

### **Franklin Regional Retirement Board**

O'Shaughnessy Market Leaders Value



QUARTERLY REPORT ENDING DECEMBER 31, 2023

## Our Core Investment Tenets



- 2. A stock's fundamental characteristics (or factors) are its drivers of return over time
  - Avoid those with poor factor profiles
  - Concentrate into those with the most attractive factor profiles
- 3. Portfolio construction is key to amplifying good stock selection
  - Weightings should be designed to deliver a strong edge in the most effective factors
  - The sell discipline should be rigorously followed to consistently safeguard this edge
  - Risk management helps avoid negative events while still maintaining a factor edge
- 4. None of this works without unyielding discipline
- 5. Smart Beta is an expensive wrapper for index-like results
  - Differentiated, high conviction, high active share portfolios make more sense
  - Factors are better used to generate alpha, not tilted beta



# Franklin Regional Retirement Board – Annualized Returns



#### (As of 12/31/23)

### **Relationship Summary**

Market Value (12/31/23)	\$12,680,821.12
Strategy:	O'Shaughnessy Market Leaders Value
Inception Date:	March 2, 2012
Custodian:	Comerica

Performance Review (As of 12/31/23)		Current Month	Quarter to Date	Year to Date	1-Year	3-Year	5-Year	7-Year	10 Year	Since Inception (Annualized)	*Inception Date
Franklin Regional Retirement Board	(Gross)	6.17	11.48	18.99	18.99	13.67	14.11	11.53	9.84	12.36	
	(Net)	6.12	11.33	18.34	18.34	13.05	13.49	10.92	9.24	11.75	03/02/12
Russell 1000 Value		5.54	9.50	11.46	11.46	8.86	10.91	8.32	8.40	10.35	

#### Returns are in USD. Periods longer than 1 year are annualized.

# Franklin Regional Retirement Board – Calendar Returns



#### (As of 12/31/23)

### **Relationship Summary**

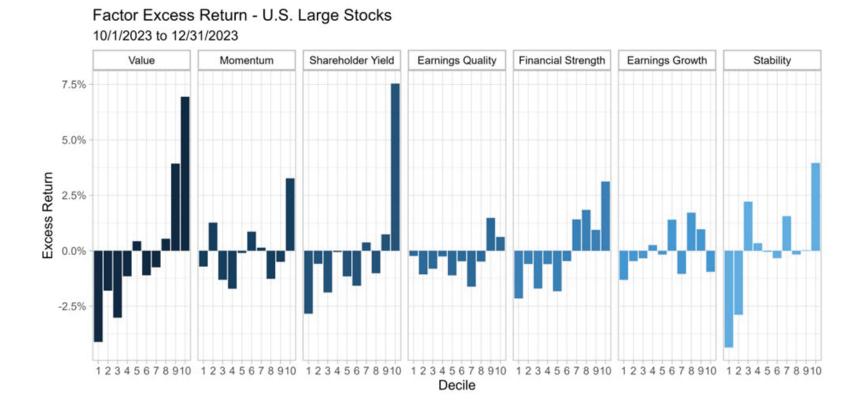
Market Value (12/31/23)	\$12,680,821.12
Strategy:	O'Shaughnessy Market Leaders Value
Inception Date:	March 2, 2012
Custodian:	Comerica

Performance Review (As of 12/31/23)		2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Funditu Designal Designant Desud	(Gross)	18.99	-6.23	31.62	3.24	27.61	-10.75	24.30	16.33	-7.57	10.78
Franklin Regional Retirement Board	(Net)	18.34	-6.74	30.92	2.67	26.93	-11.25	23.63	15.70	-8.08	10.18
Russell 1000 Value		11.46	-7.54	25.16	2.80	26.54	-8.27	13.66	17.34	-3.83	13.45

#### Returns are in USD.

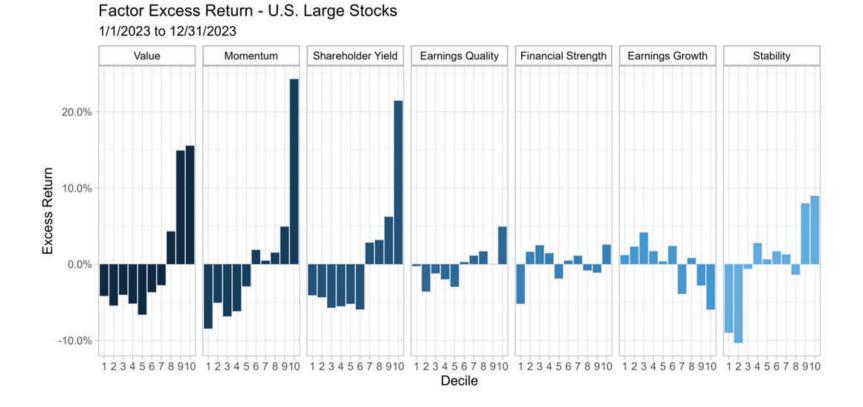


## Factor Performance - QTD





## Factor Performance - YTD



Past performance is no guarantee of future results. Please see important information titled "Important Legal, Canvas®, Hypothetical and/or Back-Tested Disclosure Information" at the end of this presentation.

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## Pushing and Pulling on the Risk Curve



### Regime Change

- 2009-2021: coordinated global central bank ample liquidity, fiscal stimulus, disinflation, declining interest rates, globalization
- 2022-Present: contracting liquidity, persistent inflation, higher interest rates, and deglobalization

	Policymaker Nirvana (2009-2021)	Policymaker Purgatory (2022-Present)
Public Debt-to-GDP	$\uparrow$	$\rightarrow$
Interest Rates	$\checkmark$	$\uparrow$
Inflation	$\checkmark$	$\uparrow$
Interest Burden-to-GDP	$\checkmark$	$\uparrow$
Investors	T.I.N.A.	T.I.A.A.

## Corporates

- Revenues are growing but slowing.
- Profit Margins have compressed, but not because of higher interest rates.
- Input costs of goods sold have risen— a byproduct of greater frictions in global trade.
- Increased wages have not yet impacted margins.
- Refinancing debt maturing through 2030 at 1% above current levels (6.7%) would result in a 0.82% drag on S&P 500 non-financial EPS.

S&P 500 EX-FINANCIALS									
<u>% OF SALES</u>	December 2021	September 2023	Δ (CHG)						
COGS	63.15%	64.91%	1.77%						
S G & A	12.84%	12.94%	0.10%						
R & D	3.66%	3.73%	0.07%						
Depreciation	5.32%	5.00%	-0.32%						
Interest	1.56%	1.64%	0.08%						
Taxes	2.28%	2.15%	-0.13%						
Profit Margin	11.19%	9.64%	-1.56%						

Source: "Climbing the Maturity Wall of Worry"

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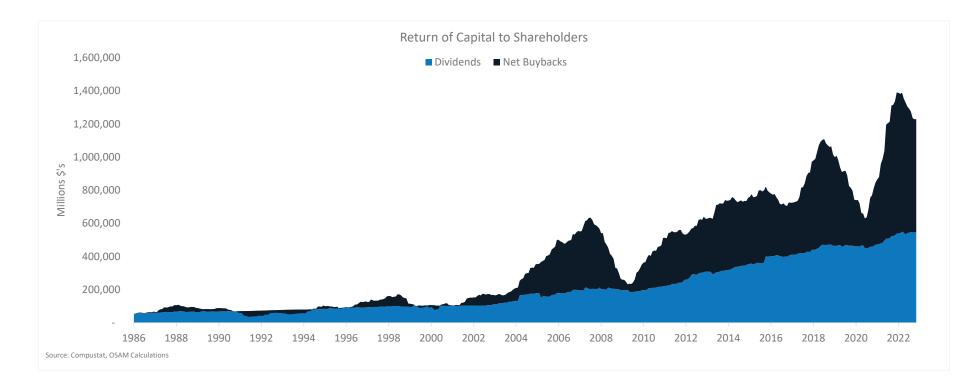
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ASSET MANAGE

# Return of Capital is an Increasingly Large Supportive Flow



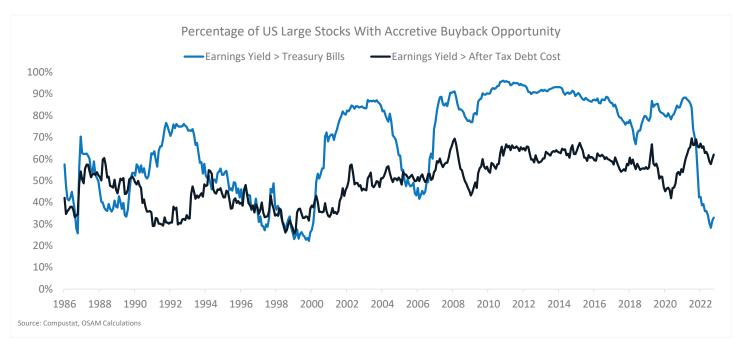
While dividends consistently grow, buybacks tend to be more cyclical.



### Interest Rate Increases Decrease Buyback Benefits

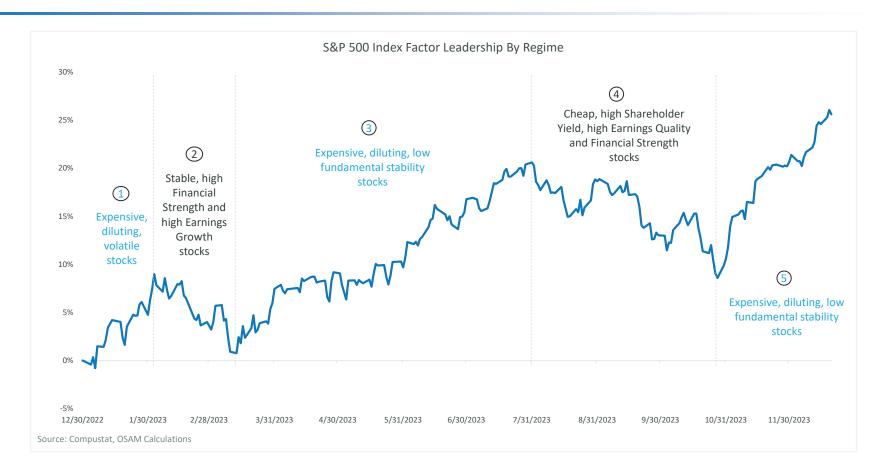


• When a stock's earnings yield (inverse of PE ratio) is higher than the prevailing rate on cash and/or the after-tax cost of debt, buybacks are beneficial to EPS.



See: Buyback Bears and Bulls (Meredith 2016) and Total Shareholder Return (Mauboussin 2023)

## The Regimes of 2023



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Foreign Markets Lag Again in 2023

**ÖShaughnessy** ASSET MANAGEMENT

As a local currency investor, **U.S. markets have fundamentally lagged** since the beginning of this new market regime in December 2021, **yet are priced at a significant premium**.

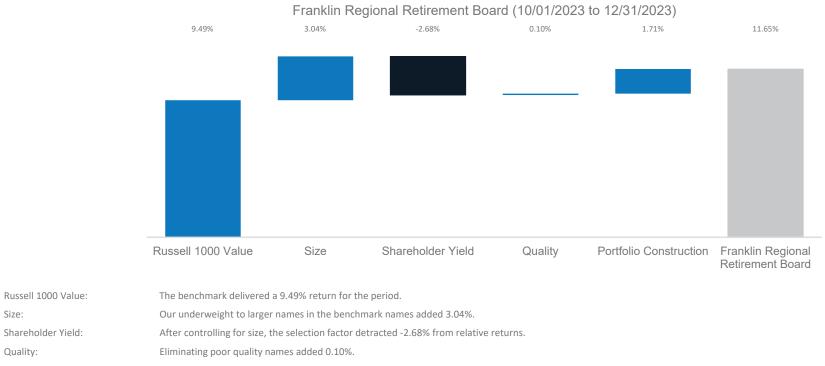
Annualized Growth Per Share (Real Local Currency)										
Dec-2021 to Sept 2023	Sales	EBITDA	Earnings	Dividends						
United States	6.2%	2.1%	-1.0%	3.1%						
Developed Markets	13.6%	10.3%	13.8%	15.6%						
Emerging Markets	8.9%	3.5%	3.0%	9.1%						

\* Compustat, OSAM Calculations



# O'Shaughnessy Investment Process Attribution (QTD)

#### This analysis attributes the impacts of selection and portfolio construction decisions in a manner that is consistent with our investment process: •



Portfolio Construction: Our overweights to names qualifying the most frequently, recently, and with the highest overall factor profile added 1.71% to performance.

Size:

Quality:

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# Franklin Regional Retirement Board: Brinson Attribution QTD



	Portfolio			Russell 1000 Value			Performance Attribution		
Sectors	Average Weight	Total Return	Contribution to Return	Average Weight	Total Return	Contribution to Return	Allocation Effect	Selection + Interaction	Total Effect
Communication Services	7.28	1.03	0.07	4.85	10.72	0.54	0.03	-0.75	-0.72
Consumer Discretionary	9.82	15.11	1.53	4.94	13.74	0.67	0.23	0.12	0.35
Consumer Staples	0.00	0.00	0.00	8.21	2.71	0.23	0.55	0.00	0.55
Energy	11.39	-4.22	-0.62	8.55	-6.92	-0.76	-0.50	0.41	-0.10
Financials	19.00	17.14	3.33	21.19	15.66	3.33	-0.13	0.27	0.14
Health Care	10.35	10.79	1.15	14.91	4.52	0.60	0.24	0.68	0.92
Industrials	17.13	14.75	2.58	13.52	13.75	1.87	0.17	0.15	0.32
Information Technology	8.08	24.51	1.85	9.22	14.10	1.29	-0.09	0.83	0.74
Materials	12.04	6.70	0.69	4.84	9.00	0.44	-0.03	-0.30	-0.33
Real Estate	4.91	23.24	1.08	4.78	17.18	0.81	0.01	0.26	0.26
Utilities	0.00	0.00	0.00	4.97	8.55	0.46	0.02	0.00	0.02
Total	100.00	11.65	11.65	100.00	9.49	9.49	0.49	1.67	2.16

Source: Analytics are performed through OSAM Workbench, a proprietary tool. Security level data is from S&P Xpressfeed, a third-party subscription-based information service provider.

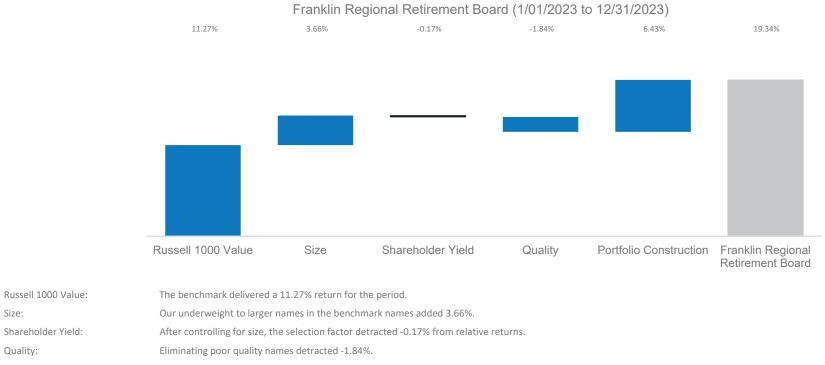
Numbers may not add up due to rounding.

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# O'Shaughnessy Investment Process Attribution (YTD)

#### This analysis attributes the impacts of selection and portfolio construction decisions in a manner that is consistent with our investment process: •



Portfolio Construction: Our overweights to names qualifying the most frequently, recently, and with the highest overall factor profile added 6.43% to performance.

Size:

Quality:

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# Franklin Regional Retirement Board: Brinson Attribution YTD



	Portfolio			Russell 1000 Value			Performance Attribution		
Sectors	Average Weight	Total Return	Contribution to Return	Average Weight	Total Return	Contribution to Return	Allocation Effect	Selection + Interaction	Total Effect
Communication Services	5.45	12.06	0.73	6.61	38.69	2.67	-0.81	-1.32	-2.13
Consumer Discretionary	10.49	27.41	3.02	5.46	16.83	0.90	0.34	1.11	1.45
Consumer Staples	0.00	0.00	0.00	7.91	-1.35	-0.13	1.10	0.00	1.10
Energy	11.51	3.94	0.38	8.23	-1.11	-0.23	-0.35	0.68	0.33
Financials	20.29	13.92	2.36	20.84	15.12	3.03	-0.23	-0.32	-0.55
Health Care	11.13	12.14	1.48	15.81	-5.18	-1.07	0.93	2.15	3.09
Industrials	13.21	35.64	4.43	12.13	21.24	2.56	0.16	1.33	1.50
Information Technology	9.64	59.12	4.89	8.36	35.89	2.78	0.46	1.65	2.12
Materials	11.40	9.09	0.92	4.62	10.74	0.52	-0.06	-0.21	-0.27
Real Estate	6.88	22.81	1.13	4.74	12.79	0.62	-0.06	0.43	0.38
Utilities	0.00	0.00	0.00	5.27	-7.12	-0.40	1.07	0.00	1.07
Total	100.00	19.34	19.34	100.00	11.27	11.27	2.56	5.52	8.07

Source: Analytics are performed through OSAM Workbench, a proprietary tool. Security level data is from S&P Xpressfeed, a third-party subscription-based information service provider.

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# Franklin Regional Retirement Board: Characteristics

#### (As of 12/31/23)

(USD, as of 12/31/23)	Portfolio	Russell 1000 Value
Market Cap (Weighted Average)	53,425	139,268
Market Cap (Median)	33,069	12,992
Approximate Number of Holdings	67	849
Approximate Turnover (% LTM)	58.8	_
Tracking Error (%)	5.2	_
Active Share (%)	88.7	_
Cash (%)	1.2	—

Top 10 Holdings	Percent of Portfolio	Shareholder Yield (%)	Percent of Russell 1000 Value
BUILDERS FIRSTSOURCE	4.2	17.2	0.1
MARATHON PETROLEUM CORP	3.9	19.9	0.3
AMERICAN INTERNATIONAL GROUP	3.6	7.8	0.2
KLA CORP	3.3	5.1	0.0
3M CO	3.3	5.6	0.3
CARDINAL HEALTH INC	3.2	7.7	0.1
DOW INC	2.8	5.4	0.2
COMCAST CORP	2.8	8.8	0.9
STEEL DYNAMICS INC	2.5	8.8	0.1
COTERRA ENERGY INC	2.5	9.1	0.1
Total	32.0	9.5*	2.2
	* Average of top 10 ho	oldings	-

			Portfolio	Russell 1000 Value	Relative Advantage
		Dividend Yield (%)	2.5	2.3	9% Difference
	YIELD	Buyback Yield (%)	5.5	0.8	588% Difference
		Shareholder Yield (%)	8.1	3.1	161% Difference
		Price/Earnings Ratio	12.3	16.6	26% Cheaper
	VALUE	Price/Sales Ratio	1.0	1.7	41% Cheaper
	VALUE	EBITDA/Enterprise Value	11.8	8.8	34% Higher
		Free Cash Flow/Enterprise Value	5.6	1.7	229% Higher
	EARNINGS	1-Year Historical EPS Growth (%)	5.8	15.2	62% Lower
	GROWTH	Return on Invested Capital (%)	24.9	23.8	5% Higher
ΓΙΤΥ	EARNINGS	Total Accruals/Total Assets (%)	-6.6	-3.8	74% Lower
QUA	EARNINGS QUALITY	Depreciation/CapEx (%)	1.7	1.9	11% Lower
	FINANCIAL	External Financing (%)	-8.7	-3.8	129% Lower
	STRENGTH	Cash Flow-to-Debt Ratio	0.4	0.3	33% Higher

# Franklin Regional Retirement Board: Portfolio Positioning



-3.0

-0.9

Numbers may not add up due to rounding.

Information Technology

Materials

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8.6

5.6

18

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# O'Shaughnessy Asset Management (OSAM): At A Glance



\*The AUM and AUA combined total represents \$8.9 billion of O'Shaughnessy Asset Management assets under management and \$0.6 billion of assets under advisement as of 12/31/23. The information regarding AUA is supplemental, OSAM does not have control over the assets under advisement, implementation of the models, or execution of the trades.

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Six Factor Themes Make Up Each Stock's Factor Profile and Drive Returns



Stocks trading at large discounts to current sales, earnings, EBITDA, and Free Cash Flow

**Momentum** Stocks with impressive and stable recent total returns

**Earnings Growth** Stocks whose profitability is high and trending up

**Financial Strength** Stocks that use debt responsibly, and aren't overly reliant on outside financing

Earnings Quality

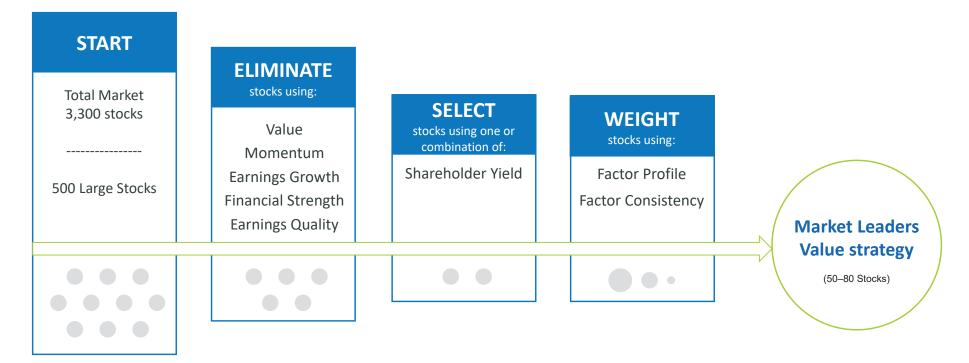
Stocks with strong cash flows and conservative accounting

### **Shareholder Yield**

Stocks returning high amounts of cash to shareholders through dividends and buybacks



### Building Your Portfolio of Stocks with Strong Overall Factor Profiles



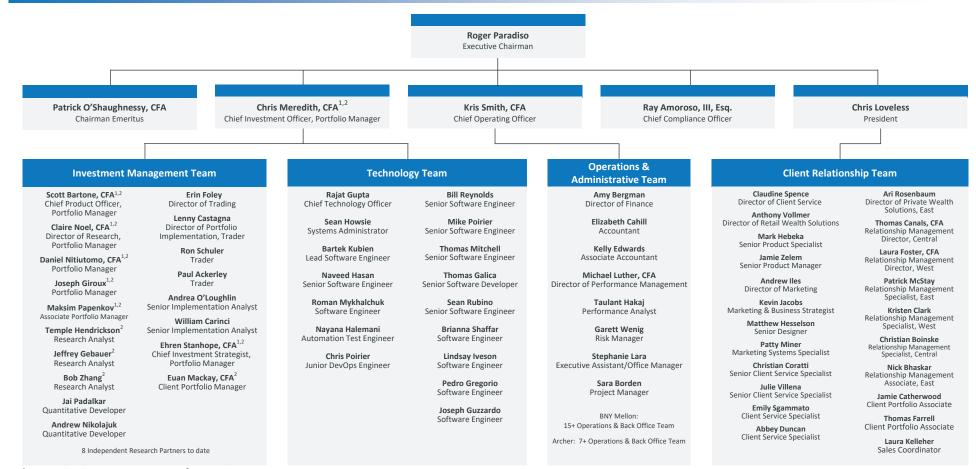
Always considering: sector & industry exposures, transaction costs, client guidelines

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### Organizational Structure

### **ÖShaughnessy** Asset Management



<sup>1</sup>Member of Portfolio Management Team <sup>2</sup> Member of the Research Team

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### Important Legal, Canvas<sup>®</sup>, Hypothetical And/Or Back-tested Disclosure Information



CANVAS<sup>\*</sup> is an interactive web-based investment tool developed by O'Shaughnessy Asset Management, L.L.C. ("OSAM") that permits an investment professional (generally a registered investment advisor or a sophisticated investor) to select a desired investment strategy for the professional's client. At all times, the investment professional, and **not** OSAM, is responsible for determining the initial and ongoing suitability of any investment strategy for the investment professional's underlying client. The professional's client shall not rely on OSAM for any such initial or subsequent review or determination. Rather, to the contrary, at all times the professional shall remain exclusively responsible for same. See and Hold Harmless at the end of this <u>important Disclosure Information</u>.

Reliance on Investment Professional: OSAM has relied, and shall continue to rely, on the investment professional's knowledge and experience to understand the inherent limitations of the performance presentation, including those pertaining to back-tested hypothetical performance. All performance presentations, including thypothetical performance, are the direct result of the investment professional's knowledge and experience to understand the inherent limitations of the performance presentation, including those pertaining to back-tested hypothetical performance. All performance presentations, including thypothetical performance, are the direct result of the investment professional's direction and selection, hypothetical presentations can include both OSAM and non-OSAM Models and/or strategies. The below discussion as to the material limitations of back-tested hypotheticals apply to both OSAM and non-OSAM Models and/or strategies.

Intended Recipient: CANVAS content is intended for the investment professional only. OSAM assumes that no hypothetical performance-related content will be provided directly to the professional's client. The content is intended to assist the professional in evaluating the appropriate investment strategy for the professional's client.

OSAM Models: OSAM has devised various investment models (the "Models") for CANVAS, the objectives of each are described herein. The investment professional is not obligated to consider or utilize any of the Models. As indicated above, at all times, the investment professional, and not OSAM, is responsible for determining the initial and ongoing suitability of any Model for the investment professional's underlying client. Model performance reflects the reinvestment of dividends and other account earnings and are presented both net of the maximum OSAM's investment management fee. Please Note: As indicated at tem 5 of its written disclosure Brochure, OSAM's CANVAS maagement fee ranges from 0.20% to 1.15%. The average percentage management fee for all CANVAS strategies is 0.36%. The percentage of angos of an OSAM investment management fee. Please Note: As indicated at tem 5 of its written disclosure Brochure, OSAM's CANVAS maagement fee shall depend upon the type of strategy and the corresponding amount of assets invested in the strategy; generally, the greater the amount of assets, the lower the percentage management fee. Please Also Note: The performance. For example, if reviewing a strategy with a ten-year return of 10.0% each year, the effect of a 0.10% transaction/custodial fee would reduce the reflected cumulative returns of 3.31% to 32.7% on a 3-year basis, 61.1% to 60.3% on a 10-year basis respectively. Please Further Note: Transaction/custodial fee will adversely impact account performance. Contractions, others do. Some custodian scharge fixed fees for custody and execution services. Choice of custodian is determined by the investment professional and his/her/fits client. Higher fees will adversely impact account performance.

OSAM does not maintain actual historical performance results for the Models. In order to help assist the investment professional in determining whether a Model is appropriate for the professional's client, OSAM has provided back-tested hypothetical (i.e., not actual) performance for the Model. OSAM, with minor deviations that it does not consider to be material\*, currently uses the Models (i.e., live models vs. the reflected back-tested versions thereof) to manage actual client portfolios (see Model Deviations below). The performance reflects the current Model holdings, which are subject to ongoing change.

Material Limitations: The Performance is subject to material limitations. Please see Hypothetical/Material Limitations below. During any specific point in time or time-period, the Models, as currently comprised, performed better or worse, with more or less volatility, than corresponding recognized comparative indices, benchmarks or blends thereof.

Past performance may not be indicative of future results. Therefore, it should not be assumed that future performance of any specific investment or investment strategy (including the Models), will be profitable, equal any historical index or blended index performance level(s), or prove successful. Historical index is a market capital capita

Hypothetical/Material Limitations-performance reflects hypothetical back-tested results that were achieved by means of the retroactive application of a back-tested portfolio and, as such, the corresponding results have inherent limitations, including: (a) the performance results do not reflect the results of actual trading using investor assets, but were achieved by means of the retroactive application of the Model or strategy (as currently comprised), aspects of which may have been designed with the benefit of hindsight; (b) back tested performance may not reflect the impact that any material market or economic factors might have had on OSAM's (or the investment professional's) investment decisions for the Model or the strategy; and, correspondingly; (c) had OSAM used the Model to manage actual client assets (or had the investment professional used the selected strategy to manage actual client assets) during the corresponding time periods, actual performance results could have been materially different for various reasons including variances in the investment management fee incurred, transaction dates, rebalancing dates (increases account turnover), and the date on which a client engaged OSAM's investment management services.

#### MORE ABOUT CANVAS®

CANVAS<sup>\*</sup> is an interactive web-based investment tool developed by O'Shaughnessy Asset Management, L.L.C. ("OSAM") that permits an investment professional (generally a registered investment advisor or a sophisticated investor) to select a desired investment strategy (the "Strategy") for the professional's client. At all times, the investment professional, and not OSAM, is responsible maintaining the initial and ongoing relationship with the underlying client and rendering individualized investment advice to the client. In addition, the investment professional and not OSAM, is exclusively responsible for: • determining the initial and ongoing suitability of the Strategy for the client.

- determining the initial and ongoing suitability of the Strategy for the client;
   devising or determining the specific initial and ongoing desired Strategy;
- monitoring performance of the Strategy; and,
- modifying and/or terminating the management of the client's account using the Strategy.

Hypothetical Limitations: To the extent that the investment professional seeks for CANVAS to provide hypothetical back-tested performance, material limitations apply-See above.

Model Deviations: As indicated above, OSAM, with minor deviations that it does not consider to be material\*, currently use the Models to manage actual client portfolios (i.e., the live Models). The deviations include:

- the use of proxies if and when an ETF used in the back-test was not available\*. While the back-tested and live strategies both utilize the same investment themes, back-tested proxies can deviate from live models based on limitations of historical information;
- back-tested data presented utilizes a month-end rebalance while actual live model performance reflects intra-month rebalances;
   OSAM, as a discretionary manager, can update its live models as determined necessary. These changes will then be applied retroactively to back-tested models, the resulting performance of which would be different than that of the actual historical models-
- OSAM, as a discretionary manager, can update its live in see <u>Hypothetical/Material Limitations</u> above; and,
- Financial statement information may be restated over time, which information was not reflected in the historical back-tested models. Companies will also have mergers and acquisitions or other corporate events that can retrospectively affect the names and corporate identities of organizations in the
  historical back-tests. Data providers providing pricing and return information may update historical data upon discovering deficiencies or omissions.

Strategy Sampling Impact: The implementation of OSAM strategies utilize a sampling of the underlying individual Strategy positions, and, as the result thereof, the underlying securities' weighting could unintentionally deviate +/- the Strategy allocation target OSAM calculates the CANVAS fees based on the mix of strategies that are utilized at the establishment of the account. Therefore, the sampling approach can cause deviations between the Canvas strategy allocation establishment (and its corresponding fee) and the implementation of that CANVAS strategy.

ESG Portfolios/Socially Responsible Investing Limitations. To the extent applicable to the strategy chosen by the investment professional, Socially Responsible Investing involves the incorporation of Environmental, Social and Governance considerations into the investment due diligence process ("ESG). There are potential limitations associated with allocating a portion of an investment portfolio in ESG securities (i.e., securities that have a mandate to avoid, when possible, investments in such products as alcohol, tobacco, firearms, oil drilling, gambling, etc.). The number of these securities may be limited thene compared to those that do not maintaine. ESG securities could underperform broad market indices. Investors must accept these limitations, including potential for underperformance. Correspondingly, the number of ESG mutual funds and exchange-traded funds are few when compared to those that do not maintain such a mandate. As with any types of investment in and/or investment indices for some of investment (including any investment and/or investment entergies recommended and/or undertaken by OSAM), there can be no assurance that investment including portiable or portiable or prove successful.



Tax Management Function: When requested by the investment professional, OSAM will use best efforts to work within Onboarding Budgets, Annual Tax Budgets, and Tracking Error Budgets. However, market and/or specific stock price fluctuations can occur quickly and can correspondingly adversely affect our ability to manage to specified budgets. Additionally, changes to tax budgets, cash flows in and out of an account, mandatory corporate actions, and funding with securities can also impact preciseness. The investment professional must accept this risk. In addition:

- OSAM has not, and will not, verify the accuracy of any tax-related information provided;
- In the event that any such information provided is inaccurate or incomplete, the corresponding results will be inaccurate or incomplete;
   Tracking Error Budgets are relative to the Model, not the benchmark;
- Iracking Error Budgets are relative to the Mode
   OSAM is not a CPA and this is not tax advice:
- Tax laws and rates change;
- While we seek to follow the investment professional prescribed target models, ranges, timeframes, tax budgets, and seek not to create wash sales or exceed expected tax budgets, there can be no assurance that the CANVAS tool will be able to accurately do so;; and,
- For specific personalized tax-related advice, consult with a CPA or other tax professional.

Fixed Income ETF Model-The models are constructed using passive fixed income ETFs. The models attempt to target varying levels of duration and credit exposure relative to the Barclays Aggregate Index. The expense ratios of the underlying ETF's are born by the investor and are separate and apart from CANVAS related fees.

#### Miscellaneous Limitations/Issues:

Results in the Transition Portal reflect expense ratios corresponding to the specific funds indicated/provided by the investment professional. Expense ratios are provided by an unaffiliated database. Results also reflect projected future yields corresponding to such current indicated funds. Such data may not be precise;

- The risk-free rate used in the calculation of Sortino, Sharpe, and Treynor ratios is 5%, consistently applied across time;
- OSAM did not begin to offer CANVAS until April 2019. Prior to 2007, OSAM did not manage client assets; and,
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#### Release and Hold Harmless

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\*except in the unlikely event that the performance of the proxy used in lieu of the actual ETF was materially different (positive or negative)

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