

# Zephyr Portfolio Proposal



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Prepared for New Prospect, For May 2023

Advisor: Anne Smith

COMPANY

PHONE

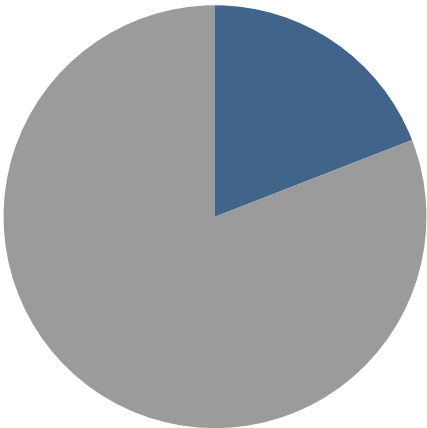
EMAIL



# Zephyr Household Portfolio Account Information

June 30, 2023 | 2/13

## Current Allocation



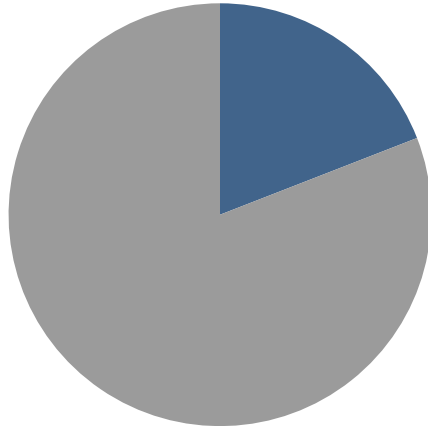
| CURRENT ASSETS            | VALUE     | WEIGHT |
|---------------------------|-----------|--------|
| Cash and Cash Equivalents | 0         | 0.0%   |
| Fixed Income              | 210,000   | 19.1%  |
| Equities                  | 890,000   | 80.9%  |
| Unclassified              | 0         | 0.0%   |
| Totals                    | 1,100,000 | 100.0% |

| NAME        | ACCOUNT NUMBER | VALUE   | ACCOUNT TYPE | REGISTRATION | AS OF DATE |
|-------------|----------------|---------|--------------|--------------|------------|
| Husband IRA | 200000001      | 640,000 | Individual   | Tax-Deferred | Jun 2023   |
| Wife IRA    | 200000002      | 460,000 | Individual   | Tax-Deferred | Mar 2022   |

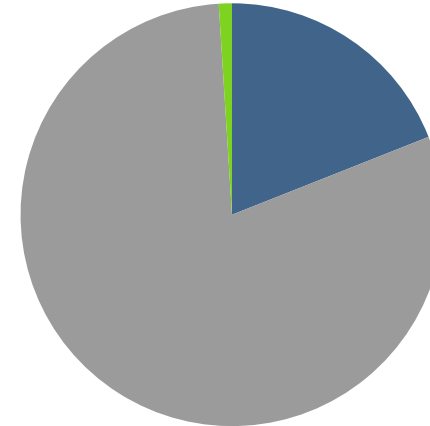
# Zephyr Household Portfolio Current vs Proposed Allocations

June 30, 2023 | 3/13

Current Allocation



Proposed Allocation

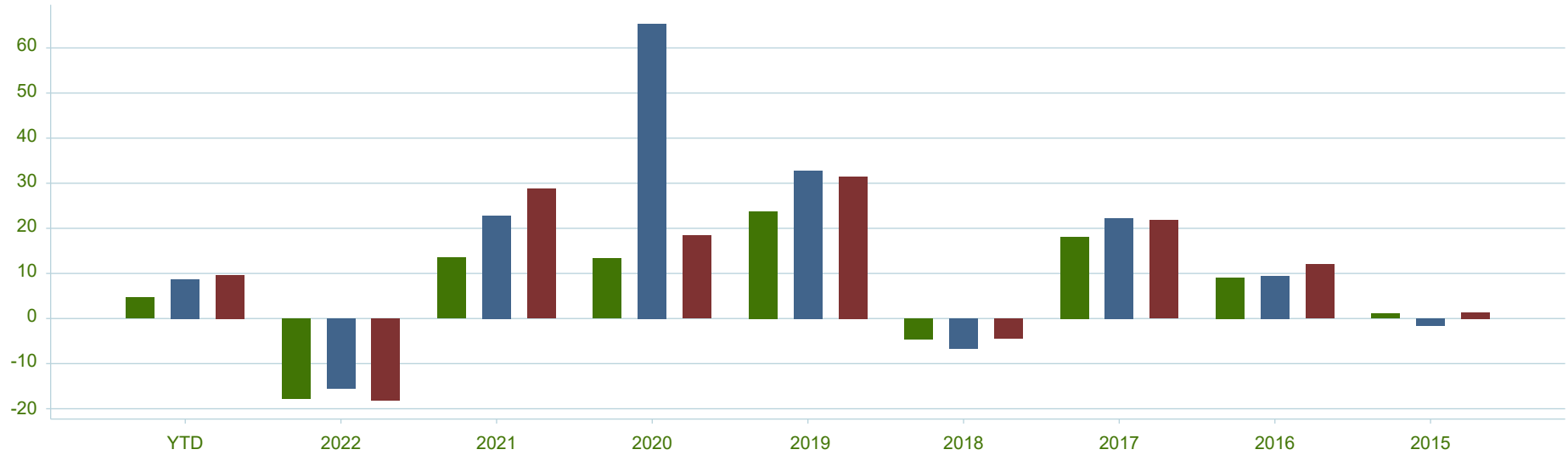


| CURRENT ASSETS              | VALUE     | WEIGHT | PROPOSED ASSETS             | VALUE     | WEIGHT |
|-----------------------------|-----------|--------|-----------------------------|-----------|--------|
| ● Cash and Cash Equivalents | 0         | 0.0%   | ● Cash and Cash Equivalents | 0         | 0.0%   |
| ■ Fixed Income              | 210,000   | 19.1%  | ■ Fixed Income              | 209,000   | 19.0%  |
| ■ Equities                  | 890,000   | 80.9%  | ■ Equities                  | 880,000   | 80.0%  |
| ■ Unclassified              | 0         | 0.0%   | ■ Unclassified              | 11,000    | 1.0%   |
| Totals                      | 1,100,000 | 100.0% | Totals                      | 1,100,000 | 100.0% |

# Calendar Year Return

As of May 2023

June 30, 2023 | 4/13

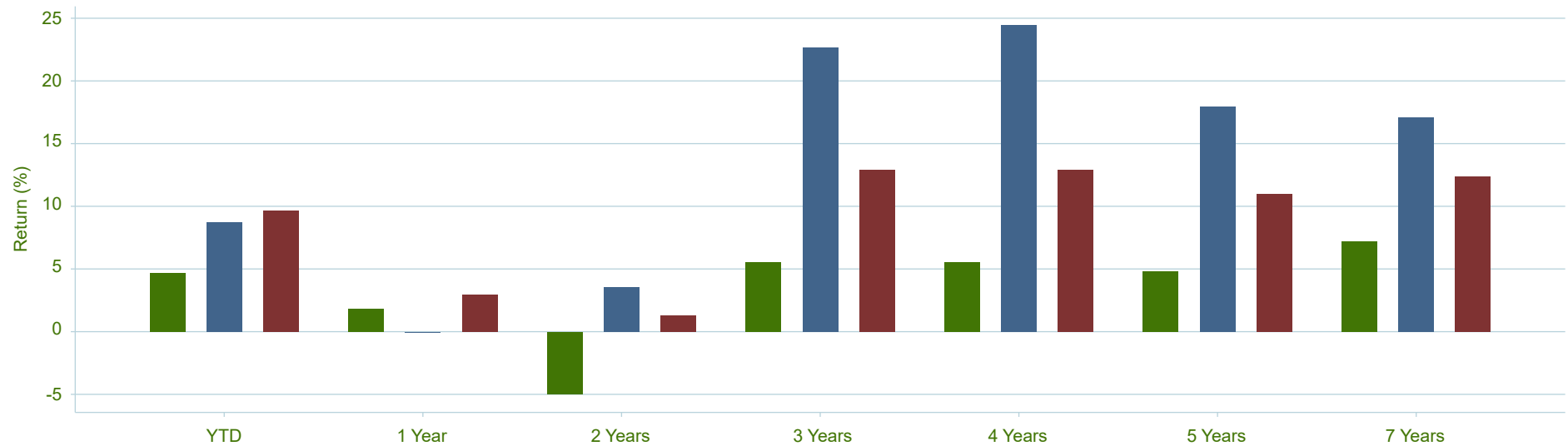


|                                                 | YTD  | 2022    | 2021  | 2020  | 2019  | 2018   | 2017  | 2016  | 2015   |
|-------------------------------------------------|------|---------|-------|-------|-------|--------|-------|-------|--------|
| ■ Zephyr Household Portfolio Current Portfolio  | 4.69 | (17.87) | 13.52 | 13.35 | 23.73 | (4.60) | 18.12 | 9.10  | 1.12   |
| ■ Zephyr Household Portfolio Proposed Portfolio | 8.73 | (15.58) | 22.82 | 65.39 | 32.80 | (6.73) | 22.22 | 9.44  | (1.52) |
| ■ S&P 500                                       | 9.65 | (18.11) | 28.71 | 18.40 | 31.49 | (4.38) | 21.83 | 11.96 | 1.38   |

# Trailing Year Returns

As of May 2023

June 30, 2023 | 5/13

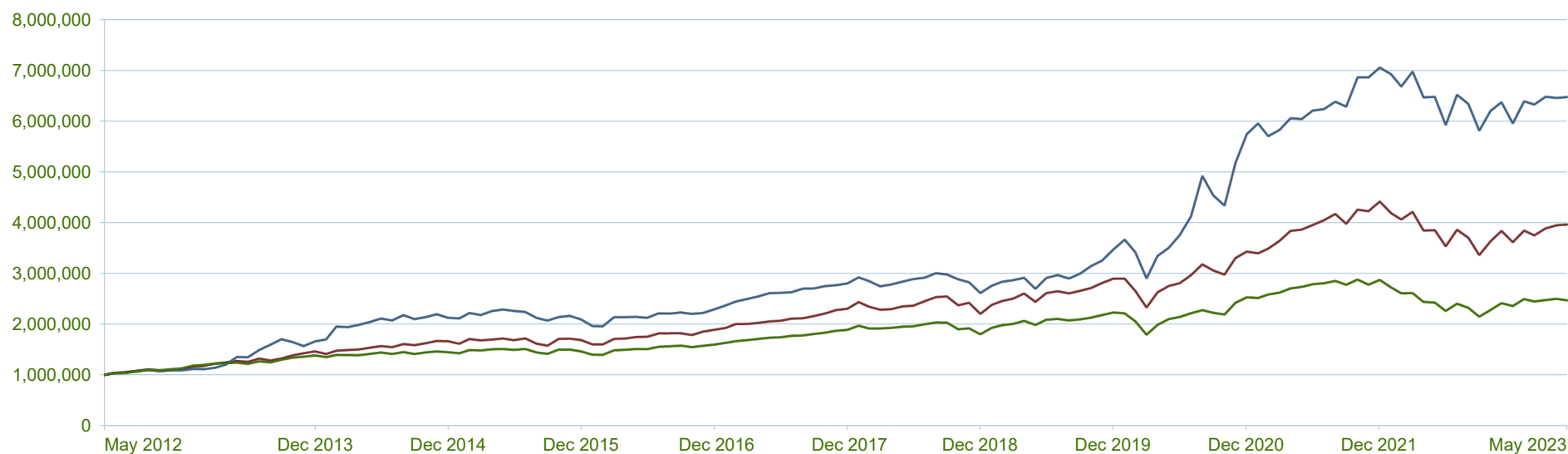


|                                                 | YTD  | 1 YEAR | 2 YEARS | 3 YEARS | 4 YEARS | 5 YEARS | 7 YEARS |
|-------------------------------------------------|------|--------|---------|---------|---------|---------|---------|
| ■ Zephyr Household Portfolio Current Portfolio  | 4.69 | 1.80   | (4.97)  | 5.52    | 5.57    | 4.81    | 7.23    |
| ■ Zephyr Household Portfolio Proposed Portfolio | 8.73 | (0.06) | 3.52    | 22.70   | 24.47   | 17.93   | 17.10   |
| ■ S&P 500                                       | 9.65 | 2.92   | 1.30    | 12.92   | 12.90   | 11.01   | 12.39   |

# Manager Performance

June 2012 - May 2023

June 30, 2023 | 6/13

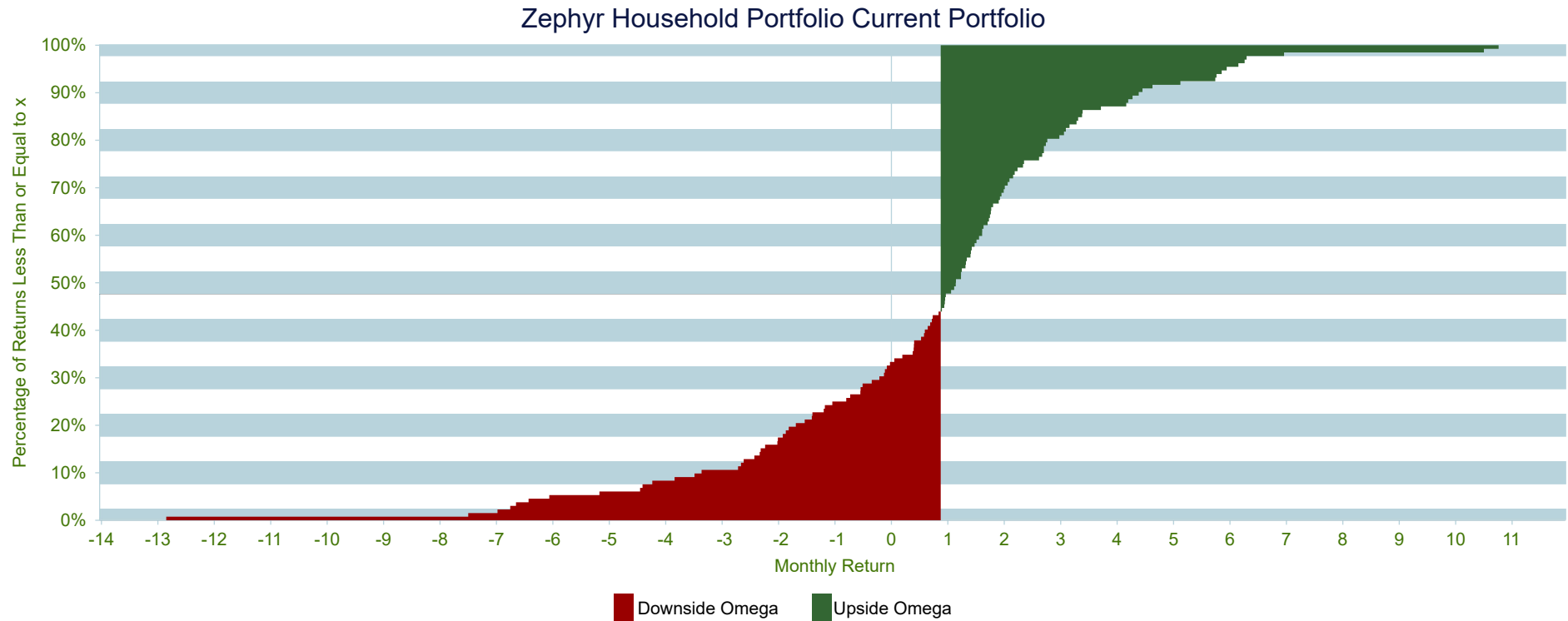


|                                                 | RETURN | STANDARD<br>DEVIATION | MAXIMUM<br>DRAWDOWN LOSS<br>VALUE | MAXIMUM<br>DRAWDOWN<br>RECOVERY LENGTH | PAIN RATIO |
|-------------------------------------------------|--------|-----------------------|-----------------------------------|----------------------------------------|------------|
| ■ Zephyr Household Portfolio Current Portfolio  | 8.50   | 11.67                 | (25.34)                           | N/A                                    | 2.37       |
| ■ Zephyr Household Portfolio Proposed Portfolio | 18.48  | 17.95                 | (20.85)                           | 3                                      | 5.10       |
| ■ S&P 500                                       | 13.30  | 14.30                 | (23.87)                           | N/A                                    | 4.01       |

# Cumulative Distribution of Returns

June 2012 - May 2023

June 30, 2023 | 7/13

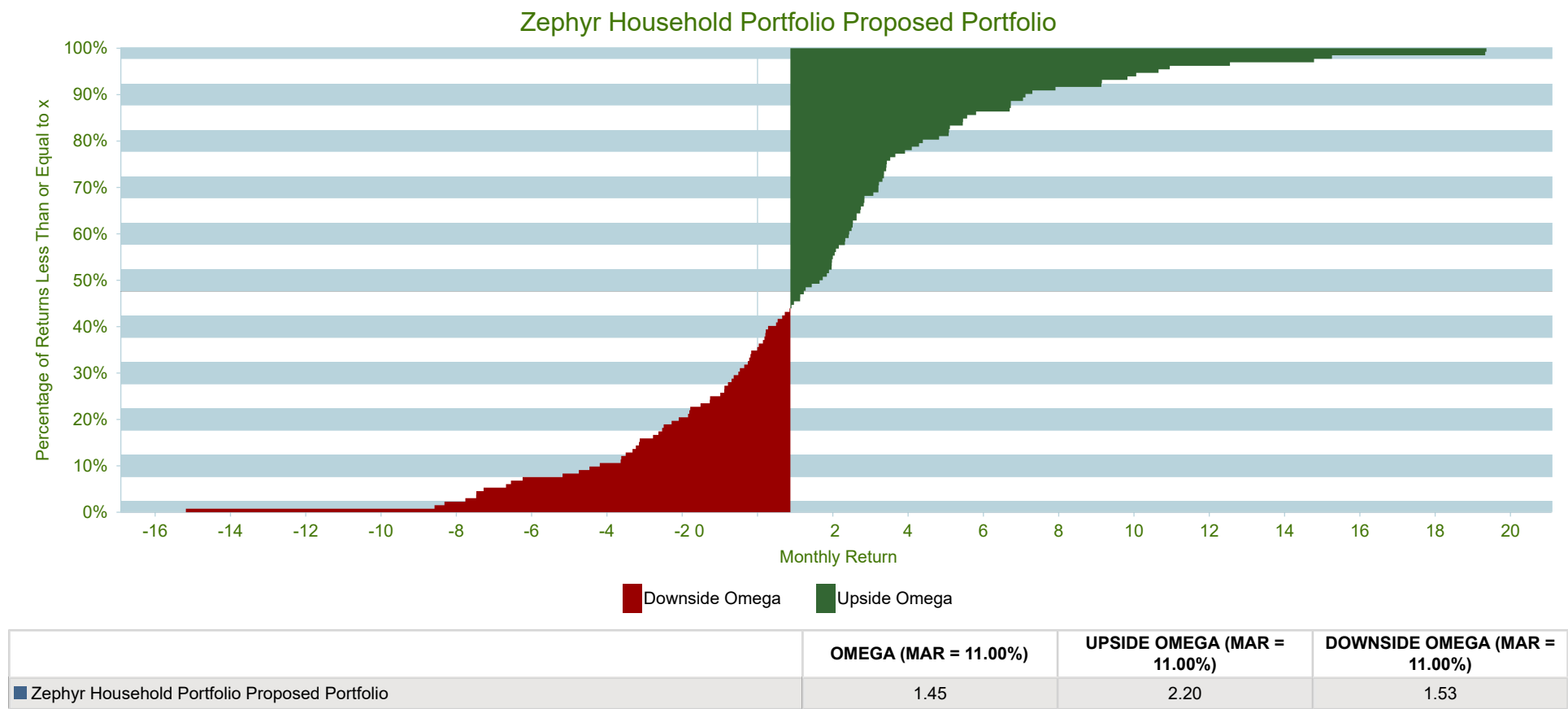


|                                                | OMEGA (MAR = 11.00%) | UPSIDE OMEGA (MAR = 11.00%) | DOWNSIDE OMEGA (MAR = 11.00%) |
|------------------------------------------------|----------------------|-----------------------------|-------------------------------|
| ● Zephyr Household Portfolio Current Portfolio | 0.89                 | 1.12                        | 1.26                          |

# Cumulative Distribution of Returns

June 2012 - May 2023

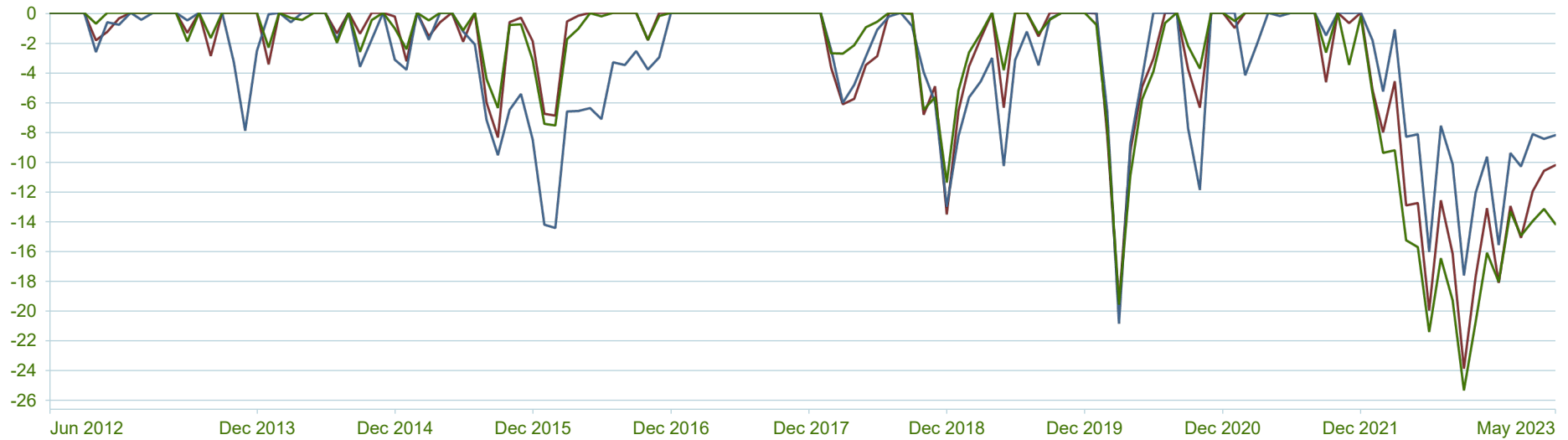
June 30, 2023 | 8/13



# Drawdown of Return

June 2012 - May 2023

June 30, 2023 | 9/13

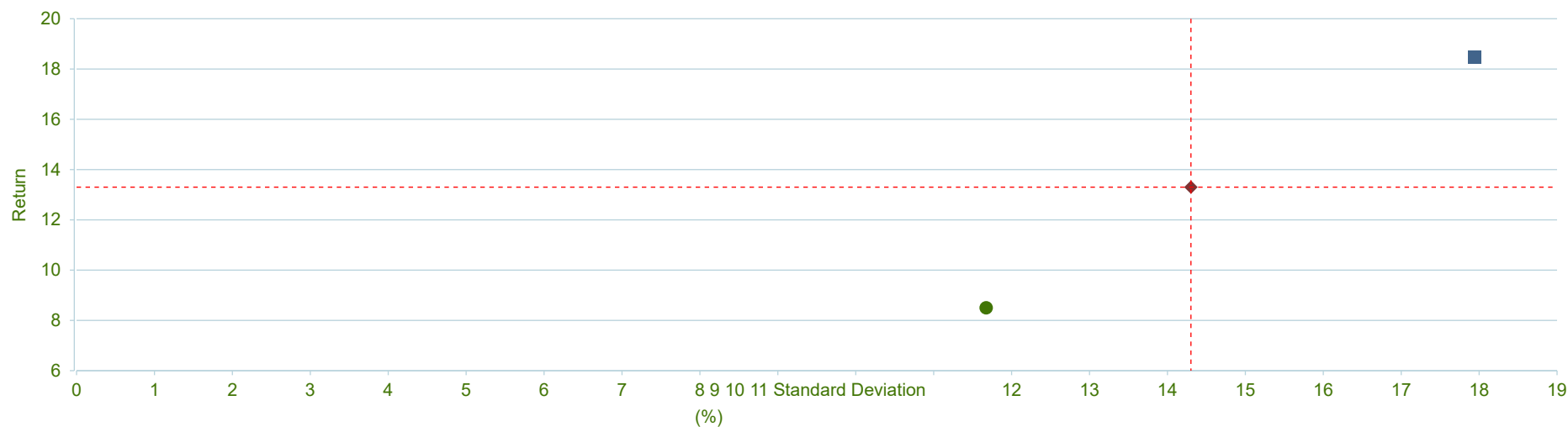


|                                                 | MAXIMUM<br>DRAWDOWN<br>LOSS VALUE | MAXIMUM<br>DRAWDOWN<br>START DATE | MAXIMUM<br>DRAWDOWN<br>END DATE | MAXIMUM<br>DRAWDOWN<br>LENGTH | MAXIMUM<br>DRAWDOWN<br>RECOVERY<br>DATE | HIGH<br>WATER<br>MARK DATE | HIGH<br>WATER<br>MARK | PAIN INDEX | PAIN RATIO |
|-------------------------------------------------|-----------------------------------|-----------------------------------|---------------------------------|-------------------------------|-----------------------------------------|----------------------------|-----------------------|------------|------------|
| ■ Zephyr Household Portfolio Current Portfolio  | (25.34)                           | Oct 2021                          | Sep 2022                        | 11                            | N/A                                     | Oct 2021                   | 16.56                 | 3.23       | 2.37       |
| ■ Zephyr Household Portfolio Proposed Portfolio | (20.85)                           | Jan 2020                          | Mar 2020                        | 2                             | Jun 2020                                | Dec 2021                   | 8.94                  | 3.45       | 5.10       |
| ■ S&P 500                                       | (23.87)                           | Dec 2021                          | Sep 2022                        | 9                             | N/A                                     | Dec 2021                   | 11.37                 | 3.10       | 4.01       |

# Risk / Return

June 2012 - May 2023

June 30, 2023 | 10/13



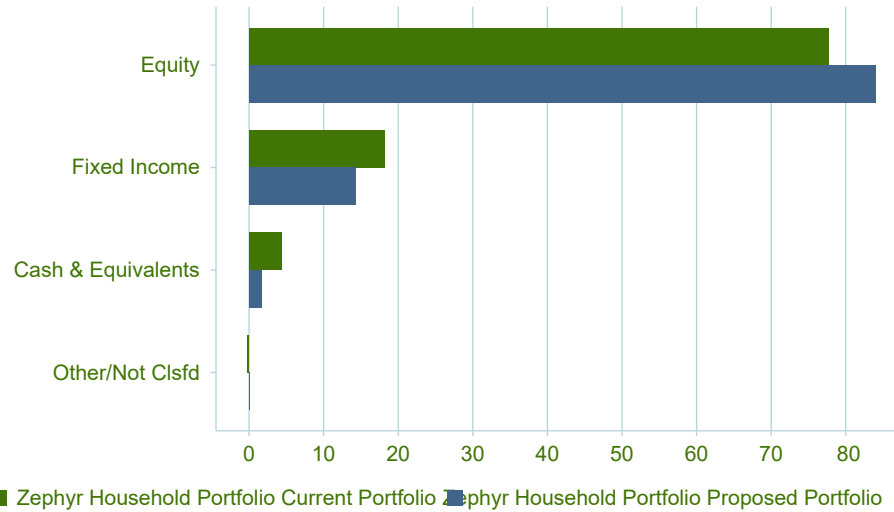
|                                                 | RETURN | STANDARD DEVIATION | SHARPE RATIO | EXCESS RETURN | TRACKING ERROR | INFORMATION RATIO | ALPHA  | BETA | R-SQUARED |
|-------------------------------------------------|--------|--------------------|--------------|---------------|----------------|-------------------|--------|------|-----------|
| ● Zephyr Household Portfolio Current Portfolio  | 8.50   | 11.67              | 0.65         | (4.80)        | 4.55           | (1.05)            | (1.74) | 0.78 | 0.92      |
| ■ Zephyr Household Portfolio Proposed Portfolio | 18.48  | 17.95              | 0.98         | 5.18          | 10.73          | 0.48              | 5.10   | 1.01 | 0.64      |
| ◆ S&P 500                                       | 13.30  | 14.30              | 0.87         | 0.00          | 0.00           | N/A               | 0.00   | 1.00 | 1.00      |

# Exposure & Equity Characteristics

June 30, 2023 | 11/13

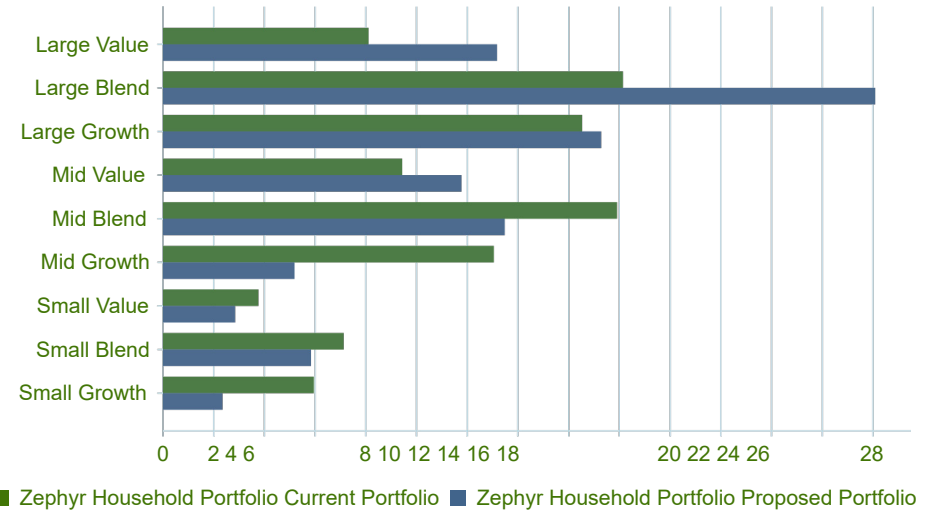
## Asset Allocation

As of May 2023



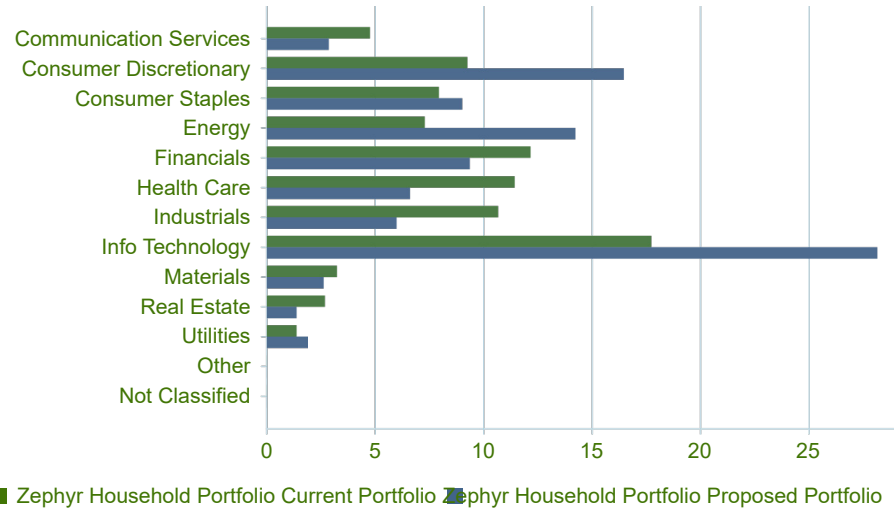
## Fund Equity Style

As of May 2023



## Equity Sector Allocation

As of May 2023



## Equity Characteristics

As of May 2023

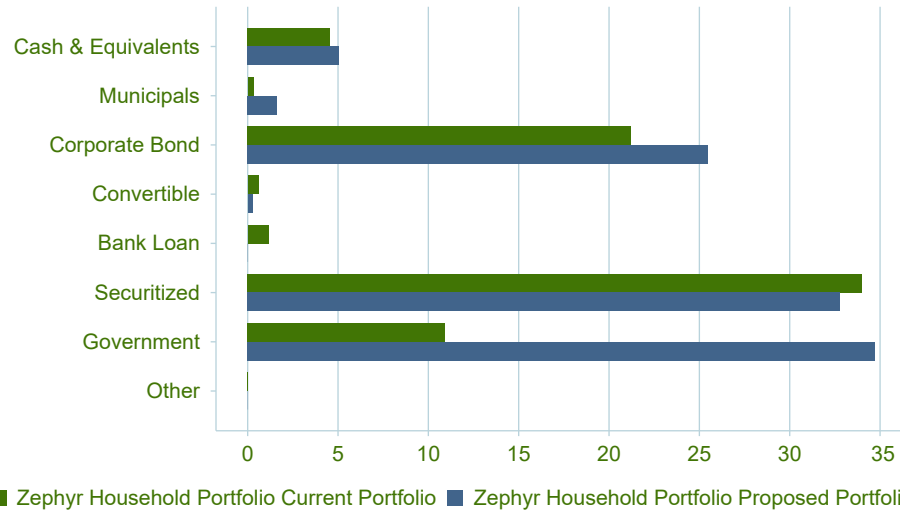
|                       | ZEPHYR HOUSEHOLD PORTFOLIO<br>CURRENT PORTFOLIO | ZEPHYR HOUSEHOLD PORTFOLIO<br>PROPOSED PORTFOLIO |
|-----------------------|-------------------------------------------------|--------------------------------------------------|
| Market Capitalization | 44,376.86                                       | 706,819.12                                       |
| Price /Earnings Ratio | 21.75                                           | 23.41                                            |
| Price/Book Ratio      | 7.32                                            | 12.58                                            |
| Price/Sales Ratio     | 2.90                                            | 3.52                                             |
| Price/Cash Flow Ratio | 15.84                                           | 18.89                                            |
| Turnover Ratio        | 38.79                                           | 26.66                                            |

# Fixed Income Characteristics

June 30, 2023 | 12/13

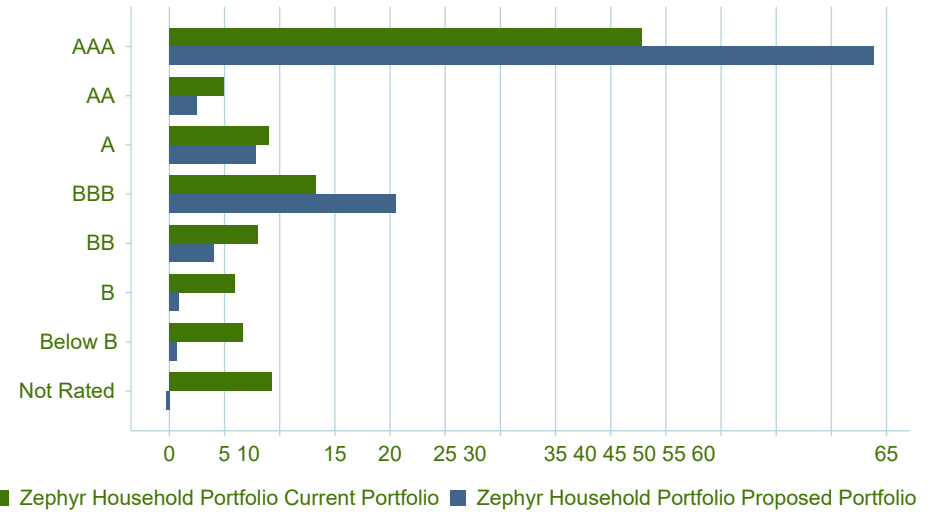
## Fixed Income Sectors

As of May 2023



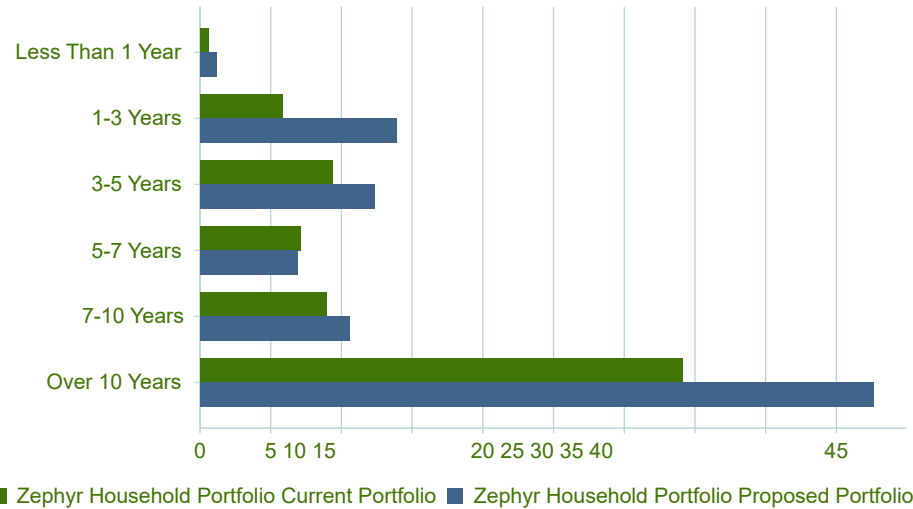
## Fixed Income Quality

As of May 2023



## Fixed Income Maturity

As of May 2023



## Fixed Income Characteristics

As of May 2023

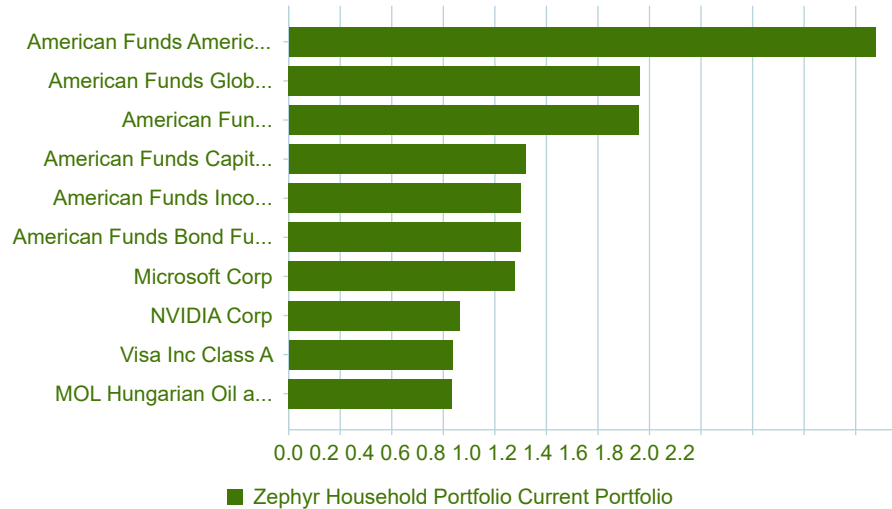
|                        | ZEPHYR HOUSEHOLD PORTFOLIO<br>CURRENT PORTFOLIO | ZEPHYR HOUSEHOLD PORTFOLIO<br>PROPOSED PORTFOLIO |
|------------------------|-------------------------------------------------|--------------------------------------------------|
| Effective Maturity     | 8.33                                            | 9.16                                             |
| Effective Duration     | 5.44                                            | 6.01                                             |
| Average Coupon         | 4.91                                            | 3.65                                             |
| Average Credit Quality | 11.01                                           | 6.60                                             |
| Average Price          | 86.68                                           | 92.46                                            |

# Top Holdings Analysis

June 30, 2023 | 13/13

## Top Ten Holdings

As of May 2023



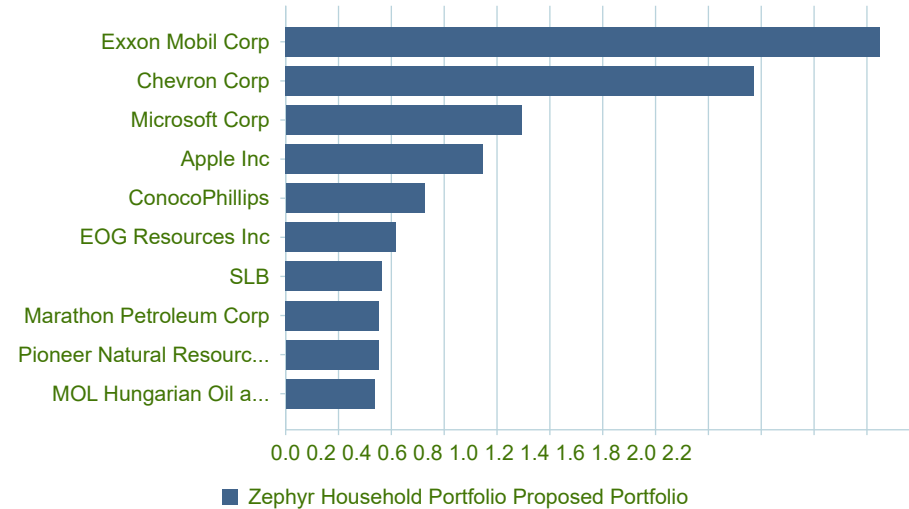
## Top Ten Holdings - Zephyr Household Portfolio Current Portfolio

As of May 2023

| NAME                                   | TICKER | WEIGHT |
|----------------------------------------|--------|--------|
| American Funds American Balanced R6    | RLBGX  | 2.28   |
| American Funds Global Balanced R6      | RGBGX  | 1.36   |
| American Funds Washington Mutual R6    | RWMGX  | 1.36   |
| American Funds Capital World Gr&Inc R6 | RWIGX  | 0.92   |
| American Funds Income Fund of Amer R6  | RIDGX  | 0.90   |
| American Funds Bond Fund of Amer R6    | RBFGX  | 0.90   |
| Microsoft Corp                         | MSFT   | 0.88   |
| NVIDIA Corp                            | NVDA   | 0.66   |
| Visa Inc Class A                       | V      | 0.64   |
| MOL Hungarian Oil and Gas PLC Class A  | MOL    | 0.63   |

## Top Ten Holdings

As of May 2023



## Top Ten Holdings - Zephyr Household Portfolio Proposed Portfolio

As of May 2023

| NAME                                  | TICKER | WEIGHT |
|---------------------------------------|--------|--------|
| Exxon Mobil Corp                      | XOM    | 2.25   |
| Chevron Corp                          | CVX    | 1.77   |
| Microsoft Corp                        | MSFT   | 0.89   |
| Apple Inc                             | AAPL   | 0.75   |
| ConocoPhillips                        | COP    | 0.53   |
| EOG Resources Inc                     | EOG    | 0.42   |
| SLB                                   | SLB    | 0.36   |
| Marathon Petroleum Corp               | MPC    | 0.35   |
| Pioneer Natural Resources Co          | PXD    | 0.35   |
| MOL Hungarian Oil and Gas PLC Class A | MOL    | 0.34   |

***Zephyr leads the way in Proposal Generation software, allowing financial advisors to easily articulate the value they bring to every client.***

- ***Effectively assess client risk***
- ***Link model portfolios to risk scores***
- ***Create household analysis***
- ***Optimize portfolios using mean-variance and Black-Litterman models***
- ***Demonstrate financial goal setting success with Monte Carlo Simulation |***
- ***Personalized output easily guides clients through the proposed solution***



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