

Where money meets intelligence

 **crossing point**

TACTICAL INVESTORS

Performance update and review, 30 June 2024
Guardian Portfolios



Guardian Portfolios

Guardian portfolios combine low-cost equity and fixed income index trackers into an actively managed portfolio service designed to grow and protect investment and pension assets by smoothing long-term returns. In addition to the protection offered from a diverse allocation, Guardian portfolios have a trend-following overlay which has been found to reduce volatility, maximum drawdowns and limit sequence of returns risk. The Guardian portfolios use of this trend-following overlay aims to capture upside growth while protecting portfolio values from downside losses.

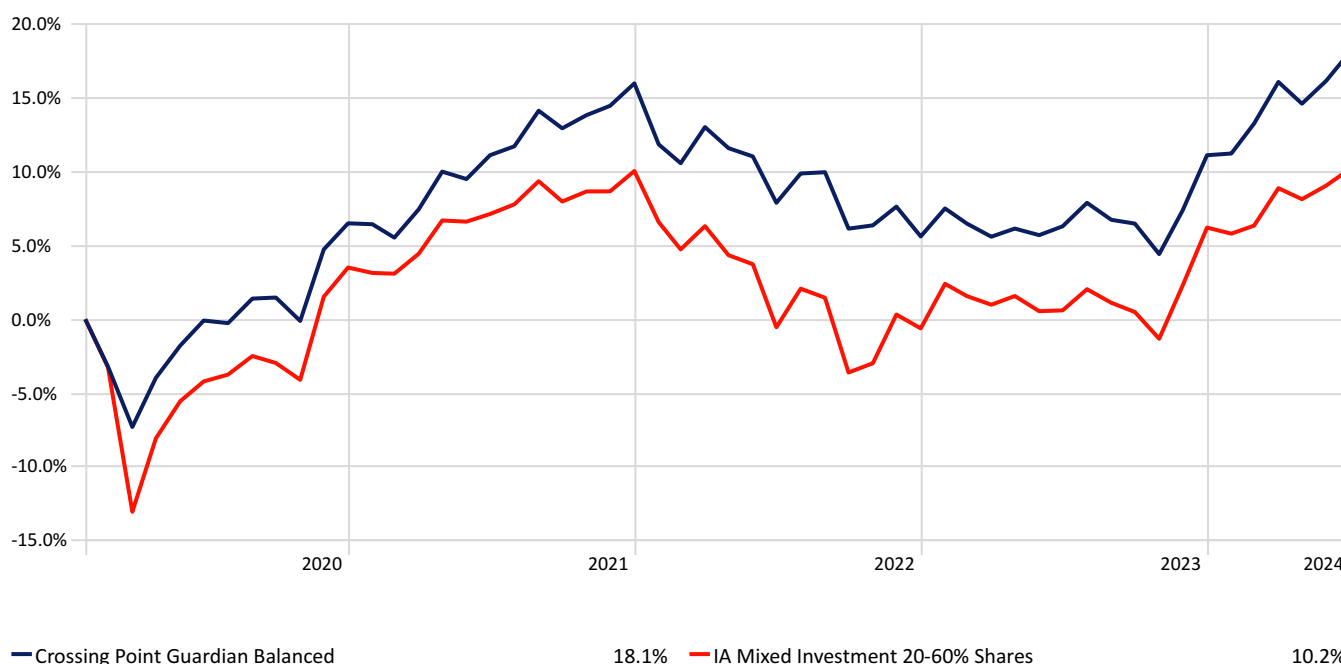
Key Objectives:

- Focuses on growth and capital preservation
- Reduces volatility
- Smooths long-term returns supporting more accurate cash-flow modelling
- Limits the sequence of returns risk
- Invests in low cost index tracking funds
- Reduces maximum drawdown
- Protects assets in times of market stress

Guardian Balanced Portfolio Performance Since Crossing Point Launch on 1 February 2020 to 30 June 2024 vs. the IA Mixed Investment 20-60%

Investment Growth

Time Period: 01/02/2020 to 30/06/2024



Past performance is not a guarantee of future performance. The value of investments and any income from them can fall and you may get back less than you invested. The performance demonstrated is inclusive of ongoing fund charges but gross of transactional, platform, incidental, DFM and IFA charges, all of which will reduce the performance and eventual returns over the long term.



Guardian Portfolio Performance Since Launch (01.02.2020) to 30 June 2024

| | 1 Month | 3 Months | 6 Months | 1 Year | 3 Years | Since Launch |
|-------------------------------------|---------|----------|----------|--------|---------|--------------|
| Crossing Point Guardian Speculative | 2.23 | 2.64 | 9.81 | 15.13 | — | — |
| IA Flexible Investment | 1.29 | 1.66 | 6.22 | 11.58 | 7.34 | 24.01 |
| Crossing Point Guardian Adventurous | 2.03 | 2.33 | 8.60 | 13.73 | 7.54 | 26.60 |
| Crossing Point Guardian Strategic | 1.79 | 1.97 | 7.15 | 12.03 | 6.90 | 22.20 |
| IA Mixed Investment 40-85% Shares | 1.37 | 1.69 | 5.92 | 11.79 | 7.22 | 20.99 |
| Crossing Point Guardian Balanced | 1.67 | 1.74 | 6.28 | 11.08 | 6.28 | 18.07 |
| Crossing Point Guardian Cautious | 1.50 | 1.44 | 4.99 | 9.66 | 5.17 | 12.88 |
| IA Mixed Investment 20-60% Shares | 1.02 | 1.19 | 3.73 | 9.50 | 2.84 | 10.15 |
| Crossing Point Guardian Defensive | 1.21 | 1.03 | 3.57 | 7.93 | 3.72 | 7.97 |
| IA Mixed Investment 0-35% Shares | 1.09 | 0.67 | 2.12 | 7.58 | -1.62 | 3.02 |

Guardian Portfolio Ratios to 30 June 2024

Time Period: 01/02/2020 to 30/06/2024 Calculation Benchmark: Multiple

| | Std Dev | Alpha | Beta | Max Drawdown | Sharpe Ratio | Sortino Ratio |
|-------------------------------------|---------|-------|------|--------------|--------------|---------------|
| Crossing Point Guardian Adventurous | 8.98 | 1.03 | 0.87 | -12.40 | 0.14 | 0.20 |
| Crossing Point Guardian Strategic | 7.72 | 0.19 | 0.81 | -10.95 | 0.09 | 0.12 |
| IA Mixed Investment 40-85% Shares | 10.58 | 0.00 | 1.00 | -15.01 | 0.07 | 0.10 |
| Crossing Point Guardian Balanced | 6.67 | 1.21 | 0.82 | -9.95 | 0.03 | 0.04 |
| Crossing Point Guardian Cautious | 5.40 | 0.04 | 0.76 | -8.26 | -0.07 | -0.09 |
| IA Mixed Investment 20-60% Shares | 8.87 | 0.00 | 1.00 | -13.02 | -0.07 | -0.09 |
| Crossing Point Guardian Defensive | 4.23 | 0.36 | 0.80 | -6.63 | -0.17 | -0.22 |
| IA Mixed Investment 0-35% Shares | 6.84 | 0.00 | 1.00 | -12.46 | -0.20 | -0.27 |

Guardian portfolios continue to have lower standard deviations and reduced maximum drawdowns compared to their benchmarks. The standard deviation since launch for the Guardian portfolios ranged from 8.98% for the Adventurous portfolio to 4.23% for the Defensive portfolio compared to the benchmark volatilities of 10.58% to 6.84%.

Guardian portfolios also experienced much smaller maximum drawdowns ranging from 12.40% for the Adventurous portfolio to 6.63% for the Defensive portfolio while their benchmarks had maximum drawdowns ranging from 15.01% to 12.46%. The reduction in maximum drawdowns can have long-lasting implications for investment returns and is linked to a reduction in sequence risk for income taking investors.

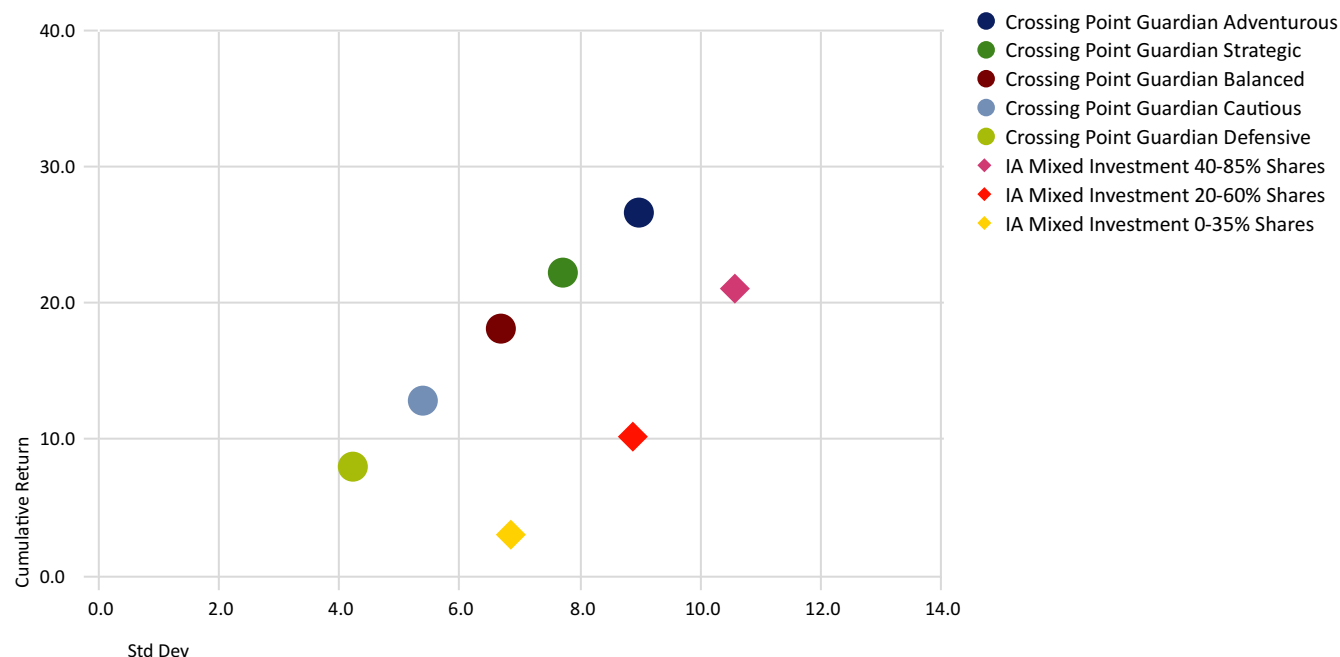
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Managing Risk: Risk vs Return since launch

Time Period: 01/02/2020 to 30/06/2024

Calculation Benchmark: Multiple



Time Period: 01/02/2020 to 30/06/2024

| | Cumulative Return | Std Dev |
|-------------------------------------|-------------------|---------|
| Crossing Point Guardian Adventurous | 26.60 | 8.98 |
| Crossing Point Guardian Strategic | 22.20 | 7.72 |
| IA Mixed Investment 40-85% Shares | 20.99 | 10.58 |
| Crossing Point Guardian Balanced | 18.07 | 6.67 |
| Crossing Point Guardian Cautious | 12.88 | 5.40 |
| IA Mixed Investment 20-60% Shares | 10.15 | 8.87 |
| Crossing Point Guardian Defensive | 7.97 | 4.23 |
| IA Mixed Investment 0-35% Shares | 3.02 | 6.84 |

This scatter chart and the associated performance and volatility figures illustrate the risk and return of both the Guardian Portfolios and their Investment Association benchmarks. The Guardian portfolios have provided lower levels of volatility since launch than their equivalent benchmarks with the effect more profound with lower equity portfolios.

The use of trend following has been found to smooth returns and reduce volatility, maximum drawdown losses, and sequence of returns risk over whole business cycles. This impact can be seen in the Guardian portfolios' lower standard-deviations throughout the challenging global and financial events since launch with the Russian invasion of Ukraine, concerns around inflation, rising interest rates, unusually high bond market volatility, and rising tensions within the middle east and the Pacific.

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Guardian Portfolios Asset Allocation

30.06.24 Current Allocations

The current asset allocations will, at times, be different from the default allocations as recommended by signals from our trend algorithms, our use of economic indicators, and as agreed by the investment committee. These allocations are highly actively managed and will at times be modified with more frequency than normal. At the end of June 2024, the current allocations were fully allocated and therefore the same as the default allocations.

Guardian Current Allocation: 30/06/2024

| | Speculative | Adventurous | Strategic | Balanced | Cautious | Defensive |
|-------------------------|-------------|-------------|-----------|----------|----------|-----------|
| International | 19.50 | 16.00 | 12.00 | 11.00 | 9.00 | 6.00 |
| US | 18.50 | 16.00 | 12.00 | 10.50 | 8.00 | 6.00 |
| UK | 11.00 | 9.50 | 8.00 | 6.50 | 5.00 | 4.00 |
| Europe | 9.25 | 8.50 | 7.00 | 6.00 | 4.00 | 3.50 |
| Pacific | 7.00 | 6.50 | 5.50 | 5.00 | 3.00 | 2.00 |
| Japan | 7.00 | 6.00 | 5.50 | 5.00 | 3.00 | 2.00 |
| Emerging Markets | 7.50 | 6.50 | 6.00 | 5.00 | 3.00 | 2.00 |
| Insurance | 3.50 | 3.50 | 3.50 | 2.50 | 2.50 | 1.50 |
| Natural Resources | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Sustainable Energy | 2.50 | 2.50 | 2.00 | 1.50 | 1.00 | 0.00 |
| Technology | 5.50 | 5.00 | 4.50 | 3.50 | 3.00 | 1.50 |
| Property | 5.75 | 5.00 | 4.00 | 3.50 | 3.50 | 1.50 |
| Infrastructure | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Equity Total | 97.00 | 85.00 | 70.00 | 60.00 | 45.00 | 30.00 |
| Fixed Income | 0.00 | 12.00 | 26.00 | 33.00 | 45.50 | 58.50 |
| Short Term Money Market | 0.00 | 0.00 | 1.00 | 4.00 | 6.50 | 8.50 |
| Cash | 3.00 | 3.00 | 3.00 | 3.00 | 3.00 | 3.00 |
| Total | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |

30.06.24 Default Allocations

Underlying the above trade decisions are our default allocations. These reflect a full 100% allocation across all investments based upon the trend and economic signals and the investment committee's recommendations.

Guardian Default Allocation: 30/06/2024

| | Speculative | Adventurous | Strategic | Balanced | Cautious | Defensive |
|-------------------------|-------------|-------------|-----------|----------|----------|-----------|
| International | 19.50 | 16.00 | 12.00 | 11.00 | 9.00 | 6.00 |
| US | 18.50 | 16.00 | 12.00 | 10.50 | 8.00 | 6.00 |
| UK | 11.00 | 9.50 | 8.00 | 6.50 | 5.00 | 4.00 |
| Europe | 9.25 | 8.50 | 7.00 | 6.00 | 4.00 | 3.50 |
| Pacific | 7.00 | 6.50 | 5.50 | 5.00 | 3.00 | 2.00 |
| Japan | 7.00 | 6.00 | 5.50 | 5.00 | 3.00 | 2.00 |
| Emerging Markets | 7.50 | 6.50 | 6.00 | 5.00 | 3.00 | 2.00 |
| Insurance | 3.50 | 3.50 | 3.50 | 2.50 | 2.50 | 1.50 |
| Natural Resources | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Sustainable Energy | 2.50 | 2.50 | 2.00 | 1.50 | 1.00 | 0.00 |
| Technology | 5.50 | 5.00 | 4.50 | 3.50 | 3.00 | 1.50 |
| Property | 5.75 | 5.00 | 4.00 | 3.50 | 3.50 | 1.50 |
| Infrastructure | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Equity Total | 97.00 | 85.00 | 70.00 | 60.00 | 45.00 | 30.00 |
| Fixed Income | 0.00 | 12.00 | 26.00 | 33.00 | 45.50 | 58.50 |
| Short Term Money Market | 0.00 | 0.00 | 1.00 | 4.00 | 6.50 | 8.50 |
| Cash | 3.00 | 3.00 | 3.00 | 3.00 | 3.00 | 3.00 |
| Total | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |

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Guardian Portfolio Morningstar Risk Scores and FE risk scores

Due to the nature of our trend-following algorithms, Guardian/Fusion portfolios may at times reduce their allocations to equity and fixed income while increasing the allocations to safer assets such as fixed income or cash respectively. As FE and Morningstar Risk Scores are heavily linked to equity content, investors should be aware that as markets fall we could sell further out of risk assets reducing the risk within the portfolios and as markets rise the allocation to risk assets could increase to the full equity allocation, increasing the portfolios risk scores.

The Morningstar Portfolio Risk Score (MPRS) measures the overall risk of portfolios, including client portfolios, model portfolios, and fund portfolios. MPRS uses Morningstar Risk Model's holdings-based analysis to derive a risk estimate and score for each portfolio, and Morningstar's multi-asset Target Allocation Indexes to define the following risk ranges: Conservative: 0-24, Moderate: 24-48, Aggressive: 48-79, Very Aggressive: 79-100, Extreme: 100+.

FE Fundinfo Risk Scores defines risk as a measure of volatility relative to an index of the 100 largest UK companies (the FE Risk Score benchmark) which has a risk rating of 100 and is rebased to sterling. Instruments more volatile than this benchmark have a score above 100 and vice versa giving a reliable indication of risk.

| Morningstar Risk Score Levels | | FE Risk Score Levels | | |
|-------------------------------|----------|-------------------------|------------------|--------------------|
| | | | Short (3-7 Year) | Medium (8-15 Year) |
| Conservative | 0 - 24 | Cautious | 5 - 30 | 40 - 55 |
| Moderate | 24 - 48 | Cautious to Moderate | 30 - 40 | 55 - 65 |
| Aggressive | 48 - 79 | Moderate | 40 - 55 | 65 - 75 |
| Very Aggressive | 79 - 100 | Moderate to Adventurous | 55 - 80 | 75 - 85 |
| Extreme | 100 + | Adventurous | 80 - 120 | 85 - 130 |

| Morningstar Risk Scores | | | |
|-------------------------|----------------------|--------------|---------------------------|
| | Portfolio Risk score | Risk Level | Portfolio Risk Score Date |
| Guardian Adventurous | 56.40 | Aggressive | 30/06/2024 |
| Guardian Strategic | 45.99 | Moderate | 30/06/2024 |
| Guardian Balanced | 39.16 | Moderate | 30/06/2024 |
| Guardian Cautious | 29.41 | Moderate | 30/06/2024 |
| Guardian Defensive | 20.10 | Conservative | 30/06/2024 |

| FE Risk Scores | | | |
|----------------------|----------------------|-----------------------------|-------------------------------|
| | Portfolio Risk score | Short-term Level (3-7 Year) | Medium-term Level (8-15 Year) |
| Guardian Speculative | 80 | Adventurous | Moderate to Adventurous |
| Guardian Adventurous | 73 | Moderate to Adventurous | Moderate |
| Guardian Strategic | 62 | Moderate to Adventurous | Cautious to moderate |
| Guardian Balanced | 56 | Moderate to Adventurous | Cautious to moderate |
| Guardian Cautious | 45 | Moderate | Cautious |
| Guardian Defensive | 35 | Cautious to Moderate | < Cautious |

| Defaqto Risk Ratings | |
|----------------------|----------------------|
| | Defaqto Risk Ratings |
| Guardian Adventurous | 7 |
| Guardian Strategic | 6 |
| Guardian Balanced | 5 |
| Guardian Cautious | 3 |
| Guardian Defensive | 2 |



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Guardian Portfolio Costs, 30 June 2024

Crossing Point Guardian portfolios are managed with a trend-following overlay which at times will recommend reductions in fund allocations. These reductions will instead be invested in either a less risky asset or cash, therefore modifying the overall fund costs. The current costs listed in the chart below reflect the cost of the funds in the portfolio allocations at the end of the quarter. The default costs reflect the costs of the portfolios if the trend-following signals were to recommend that the portfolios were fully invested. As of 30 June 2024, the Guardian portfolios were fully invested in their default allocations and therefore both the Current and Default costs are the same.

Guardian Current Costs

| Current Costs | | | | |
|----------------------|------------|-----------|-------------------|--------------|
| | DFM Charge | Fund Cost | Transaction Costs | Total |
| Guardian Speculative | 0.30% | 0.26% | 0.05% | 0.61% |
| Guardian Adventuuous | 0.30% | 0.26% | 0.06% | 0.62% |
| Guardian Strategic | 0.30% | 0.26% | 0.06% | 0.62% |
| Guardian Balanced | 0.30% | 0.25% | 0.06% | 0.61% |
| Guardian Cautious | 0.30% | 0.23% | 0.06% | 0.59% |
| Guardian Defensive | 0.30% | 0.23% | 0.06% | 0.59% |

Guardian Default Costs

| Default Costs | | | | |
|----------------------|------------|-----------|-------------------|--------------|
| | DFM Charge | Fund Cost | Transaction Costs | Total |
| Guardian Speculative | 0.30% | 0.26% | 0.05% | 0.61% |
| Guardian Adventuuous | 0.30% | 0.26% | 0.06% | 0.62% |
| Guardian Strategic | 0.30% | 0.26% | 0.06% | 0.62% |
| Guardian Balanced | 0.30% | 0.25% | 0.06% | 0.61% |
| Guardian Cautious | 0.30% | 0.23% | 0.06% | 0.59% |
| Guardian Defensive | 0.30% | 0.23% | 0.06% | 0.59% |

Current fund costs and default fund costs at 30/06/2024 from FE Fundinfo.

Excludes platform charge and incidental charges.

The impact of different transaction, platform, and incidental costs may mean illustrations from platforms show different total costs.

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Guardian Trade Decisions

The chart below approximately reflects trade decisions for each international equity market and sector over the past year. Each investment decision is made at the individual fund level and informed using our trend-following signals, economic data, and agreed upon by the investment committee. An equity investment of 0% is shown in red with shades of green representing varying levels of equity investment.



As both equity and bond markets had strong performances and positive trends in the first quarter, the investment committee decided to maintain the current allocations at 100% without any asset changes. We continue to monitor the trends, economic indicators and market movements.

Platform Availability - On request

Crossing Point Guardian Portfolios are available on the following platforms:



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Important Information

The Crossing Point Portfolio Management Service is only available to investors who use the ongoing services of a financial adviser. For information purposes only, please contact a personal financial adviser for further information.

Independent financial advisers take no responsibility for the underlying investment strategy, the investment process and selected funds are the responsibility of Crossing Point Investment Managements' Discretionary Fund Managers. By the nature of discretionary fund management, holdings will be bought and sold, but the investment manager will not seek your permission to do this. Investment decisions will be the responsibility of the Discretionary Fund Manager.

Calculation of the fund OCFs shown is provided by FE Fundinfo. This charge may vary across the various platforms where the portfolios are available. Please refer to your investment adviser for details.

Performance Calculation: Performance is calculated through Morningstar Direct. The ratio table is calculated on an annualised basis. The performance calculations are provided for illustrative purposes only and should not be viewed as the performance of a specific client account. Performance is shown inclusive of ongoing fund charges but gross of transaction, platform, IFA, incidental, and Crossing Point's investment management charge. Deductions for these charges will have the result of reducing the illustrated performance. Calculation of the fund OCFs may vary across the various platforms where the portfolios are available. Please refer to your investment adviser for details. Individual client performance will vary due to the inclusion of these charges and differences in platform processing and trading times.

Past performance is not a guide to future performance. The value of investments and any income from them can fall and you may get back less than you invested. If you invest in currencies other than your own, fluctuations in currency value will mean that the value of your investment will move independently of the underlying asset. The information contained in this documentation has been taken from sources stated and is believed to be reliable and accurate, but without further investigation cannot be warranted as to accuracy or completeness. Tax concessions are not guaranteed and may be changed at any time, their value will depend on individual circumstances.

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