



Mench  
Financial,  
Inc.

## Balanced Sector Enhanced Portfolio

### Balanced Sector Enhanced Investment Style

For sector enhanced accounts, our goal is to utilize our econometric asset allocation models to generate high total returns during up markets, to preserve capital during declining markets, and to match or exceed the total return of a 60/40 Balanced Index. These models, which are comprised of absolute and relative valuation data for equity and fixed income markets, trigger portfolio purchases and sales in a highly disciplined manner. Mench Financial makes use of Exchange-Traded-Funds of domestic, international and fixed income securities to achieve competitive returns and lower deviations. Domestic ETF's hold a portfolio of common stocks that is intended to closely track the price performance and dividend yield of different domestic indices such as the S&P 500. International ETF's closely track the characteristics and performance of specific countries and regions outside the United States and are heavily traded on domestic exchanges. The fixed income portion of the portfolio is invested in ETF's of fixed income indices of varying maturities depending on the current interest rate outlook. A prospectus for each ETF can be obtained from your investment professional. The prospectus contains complete information on the fund's investment objective(s), the risks associated with the investment in the fund, the fees, charges and expenses involved, as well as other information about the fund. You should read and consider this information. These securities afford clients with a diversified portfolio.

### Performance Numbers (Net-See Footnote 3)

Period ending June 30, 2024

Percentage Returns (Annualized One Year and Over)

	<u>3 Months</u>	<u>1 Year</u>	<u>3 Year</u>	<u>5 Year</u>	<u>10 Year</u>
Balanced Sector Enhanced	2.10	11.58	1.07	5.01	4.93
60 MSW/40 BBA Blended Index	1.71	13.27	3.29	7.44	6.55

### Professional Staff

### Sector Allocation (06/30/24)

Thomas S. Mench	Chairman	Large Cap	48.0%
	Chief Investment Officer	Mid Cap	0.0%
		Small Cap	0.0%
Andrea E. Mench	Vice President	International	19.2%
	Portfolio Manager	RE & HA	0.0%
		Fixed Income	28.8%
Tonia S. Hahn	Operations & Client Services	Cash	4.0%

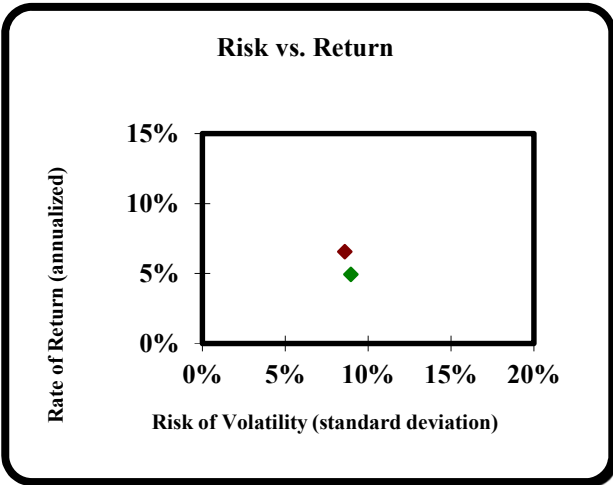
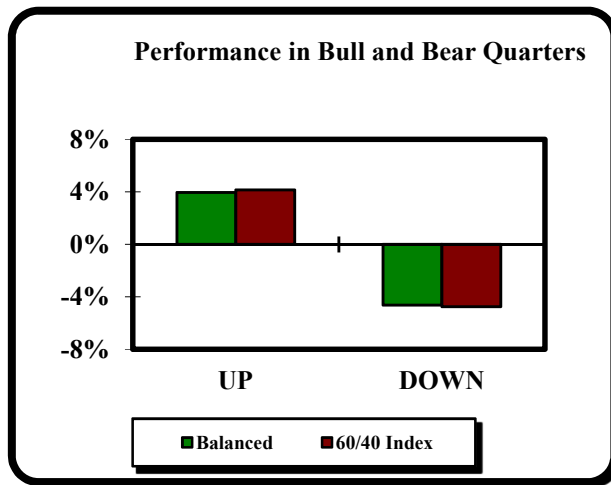
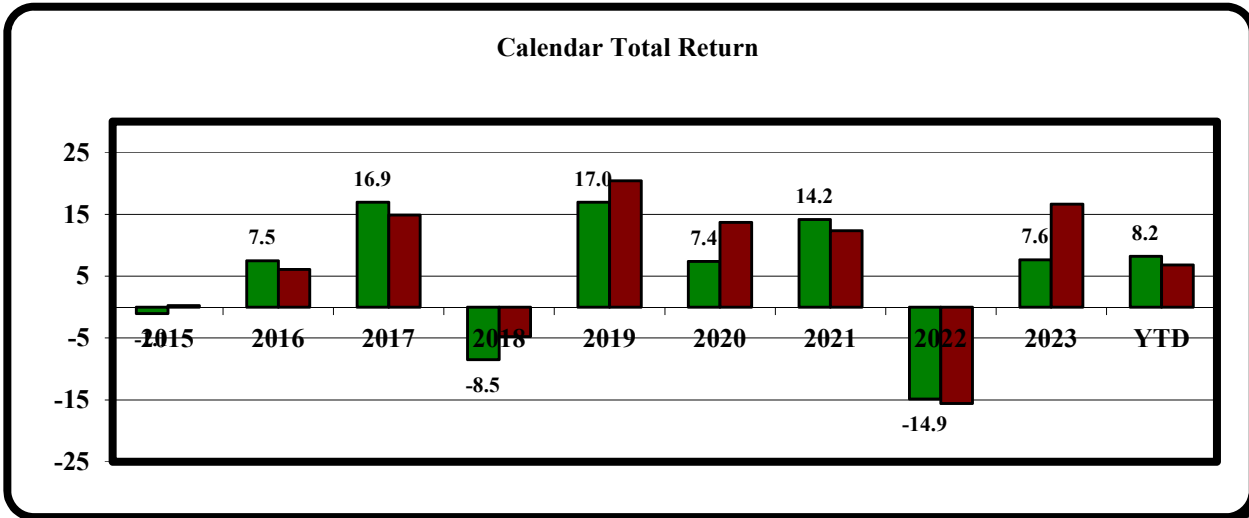
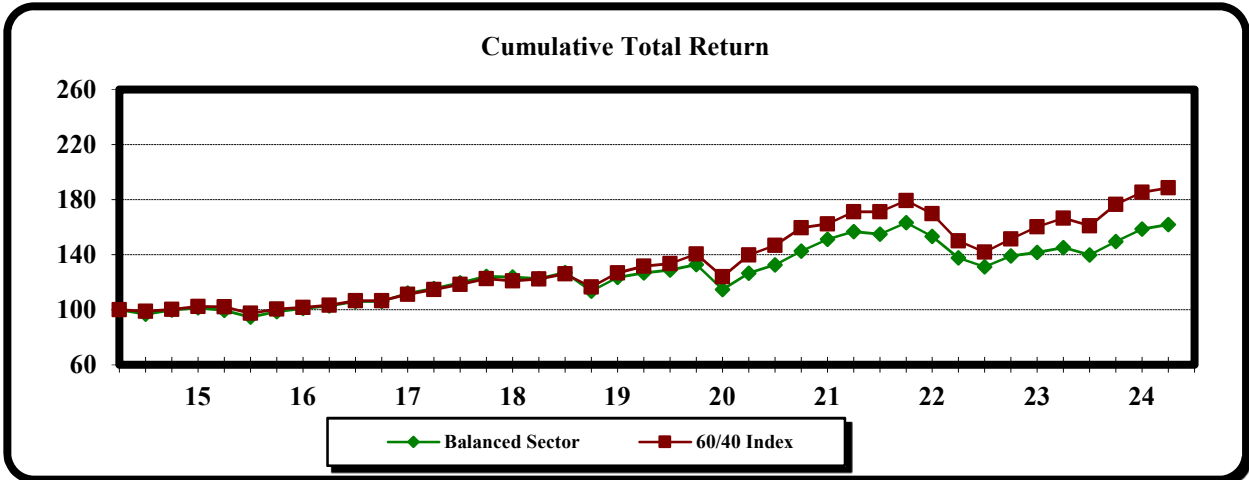
#### Notes:

1. Past performance may not be indicative of future results. Investment may lose value and results will vary.
2. Performance statistics are total rates of return, including the reinvestment of dividends and capital gains.
3. Returns are net of all actual costs and management fees. Mench Financial, Inc. management fees are described in Part II A of its Form ADV. Composite performance is presented in U.S. Dollars.
4. Mench Financial, Inc. claims compliance with the Global Investment Performance Standards (GIPS®). 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. GIPS-compliant performance information for the firm's strategies and products are available upon request at [thomas.mench@menchfinancial.com](mailto:thomas.mench@menchfinancial.com). There are 107 accounts with \$34.3 Million in market value, which represents 29% of our firm's total assets. Wrap Fee Accounts are 0% of the composite assets.
5. The 60/40 Blended Index assumes reinvestment of all dividends and distributions and is composed of 60% MS World GTR Index, generally considered representative of the world equity markets and 40% Bloomberg Barclays U.S. Aggregate Bond GTR Index represents the U.S. bond market. Inclusion of this index is for illustration purposes only. Index performance does not include transaction costs or other fees.
6. The Inception date is 01/01/1999. Performance and data shown is from 07/01/2014 thru 06/30/2024.
7. Mench Financial, Inc. is an independent registered investment advisor.

# Mench Financial, Inc.

## Balanced Sector Enhanced Portfolio

June 30, 2024



**MENCH FINANCIAL, INC.**  
**BALANCED SECTOR ENHANCED**

Year End	Total Assets (millions)		Number of Accounts	Composite Performance	Custom	Annualized 3-Year Standard Deviation**		Internal Composite
	Firm	Composite		Net TWR (%)	Benchmark	Composite	Benchmark	Dispersion**
2023	126.7	41.27	128	7.63%	16.61%	11.22%	12.30%	0.61%
2022	136.0	58.24	184	-14.87%	-15.61%	12.93%	13.57%	0.50%
2021	187.0	84.78	202	14.15%	12.34%	10.53%	10.40%	0.52%
2020	193.7	101.39	275	7.42%	13.66%	11.95%	11.1%	0.52%
2019	222.2	132.0	358	16.96%	20.41%	8.00%	6.60%	0.67%
2018	201.4	119.8	372	-8.48%	-4.80%	7.88%	6.19%	0.50%
2017	233.2	139.7	397	16.93%	14.90%	6.59%	6.11%	0.63%
2016	226.6	123.1	392	7.49%	6.09%	7.48%	6.59%	0.53%
2015	218.0	116.7	392	-1.07%	0.27%	8.05%	6.67%	0.38%
2014	253.1	124.5	413	2.99%	5.76%	7.64%	6.29%	0.51%
2013	243.6	111.5	364	19.53%	14.84%	10.34%	7.55%	0.94%
2012	196.1	88.7	317	10.92%	11.69%	9.70%	8.98%	0.62%
2011	179.7	87.8	317	-1.25%	0.31%	NA	NA	0.88%
2010	200.4	96.4	326	14.08%	10.59%	NA	NA	1.49%

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2024
Composite % of Wrap Fee Accounts	84%	88%	86%	80%	79%	78%	80%	84%	84%	83%	80%	52%	43%	29%
Composite % of Non-Fee Paying Accounts	.001%	.001%	.001%	.001%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Mench Financial, Inc. claims compliance with the Global Investment Performance Standards GIPS® and has prepared and presented this report in compliance with the GIPS standards. Mench Financial, Inc. has been independently verified for the periods December 31, 2010 through December 31, 2023. The verification reports are available upon request

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 GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report.

**Standard Firm Disclosures:** Mench Financial, Inc. is an independent registered investment adviser. The firm's policies for valuing investments, calculating performance, preparing GIPS reports and a list of composite descriptions are available upon request. Registration does not imply a certain level of skill or training.

**Composite Strategy Disclosures:** For Balanced Sector Enhanced accounts our goal is to utilize our econometric asset allocation models to generate high total returns during up markets, to preserve capital during declining markets, and to match or exceed the total return of a 60/40 Balanced Index. These models, which are comprised of absolute and relative valuation data for equity and fixed income markets, trigger portfolio purchases and sales in a highly disciplined manner. Mench Financial makes use of Exchange-Traded-Funds of domestic core and value, international core and value and fixed income securities to achieve competitive returns and lower deviations. Domestic ETF's hold a portfolio of common stocks that is intended to closely track the price performance and dividend yield of different domestic indices such as the S&P 500. International ETF's closely track the characteristics and performance of specific countries and regions outside the United States and are heavily traded on domestic exchanges. The fixed income portion of the portfolio is invested in ETF's of fixed income indices of varying maturities depending on the current interest rate outlook. These securities afford clients with a diversified portfolio and allow for more consistent returns versus comparable benchmarks over a market cycle.

**Composite Rules:** The Balanced Sector Enhanced composite was created January 1, 2010, and the Inception date is 01/01/1999. The U.S. Dollar is the currency used to express performance. Beginning 01/01/2011, the minimum account size for this composite is \$50,000 Effective 01/01/2022, to remain in the composite, the account value must be no less than \$49,000 the last day of the previous month to remain in the composite. A Significant Cash Flow Policy was adopted 01/01/2010 Composite policy requires the temporary exclusion from composite of any portfolio incurring a client initiated significant cash inflow or outflow of at least 50% of portfolio assets for the entire month the cash flow occurred. Beginning 01/01/2010, Portfolios that are temporarily unavailable for trading for any reason are excluded from composite for the full month(s) they are unavailable. Beginning 01/01/1995 portfolio management decisions were made using a team approach instead of by one Portfolio Manager.

**Fees:** Mench Financial, Inc.'s investment management fee schedule for the composite is 1% on the first \$1 million, 0.75% on the next \$4 million, and 0.20% on the remainder. Actual investment advisory fees incurred by clients may vary. Further information regarding investment advisory fees is described in Part II A of the firm's Form ADV.

**Custom Benchmark Disclosures:** The 60/40 Index is an unmanaged index which assumes reinvestment of all dividends and distributions and is a combination of 60% MS World Gross Total Return and 40% BC Aggregate Bond Index, calculated by weighting the respective index returns on a monthly basis. The MS World Gross Total Return is an unmanaged index, which assumes reinvestment of all dividends and distributions and is generally considered representative of the world equity markets for larger capitalization securities. BC Aggregate Bond Index represents the U.S. bond market. Index performance does not include transaction costs or other fees.

**Regulatory Disclosures:** Past performance is not indicative of future results. Investments may lose value and results will vary. Performance shown represents total returns that include income, realized and unrealized gains and losses. Investment returns will be reduced by investment advisory fees and other expenses incurred during portfolio management. Assuming an 8% annual return and 1% management fee, applied quarterly, gross and net returns would be 8% and 6.9% after 1 year, 26% and 22.3% after 3 years, and 46.9% and 39.9% after 5 years, respectively.

**Methodology Disclosures:** Net of fee performance was calculated using all actual investment management fees. The composite includes bundled fee portfolios that pay a fee based on a percentage of assets under management. This fee includes investment management, trading costs, portfolio monitoring, consulting services. The composite includes non-fee paying portfolios. Composite performance is presented net of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States and valuations are computed and performance is reported in U.S. dollars.

**Variance Disclosures:** \*\*The annual composite dispersion presented is an asset-weighted standard deviation of annual net returns of those portfolios that were in the composite for the year. The 3-Year Standard Deviation represents the annualized standard deviation of actual composite net returns and benchmark returns, using the rolling 36-months ended each year-end. The three-year annualized ex post standard deviation of the composite and/or benchmark is not presented when 36 monthly returns are not available.

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