



Wealth through ingenuity.

**CMG Tactical All Asset Variable Annuity Strategy Composite  
GIPS Report**

Year End	Total Firm Assets (USD) (millions)	Composite Assets (USD) (millions)	Number of Accounts	Annual Performance Pure Gross	Annual Performance Results Net	Custom Index Returns	Composite Dispersion (Net of fees)	Composite 3 Yr. St. Dev. (Net of fees)	Benchmark 3 Yr. St. Dev.
2020	\$205.65	\$1.54	8	4.52%	2.23%	10.93%	0.00%	7.71%	10.69%
2019	\$239.74	\$2.15	11	2.12%	-0.15%	19.03%	0.02%	4.36%	6.67%
2018	\$241.98	\$3.59	23	-3.53%	-5.67%	-4.76%	0.09%	5.16%	6.24%
2017	\$289.89	\$5.22	40	12.01%	9.47%	14.66%	0.04%	6.36%	5.95%
2016	\$243.32	\$4.94	42	3.36%	0.79%	8.57%	0.03%	7.95%	6.55%
2015	\$286.02	\$7.86	43	-5.22%	-7.52%	-1.79%	0.03%	8.71%	6.39%
2014	\$356.18	\$8.45	37	11.07%	8.31%	4.89%	0.05%	N/A <sup>2</sup>	N/A <sup>2</sup>
2013	\$352.01	\$6.18	28	15.33%	12.56%	14.31%	0.03%	N/A <sup>2</sup>	N/A <sup>2</sup>

N/A<sup>1</sup> - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.  
 N/A<sup>2</sup> - Information is not available due to an insufficient period of time. (Less than 3 yrs. of data; January 2013-end of stated year)

100% of accounts in the composite paid a bundled fee for all periods presented.



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## CMG Tactical All Asset Variable Annuity Strategy Composite GIPS Report

The CMG Tactical All Asset Variable Annuity Strategy utilizes a model driven investment process that evaluates a global universe of investment options to select a portfolio of up to 9 variable investment trust positions. The tactical, long-only model will then rank each investment based on the price data of each asset. Those funds with the highest probabilities for success will be chosen and then reevaluated after a set time period to see if they are still exhibiting market leadership. The strategy seeks to adjust allocations within the portfolio to capitalize on ever-changing opportunities across global equity and fixed income markets.

The benchmark for the composite is the Global Allocation Benchmark. It is a custom benchmark that is rebalanced annually. The underlying components of the benchmark and their respective static allocations are: 32% S&P 500 Total Return, 21.6% FTSE World Ex US Total Return, 21.6% ICE BofA Current 5 Year US Treasury, 14.4% FTSE World Government Bond Index Non USD, and 10% Bloomberg Commodity Total Return. The minimum account size for this composite is \$5,000. The CMG Tactical All Asset Variable Annuity Strategy Composite was created September 1, 2015 and its inception date is January 2013. The composite was formally known as the CMG Opportunistic All Asset Variable Annuity Strategy.

CMG Capital Management Group, Inc. ("CMG") claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. CMG has been independently verified for the periods January 2007 – June 2020. The verification report is available upon request by contacting CMG at [info@cmgwealth.com](mailto:info@cmgwealth.com) or by calling 610-989-9090. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

CMG Capital Management Group, Inc. ("CMG") is an independent SEC registered investment adviser located in the Commonwealth of Pennsylvania. CMG provides tactical investment management to both institutional and retail investors. The firm's list of composite descriptions and list of Broad Distribution pooled funds is available upon request. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results.

The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of fees and include the reinvestment of all income. Gross returns are shown as supplemental information and are stated gross of all fees but not transaction costs, dividends, interest income and capital gains. Net returns are reduced by all management and custodial fees. Net returns are calculated by reducing gross returns by a model fee applied quarterly using 1/4th of the highest fee. Accounts pay a fee based on a percentage of assets under management. This fee includes investment management, portfolio monitoring, consulting services, and in some cases, custodial services. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

The investment management fee schedule for the composite from Q2 2017 to present is 2.25%, the highest fee paid by a client. The investment management fee from inception to Q1 2017 was 2.50%, the highest fee paid by a client. Actual investment advisory fees incurred by clients may vary.