

Bentley Blackmon, CFA, CFP®, CPA (Inactive)
Chief Executive Officer
Naviter Wealth
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Naviter Wealth Overview

Q2 2025

Introduction to Naviter Wealth

Naviter Wealth Executive Summary



Our Team

- Our firm was formed from the largest Private Client Group team at a regional investment bank.
- The team worked with many of the most important—and most complex—relationships in the firm.
- The team is highly credentialed. Notable team designations and degrees include: 3 Certified Public Accountants, 6 Certified Financial Planners, 1 Chartered Financial Analyst (1 Candidate for CFA Level II and 1 CFA Level III), 2 MBAs, 1 CEPA and 1 DVM.
- The team is primarily designed as a service team, not as a business development team.
- The full team engages with every client.
- Clients have access to the team 24/7.
- While many firms want to be the “quarterback,” we are prepared to work with the client’s current team of advisors in a collaborative manner that best suits the client’s needs.

Our Firm

- With an intimate knowledge of the conflicts, constraints and inadequacies of the broker dealer model, the firm was built from the ground up to provide a platform for families that have accumulated significant wealth.
- We are a fiduciary advisor.
- We are privately owned.
- We invested heavily in securing best-in-class technology, performance reporting and data aggregation.
- We have a robust alternative investment offering which includes hedge funds, private real estate, private credit, private equity (funds, co-invest, direct) and special situations.
- Access to 1700+ Separately Managed Account strategies.
- Clients have access to trust services through Naviter Trust.
- Through thoroughly vetted partners, we provide access to insurance for our clients (life, property & casualty, personal lines, cyber).
- Clients have access to securities backed loans through a network of lenders to ensure the most competitive rates.

Why We Formed Naviter Wealth

- We believe that traditional banks and brokerage firms have become too focused on scale, sales and proprietary products to objectively serve your needs. Internal constraints and conflicts at large firms can impede prudent decision making in a fast-paced environment. As a result, traditional firms, unlike RIAs, do not have to put your interests first.
- The independent wealth industry has emerged as a favored home for experienced advisors and clients who believe that the most successful partnerships demand objective advice, holistic planning and bespoke solutions.
- After careful analysis, we knew that becoming a private and independent firm would allow us to do more for our clients—freeing us from the slowness, bureaucracy and conflicts inherent in the traditional environment and empowering us to align new resources and opportunities to help you achieve your objectives.

Our Purpose



Naviter Wealth is a private and independent wealth management firm committed to helping you navigate your financial journey—providing best-in-class resources to build and preserve your legacy. Our name is a direct reflection of that purpose—combining two Latin words—navigare (navigate) and iter (journey)—to reinforce our commitment to being your trusted guide.



We love what we do, and we are driven by the pursuit of excellence in fulfilling our purpose. We view the families for whom we serve not as clients or customers, but as partners. Working together with a unified purpose we are positioned to more effectively help meet your objectives.



Our wealth management services include asset management built upon institutional principles, banking and lending, trust services, risk management and insurance, and portfolio administration and reporting. We supplement our core services by utilizing a network of talented professionals in the areas of estate planning and wealth transfer, tax and accounting, corporate finance and family office services. While many firms want to position themselves as the “quarterback”—and we are happy to do that—we are prepared to work with your family’s current advisors in any capacity that serves you best.

Comprehensive Suite of Services

We believe that our fiduciary responsibility does not stop at asset management but extends to any service or solution we provide—whether provided directly by Naviter or someone in our network. We have carefully identified best-in-class service providers that also operate with objectivity. Utilizing these core and network services, we are uniquely positioned to provide high quality, holistic advice that integrates well with any advisors or planning that may already be in place.



Our Values

The hallmark of our business is: service to others. At the heart of that service commitment is a belief that trust is earned. That is why we have created a culture where decisions, behaviors and communications are all driven by five core values:

Diligence

We pay careful attention to every detail on your behalf.

Prudence

We use a disciplined and thoughtful approach in making decisions.

Accountability

We take responsibility for our actions and decisions.

Transparency

We are open, clear and honest in all of our interactions.

Reverence

We are a culture of deep respect and service to others.

Naviter Platform Pillars

As one evaluates an advisory relationship, we believe there are three key characteristics that must be present to provide an optimal outcome for the client. We have used these characteristics as the pillars of our firm—consistently seeking to strengthen each.

Integrity	Acumen	Access
We are fiduciaries committed to serving your best interests. Our team members are conscientious and thoughtful about each decision made on your behalf—always accepting accountability for those decisions. We do the right thing—even when it is the hard thing.	For over 25 years our team has serviced families who have accumulated significant assets. We have continually aligned highly credentialed and knowledgeable professionals with our team to address the complex needs of the families we serve.	We capitalize on many years of relationships across the financial industry to access the highest quality professionals, technology, investment strategies and other resources—many of which are inaccessible by our competitors.

Biographies

Bentley Blackmon, CFA, CFP®, CPA



Chief Executive Officer
501-333-9800
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- BA, *magna cum laude*, Accounting, Business Administration, Economics, Ouachita Baptist University, 1994
- State Insurance licensed
- MBA, Webster University, 1998
- CFA, Chartered Financial Analyst
- CFP®, CERTIFIED FINANCIAL PLANNER
- CPA, Certified Public Accountant (inactive)
- CEPA, Certified Exit Planning Advisor
- Morgan Stanley, 1995–2003
- Stephens Inc., 2003–2020
- Joined Naviter Wealth, 2021

Phillip Worthen



President
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- BA, Business Administration, Biology, Ouachita Baptist University, 1994
- Doctor Veterinary Medicine, Louisiana State University, 2001
- State Insurance licensed
- Alltel, 1994–1996
- Wyeth Pharmaceuticals, 2002–2008
- Stephens Inc., 2008–2021
- Joined Naviter Wealth, 2021

Katie McDaniel, CFP®, CPA



Director
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- BA, *magna cum laude*, Accounting, Finance, Benedictine College, 2018
- CFP®, CERTIFIED FINANCIAL PLANNER
- CPA, Certified Public Accountant
- Federal Reserve Bank of Kansas City, 2018–2021
- Joined Naviter Wealth, 2021

Biographies

Jordan Bauer, CFP®, CPA



Chief Operating Officer
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- BBA, Accounting, University of Central Arkansas, 2011
- CFP®, CERTIFIED FINANCIAL PLANNER
- CPA, Certified Public Accountant
- Practice Plus, 2011–2012
- Stephens Inc., 2012–2021
- Joined Naviter Wealth, 2021

John Kornet, CFP®



Chief Investment Officer
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- BA, *summa cum laude*, Business Administration, Ouachita Baptist University, 2014
- State Insurance licensed
- CFP®, CERTIFIED FINANCIAL PLANNER
- Stephens Inc., 2014–2021
- Completed Stephens Wealth Analyst Program
- Joined Naviter Wealth, 2021

Danny Russell



Chief Compliance Officer
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- BBA, Financial Services and Risk Management, University of Arkansas – Little Rock, 2014
- MBA, University of Central Arkansas, 2020
- Licensed in Life and Property and Casualty Insurance
- Stephens Inc., 2015–2021
- Joined Naviter Wealth, 2021

Jackson Ratcliff



Managing Director & Head of Advisory Services
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- BSBA, Economics, Transportation & Logistics, University of Arkansas, Fayetteville, 2010
- Garrison Financial, 2008–2010
- Noble Corporation, 2010–2011
- Stephens Inc., 2011–2023
- Joined Naviter Wealth, 2023

Grant Stevenson



Managing Director
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- BSBA, Finance, University of Arkansas, 2019
- Stephens Inc., Corporate Finance, 2019–2024
- Joined Naviter Wealth, 2024

Branden Schumacher



Portfolio Operations Analyst
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- BBA, Finance, University of Arkansas at Little Rock, 2019
- MBA, Finance, University of Arkansas at Little Rock, 2020
- Brown Capital Management, 2020–2021
- Stephens Inc., 2021–2024
- Joined Naviter Wealth, 2024

Biographies

Blake Abston, CFP®



Operations Analyst
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- Finance B.S.B.A. with Concentration in Financial Management and Investment, Walton College of Business, University of Arkansas, 2019
- CERTIFIED FINANCIAL PLANNER™
- Licensed in Life & Health Insurance
- Encompass Financial Partners, 2019
- Garland & Greenwood Wealth Advisors, LLC, 2022
- Joined Naviter Wealth, 2023

Carter Robinson



Investment Analyst Intern
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- Joined Naviter Wealth, 2024
- BBA, Accounting, Finance, Oklahoma Christian University, Expected 2025

Trevor Booth



Managing Director
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- BSBA, Finance, University of Arkansas, 2021
- AcreTrader, 2019-2024
- Joined Naviter Wealth, 2024

Biographies

Blane Brooks



Affiliate Program Director
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- BA, Economics, Sewanee, 1983
- Drexel Burnham Lambert, 1986-1989
- Robinson Humphrey, 1989-1993
- JC Bradford & Co., 1993-2000
- First Union Securities, 2000-2001
- Stillpoint Advisor, 2001-2006
- Fisher Investments, 2007-2020
- FinTrust Capital Advisors, 2020-2025
- Joined Naviter Wealth, 2025

Richard A. Dougherty, CFP®, AIF®



Managing Director
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- BA, Corporate Finance, St. John Fisher University, 2007
- CFP®, CERTIFIED FINANCIAL PLANNER
- Accredited Investment Fiduciary®
- Licensed in Life & Health Insurance
- Westminster Financial, 2007-2016
- Echelon Wealth Advisors, 2016-2023
- Joined Naviter Wealth, 2023

Alecia Fisher Dougherty, CFP®



Managing Director
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- BSBA, Magna Cum Laude, Finance & Marketing, Xavier University, 2007
- CFP®, CERTIFIED FINANCIAL PLANNER
- Licensed in Life & Health Insurance
- Fidelity Investments, 2007-2013
- High Falls Advisors, 2013-2018
- Echelon Wealth Advisors, 2018-2023
- Joined Naviter Wealth, 2023

Biographies

Amy Zaccagino



Service Associate
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- Jewish Home of Rochester, 2007-2009
- Alberti Associates, 2010-2011
- USA Payroll, Inc., 2012-2018
- Asure, 2019-2021
- Echelon Wealth Advisors, 2022-2023
- Joined Naviter Wealth, 2023

Amanda McIntosh



Operations Manager
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- BA, Business Administration, Nazareth College, 2008
- Licensed in Life & Health Insurance
- Lincoln Financial, 2009-2012
- Westminster Financial, 2012-2016
- Echelon Wealth Advisors, 2016-2023
- Joined Naviter Wealth, 2023

Investment Process

Core Investment Tenets

Aligned Interests

We view client relationships as partnerships. We personally invest in the same strategies that we recommend along with our clients.

Consistent Application

Our ideas, views, and best strategies are available and integrated into every portfolio. ⁽¹⁾

Diversify Intelligently

Utilize assets that are lowly-correlated and truly differ from one another to effectively mitigate risk. The proper use of alternative assets is imperative.

Concentration

Focus portfolios on our highest conviction strategies to avoid diluting performance.

Cost Reduction

Seek to lower fees and expenses—especially in asset classes where differentiation is difficult.

Taxes Matter

Focus on after-tax returns. Systematically tax loss harvest across the portfolio to create “tax alpha.” “It’s not what you make that matters; it’s what you keep.”

1. Some restrictions apply if client is not a Qualified Purchaser.

Investment Sourcing, Due Diligence, & Selection

Investment View Formulation

- Gather, read and digest high quality third-party strategy research.
- Sources include J.P. Morgan, Credit Suisse, Goldman Sachs, Northern Trust, BlackRock and more.
- Note that most of our peers focus solely on the research created and distributed by their own firm. We believe integrating multiple sources allows for a more objective, broader understanding of the global economies and markets.
- Our investment team formally meets monthly with regular interim ad hoc meetings to review and update our 18-36 month views using the most recent sets of data available.
- Based on our current views, we seek out strategies, at various risk levels, that should be profitable in that environment.
- These ideas and themes are sourced from both external sources and our own internal research.

Due Diligence and Manager Selection

- Upon deciding which opportunities would be suitable for the portfolio, we search for the best vehicle or strategy to implement that opportunity.
- We explore whether to deploy active or passive strategies. We examine structures for the strategies, e.g., institutional funds, ETFs, separately managed accounts or limited partnerships. We compare manager fees to their peers. We search for managers with long tenures who have navigated difficult markets well. We examine the tax sensitiveness of the strategy as well as over 50 risk/return metrics.
- After identifying a small number of managers for the strategy, we perform additional diligence involving interviews, office visits and outside opinions.
- Once the management team has been selected for the given strategy, where possible, we negotiate better pricing and terms.

Investment Selection and Portfolio Construction

- From the viable strategies identified, we select 10-15 strategies that are 1) our highest conviction ideas and 2) lowly correlated to each other.
- This number of strategies is sufficient for risk mitigation, given the low correlations.
- Adding incrementally more strategies typically does not meaningfully lower volatility but can dilute performance.
- We select allocation ranges for various liquidity and risk profiles across the chosen strategies that reflects our current views with attention given to the risk mitigation properties to the portfolio.
- We examine the portfolio performance through crisis periods, the correlations across the portfolio and other risk and return metrics.
- We regularly review both quantitative and qualitative data on each strategy, including risk and return metrics relative to peers and benchmarks.

Due Diligence

Human Capital

Investment due diligence encompasses a thorough review of leadership team, ownership, and organizational structure through experience, quality and depth of a specific manager, investment team, decision makers and/or idea generators.

Driving Principles

Along with the overall philosophy of a company, manager, and/or fund, we take general core values, risk tolerance, investment style, objectives, motivation, and expectations on returns into account.

Process

We understand how the company, manager, or fund puts their driving principles into action across trading styles, assets classes, and strategies.

Performance

While it should never be a sole driving factor as “past performance is not in initiative of future results,” returns over longer time frames should be expected (if not directly exhibited) by a particular manager, asset class, or strategy.

Conflicts of Interest

A thorough analysis is completed to determine if there are perceived or actual conflicts of interest and a determination is made as to how the conflict could impact the client or our ability to act as a fiduciary to clients.

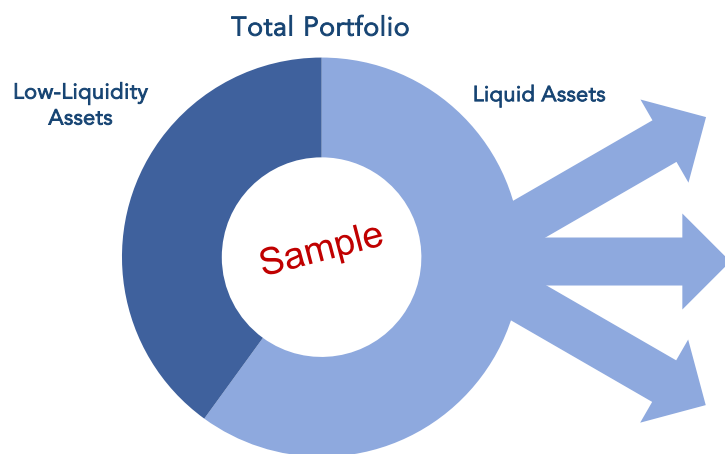
Competitive Landscape

Each company, manager, and/or fund is compared to its peers and we determine what contributes to its edge over competitors or other investment vehicles – including brand recognition, manager tenure, costs or dozens of other quantitative factors like standard deviation, max drawdown, etc.

STEP 1

Determine liquidity profile

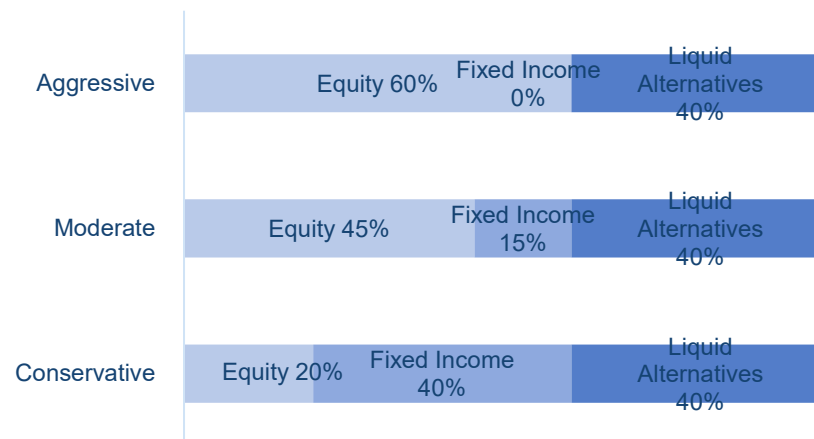
Broadly we view investment assets in two categories: liquid assets and low-liquidity assets. Liquid assets are those that have daily liquidity while low-liquidity assets include assets with monthly and quarterly liquidity or assets with lockups. When low-liquidity assets are properly selected--having low correlations to liquid assets--their inclusion has two long-term positive effects on a diversified portfolio: 1) increase in return and 2) decrease in volatility (risk). Given these benefits, the decision to include low-liquidity assets in a portfolio has less to do with risk preference and more to do with tolerance for illiquidity. Cash flow needs from the portfolio and investment time horizon are the primary factors in determining the proper balance between liquid and low-liquidity assets.



STEP 2

Determine risk profile

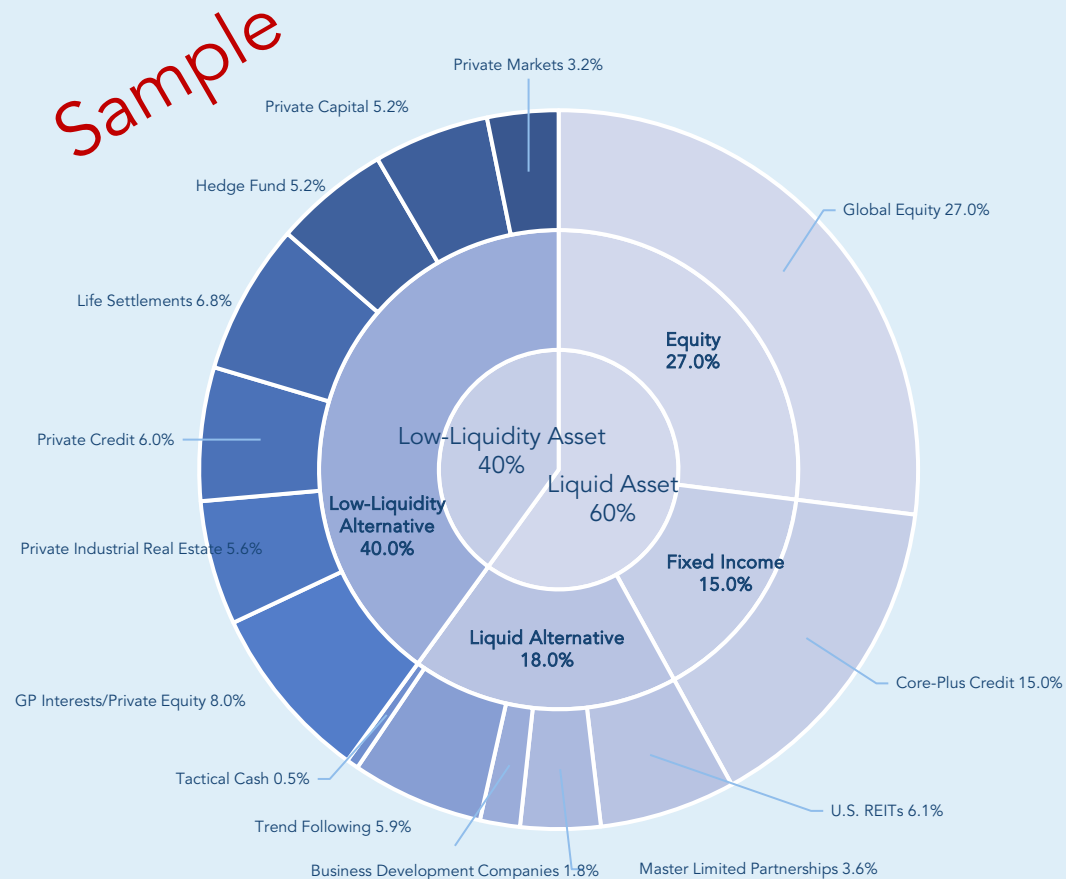
We view liquid assets in three categories: 1) equity, 2) fixed income, and 3) liquid alternatives. The common characteristic is that each of these has at least daily, if not intraday liquidity, i.e., the ability to be sold quickly for cash. The allocation between each varies based upon a client's risk tolerance, objectives, and other factors. We have created portfolio allocations for three preset risk profiles--conservative, moderate, or aggressive. Note that due to the expected returns and low correlation to equity and fixed income, the liquid alternatives allocation is a static 40% regardless of the risk profile. Equity allocations increase and fixed income allocations decrease as risk tolerance increases.



STEP 3

Complete custom allocation

Upon determining the liquidity profile and the risk profile of the client, the customized asset allocation is constructed.



Liquid Assets: Descriptions

Equity

- We have three broad views on owning public equities: 1) global equity is one asset class, 2) passive management wins over active management (after trading costs/fees, and 3) true value exists in tax loss harvesting.
- Equities are often segmented into dozens of categories based on market cap, growth vs. value, geographic region, and many other factors. Investors commonly try to “diversify” into these various asset classes presumably to lower risk. Due to the high level of correlation across these asset classes, this approach does little to mitigate volatility. Allocating to numerous asset classes that behave so similarly not only is ineffectual, but it serves to create a false sense of security for investors. Rather than idly attempting to invest across each of these “style boxes”, we view global equity as one asset class.
- We are Direct Indexing our global equity allocation and utilizing systematic tax-loss harvesting. See Liquid Assets: Direct Indexing slide.

Fixed Income

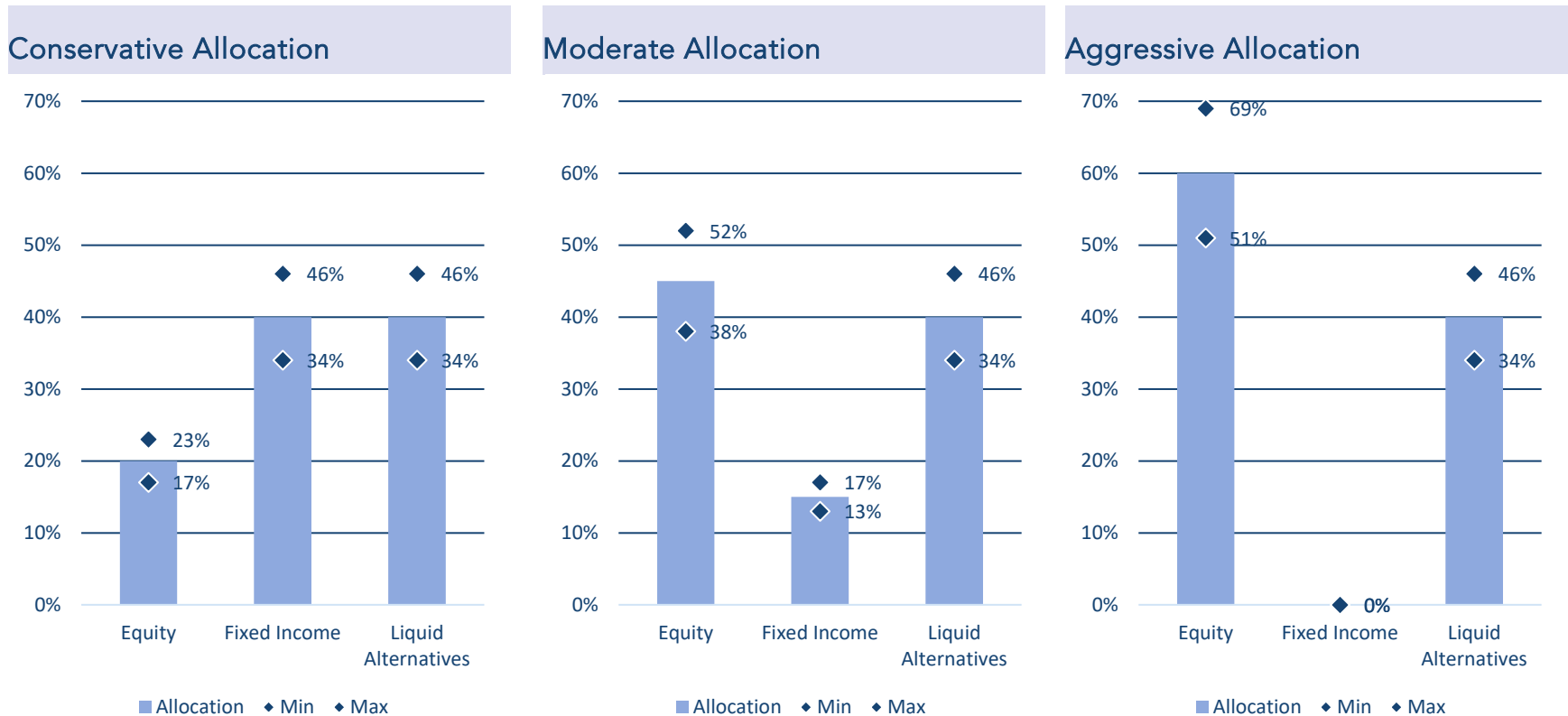
- We believe active management produces the best risk-adjusted returns in fixed income. We believe fixed income managers should have the flexibility to invest across different credit types, durations, and sectors. Quality managers can quickly move to capitalize on undervalued assets due to market dislocations or adjust for changes in interest rate forecasts.
- Our fixed income allocation is managed by a single institutional manager through a “Core-Plus” portfolio. The manager has outperformed their benchmark over 1, 3, 5, 10, and 25-year time periods. Our relationship with this manager has led to favorable pricing. We access this strategy through a separately managed account (SMA) structure whereby clients own the individual fixed income securities directly, rather than through a mutual fund structure. There are two key advantages of an SMA: 1) owning the individual securities allows for tax loss harvesting that creates “tax alpha”, and 2) fees are less than typical actively managed mutual funds.

Liquid Alternatives

- This allocation represents lowly-correlated liquid alternative investments designed to complement the equity and fixed income allocations. These investments have either daily or intraday liquidity. These often include asset classes not represented in other parts of the portfolio, including gold, commodities, business development companies (BDCs), master limited partnerships (MLPs), and real estate investment trusts (REITs). They may also include countries, sectors, industries, or “tactical cash” to which we want to gain exposure. These investments are implemented primarily through exchange-traded funds (ETFs) but may include individual securities, SMAs, or other liquid vehicles. While we have no preset holding periods, these positions are more temporary in nature relative to other portfolio investments. Having the option to quickly and thoughtfully add lowly correlated assets and express timely market themes drives both returns and lowers portfolio volatility.
- Portions of this allocation may be Direct Indexed and the full allocation utilizes systematic tax-loss harvesting. See Liquid Assets: Direct Indexing slide.

Liquid Assets: Allocation Risk Profiles

No two clients are alike, so all asset allocations are customized to each client based on investment objectives, time horizons, cash flow needs and risk tolerances. The sample allocations shown below serve as starting points in determining the best overall allocation for each client. Each of the liquid asset weightings has a minimum and maximum range to allow for tactical positioning and drift.



Liquid Assets: Direct Indexing

Direct Index Benefits

Naviter utilizes Direct Indexing for global equity, U.S. REIT, and BDC allocations.

- Increases probability of outperformance relative to peers as the majority of active managers fails to beat their respective index/benchmark. See the [SPIVA® U.S. Year-End 2023 Scorecard](#).
- Decreases management fees relative to active managers. Competing firms offer Direct Indexing with a “manager” fee of 25-50 basis points. Naviter does not charge additional fees for this strategy.
- Allows for tax loss harvesting across every position in the portfolio. Systematic tax loss harvesting may generate an annual economic benefit of 75-150 basis points. Naviter harvests losses regularly (typically monthly).

Direct Index Overview

What is Direct Indexing?

Direct Indexing is the construction of a portfolio of individual securities meant to track a specific index while providing the flexibility to optimize the after-tax returns through systematic tax-loss harvesting. Further benefits include the ability to easily apply ESG and “smart beta” overlays to express your personal investment views.

The history of Direct Indexing?

In the 1970s, mutual funds introduced the concept of indexing which was made popular by The Vanguard Group. A mutual fund would own all of the securities of a selected index, e.g., S&P500 or Russell 1000. The mutual fund would own each security in the same weighting as the index to mirror that index’s performance. Over the last two decades, exchange-traded funds (ETFs) have improved upon indexing by lowering costs and providing intra-day trading rather than daily trading after the close of the market. In addition, ETFs have a tax advantage over mutual funds which significantly reduces capital gain distributions.

Although Direct Indexing is not new, it is the most recent improvement upon indexing. ETFs lack one important feature--the ability to allow pass-through losses on the underlying securities. For example, in a year where the Russell 1000 is up in aggregate, but 200 of the individual positions are down, losses on those positions are not allowed to be passed through to the owner. As trading costs fell over the years, large family offices began replicating the indices by buying all of the individual securities that made up those indices. This allowed investors to systematically harvest tax losses across the entire portfolio throughout the year, creating “tax alpha” or the after-tax return improvement over the benchmark.

Current Direct Indexing Landscape

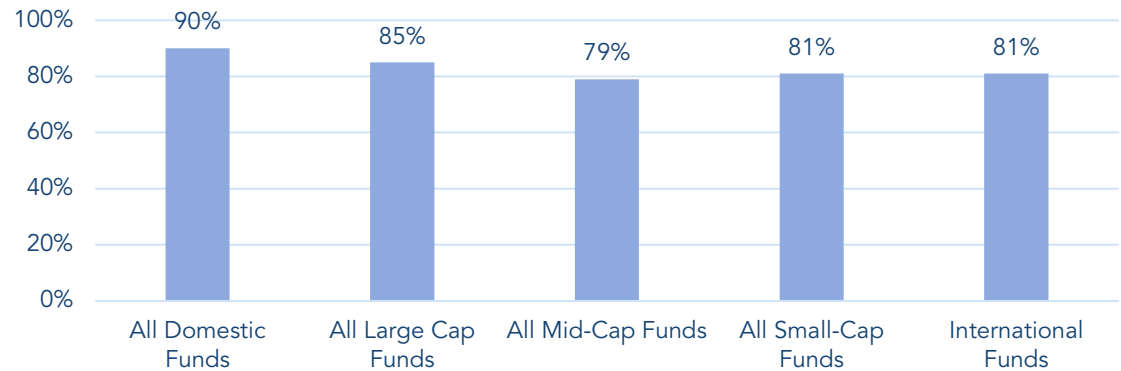
Direct Indexing is a rapidly growing area in the investing arena. Many of the largest financial institutions are moving into the strategy through acquisitions. Morgan Stanley bought Eaton Vance for its subsidiary Parametric which specializes in direct indexing. Blackrock bought Aperio; JP Morgan bought OpenInvest; Vanguard bought JustInvest; and Franklin Templeton bought O’Shaughnessy Asset Management and its direct indexing subsidiary, Canvas.

Liquid Assets: Direct Indexing (continued)

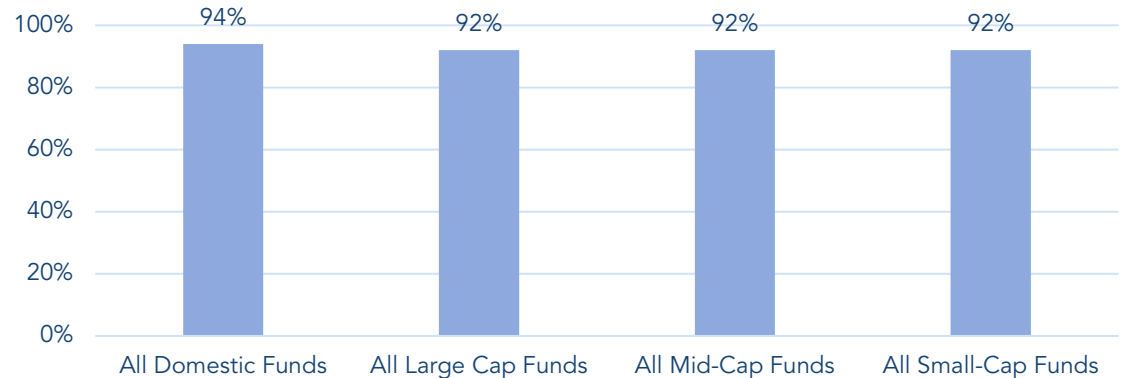
Notes

- Regardless of management style, market cap, or geographic focus, the majority of active managers fail to beat their respective benchmarks.
- While there are many active managers attempting to add value, over 20-year periods, 10% or less actually do.
- Direct Indexing increases the likelihood of meeting—or exceeding—the target benchmark, thereby outperforming the majority of active managers.

Percentage of Funds Underperforming Benchmarks (10-Years)



Percentage of Funds Underperforming Benchmarks (20-Years)



Source: S&P Dow Jones Indices LLC. Data as of June 30, 2024. Past performance is no guarantee of future results. Chart is provided for illustrative purposes.

Low-Liquidity Assets: Introduction

Overview

- We define this set of strategies as “low-liquidity” assets rather than illiquid assets, as they each have varying degrees of liquidity, but are all less liquid than traditional investments. Two of the primary reasons for owning these alternative assets are 1) increased returns and 2) lower volatility (risk), relative to traditional investments. We believe they should be both. Properly selected alternative investments can provide the elusive “have my cake and eat it too” investment properties sought after by so many investors. These benefits come at the cost of liquidity, but that is a price many investors are willing to pay.
- Given the demands of ownership, we believe target returns for alternative assets must be higher than long-term equity returns (10%+). Alternative assets should not only have a low correlation to traditional assets but also a low correlation to the other alternative assets in the portfolio. The strategy should not be one that is easily replicated in a cheaper or more liquid way. The manager must have a history of both exceptional returns and risk mitigation. Each investment needs to be assessed not only on its own merits but additionally on how it fits within the overall portfolio. We have curated a core set of strategies that meets these requirements and we believe are appropriate for the majority of our clients. For some of these strategies there are regulations requiring the client to be an Accredited Investor or Qualified Purchaser.
- The allocation to low-liquidity alternatives will likely improve returns and lower volatility for the overall portfolio. Successfully selecting these investments and allocating to them appropriately, given the parameters of the client, is critical for optimal results.

Low-Liquidity Alternative Investment Selection



Selection Criteria

5-8 Core Positions

- Lowly-correlated to traditional investments
- Lowly-correlated to each other

Potential Impact on Portfolio

	100%	90%	75%	60%
Liquid Assets	100%	90%	75%	60%
Low-Liquidity Alternatives	0%	10%	25%	40%
Target Total Returns	6-8%	7-9%	9-11%	10-12%
Estimated Volatility (Std. Dev.)	12%	11%	8.5%	6%
Estimated Max Drawdown	18%	16%	14%	12%
Average Liquidity	Daily	High	Medium	Low

Low-Liquidity Assets: Core Alternatives

Sub Asset Class	Investment Description	Target IRR	Volatility
GP Interests/Private Equity	Invests in GP interests in private equity managers	15-25%	Medium
Private Real Estate	Multisector commercial real estate	16-18%	Low
Private Industrial Real Estate	Industrial real estate; double and triple net leases	12-15%	Low
Private Credit	Middle market lending	12-14%	Low
Life Settlements	Multi-strategy life settlements	10-12%	Low
Private Capital	Private direct investments and leading flagship funds	12-15%	Low
Private Markets	Private capital funds, co-investments & public asset managers	12-15%	High
Private Credit	Private credit co-investments across Carlyle's Global Credit platform	10-12%	High
Private Real Estate	Invests in private real estate funds and non-traded REITs	8-12%	High

Sample

Sub Asset Class	Funding Structure	Liquidity	Valuation Frequency
GP Interests/Private Equity	Drawdown	Evergreen	Quarterly
Private Real Estate	Drawdown	8 Years; 2 1-year extensions	Quarterly
Private Industrial Real Estate	Fully Funded	Evergreen with target 5-year hold; liquidity provisions after 1 year lock-up	Quarterly
Private Credit	Drawdown	Liquidity upon public offering	Quarterly
Life Settlements	Fully Funded	Quarterly after 2-year lock-up	Monthly
Private Capital	Fully Funded	Quarterly	Quarterly
Private Markets	Fully Funded	Quarterly after 1-year initial lock-up	Real-time
Private Credit	Fully Funded	Quarterly	Real-time
Private Real Estate	Fully Funded	Quarterly	Real-time

Low-Liquidity Assets: Core Alternatives (continued)

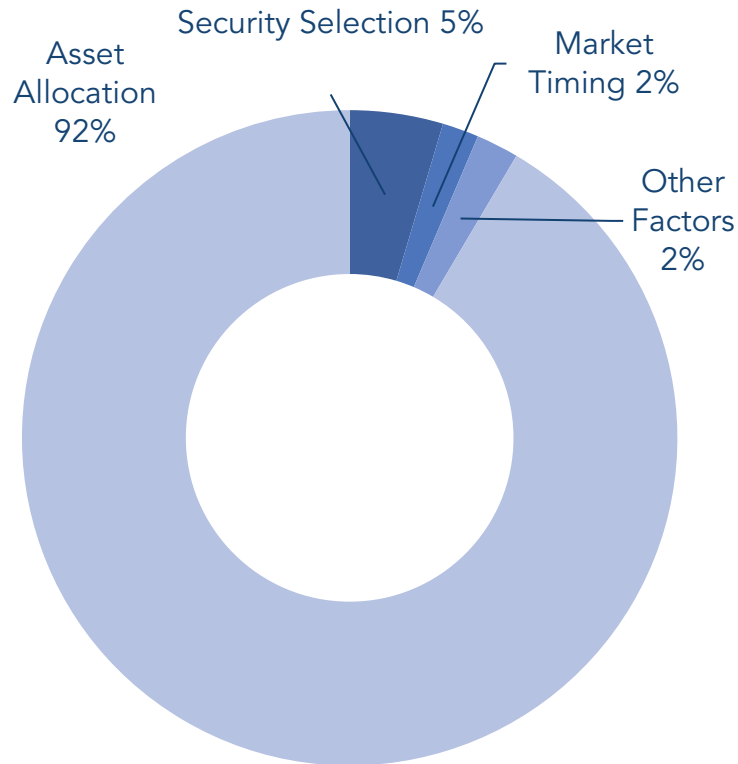
Sub Asset Class	Investor Type	Taxation	Tax Report	Minimum Investment
GP Interests/Private Equity	Qualified Purchaser	Blend of Ordinary Income, Carried Interest, and Potential Capital Gains at Exit	K-1	\$1,000,000
Private Real Estate	Qualified Client	Blend of Ordinary Income and Capital Gains	K-1	\$250,000
Private Industrial Real Estate	Accredited Investor	Blend of Ordinary Income and Capital Gains	K-1	\$50,000
Private Credit	Accredited Investor	Ordinary Income with Capital Gains After Public Offering/Merger	1099	\$250,000
Life Settlements	Qualified Purchaser	50/50 Ordinary Income and Capital Gains	K-1	\$250,000
Private Capital	Qualified Purchaser	Blend of Ordinary Income and Capital Gains	K-1	\$100,000
Private Markets	N/A	Blend of Ordinary Income and Capital Gains	1099	\$5,000
Private Credit	N/A	Blend of Ordinary Income and Capital Gains	1099	\$5,000
Private Real Estate	N/A	Blend of Ordinary Income and Capital Gains	1099	\$5,000

Sample

- A “qualified purchaser” is an individual or a family-owned business that owns \$5 million or more in investments. The term “investments” shouldn’t include a primary residence or any property used for business.
- A “qualified client” has: (1) at least \$1.1 million in assets under management with the investment adviser immediately after entering into the advisory contract; or (2) has a net worth (together, in the case of a client that is a natural person, with assets held jointly with a spouse) that the investment adviser reasonably believes to be in excess of \$2.2 million immediately prior to entering into the advisory contract (“net worth test”).
- An “accredited investor” is a natural person who has either: (1) earned more than \$200,000 as income (or \$300,000 together with a spouse) in each of the prior two years, and reasonably expects the same for the current year or (2) a net worth of over \$1 million - this could be alone or together with a spouse (but excluding the value of the person’s primary residence).
- Minimum investment amounts are for Naviter Wealth clients.

Asset Allocation: Introduction

Impact of Various Factors on Investment Returns



Notes

- The Brinson, Hood & Beebower Study, conducted in 1987, and updated in 1991, found that nearly 92% of the variation in pension funds' returns from 1977 to 1987 were attributable to the asset allocation decision.
- Taking into account our clients' risk tolerance, time horizon and cash flow needs, we create strategic and tactical asset allocation strategies to better manage portfolios.
- A portfolio's allocation to stocks, bonds, fixed income, alternative assets and cash largely determines investment results. Each asset class reacts differently to the changing economic landscape and contributes uniquely to performance. Consistently implementing asset allocation policies tailored to the client will help optimize outcomes.

Asset Allocation: NACUBO Study

Summary Asset Allocations for U.S. College and University Endowments 2023 (Percentages)

	U.S. Equities	Non-U.S. Equities	Global Equities	Marketable Alternatives	Private Equity	Private Venture Capital	Fixed Income	Real Assets	Other
Under \$50 Million	40.7	15.2	4.2	4	2.8	0.7	25.9	4.4	1.6
\$51 Million to \$100 Million	36.1	12	7.2	6.1	5.1	1.4	24.1	5.6	2.1
\$101 Million to \$250 Million	29.1	13	8.9	9.1	8.3	2.9	19.5	6.7	1.7
\$251 Million to \$500 Million	23.9	12.1	8.9	10.1	11.5	4.6	15.6	8.1	4.3
\$501 Million to \$1 Billion	22.9	14.3	6.5	10.8	14.1	5.5	16	8.5	0.9
\$1 Billion to \$5 Billion	15.1	11.2	9.3	14.8	14.5	12.2	12.4	9.6	0.6
Over \$5 Billion	7.9	8.6	6.7	18	19.7	13.9	8.6	12.9	3.7

Average asset allocations as of June 30, 2023. Non-U.S. Equities includes emerging market equities.
All data are dollar-weighted unless otherwise specified. Due to rounding, details may not sum to 100%.
Private debt and short-term cash/securities are included in the Fixed Income category.

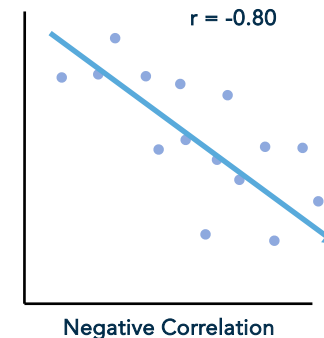
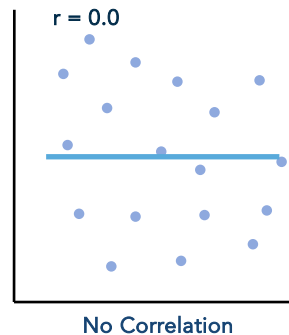
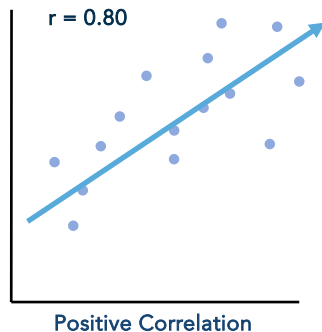
Notes

- Leveraging the access Naviter Wealth provides, we encourage our clients to view their portfolios with an institutional mindset.
- Due to an extended period of extremely low interest rates, many institutions have dramatically lowered their allocation to traditional debt instruments.
- Largely, the reduction in fixed income has been reallocated to alternative strategies that can increase yield and/or further diversify portfolios.

Source: 2023 NACUBO Common Fund of Endowments

Asset Allocation: Correlation Overview

- The correlation coefficient is a measure that determines the degree to which two variables' movements are associated. The range of values for the correlation coefficient is -1.0 to 1.0. A correlation of -1.0 indicates a perfect negative correlation, while a correlation of 1.0 indicates a perfect positive correlation.



- Two investments with a correlation of -1.0 always move opposite of each other or are considered hedged; whereas, a correlation of 1.0 would indicate that the two investments always move in tandem. Two investments with 0.0 correlation have no relationship, operating independently of each other.
- An optimally diversified portfolio would be one where all of the investment's correlations with each other are at or near 0.0, which creates multiple, truly independent drivers of returns for the portfolio.
- Unfortunately, many advisors fail to fully understand or attempt to measure correlations which often results in a highly correlated portfolio with inherent risk that often goes unnoticed until crisis situations occur. Note the correlations of a traditional portfolio on the following page.

Asset Allocation: Correlation Comparison

Notes

- Optimal correlations approach zero. The closer the correlation is to zero, the darker the green.
- Poorly constructed portfolios are often "diversified" across traditional asset classes. These asset classes are so highly correlated (0.8-1.00) that they move in tandem—offering minimal risk mitigation.
- Naviter constructed portfolios are noticeably more lowly-correlated (darker green) and thereby deliver valuable risk mitigation benefits.

Correlation Matrix - 3-Years Ending Sep-24

	1	2	3	4	5	6	7	8
1 Large Cap Growth Equity	1.00	0.78	0.84	0.74	0.76	0.73	0.77	0.76
2 Large Cap Value Equity	0.78	1.00	0.79	0.82	0.74	0.76	0.79	0.81
3 Mid Cap Growth Equity	0.84	0.79	1.00	0.79	0.80	0.76	0.76	0.79
4 Mid Cap Value Equity	0.74	0.82	0.79	1.00	0.78	0.76	0.77	0.76
5 Small Cap Growth Equity	0.76	0.74	0.80	0.78	1.00	0.78	0.70	0.74
6 Small Cap Value Equity	0.73	0.76	0.76	0.76	0.78	1.00	0.71	0.68
7 International Equity	0.77	0.79	0.76	0.77	0.70	0.71	1.00	0.61
8 Broad Fixed Income	0.76	0.81	0.79	0.76	0.74	0.68	0.61	1.00

Not Recommended

Correlation Matrix - 3-Years Ending Sep-24

	1	2	3	4	5	6	7	8	9	10	11	12	13	14
1	1.00	0.08	0.85	-0.14	0.77	-0.20	-0.12	0.33	0.12	0.09	0.27	0.16	-0.07	0.22
2	0.08	1.00	0.05	0.36	-0.01	-0.68	0.61	0.06	-0.08	0.02	-0.08	0.66	0.40	-0.30
3	0.85	0.05	1.00	-0.18	0.69	-0.15	-0.27	0.22	0.14	-0.10	0.11	0.07	-0.01	0.41
4	-0.14	0.36	-0.18	1.00	-0.11	0.05	0.06	0.24	0.07	-0.13	0.04	0.42	0.33	0.05
5	0.77	-0.01	0.69	-0.11	1.00	-0.16	-0.22	0.54	0.24	0.19	0.46	0.09	-0.06	0.24
6	-0.20	-0.68	-0.15	0.05	-0.16	1.00	-0.48	-0.05	0.08	0.00	0.13	-0.21	-0.18	0.29
7	-0.12	0.61	-0.27	0.06	-0.22	-0.48	1.00	-0.19	-0.36	0.05	-0.21	0.34	0.45	-0.83
8	0.33	0.06	0.22	0.24	0.54	-0.05	-0.19	1.00	0.65	0.52	0.83	0.14	0.39	0.06
9	0.12	-0.08	0.14	0.07	0.24	0.08	-0.36	0.65	1.00	0.35	0.70	0.09	0.33	0.22
10	0.09	0.02	-0.10	-0.13	0.19	0.00	0.05	0.52	0.35	1.00	0.66	-0.01	0.17	-0.19
11	0.27	-0.08	0.11	0.04	0.46	0.13	-0.21	0.83	0.70	0.66	1.00	0.11	0.26	0.00
12	0.16	0.66	0.07	0.42	0.09	-0.21	0.34	0.14	0.09	-0.01	0.11	1.00	0.41	-0.11
13	-0.07	0.40	-0.01	0.33	-0.06	-0.18	0.45	0.39	0.33	0.17	0.26	0.41	1.00	-0.38
14	0.22	-0.30	0.41	0.05	0.24	0.29	-0.83	0.06	0.22	-0.19	0.00	-0.11	-0.38	1.00

Source: Morningstar

Calculations may include benchmark data for periods where investment strategy historical data is not available.

Common Questions

- Does everyone have the same portfolio? While we always want our best investment themes in every client portfolio, asset allocations across those investments vary from client to client. Having the same set of strategies utilized in all client accounts is fairly unique in our industry. Most advisors have hundreds of positions in mutual funds, ETFs and individual securities across their client accounts. This makes it very difficult, if not impossible, to monitor and make desired changes for all clients consistently. Our approach allows us to react quickly and implement decisions for ALL clients in a timely fashion, while still providing bespoke portfolios.
- How often do you make changes to the portfolio? The number of changes made to the portfolio varies significantly year to year. Changes include the addition or removal of an asset class or strategy, the reweighting of asset classes and occasionally the replacement of a manager. We do rebalance portfolios but allow for drift around the original allocations so as not to create unnecessary capital gains. In a typical year, we would make 4-8 changes.
- Are you tax sensitive? While we are careful not to let the “tax tail wag the investment dog,” every decision is made with an eye toward the tax impact on our clients. We systematically (typically monthly) tax loss harvest across the portfolio to maximize “tax alpha.” While most advisors will tax loss harvest at year-end—if directed by the client—we perform this service for every taxable client year-round.
- Do you prefer actively or passively managed strategies? We believe large, highly liquid, and well-known markets are very efficient and provide little opportunity to consistently outperform respective benchmarks/indices. In these asset classes we implement a Direct Indexing strategy that is designed to own the underlying securities of the index which removes management fees and allows for more effective tax loss harvesting. Unique, less liquid, lesser-known asset classes may allow for good managers to outperform their peers, potentially providing better results than strategies managed passively.
- What type investment vehicles do you use? We utilize institutional mutual funds, exchange traded funds (ETFs), separately managed accounts (SMAs) and limited partnership structures. Where possible, we prefer to avoid using mutual funds due to their higher management fees and tax insensitivity. ETFs are preferred over mutual funds, but the optimal structure for liquid strategies is via SMAs. This allows for the highest level of transparency and the flexibility to tax-loss harvest at a position level. It often is the most cost effective structure as well. Limited partnership structures are used primarily for alternative strategies such as private equity, private credit, private real estate and hedge funds.

Performance Reporting

Performance Reporting

Notes

- Best-in-class performance reporting software
- Dozens of useful reports that are fully customizable at the client level
- Our standard report displays the most frequently requested information (shown here) and is delivered to the Naviter Wealth Client Portal monthly
- Both time-weighted returns and IRR are calculated
- Asset allocations are presented using the same nomenclature used by our team for other communications

Sample Overview

Portfolio Overview

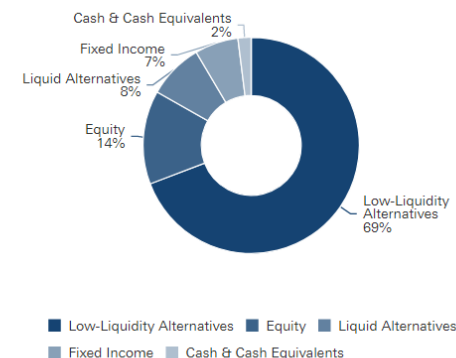
Activity & Returns

ACTIVITY	MTD	QTD	YTD	ITD
Starting Value	\$10,176,056	\$22,952,339	\$22,952,339	\$0
Net Cash Flow	\$0	(\$13,526,781)	(\$13,526,781)	\$7,172,151
Income/Expenses	\$15,476	\$37,449	\$37,449	\$328,978
Net Gain/Loss	\$808,747	\$1,563,089	\$1,563,089	\$3,494,066
Change in Accrued Income	(\$749)	(\$26,565)	(\$26,565)	\$4,335
Ending Value	\$10,999,530	\$10,999,530	\$10,999,530	\$10,999,530

GAINS & LOSSES	LONG-TERM	SHORT-TERM	TOTAL
Unrealized	(\$954)	\$17,321	\$16,367
Realized (YTD)	\$0	(\$218,127)	(\$218,127)

RETURNS	MTD	QTD	YTD	ITD
Capital Appreciation & Income	\$823,474	\$1,573,973	\$1,573,973	\$3,827,379
Time-Weighted Return (TWR)	8.10%	15.92%	15.92%	23.42%
Internal Rate of Return (IRR)	8.10%	13.61%	13.61%	14.35%

Asset Allocation



Performance by Asset Class

ASSET CLASS	% OF PORTFOLIO	VALUE	MTD TWR	QTD TWR	YTD TWR	ITD TWR
Equity	14.00%	\$1,540,354	0.03%	(3.52%)	(3.52%)	4.37%
Fixed Income	6.52%	\$716,730	(1.45%)	(4.82%)	(4.82%)	(2.34%)
Cash & Cash Equivalents	1.97%	\$217,219	0.00%	0.05%	0.05%	0.06%
Liquid Alternatives	8.30%	\$913,172	3.82%	1.58%	1.58%	15.86%
Low-Liquidity Alternatives	69.20%	\$7,612,056	12.12%	26.53%	26.53%	43.29% *
Total	100.00%	\$10,999,530	8.10%	15.92%	15.92%	23.42%

Performance Reporting (Continued)

Notes

- Unified Managed Accounts (UMA) simplify reporting and administration by allowing all assets titled the same to be held in one account
- Additionally, the UMA structure allows for only one 1099 per entity/account
- Although the assets are consolidated into one account, "sleeve" reporting allows detailed performance tracking by strategy

Strategy Performance

Performance Overview

TWR by Asset Class vs. All Benchmarks

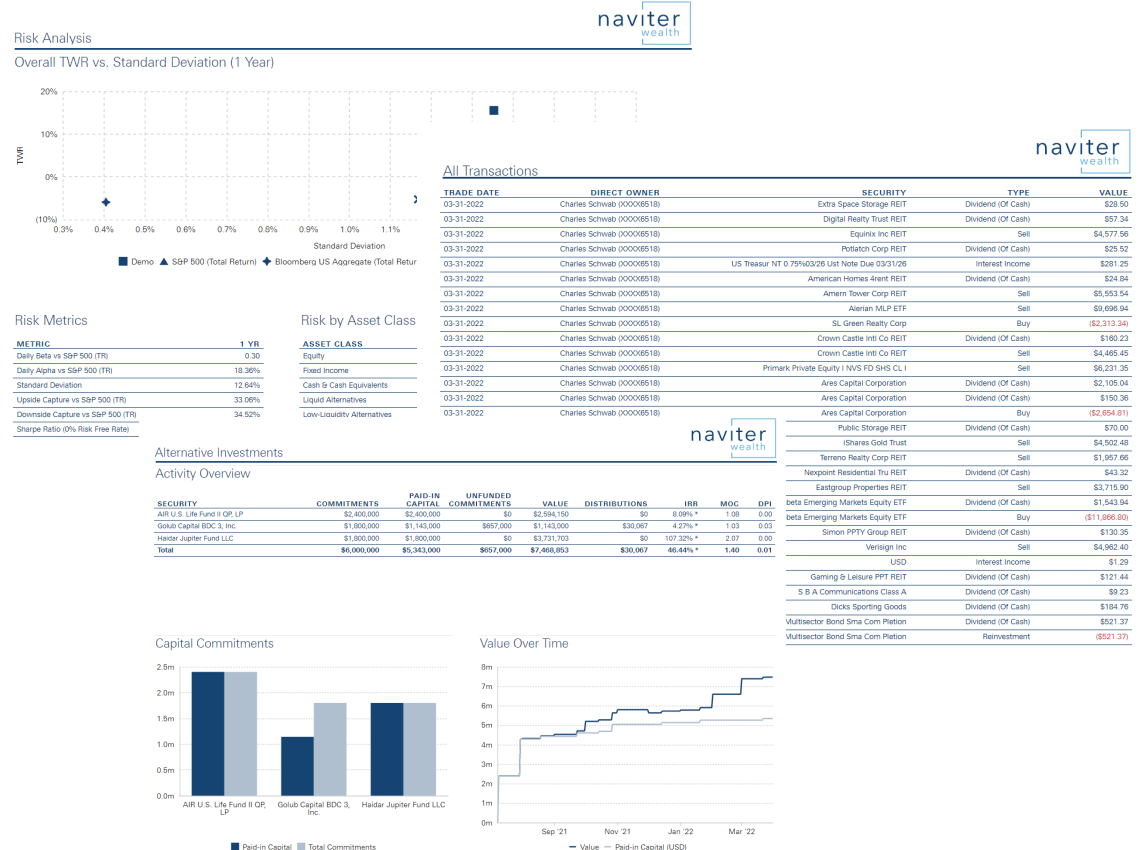
NAVITER - ASSET CLASS	% OF PORTFOLIO	VALUE	MTD	QTD	YTD	1 YR	ITD (ANN.)	INCEPTION DATE
Equity	14.00%	\$1,540,354	0.03%	(3.52%)	(3.52%)	5.60%	4.37%	03-19-2021
<i>MSCI All Country World (Total Return)</i>			2.22%	(5.26%)	(5.26%)	7.73%	7.57%	
Fixed Income	6.52%	\$716,730	(1.45%)	(4.82%)	(4.82%)	(2.46%)	(2.34%)	03-19-2021
<i>Bloomberg US Aggregate (Total Return)</i>			(2.78%)	(5.93%)	(5.93%)	(4.15%)	(3.74%)	
Cash & Cash Equivalents	1.97%	\$217,219	0.00%	0.05%	0.05%	0.06%	0.06%	03-12-2021
<i>Bloomberg US Treasury Bills 1-3 Months (Total Return)</i>			0.02%	0.03%	0.03%	0.06%	0.06%	
Liquid Alternatives	8.30%	\$913,172	3.82%	1.58%	1.58%	16.25%	15.86%	03-19-2021
<i>Credit Suisse Hedge Fund Index</i>			2.43%	2.13%	2.13%	7.47%	7.97%	
Business Development Companies	0.98%	\$107,641	(2.04%)	(0.37%)	(0.37%)	17.89%	19.50%	03-19-2021
Diversified Commodities	1.59%	\$174,742	9.05%	9.60%	9.60%	9.60%	9.60% *	02-23-2022
Gold	1.92%	\$211,662	1.44%	1.37%	1.37%	(1.57%)	(1.57%) *	05-24-2021
Master Limited Partnerships	1.92%	\$211,263	1.91%	19.20%	19.20%	36.39%	32.45%	03-19-2021
U.S. REITs	1.89%	\$207,864	6.35%	(3.09%)	(3.09%)	23.42%	23.82%	03-19-2021
Low-Liquidity Alternatives	69.20%	\$7,612,056	12.12%	26.53%	26.53%	43.29%	43.29% *	07-09-2021
<i>Credit Suisse Hedge Fund Index</i>			2.43%	2.13%	2.13%	7.47%	4.32% *	
Hedge Fund	33.93%	\$3,731,703	25.98%	63.70%	63.70%	107.32%	107.32% *	07-30-2021
Life Settlements	23.58%	\$2,594,150	0.91%	3.34%	3.34%	8.09%	8.09% *	07-09-2021
Private Credit	10.39%	\$1,143,000	0.58%	1.30%	1.30%	3.06%	3.06% *	07-30-2021
Private Markets	1.30%	\$143,203	(0.02%)	(0.02%)	(0.02%)	(0.02%)	(0.02%) *	03-18-2022
Total	100.00%	\$10,999,530	8.10%	15.92%	15.92%	25.15%	23.42%	03-12-2021

Performance Reporting (Continued)

Notes

- There are dozens of reports that can be selected and modified to be included in the reporting provided monthly
- Risk Analysis
- Transactions Listing
- Alternative Investments Overview

Additional Reports

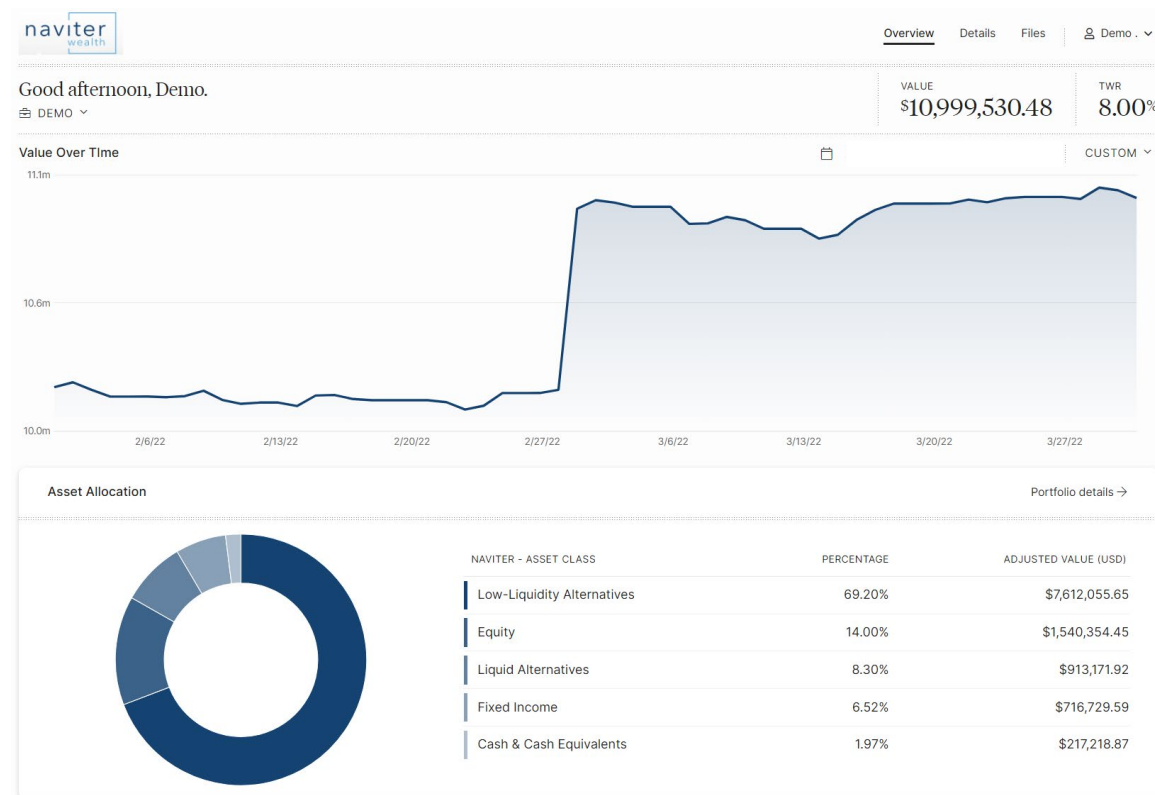


Performance Reporting (Continued)

Notes

- Each client has access to a fully customizable, interactive portal
- iPhone users can download a mobile app to access their portfolio information at their convenience (Android is coming soon)
- All data in the portal can be exported to Excel
- Clients can upload personal documents to the secure portal for Naviter to view and utilize

Client Portal



Data contained herein is for informational purposes only, may contain errors, and should not be construed as an offer to sell or a solicitation of an offer to buy any security. Past performance is not necessarily indicative of future results and all investing activities bear the risk of loss.

Disclaimers

Overview Disclaimers

Naviter Wealth LLC ("Naviter") is a registered investment advisor with the U.S. Securities and Exchange Commission (SEC) under the Investment Advisors Act of 1940. Information regarding investment services are provided solely to gain an understanding of our investment philosophy, our strategies and to be able to contact us for further information. Advice may only be provided by Naviter's advisory persons after entering into an advisory agreement and provided Naviter with all requested background and account information.

Risk Disclosure:

Information provided in this material is for educational purposes only and does not constitute investment advice nor a recommendation of any investment, legal, tax, or financial product. It should not be considered a solicitation to buy or an offer to sell a security. It does not take into account any investor's particular investment objectives, strategies, tax status or investment horizon. All information contained herein has been obtained from sources believed to be reliable, but its accuracy is not guaranteed. There is no representation or warranty as to the current accuracy, reliability, or completeness of, nor liability for, decisions based on such information, and it should not be relied on as such. Consult with a qualified professional before making any legal, tax, investment, or financial decision.

An investment in a low-liquidity alternative involves significant risks and is suitable only for those persons who can bear the economic risk of the loss of their entire investment and who have limited need for liquidity in their investment. There can be no assurance that the low-liquidity alternative will achieve its investment objective. An investment in a low-liquidity alternative carries with it the inherent risks associated with the underlying investments. Each prospective investor should carefully review the Confidential Offering Memorandum and Limited Partnership Agreements before investing in a low-liquidity alternative.

Past performance is no guarantee of future returns. Different types of investments involve varying degrees of risk. Therefore, it should not be assumed that future performance of any specific investment or investment strategy will be profitable. Asset Allocation may be used in an effort to manage risk and enhance returns. It does not, however, guarantee a profit or protect against loss.

Additional Important Disclosures may be found in the Naviter Form ADV Part 2A. A copy may be requested by emailing operations@naviterwealth.com.

For additional information please visit our website naviterwealth.com.

For additional disclaimers, please visit [Naviter Wealth - Important Disclaimers](#)

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