



# Dividend Portfolio

## Objective

Kalos Management's Dividend Portfolio seeks to provide income and total return through stock dividends and capital appreciation of equity holdings by targeting stocks believed to be undervalued by fundamental measures. The portfolio targets dividend income double the S&P.

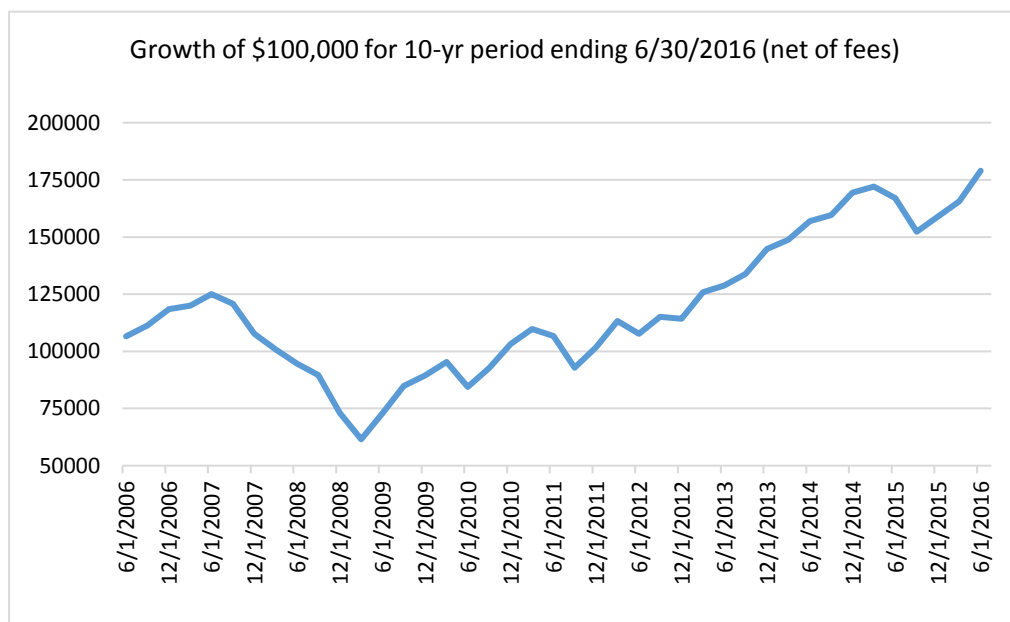
## Performance (% as of 6/30/2016)

	YTD	1-Year	3-Year	5-Year	10-Year
Gross of fees	13.93	9.73	14.26	13.50	7.59
Net of fees <sup>1</sup>	12.63	7.12	11.57	10.91	5.32
S&P 500	3.84	3.99	11.66	12.10	7.42

## % returns net of fees<sup>1</sup>

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Div Port	16.15	(9.14)	(32.09)	22.36	15.29	(1.27)	12.20	26.69	17.04	(6.21)
S&P	15.79	5.49	(37.00)	26.46	15.06	2.11	16.00	32.39	13.69	1.38

<sup>1</sup>Net of fees equals gross return less Kalos Management fee and less the **highest** fee charged by **any** advisor for that particular portfolio.



## Financial Data (based on calendar net returns since inception)

<b>Avg Return</b>	7.71%	<b>R<sup>2</sup></b>	91.41%
<b>Std Dev</b>	15.86%	<b>Sharpe Ratio</b>	0.49
<b>Downside Dev</b>	11.84%	<b>Sortino Ratio</b>	0.65
<b>Alpha</b>	(1.79%)	<b>Div Yield</b>	3.26%
<b>Beta</b>	0.91		

## Portfolio Profile

### Process

The strategy invests primarily in U.S. stocks diversified across various market sectors. All positions are monitored and analyzed on at least a bi-weekly basis, and annual turnover is targeted at less than 50%. Holding periods are generally at least one year, however holdings made be added or sold at any time.

### Operations

Inception Date: 9/30/2002

Manager: Daniel Wildermuth

Min Inv: \$75,000 (Direct)/\$50,000 (UMA)

Contact: Erik Setterlind

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### Manager Bio

Daniel Wildermuth is the founder and CEO of the broker/dealer Kalos Capital and CIO of the money management firm Kalos Management. He is a published author with two well-received financial books that broadly outline his firm's investment approach. *Wise Money: Minimize Your Volatility and Increase Your Control*, and *How to Keep and Grow Retirement Assets* were published by McGraw-Hill in 2012 and 2013. Mr. Wildermuth earned an MBA in Finance from Anderson School at UCLA and an undergraduate degree in engineering from Stanford University.

### Top 10 Holdings<sup>2</sup> (as of 6/30/2016)

Realty Income  
 Computer Sciences Corp  
 McKesson Corp  
 Nvidia Corp  
 Iberiabank Corp  
 Centurytel Inc  
 Murphy Oil Corp  
 Walmart  
 Cinemark Holdings Inc  
 Intl Business Machines

<sup>2</sup> It should not be assumed that recommendations made in the future will be profitable or will equal the performance of these securities. Holdings are subject to change and may not be representative of current or future investments.

## Kalos Dividend Portfolio

The performance data quoted represents past performance. Past performance is not indicative of future results, and there can be no assurance, and clients should not assume, that future performance of any Kalos managed portfolios will be comparable to their past performance. Investment returns and principal value will fluctuate, so that investors' shares, when sold, may be worth more or less than their original cost. Investing involves risk including possible loss of principal. Current performance may be lower or higher than the performance data cited.

The composite includes taxable and nontaxable, discretionary and nondiscretionary portfolios within wrapped or unwrapped accounts. The performance information presented has not been audited or verified by an independent accounting firm. The composite figures illustrated represent the returns only for the time periods indicated and reflect the reinvestment of dividends, interest and capital gains. Performance is time-weighted total return calculated quarterly. Performance data is shown both gross as well as net of all transaction, management, and custodial fees. The advisory fees used in the calculations are equal to the highest advisory fee charged to any client subscribing to the portfolios. From 2002 through first quarter 2006, the maximum fees possible were 1.5% annually, redeemed 0.375% quarterly, in advance, based on asset value as measured at the previous quarter-end. From second quarter 2006 through 2012, maximum fees possible were 1.95% annually, redeemed 0.488% quarterly, in advance, based upon asset value as measured at the previous quarter-end. From second quarter 2012, maximum fees possible were 2.70% annually, redeemed 0.675% quarterly, in advance, based upon asset value as measured at the previous quarter-end. Actual advisory fees varied among clients in the Kalos Portfolios. Kalos Management's fee schedules are available in Form ADV, Part 2 or upon request.

Kalos Management customizes some portfolios for clients according to various characteristics such as tax sensitivity, tax requirements, legacy position inclusion, stock ownership restrictions, sector restrictions, and stock substitutions. Furthermore, we may alter or customize the construction, implementation and ongoing holdings of portfolios depending upon unique or changing client, economic, investment vehicle or market circumstances. Actual client results are also impacted by start and end dates, withdrawals, additional deposits, and any charges imposed by the investment custodian, which may materially affect client performance returns. In addition, Unified Managed Accounts (UMA) are not traded by Kalos Management, which may result in differences in trading style, efficiency, and timing. Therefore, your return may be materially different from that of other Kalos Management clients with the same investment objective and any comparative benchmark provided.

Asset allocation and diversification strategies do not protect against market risk or loss of principal. Neither do they assure a profit nor do they protect against losses in declining markets. Investments in managed portfolios have additional management fees and expose the investor to the risks inherent within the portfolio and the specific risks of the underlying securities directly proportionate to their allocation in the portfolio. Investing involves risk, including the loss of principal. Investment returns, particularly over shorter time periods, are highly dependent on trends in the various investment markets. Investors should consider the investment objectives, risks, charges and expenses of managed portfolios carefully before investing. There is no assurance that any investment or strategy will achieve its investment objective, and the information provided is not intended to be a complete analysis of every material fact respecting any strategy. An investor's actual results may have varied.

For current month-end performance figures, please contact Erik Setterlind at (888) 356-1950.

**Benchmark:** The **S&P 500** Index is a capitalization-weighted unmanaged index of 500 widely traded stocks, created by **Standard & Poor's**, and considered to represent the performance of the US stock market in general. **S&P 500™** is a registered trademark of the McGraw-Hill Companies, Inc. Performance information for the **S&P 500** Index is for illustrative purposes only. This index may or not be the most representative benchmark index of a particular strategy. The index presented is a general proxy which individually or in combination may not be relevant to a specific model. It should not be assumed that your account holdings correspond directly to any comparative index. Indices are not investments, are unmanaged and do not incur fees or expenses. It is not possible to invest in the index itself.

**Standard Deviation.** A measurement of dispersion about an average, depicting how widely a stock or portfolio's returns varied over a certain period of time. When an investment or portfolio has a high standard deviation, the predicted range of performance is wide, and implies greater volatility.

**Downside Deviation.** A measure of volatility using only negative rate of return data points.

**Alpha.** The return on an asset in excess of the asset's required rate of return.

**Beta.** The measure of an asset or portfolio's sensitivity to the market as a whole. A beta above 1 is more volatile than the market while a beta below 1 is less volatile.

**R squared (R<sup>2</sup>).** A statistical measure that represents the percentage of an investment portfolio's movements that can be explained by movements in a benchmark index.

**Sharpe Ratio.** The average return in excess of the risk free rate divided by the standard deviation of return. It is a measure of the average excess return earned per unit of standard deviation of return.

**Sortino Ratio.** A measure that subtracts the risk-free rate of return from the portfolio's return and then divides that by the downside deviation.

Kalos Management, Inc. is an independent, privately owned investment management firm registered with the Securities and Exchange Commission. Kalos Management offers the management of separately managed accounts comprised of individual securities and asset allocation exchange traded fund portfolios to meet various client investment objectives. Kalos Management, Inc. has been registered as an investment advisor since August 2004. Prior to the formation of Kalos Management, Inc., these and additional models and investment styles were employed by the same managers at Kalos Capital, Inc. a registered investment advisor since February 2001. Registration as an investment adviser does not imply a certain level of skill or training.

Investment Advisory Services offered through Kalos Management, Inc., an SEC Registered Investment Advisor.

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