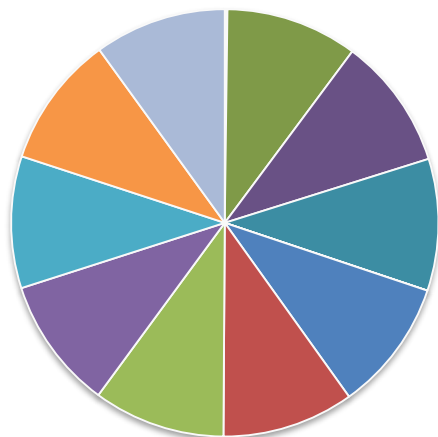


# The Colby Safety-First Portfolio

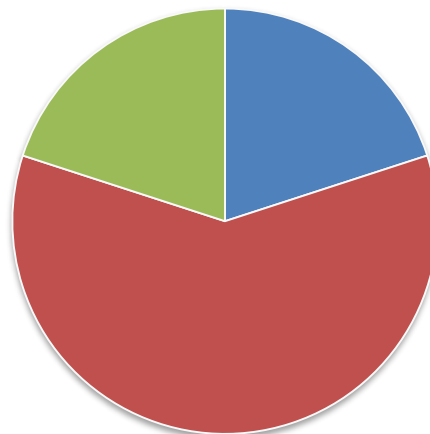
Robert W. Colby Asset Management  
The Relentless Pursuit of Higher Returns

## Bull Market Portfolio



- Cash
- Bonds
- Small Cap ETF
- Large Cap ETF
- Mid Cap ETF
- Real Estate
- Industrial ETF
- Technology ETF
- Region ETF
- Country ETF
- Country ETF
- Microcap ETF
- Financial ETF

## Bear Market Portfolio



- Cash
- Bonds
- Inverse ETF

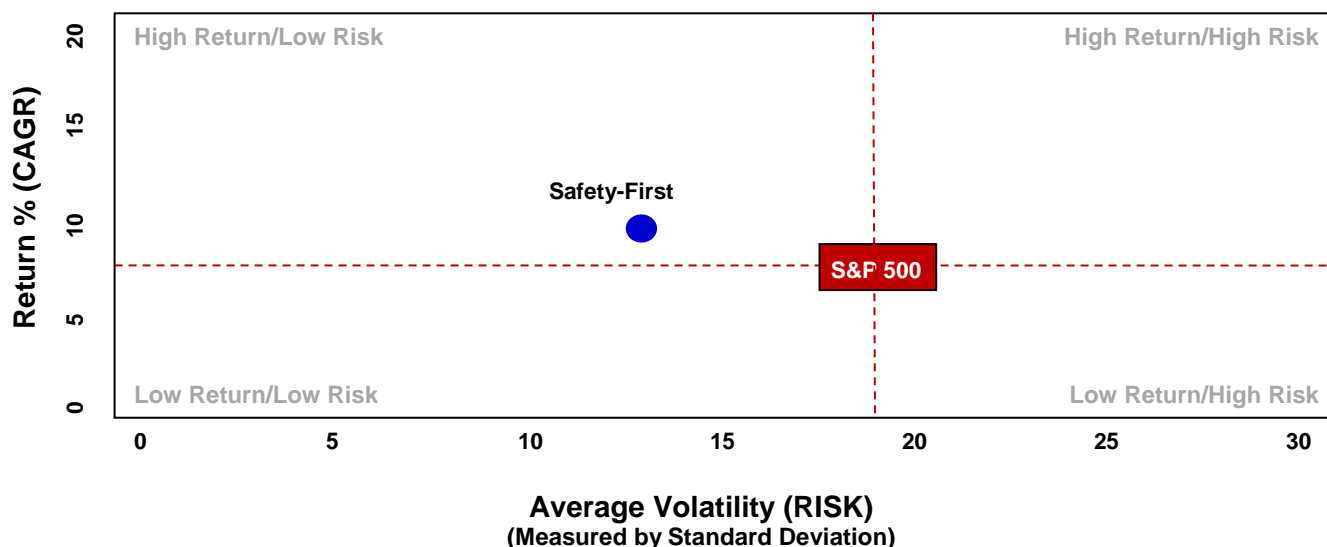
The Safety-First Portfolio invests in pre-selected Exchange Traded Funds (ETFs). The model shown represents the target allocation for a Safety-First Portfolio and does not represent an actual account. Target allocations to cash and other individual securities within the Safety-First Portfolio may vary *weekly*. Individual security positions in accounts invested in the Safety-First Portfolio will fluctuate in value and actual cash amounts can vary. This asset allocation model is provided strictly for illustrative purposes and should not be considered as actual trading or investment advice.

## 10-Year Risk/Reward Profile

Based on Back Testing 2007 – 2010  
Actual Trading 2011 – Present

Quadrants show the theoretical best and worst case scenarios for risk-adjusted returns.

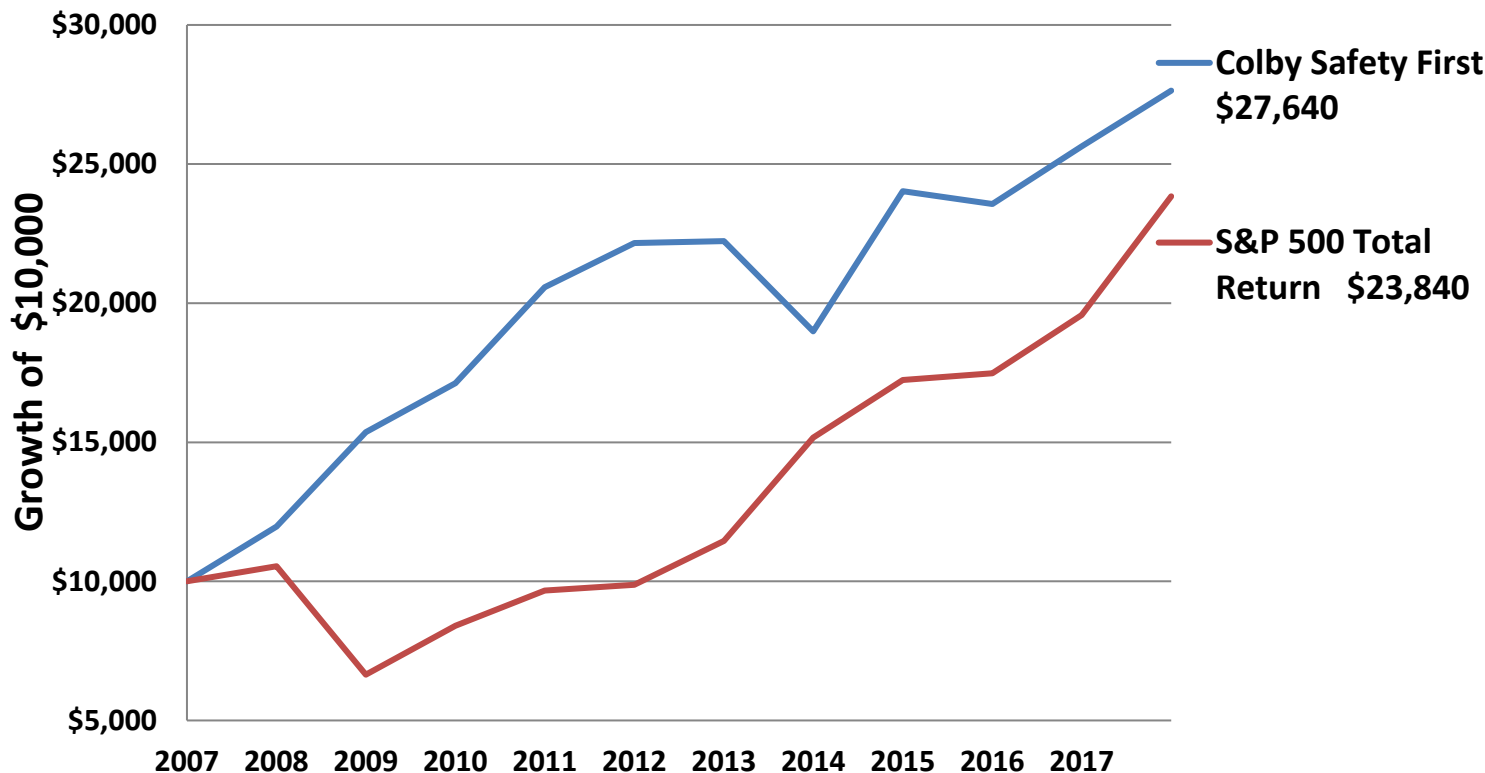
BEST	
	WORST



The chart above shows that the Return versus Risk relationship of the Safety-First Portfolio target allocation, net of fees and expenses, would have compared favorably to the Return/Risk for S&P 500 over the past 10 years. It shows that Safety-First would have produced a higher return with a significant reduction in risk. These results reflect hypothetical simulation (back testing) over 4 years of actual historical data (2007-2010), and actual trading for 2011-Present, and are strictly for illustrative purposes only. Past performance does not guarantee future results. See additional disclosure regarding the 10-Year Return/Risk Profile on the following pages. Return data through current month. Volatility data as of 12/31/2016.

## Colby Safety-First Portfolio vs. S&P 500

1/1/2007 through 12/31/2017



Performance January 1, 2007 through December 31, 2010 is based on back-testing actual historic data, and not actual trading. Performance beginning 1/1/2011 is based on actual trading in one or more client account.

### Annual Returns:

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>Dec 2017</u>	<u>CAGR</u>	<u>Std. Dev.</u>
Safety First	19.74%	28.28%	11.44%	20.18%	7.70%	0.32%	-14.57%	26.49%	-1.90%	8.78%	7.82%	9.68%	12.28
S&P 500 TR	5.49%	-37.00%	26.46%	15.06%	2.11%	16.00%	32.39%	13.69%	1.38%	11.96%	21.83%	8.21%	18.32

Performance January 1, 2007 through December 31, 2010 is based on back-testing actual historic data, and not actual trading. Performance beginning 1/1/2011 is based on actual trading in one or more client accounts. Standard Deviation 2007-2015. S&P 500 data reflects total returns (TR). CAGR = Compound Annual Growth Rate through latest month end.

**Colby Safety-First** contains all discretionary accounts that are enrolled in the Colby Safety-First trading program for the year indicated at our primary custodian, Folio Institutional. For comparison purposes, the Colby Safety-First is measured against the S&P 500. The S&P 500 Index is a stock market index of 500 widely held large-cap stocks often used as a proxy for the U.S. stock market.

The goal of the Colby Safety-First Portfolio is to achieve capital appreciation while controlling risk, primarily by selecting various Exchange Traded Funds (ETFs) at advantageous times, according to *Colby's* comprehensive analysis, which may include *Colby's* updated version of the *Screening Method for Analysis of Relative Strength*, other objective research methods, and considered judgment based *Colby's* estimates of Potential Reward compared to Potential Risk going forward.

The Colby Safety-First Portfolio is not designed to track the general stock market, and so it may not be highly correlated to the broad stock market indexes. Rather, it is designed with an objective to potentially perform relatively well in any market or economic environment, including periods of expansion, contraction, inflation, deflation, etc., unlike the broad stock market indexes, which passively track the general market, even when stock prices are in protracted downtrends. *Colby* attempts to obtain consistent quarterly returns that exceed those of the equity market and to protect capital against significant risks. This program is maximally flexible: at times, achieving the objective may require concentration in volatile stocks; and at other times it may require *Colby's Bear Market Protection*, which is concentration in securities that appear to offer the greatest degree of safety and protection against anticipated market risks, such as defensive ETFs, U.S. Government Treasury Securities, and cash.

Returns presented on this report are net of actual fees and expenses. Client accounts are charged an investment management fee. The investment management fee is a fee that a client would have paid or actually paid for this program. The fee schedule for the Safety-First Portfolio for accounts at Folio Institutional is 1.0% per year for accounts up to \$500,000, and 0.75% for accounts over \$500,000.

Portfolio return is based on the change in the value of an investment in the portfolio that is expressed as an annual return over the periods specified. This includes interest, dividends, capital gains and other earnings that are periodically reallocated back into the portfolio. Securities prices fluctuated during the period. Results were obtained over a variety of market and economic conditions. Past performance may not be indicative of future results. The performance of a specific individual account may vary substantially from the stated performance results. Therefore, no current or prospective client should assume that future performance will be profitable, or equal the performance results reflected herein. Asset allocation/diversification does not assure or guarantee better performance and cannot eliminate the risk of investment losses. There are no guarantees that a diversified portfolio will outperform a non-diversified portfolio.

This document is not intended as, and does not constitute, an offer to sell or solicitation to purchase securities.

Investment decisions should not be made solely on information in this document. Ask your advisor for additional material.

#### **Disclosure for 10-Year Risk/Reward Profile:**

Information presented on the 10-Year Risk/Reward profile chart is based on back-tested performance based on actual historic data of the Colby Safety-First Portfolio from January 1, 2007, to December 31, 2010, and actual trading 2011 - present. The 10-Year Risk/Reward profile is a chart comparing the Safety-First portfolio performance to that of the S&P 500 Index. The S&P 500 Index is being used to compare the Safety-First portfolio to that of a widely-recognized broad market equity index and was not selected to represent an appropriate benchmark to compare an investor's performance or the performance of this program, but rather to allow for comparison of the portfolio's performance to that of a certain well-known and recognized index. The S&P 500 Index is an unmanaged index generally considered representative of the U.S. stock market. Unmanaged index returns assume reinvestment of any and all distributions and, unlike fund returns, do not reflect fees, expenses or sales charges. Investors cannot invest directly in an index.

## About Our Results

All data and measures are based on return data for the Colby Safety First Portfolio since inception, except where specifically stated. All statements herein are intended to be accurate and complete and to disclose all material facts necessary to avoid any unwarranted inference. Any and all investment performance data shown reflect all accounts in our recommended investment program [at Folio Institutional]. (Some clients, at their own choosing, may hold securities that are not included in our recommended investment program, or they may choose to deviate from our program in some other way; therefore, their performance results may deviate from our recommended investment program, for better or worse, and are not included in our performance data.) Our performance data reflects the deduction of advisory fees, brokerage or other commissions and fees, and any other expenses that accounts have actually paid. Our performance data reflects the reinvestment of dividends, interest, and other earnings. Our investment strategies and all fees are explained on our website and in our disclosure documents and also are available on request. The industry standard benchmark for performance comparison is generally the S&P 500 Index, although that and all other price indexes have certain limitations in that they differ from our recommended investment program in volatility, asset mix, diversification/concentration, dividends, interest, trading costs, fees, and other factors. Unlike the S&P 500 Index, which passively reflects the price performance of 500 large-capitalization stocks, our recommended investment program is concentrated in relatively few securities and actively aims first for capital preservation and second for capital appreciation. We work continuously to achieve these goals. We try to anticipate and adapt to change. Regulators point out that there can never be any guarantees in investing; there is always risk and the possibility of loss; changing market conditions are beyond anyone's control; and past performance is not a guide to future performance.