32%	Small Growth 14.59%	EM Equity -2.27%	Intl Equity -4.48%	EM Equity -14.60%	REITS 4.93%	REITS 5.32%	Intl Equity -13.79%	EM Equity 18.42%	CMDTY -3.12%	Small Growth 2.83%	Small Growth -26.36%	EM Equity 9.83%	CMDTY 5.38%	Mid Caps 7.50%
REITs -18.03%	EM Equity -53.18%	CMDTY 18.91%	Intl Equity 8.21%	EM Equity -18.17%	CMDTY -1.06%	CMDTY -9.52%	CMDTY -17.01%	CMDTY -24.66%	Intl Equity 1.22%	CMDTY 1.70%	EM Equity -14.57%	CMDTY 7.69%	REITs -5.00%	EM Equity -2.54%	Large Growth -29.41%	CMDTY -7.91%	Intl Equity 3.82%	REITs 2.27%

Range of Opportunity: Difference Between Top and Bottom Performing Market Segments

57.81%	24.26%	60.11%	21.37%	28.56%	19.69%	52.82%	51.63%	31.02%	30.52%	36.05%	14.56%	24.24%	39.63%	47.02%	45.50%	37.94%	32.25%	31.30%

Source: Bloomberg
See disclosures page for indexes used to represent market segments.

Past performance does not guarantee similar future results.

Study of Active Mutual Fund Managers within Core Equity Segments

Bottom Quartile (75th Percentile) Mutual Fund Manager in Best Performing Market Segment

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Bottom Quartile (75th Percentile) in Best Performing Segment	9.71%	-35.89%	28.92%	23.34%	-4.70%	13.08%	45.52%	8.00%	0.59%	22.57%	23.91%	-4.60%	23.14%	26.17%	17.00%	-8.49%	28.93%		
	Intl Equity 11.63%	Small Value -28.92%	Mid Caps 37.38%	Small Growth 29.09%	Large Growth 4.65%	Small Value 18.05%	Small Growth 43.30%	Large Growth 14.89%	Large Growth 5.52%	Small Value 31.74%	Large Growth 27.44%	Large Growth -0.01%	Large Value 31.93%	Large Growth 33.47%	Large Growth 32.01%	Large Value -5.22%	Large Growth 30.03%	Large Growth 36.07%	Intl Equity 31.22%
	Large Growth 9.13%	Large Growth -34.92%	Small Growth 34.47%	Mid Caps 26.64%	Large Value -0.48%	Mid Caps 17.88%	Small Value 34.53%	Large Value 12.36%	Intl Equity -0.39%	Mid Caps 20.74%	Intl Equity 25.62%	Large Value -8.95%	Large Growth 31.13%	Small Growth 19.96%	Small Value 28.27%	Mid Caps -13.06%	Large Value 22.23%	Mid Caps 13.93%	Large Growth 22.18%
	Mid Caps 7.98%	Mid Caps -36.23%	Intl Equity 32.46%	Small Value 24.50%	Mid Caps -1.73%	Intl Equity 17.76%	Mid Caps 33.46%	Mid Caps 9.77%	Small Growth -1.38%	Large Value 17.40%	Small Growth 22.17%	Small Growth -11.01%	Small Growth 28.48%	Mid Caps 13.66%	Large Value 24.90%	Intl Equity -14.45%	Intl Equity 18.24%	Large Value 12.29%	Large Value 13.19%
	Small Growth 7.05%	Small Growth -38.54%	Large Growth 31.57%	Large Value 15.10%	Small Growth -2.91%	Large Value 17.76%	Large Growth 32.75%	Small Growth 5.60%	Mid Caps -2.18%	Small Growth 11.32%	Mid Caps 16.24%	Mid Caps -11.51%	Mid Caps 26.20%	Intl Equity 7.82%	Mid Caps 24.76%	Small Value -14.48%	Small Growth 16.93%	Small Growth 11.54%	Small Growth 12.81%
	Large Value 1.99%	Large Value -39.22%	Large Value 21.17%	Large Growth 15.05%	Small Value -5.50%	Large Growth 14.70%	Large Value 31.97%	Small Value 4.22%	Large Value -3.13%	Large Growth 6.89%	Large Value 15.36%	Small Value -12.86%	Small Value 22.39%	Small Value 4.63%	Small Growth 14.82%	Small Growth -20.44%	Mid Caps 16.44%	Small Value 8.05%	Small Value 12.59%
	Small Value -9.78%	Intl Equity -43.06%	Small Value 20.58%	Intl Equity 8.21%	Intl Equity -11.73%	Small Growth 14.59%	Intl Equity -2.41%	Intl Equity -4.48%	Small Value -7.47%	Intl Equity 1.22%	Small Value 7.84%	Intl Equity -13.79%	Intl Equity 22.01%	Large Value 1.36%	Intl Equity 11.26%	Large Growth -29.41%	Small Value 14.65%	Intl Equity 3.82%	Mid Caps 7.50%
Top Quartile (25th Percentile) in Worst Performing Segment	-2.71%	-41.66%	40.35%	12.77%	-12.00%	15.98%	16.72%	-3.41%	-4.02%	2.66%	11.25%	-13.82%	23.75%	6.42%	26.20%	-23.63%	20.01%		

Top Quartile (25th Percentile) Mutual Fund Manager in Worst Performing Market Segment

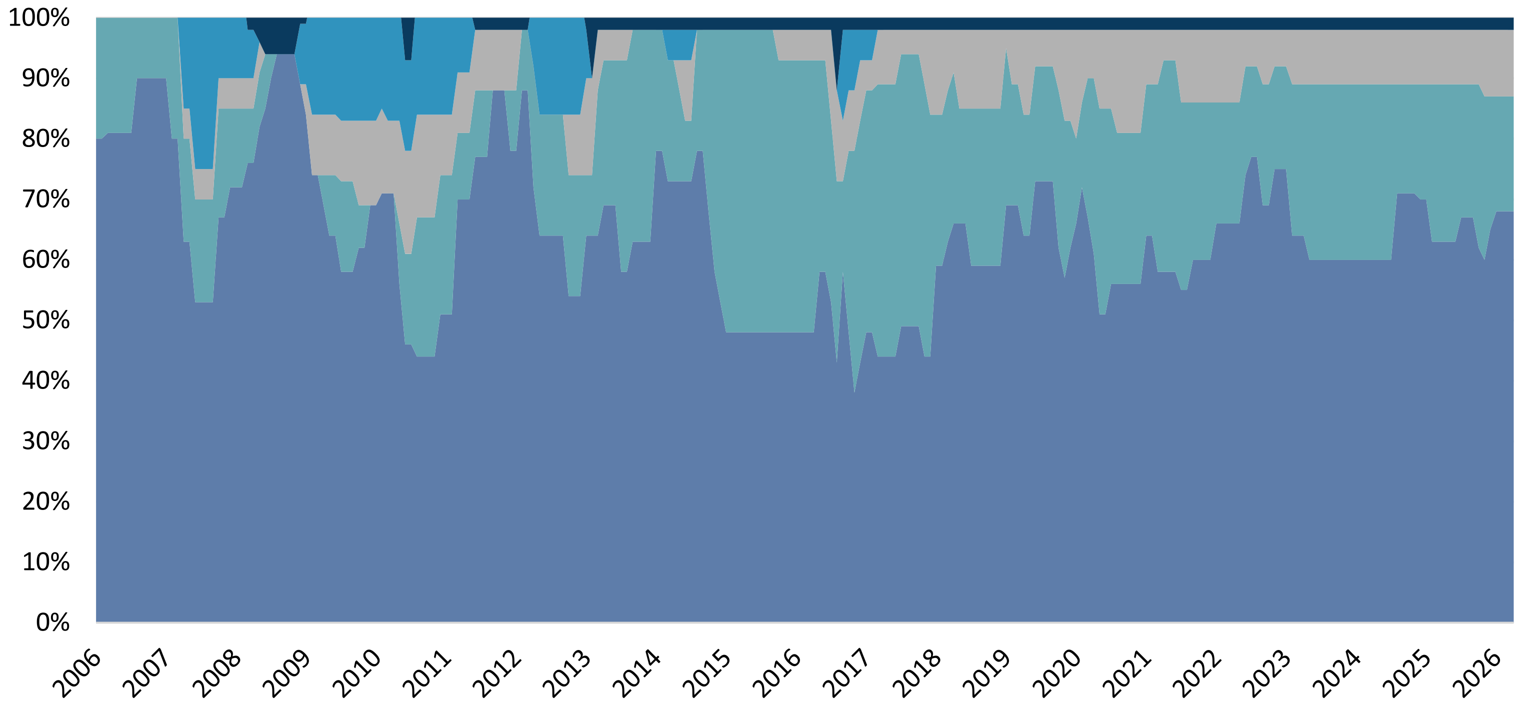
Source: Index data from Bloomberg, Mutual Fund quartile performance from BlackRock Morningstar.
See disclosures page for indexes used to represent market segments.

Past performance does not guarantee similar future results.

Equity Asset Allocation Ranges

U.S. Equities	Int'l Equities	Emerging Markets	Alternatives	Cash
25-100% of Allocation	0-75% of Allocation	0-25% of Allocation	0-40% of Allocation	0-20% of Allocation

Equity Asset Allocation in Motion

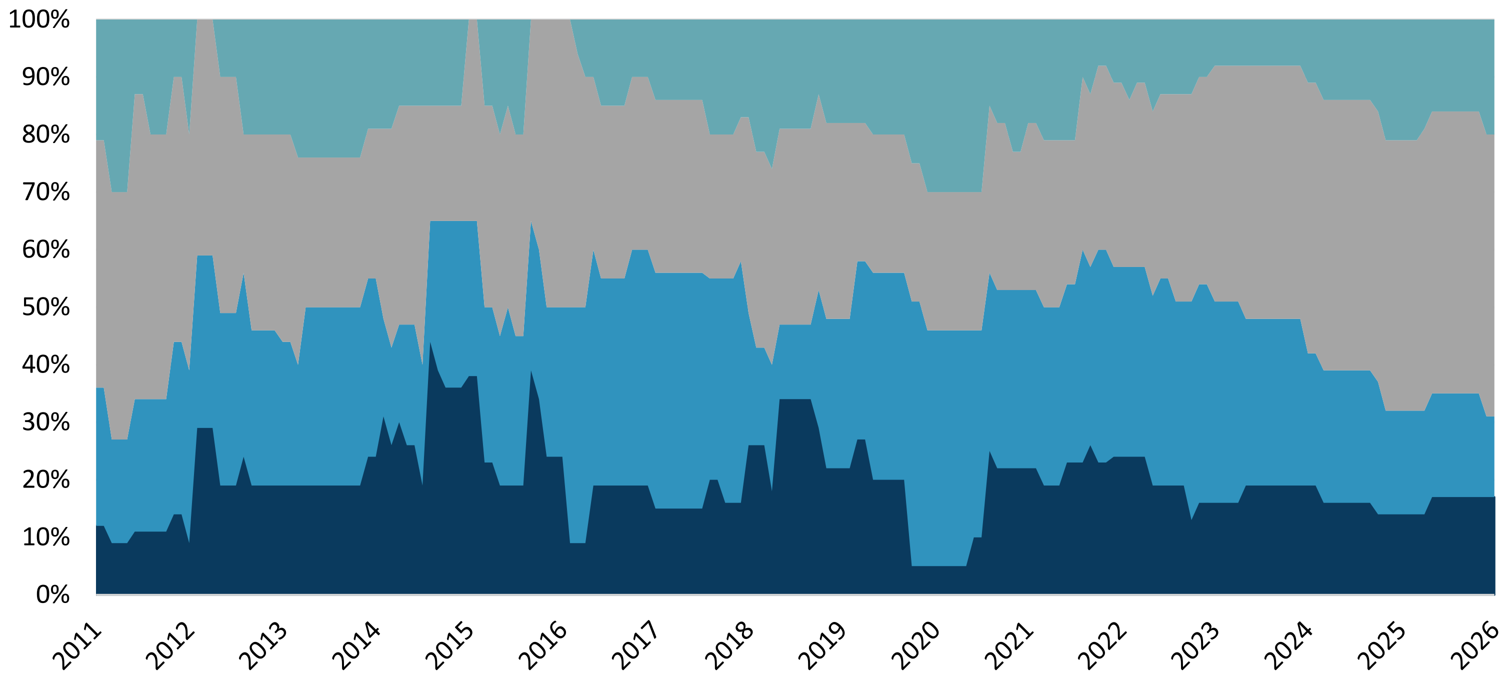


Historical Allocation as of 6/30/2026
Allocation ranges are approximate ranges, please see disclosures and guidelines for more detail.

Fixed Income Asset Allocation Ranges

Treasuries	IG Credit	Securitized	Non-Core Fixed
0-75% of Allocation	0-50% of Allocation	0-50% of Allocation	0-40% of Allocation

Fixed Income Allocation in Motion



Historical Allocation as of 6/30/2026
Allocation ranges are approximate ranges, please see disclosures and guidelines for more detail.

Our Research

Macro & Market Outlook, Performance Commentary, & Monthly Perspectives Series

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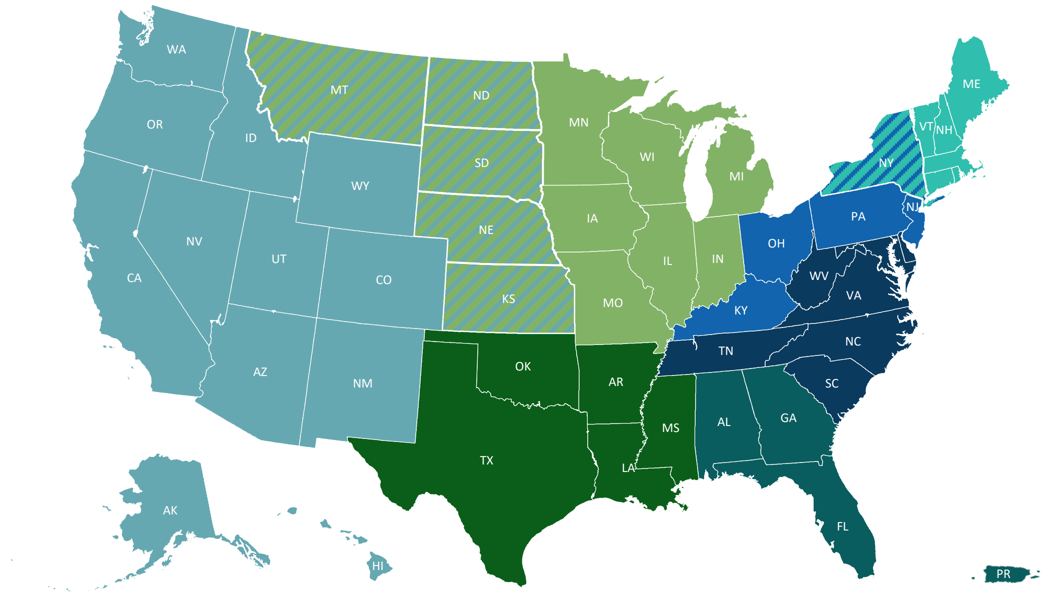

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