

Partnering with the CPM Team



Agenda

- www.ccmg.com
 - ❖ Resource Center
 - ❖ Clark Capital Blog
 - ❖ Office Hours
- Strategies
- CPM Services

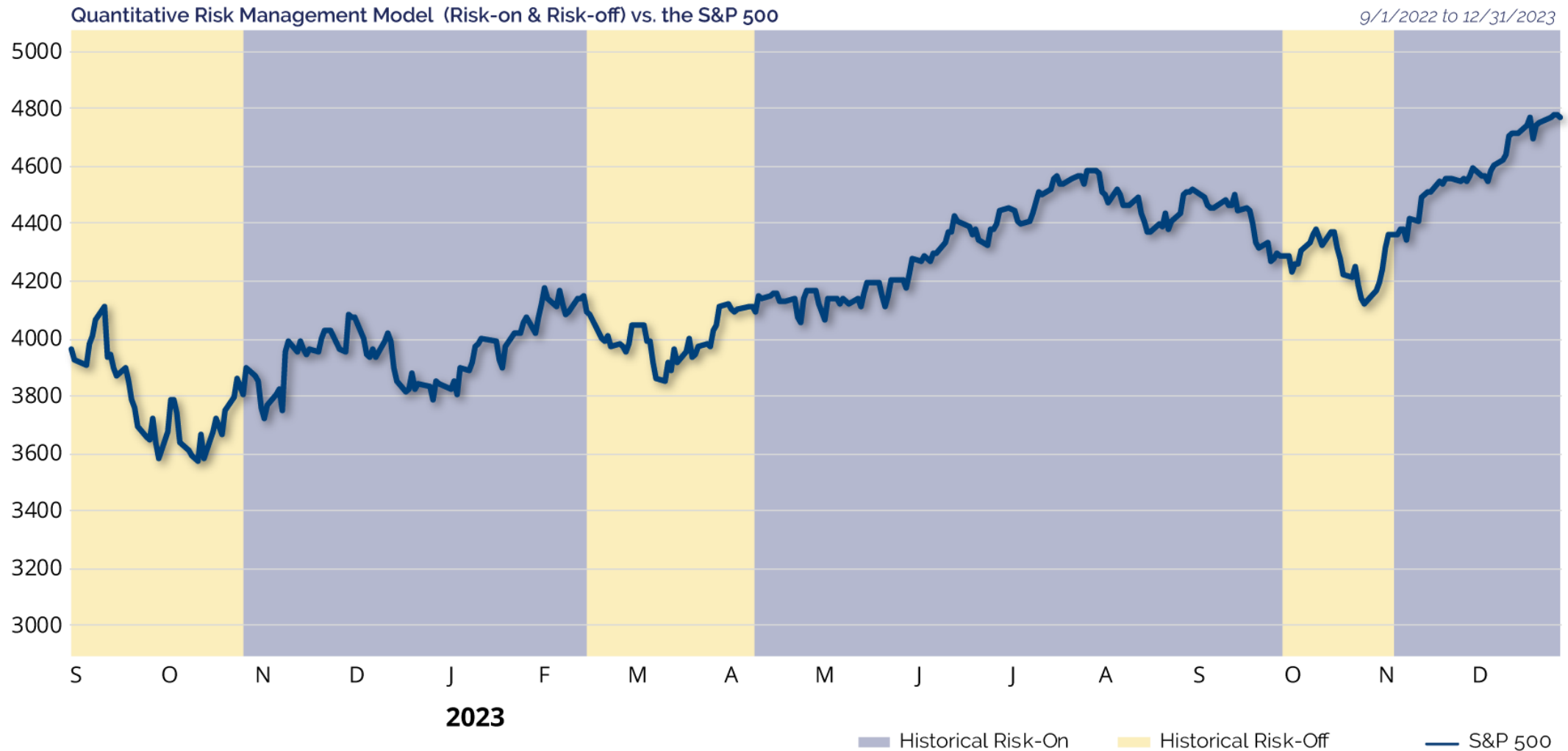




We Never Sell
Performance, but...

Perspective...

Tactical Shifts



GT +18.3% vs. 13.9%

FITR +9.3% vs. 5.5%

Past performance is not indicative of future results. This is not a recommendation to buy or sell a particular security. Please see attached disclosures.



Everything Works after the FED Stops Hiking

Asset	Avg.	Highest	Lowest
Equity (US) = S&P 500	14%	40%	-11%
Sector			
Materials	20%	26%	9%
Pharmaceuticals	19%	52%	-8%
Staples	15%	44%	-7%
Real Estate	13%	40%	-8%
Utilities	13%	25%	-7%
Financials	13%	43%	-16%
Discretionary	12%	44%	-7%
Technology	12%	66%	-47%
Industrials	10%	44%	-25%
Telecommunications	10%	34%	-27%
Energy	8%	31%	-15%

Asset	Avg.	Highest	Lowest
Equity (US) = S&P 500	14%	40%	-11%
Style			
Free Cash Flow	30%	38%	24%
Small Cap Value	22%	58%	-17%
Value	21%	46%	-14%
Large Cap Value	20%	38%	-11%
Small Cap	20%	82%	-33%
Small Cap Growth	18%	81%	-33%
S&P 500 High Dividend	18%	20%	16%
Growth	15%	63%	-25%
Large Cap	14%	40%	-12%
Large Cap Growth	13%	47%	-17%
60/40	12%	29%	-7%

For illustrative purposes only. Past performance is not indicative of future results. Source: BofA Research Investment Committee, Global Financial Data, Bloomberg. Data based on 13 hiking cycles back to July 1954.



CPM Metrics

Total Activity	+39%
Market Update Calls	+139%
Intro Calls	+51%
Outreach Calls	+51%
Portfolio Maintenance	+41%
Business Development	+30%
Tax Transitions	+31%



2023 CPM Metrics

Type	Sum of Current AssetMark AUM Total	Sum of AssetMark Total Sales YTD (Approx.)	Sum of AssetMark Redemptions YTD (Approx.)	Sales %	Redemp. %	Net Sales as % AUM	Sales: Redemp. Ratio
Book Review	\$6,388,073,255.13	\$1,069,317,189.11	-\$91,178,784.24	16.7%	-1.4%	15.3%	11.7
FA Outreach	\$5,119,805,538.89	\$647,961,352.36	-\$119,936,247.75	12.7%	-2.3%	10.3%	5.4
Quarterly Review	\$6,196,706,834.26	\$1,051,946,538.02	-\$111,823,501.00	17.0%	-1.8%	15.2%	9.4
Business Development	\$3,387,871,755.09	\$796,628,686.67	-\$50,029,073.63	23.5%	-1.5%	22.0%	15.9
Market Updates	\$6,275,994,409.87	\$1,060,626,755.68	-\$95,072,698.84	16.9%	-1.5%	15.4%	11.2
Tax Transition Call	\$6,184,609,996.51	\$1,529,784,050.00	-\$92,670,258.54	24.7%	-1.5%	23.2%	16.5
Introductory Call	\$1,605,812,049.86	\$492,134,590.72	-\$19,336,354.95	30.6%	-1.2%	29.4%	25.5
Portfolio Maintenance	\$3,263,202,136.81	\$564,883,961.35	-\$53,450,565.07	17.3%	-1.6%	15.7%	10.6
TOTAL	\$38,422,075,976.42		AVERAGE	19.9%	-1.6%	18.3%	13.3



Wealth Planning

Roll Out

2,298 FAs

Client Meetings

169/\$4.9 bn



CPM Services

Navigator® Elite Advisor Program (AUM with Clark Capital)

A Long-Term Partnership to Help You Grow Your High Net Worth Business

	Silver	Gold	Platinum
	\$10 Million	\$25 Million	\$50 Million
Annual Book Review with the Head of Your CPM Team	✓	✓	✓
Quarterly Client Economic and Capital Market Review Group Call	✓	✓	✓
Monthly Market Recap of Investment Team Insights	✓	✓	✓
Access to Behavioral Finance Coaching		✓	✓
Quarterly Portfolio Reviews by Phone with the Head of Your CPM Team		✓	✓
Annual In-person Event with the Head of Your CPM Team		✓	
Annual In-person Event with Glenn Dorsey, Head of Client Portfolio Management			✓



Q&A



Disclosure

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Equity securities are subject to price fluctuation and possible loss of principal. Stock markets tend to move in cycles, with periods of rising prices and periods of falling prices. Certain investment strategies tend to increase the total risk of an investment (relative to the broader market). Strategies that concentrate their investments in limited sectors are more vulnerable to adverse market, economic, regulatory, political, or other developments affecting those sectors.

Fixed incomes securities are subject to certain risks including, but not limited to: interest rate (changes in interest rates may cause a decline in market value or an investment), credit, prepayment, call (some bonds allow the issuer to call a bond for redemption before it matures), extension (principal repayments may not occur as quickly as anticipated, causing the expected maturity of a security to increase), and inflation risk (rising prices will lower the purchasing power of the investment at maturity).

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