



Wealth through ingenuity.

# CMG OPPORTUNISTIC ALL ASSET VARIABLE ANNUITY STRATEGY

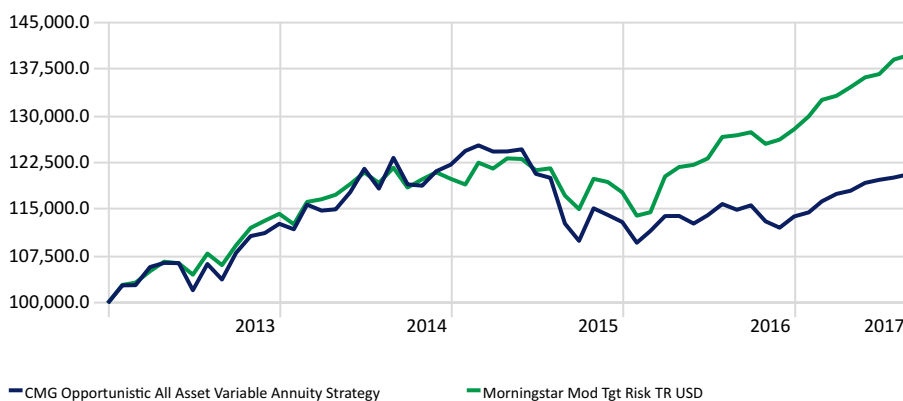
## Strategy Description

The CMG Opportunistic All Asset Strategy is a rules based, tactical investment strategy that analyzes a global universe of investment options to determine an optimal portfolio allocation. The portfolio construction process utilizes a proprietary relative strength ranking system to capitalize on opportunities across US equity, International Equity, Fixed Income and Commodity markets. The strategy seeks to position in up to 9 variable investment trust positions exhibiting the strongest relative strength leadership. The investment objective is moderate growth with downside protection.

## Strategy Strengths

- 1) Highly disciplined mathematical process driven by price momentum
- 2) Diversified long only portfolio utilizing multiple asset classes
- 3) Defined tactical BUY and SELL discipline to proactively manage risk
- 4) Aims to capture broad bull market gains and reduce risk in bear markets
- 5) Fully transparent, managed account structure with daily liquidity

## Growth of \$100,000.00



## Strategy Information

<b>Strategy Inception:</b>	January 2013
<b>Return Date:</b>	August 2017
<b>Benchmark:</b>	Morningstar Mod Tgt Risk TR USD

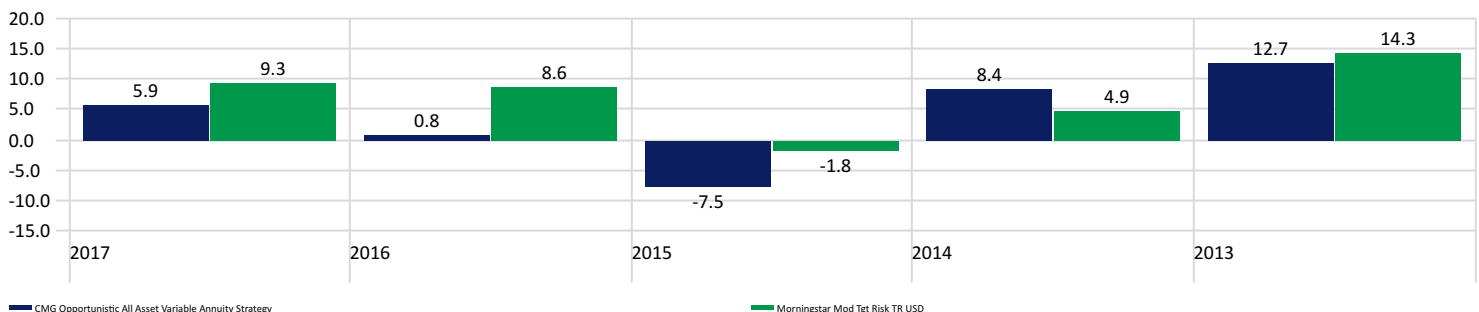
## Risk Statistics

	Strategy	Bench
<b>Std Dev</b>	7.55	6.13
<b>Max Drawdown</b>	-12.44	-7.44
<b>Sharpe Ratio</b>	0.54	1.17
<b>Best Month</b>	4.73	5.00
<b>Worst Month</b>	-6.09	-3.58
<b>Cumulative Return</b>	20.62	39.68
<b>Alpha</b>	-3.44	0.00
<b>Beta</b>	1.05	1.00
<b>Correlation</b>	0.85	1.00
<b>R2</b>	72.86	100.00
<b>Up Capture Ratio</b>	83.88	100.00
<b>Down Capture Ratio</b>	120.78	100.00

## Performance Summary (Net of Fees)

	Strategy	Bench
<b>1 Month</b>	0.43	0.50
<b>3 Month</b>	1.15	2.60
<b>YTD</b>	5.92	9.26
<b>1 Year</b>	4.93	10.09
<b>3 Years</b>	-0.72	4.71
<b>5 Years</b>		7.61
<b>10 Years</b>		5.58
<b>Inception</b>	4.10	5.96

## Yearly Returns (Net of Fees)



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## CMG Capital Management Group, Inc. Disclosure Statement

CMG Capital Management Group, Inc. ("CMG" or the "Advisor") is an SEC registered investment adviser located in the Commonwealth of Pennsylvania. CMG claims compliance with the Global Investment Performance Standards (GIPS®). The verification report, annual disclosure presentation, and list of composite descriptions are available upon request by contacting CMG at [info@cmgwealth.com](mailto:info@cmgwealth.com) or by calling 610-989-9090.

The CMG Opportunistic All Asset Variable Annuity Strategy composite creation date is September 2015 and inception date is January 2013. Net performance composite results are presented in US dollars, reflect the deduction of investment advisory fees, transaction costs, custodial fees, administrative fees and reflect the reinvestment of dividends and capital gains. From inception to January 2017, the investment management fee schedule for the composite is 2.50%. From February 2017 to present, the investment management fee schedule for the composite is 2.25%, the highest fee paid by a client. Actual fees may vary based on, among other factors, account size and custodial relationship. Individual returns may vary substantially from those presented due to differences in the timing of contributions and withdrawals, account start dates and actual fees paid.

The benchmark for the composite is the Morningstar Moderate Target Risk Index which is rebalanced annually. The securities selected for the asset allocation are driven by rules-based indexing methodologies. The index seeks to provide both capital appreciation and income by investing in three major areas: stocks, bonds, and cash. This index tends to hold larger positions in stocks than conservative-allocation portfolios. The index typically has 50% to 70% of assets in equities and the remainder in fixed income and cash. Historical performance results for market indices do not reflect the deduction of transaction and custodial charges, nor the deduction of an investment management fee, the incurrence of which would have the effect of decreasing indicated historical performance results. **For example**, the deduction of the combined annual advisory and transaction fees of 1.00% over a 10 year period would decrease a 10% gross return to an 8.9% net return. The Morningstar Moderate Target Risk Index is not an index into which an investor can directly invest. The historical performance results (and those of all other indices) are provided exclusively for comparison purposes only, so as to provide general comparative information to assist an individual client or prospective client in determining whether the performance of a CMG portfolio performance meets, or continues to meet, his/her investment objective(s). It should not be assumed that CMG program holdings will correspond directly to any such comparative index.

Past performance may not be indicative of future results. Therefore, no current or prospective client should assume that future performance will be profitable, or equal to the past performance results reflected or any corresponding historical index. In the event that there has been a change in a client's investment objectives or financial situation, he/she/it is encouraged to advise CMG immediately. Different types of investments and/or investment strategies involve varying levels of risk, and there can be no assurance that any specific investment or investment strategy (including the investment strategies devised or undertaken by CMG) will be profitable for a client's or prospective client's portfolio. Information pertaining to CMG's advisory operations, services, and fees is set forth in CMG's current disclosure statement, a copy of which is available from CMG upon request (or on CMG's website, [www.cmgwealth.com/disclosures/adv](http://www.cmgwealth.com/disclosures/adv)).

The strategy invests primarily in variable investment trust (VIT) funds which are offered by prospectus only. Please carefully read each fund prospectus before investing. Investors should consider the underlying funds investment objectives, risk, charges and expenses carefully before investing. Past performance cannot predict or guarantee future success. This is not an offer to buy or sell any security and/or variable annuity contract. Due to the various minimum holding periods among these mutual funds, redemption penalties may be incurred.

## PAST PERFORMANCE IS NOT NECESSARILY INDICATIVE OF FUTURE PERFORMANCE

## Description of Technical Terms in this Report

**Standard Deviation:** A measure of the degree to which an individual probability value varies from the distribution mean. The higher the number, the greater the risk.

**Sharpe Ratio:** A reward of a portfolio's excess return relative to the total variability of the portfolio. The ratio is calculated using the 3 month US Treasury T-Bill auction average rate as a proxy for the risk-free rate

**Cumulative Return (since inception):** A rate of return that has been compounded for more than one year.

**Alpha:** The premium an investment portfolio earns above a certain benchmark. A positive alpha indicates that the investor earned a premium over that index.

**Beta:** A measurement of the investments sensitivity to market movements. Beta compares an investments excess return over treasury bills to the benchmarks return over treasury bills. A beta of 1.10 shows that the investment has performed 10% better than its benchmark in up markets and 10% worse in down markets, assuming all other factors remain constant.

**Correlation:** The degree to which the fluctuations of one variable are similar to those of another.

**R<sup>2</sup>:** A correlation term describing the variance in the dependent variable that can be explained by the independent or explanatory variable. The coefficient of determination (R<sup>2</sup>) is a pure number ranging 0 to 100, with 100 giving perfect correlation and 0 giving perfect non-correlation. It is often used to describe the amount of investment risk in portfolios that can be associated with market risk.

**Up-Capture Ratio:** The ratio is the measure of an investment's compound return when the benchmark was up, divided by the benchmark's compound return when the benchmark was up. The greater the value, the better relative to the benchmark.

**Down-Capture Ratio:** The ratio is a measure of an investment's compound return when the benchmark was down, divided by the benchmark's compound return when the benchmark was down. The smaller the value, the better relative to the benchmark.