Strategy Overview

Second Quarter 2021



## About Sage

### Organized for Institutional Success



### **Investment Strategies**

- Taxable Fixed Income
  Liability Driven Investing
- Cash Management

– Tax-Exempt Fixed Income

- Global Tactical ETF Strategies
- ESG Integration (All Strategies)

### The Sage Difference



**Structure:** independence and size leads to better client outcomes



**Consistency:** investment team and process deliver repeatable results



Alignment: willingness to tailor portfolios and the client experience



Service: commitment of people and resources to serve clients well

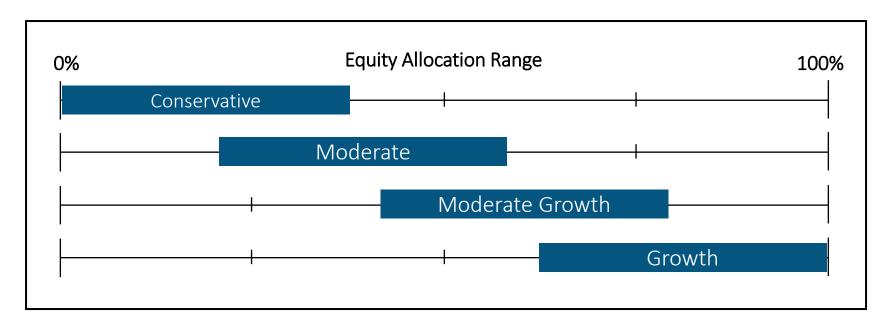


## Strategies Overview

	Strategy	Time Horizon Years	Target Allocation*	Objective
GROWTH	All-Cap Equity Plus 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.



## Asset Allocation Strategies



	Broad Asset Class	+/- 20% from equity/fixed income allocation target
Tactical Flexibility	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

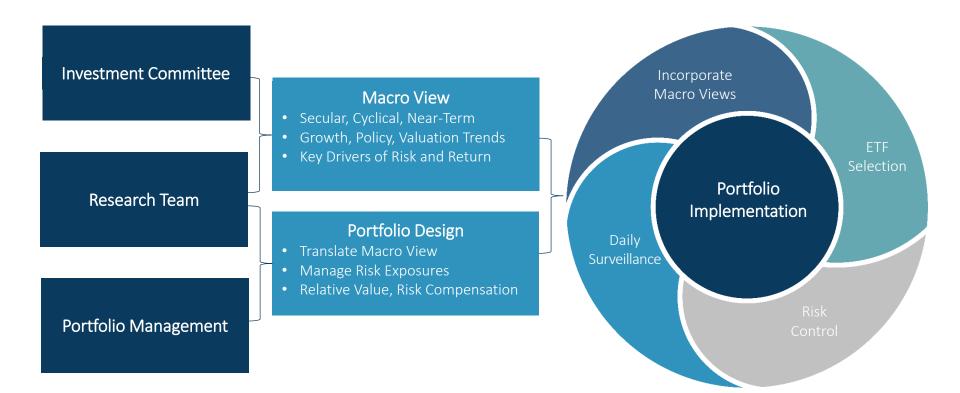


## Strategies & Services

Tactical ETF	Investment	Investment
Strategies	Philosophy	Approach
Asset Allocation: target-risk allocation	Top Down View: drivers include macro,	<b>Team Integration:</b> Investment Committee,
strategies designed to be core solutions	policy, valuation, and sentiment	Portfolio Management, & Research
Income Solutions: income strategies	Tactical: dynamic market segment	<b>ETF Evaluation:</b> sponsor, cost, exposure,
balance maximizing yield versus volatility	allocation based on 3-6 month outlook	along with factor/security composition
<b>ETF Implementation:</b> experience managing strategies using ETFs since 1998	<b>Risk Management:</b> risk budgeting and stress testing are core to process	<b>Portfolio Design:</b> express macro view with portfolio design and risk management



### **Investment Process**





## Fixed Income Market Segment Study

2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
TIPS	Treasury	High Yield	High Yield	TIPS	EM Debt	High Yield	US Credit	MBS	High Yield	Intl Treas	Agency	High Yield	TIPS
11.63%	13.74%	58.20%	15.12%	13.56%	17.95%	7.44%	7.53%	1.51%	17.13%	9.31%	1.34%	14.32%	10.99%
Intl Treas	Intl Treas	EM Debt	EM Debt	Treasury	High Yield	MBS	MBS	EM Debt	EM Debt	EM Debt	MBS	US Credit	Intl Treas
10.94%	9.43%	34.22%	12.84%	9.81%	15.81%	-1.45%	6.15%	1.29%	9.88%	8.17%	0.99%	13.80%	9.54%
Treasury	Agency	US Credit	US Credit	US Credit	US Credit	Agency	Treasury	Treasury	US Credit	High Yield	Treasury	EM Debt	US Credit
9.01%	9.26%	16.04%	8.47%	8.35%	9.37%	-1.58%	5.05%	0.84%	5.63%	7.50%	0.86%	13.11%	9.35%
Agency	MBS	TIPS	TIPS	EM Debt	TIPS	US Credit	EM Debt	Agency	TIPS	US Credit	TIPS	TIPS	Treasury
7.90%	8.34%	11.40%	6.31%	6.97%	6.98%	-2.01%	4.76%	-0.36%	4.68%	6.18%	-1.26%	8.43%	8.00%
MBS	TIPS	MBS	Intl Treas	MBS	MBS	Treasury	Agency	US Credit	Agency	TIPS	Intl Treas	Treasury	High Yield
6.90%	-2.35%	5.75%	6.12%	6.32%	2.60%	-2.75%	3.65%	-0.77%	2.27%	3.01%	-1.83%	6.86%	7.11%
EM Debt	US Credit	Intl Treas	Treasury	Intl Treas	Agency	EM Debt	TIPS	TIPS	Intl Treas	Agency	High Yield	MBS	EM Debt
5.16%	-3.08%	4.35%	5.87%	5.24%	2.16%	-4.12%	3.64%	-1.44%	1.87%	2.98%	-2.08%	6.35%	6.52%
US Credit	EM Debt	Agency	MBS	High Yield	Treasury	Intl Treas	High Yield	High Yield	MBS	MBS	US Credit	Intl Treas	MBS
5.11%	-14.75%	1.95%	5.50%	4.98%	1.98%	-4.88%	2.45%	-4.47%	1.67%	2.47%	-2.11%	6.04%	3.87%
High Yield	High Yield	Treasury	Agency	Agency	Intl Treas	TIPS	Intl Treas	Intl Treas	Treasury	Treasury	EM Debt	Agency	Agency
1.87%	-26.16%	-3.56%	4.36%	4.82%	1.77%	-8.61%	-2.77%	-4.84%	1.04%	2.31%	-2.46%	5.89%	2.70%

		Range of	Opportur	nity: Diffe	erence Bet	ween the	Top and	Bottom P	erforming	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%



## Equity Market Segment Study

2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
EM Equity	Small Value	EM Equity	REITs	REITs	EM Equity	Small Growth	REITs	REITs	Small Value	EM Equity	Large Growth	Large Value	Small Growth
39.78%	-28.92%	79.02%	29.58%	10.39%	18.63%	43.30%	34.62%	6.36%	31.74%	37.75%	-0.01%	31.93%	34.63%
CMDTY	Large Growth	Mid Caps	Small Growth	Large Growth	Small Value	Small Value	Large Growth	Large Growth	Mid Caps	Large Growth	REITs	Large Growth	Large Growth
16.23%	-34.92%	37.38%	29.09%	4.65%	18.05%	34.53%	14.89%	5.52%	20.74%	27.44%	-2.12%	31.13%	33.47%
Intl Equity	CMDTY	Small Growth	Mid Caps	Large Value	Mid Caps	Mid Caps	Large Value	Intl Equity	Large Value	Intl Equity	Large Value	Small Growth	EM Equity
11.63%	-35.65%	34.47%	26.64%	-0.48%	17.88%	33.46%	12.36%	-0.39%	17.40%	25.62%	-8.95%	28.48%	18.31%
Large Growth	Mid Caps	Intl Equity	Small Value	Mid Caps	Large Value	Large Growth	Mid Caps	Small Growth	CMDTY	Small Growth	Small Growth	Mid Caps	Mid Caps
9.13%	-36.23%	32.46%	24.50%	-1.73%	17.76%	32.75%	9.77%	-1.38%	11.77%	22.17%	-11.01%	26.20%	13.66%
Mid Caps	Small Growth	Large Growth	EM Equity	Small Growth	Intl Equity	Large Value	Small Growth	Mid Caps	EM Equity	Mid Caps	CMDTY	REITs	Intl Equity
7.98%	-38.54%	31.57%	19.20%	-2.91%	17.76%	31.97%	5.60%	-2.18%	11.60%	16.24%	-11.25%	25.90%	7.82%
Small Growth	Large Value	REITSs	CMDTY	Small Value	REITs	Intl Equity		Large Value	Small Growth	Large Value	Mid Caps	Small Value	Small Value
7.05%	-39.22%	24.93%	16.83%	-5.50%	15.35%	23.57%	4.22%	-3.13%	11.32%	15.36%	-11.51%	22.39%	4.63%
Large Value	REITs	Large Value	Large Value	Intl Equity	Large Growth	REITs	EM Equity	Small Value	Large Growth	Small Value	Small Value	Intl Equity	Large Value
1.99%	-40.93%	21.17%	15.10%	-11.73%	14.70%	-1.45%	-1.82%	-7.47%	6.89%	7.84%	-12.86%	22.01%	1.36%
Small Value	Intl Equity	Small Value	Large Growth	CMDTY	Small Growth	EM Equity	Intl Equity	EM Equity	REITS	REITS	Intl Equity	EM Equity	CMDTY
-9.78%	-43.06%	20.58%	15.05%	-13.32%	14.59%	-2.27%	-4.48%	-14.60%	4.93%	5.32%	-13.79%	18.42%	-3.12%
REITs	EM Equity	CMDTY	Intl Equity	EM Equity	CMDTY	CMDTY	CMDTY	CMDTY	Intl Equity	CMDTY	EM Equity	CMDTY	REITs
-18.03%	-53.18%	18.91%	8.21%	-18.17%	-1.06%	-9.52%	-17.01%	-24.66%	1.22%	1.70%	-14.57%	7.69%	-5.00%

		Rang	ge of Oppo	ortunity: D	ifference B	Between T	op and Bo	ttom Perfo	orming Ma	rket Segm	ents		
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%



## Study of Active Mutual Fund Managers within Core Equity Segments

	Bottom Quartile (75 <sup>th</sup> Percentile) Mutual Fund Manager in Best Performing Market 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%
2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Intl Equity	Small Value	Mid Caps	Small Growth	Large Growth	Small Value	Small Growth	Large Growth	Large Growth	Small Value	Large Growth	Large Growth	Large Value	Large Growth
11.63%	-28.92%	37.38%	29.09%	4.65%	18.05%	43.30%	14.89%	5.52%	31.74%	27.44%	-0.01%	31.93%	33.47%
Large Growth	Large Growth	Small Growth	Mid Caps	Large Value	Mid Caps	Small Value	Large Value	Intl Equity	Mid Caps	Intl Equity	Large Value	Large Growth	Small Growth
9.13%	-34.92%	34.47%	26.64%	-0.48%	17.88%	34.53%	12.36%	-0.39%	20.74%	25.62%	-8.95%	31.13%	19.96%
Mid Caps	Mid Caps	Intl Equity	Small Value	Mid Caps	Intl Equity	Mid Caps	Mid Caps	Small Growth	Large Value	Small Growth	Small Growth	Small Growth	Mid Caps
7.98%	-36.23%	32.46%	24.50%	-1.73%	17.76%	33.46%	9.77%	-1.38%	17.40%	22.17%	-11.01%	28.48%	13.66%
Small Growth	Small Growth	Large Growth	Large Value	Small Growth	Large Value	Large Growth	Small Growth	Mid Caps	Small Growth	Mid Caps	Mid Caps	Mid Caps	Intl Equity
7.05%	-38.54%	31.57%	15.10%	-2.91%	17.76%	32.75%	5.60%	-2.18%	11.32%	16.24%	-11.51%	26.20%	7.82%
Large Value	Large Value	Large Value	Large Growth	Small Value	Large Growth	Large Value		Large Value	Large Growth	Large Value	Small Value	Small Value	Small Value
1.99%	-39.22%	21.17%	15.05%	-5.50%	14.70%	31.97%	4.22%	-3.13%	6.89%	15.36%	-12.86%	22.39%	4.63%
Small Value	Intl Equity	Small Value	Intl Equity	Intl Equity	Small Growth	Intl Equity	Intl Equity	Small Value	Intl Equity	Small Value	Intl Equity	Intl Equity	Large Value
-9.78%	-43.06%	20.58%	8.21%	-11.73%	14.59%	-2.41%	-4.48%	-7.47%	1.22%	7.84%	-13.79%	22.01%	1.36%
-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%
		Тор	Quartile (2	25 <sup>th</sup> Percer	tile) Mutu	al Fund M	anager in	Worst Perf	orming M	arket Segr	nent		

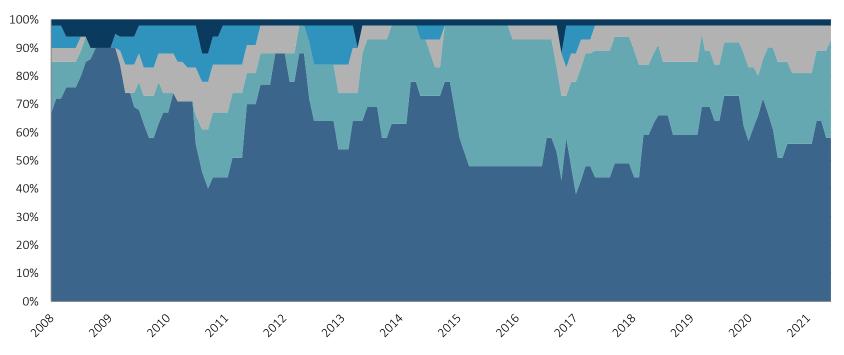


## Tactical Asset Allocation

## Equity Asset Allocation Ranges



### Equity Asset Allocation in Motion

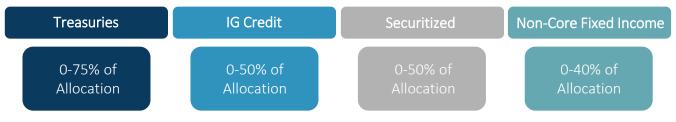




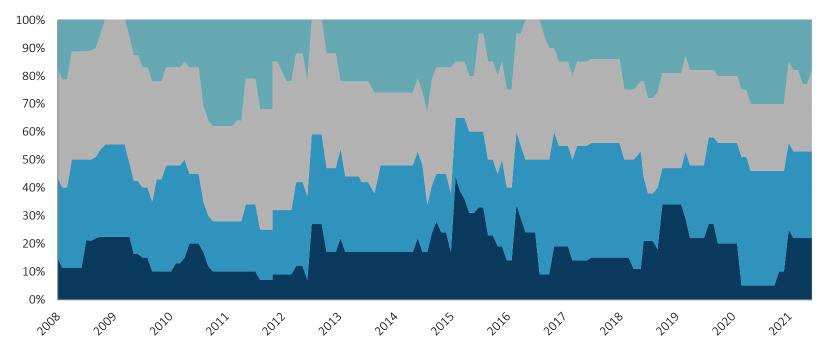
Historical Allocation as of 6/30/2021 Allocation ranges are approximate ranges, please see disclosures and guidelines for more detail.

## Tactical Asset Allocation

## Fixed Income Asset Allocation Ranges



### Fixed Income Allocation in Motion

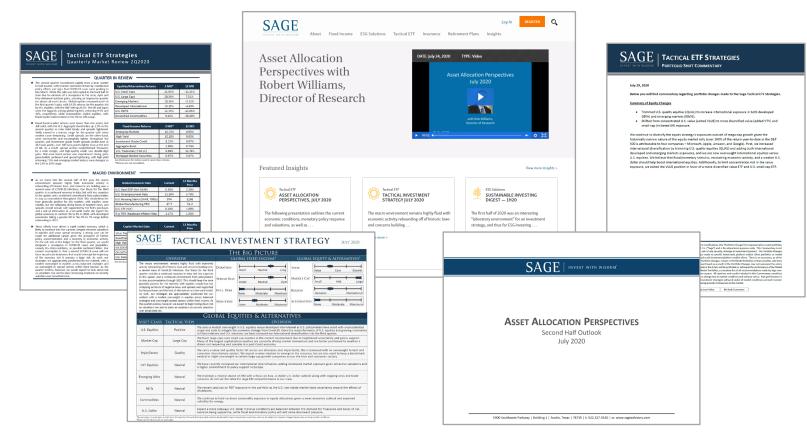




### Advisor Resources

### Research

- Portfolio Shift Commentary
- Macro & Market Outlook
- Monthly Perspectives Series





## **Representative Clients**

#### Taft-Hartley Funds

United Steelworkers of America, KY UAW Retirees of Mack Trucks Health Benefit Fund, MI Steamfitters Local Union No. 420, PA Texas Iron Workers, TX Sheet Metal Workers Local 265, IL

#### Foundations & Endowments

H. Lee Moffitt Cancer Center & Research Institute Fdn., FL Western Pennsylvania School for the Deaf Endowment, PA The Catholic Foundation for the Diocese of Greensburg, PA Lutheran Foundation of Texas, TX Phoenix Rescue Mission, AZ

#### Public Funds

Tuscaloosa Police and Firefighters, AL Georgia Firefighters' Pension Fund, GA City of Galveston Firefighters, TX Metropolitan Library Systems, OK Luzerne County Employees Retirement System, PA

#### **Corporate Retirement Plans**

Nintendo of America, Inc, WA DLA Piper LLP, IL Brazos Electric Power Cooperative, TX TrueValue Corporation, IL Mary Kay, Inc., TX

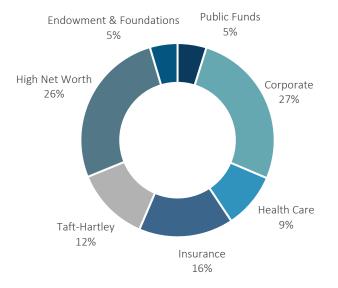
#### Insurance Institutions

American Longshore Mutual Association, AL Valley Schools Insurance Group, AZ CrossFit Risk Retention Group, MT Multinational Insurance Company, Puerto Rico Ethos Group Incorporated, TX

#### Healthcare Institutions

Baptist Health Systems of South Florida, FL Bryan Health, NE Detroit Medical Center, MI Asante Health System, OR Lancaster General Hospital, PA

### Total Firm Assets By Client Type (6/30/2021)





## Sage Regional Coverage

#### **Pacific Northwest**

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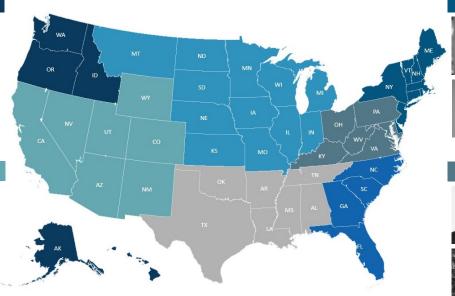
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The Tactical ETF strategies invest in exchange traded funds (ETFs). Investors should consider funds' investment objectives, risks, charges, and expenses carefully before investing. The investment return and principal value of an investment will fluctuate, so that an investor's shares, when redeemed, may be worth more or less than their original cost. ETFs trade like stocks and may trade for less than their net asset value. Different types of investments involve varying degrees of risk, and there can be no assurance that any specific investment will either be suitable or profitable for a client's investment portfolio.

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The historical asset allocations and portfolio changes ("Portfolio Changes") are based on model portfolios and actual changes made to specific investment platform and/or client portfolios or model portfolios may vary based on investment guidelines requested by each such investment platform and/or client. There is no assurance, as of the date of publication, that the securities purchased, as a result of the Portfolio Changes, remain in the model portfolios or that securities sold have not been repurchased. Additionally, it is noted that the securities purchased as a result of the Portfolio Changes may not represent the entire model portfolio. It should not be assumed that recommendations made in the future will be profitable or will equal the performance of the model portfolios or the strategies discussed herein. With respect to the model portfolios, a complete list of all recommendations made by Sage over the previous twelve (12) month period will be made available upon request.

Index Definitions: The Barclays Emerging Market Debt Index consists of the USD-denominated fixed- and floating-rate U.S. Emerging Markets Index and the fixed rate Pan-European Emerging Markets Index, which is primarily made up of GBP- and EUR-denominated securities. The Barclays Treasury Inflation Protected Securities Index is a rules based, market value-weighted index that tracks inflation-protected securities issued by the U.S. Treasury. The Barclays High Yield Bond Index measures the market of USD-denominated, non-investment grade, fixed-rate, taxable corporate bonds. The Barclays MBS Index covers agency mortgage-backed pass-through securities (both fixed-rate and hybrid ARM) issued by Ginnie Mae (GNMA), Fannie Mae (FNMA), and Freddie Mac (FHLMC). The Barclays Agency Index includes native currency agency debentures from issuers such as Fannie Mae, Freddie Mac, and Federal Home Loan Bank. The Barclays Credit Index comprises the US Corporate Index and a non-corporate component that includes foreign agencies, sovereigns, supranationals and local authorities. The Barclavs Treasury Index includes public obligations of the U.S. Treasury. The Russell 2000 Growth Index measures the performance of the small-cap growth segment of the U.S. equity universe. It includes those Russell 2000 Index companies with higher price-to-value ratios and higher forecasted growth values. The Russell 2000 Value Index measures the performance of small-cap value segment of the U.S. equity universe. It includes those Russell 2000 Index companies with lower price-to-book ratios and lower forecasted growth values. The Deutsche Bank Liquid Commodity Index seeks to track the DBIQ Optimum Yield Diversified Commodity Index Excess Return<sup>™</sup> by entering into long futures contracts and collateralizing those contracts with United States 3-month Treasury bills. The S&P 500 Growth and Value Indices measure Growth and Value in separate dimensions across six risk factors. Growth factors include sales growth, earnings change to price and momentum; and the Value factors include book value to price ratio, sales to price ratio and dividend vield. The S&P 400 Index measures the performance of the mid-capitalization sector of the US equity market. The component stocks have a market capitalization between \$1 billion and \$4 billion and are selected for liquidity and industry group representation. The MSCI EAFE Index seeks to provide investment results that correspond generally to the price and yield performance, before fees and expenses, of publicly traded securities in the European, Australasian and Far Eastern markets. The WisdomTree Dividend Index of Europe, Far East Asia and Australasia (WisdomTree DEFA) is a fundamentally weighted Index that measures the performance of dividend-paying companies in the industrialized world, excluding Canada and the United States, that pay regular cash dividends and that meet other liquidity and capitalization requirements. It is comprised of companies incorporated in 16 developed European countries, Japan, Australia, New Zealand, Hong Kong and Singapore. Companies are weighted in the Index based on annual cash dividends paid. The MSCI EAFE Equal Weighted Index equally weights the securities in the MSCI EAFE Index (MSCI EAFE Cap-Weighted Index), which is a free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. & Canada. In the MSCI EAFE Equal Weighted Index, each security has the same weight, meaning that the weight of each security is set to unity on the rebalancing date. The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. The Cohen & Steers Reality Majors Index consists of selected Real Estate Investment Trusts (REITs). The objective of the index is to represent relatively large and liquid REITs that my benefit from future consolidation and securitization of the U.S. real estate industry.

