

### **Total Stock Portfolio Overview**

A Core-Focused Total Stock Portfolio is designed to generate returns greater than the S&P 500 Total Return "TR" using a blend of stocks (common and preferred) covering a diverse group of asset classes. A Core-Focused Total Stock Portfolio generally utilizes a "top-down approach" and may also employ a "bottom-up approach" and "thematic investing". Asset classes may include common equity, U.S. domestic equity ranging across all market capitlizations, international equity, publicly traded Real Estate Investment Trusts "REIT", Master Limited Partnerships "MLP", and preferred stock. A Core-Focused Total Stock Portfolio is generally reviewed on a quarterly basis and has a shorter-term (12-month forward looking) tactical outlook.

### **Portfolio Statistics**

**Asset Allocation** 

Annual Report Net Expense Ratio	_
Beta 1 Yr (Mo-End)	0.91
12 Mo Yield	1.81
Inception Date	2/1/2018



## **Morningstar Style Box**

`	√alue	Blend	Growth
Large	11.8	46.2	42.0
Mid	0.0	0.0	0.0
Small	0.0	0.0	0.0

Market Cap	%
Market Cap Giant %	73.5
Market Cap Large %	26.5
Market Cap Mid %	0.0
Market Cap Small %	0.0
Market Cap Micro %	0.0

# Holdings

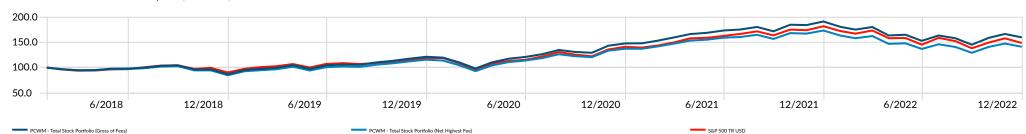
	Sector	Portfolio Weighting %
Microsoft Corp	Information Technology	6.00
Apple Inc	Information Technology	5.00
Alphabet Inc Class C	Communication Services	4.50
Amazon.com Inc	Consumer Discretionary	4.00
Berkshire Hathaway Inc Class B	Financials	4.00
NextEra Energy Inc	Utilities	3.50
Starbucks Corp	Consumer Discretionary	3.50
Chevron Corp	Energy	3.00
Exxon Mobil Corp	Energy	3.00
Johnson & Johnson	Health Care	3.00
The Walt Disney Co	Communication Services	3.00
UnitedHealth Group Inc	Health Care	3.00
AbbVie Inc	Health Care	2.50
Deere & Co	Industrials	2.50
Lockheed Martin Corp	Industrials	2.50
Northrop Grumman Corp	Industrials	2.50
Abbott Laboratories	Health Care	2.00
CVS Health Corp	Health Care	2.00
Merck & Co Inc	Health Care	2.00
Nike Inc Class B	Consumer Discretionary	2.00
Pfizer Inc	Health Care	2.00
Phillips 66	Energy	2.00
Pioneer Natural Resources Co	Energy	2.00
Procter & Gamble Co	Consumer Staples	2.00
Raytheon Technologies Corp	Industrials	2.00
Salesforce Inc	Information Technology	2.00
Coca-Cola Co	Consumer Staples	1.50
Duke Energy Corp	Utilities .	1.50
Mastercard Inc Class A	Information Technology	1.50
PepsiCo Inc	Consumer Staples	1.50
The Home Depot Inc	Consumer Discretionary	1.50
Visa Inc Class A	Information Technology	1.50
Walmart Inc	Consumer Staples	1.50
Eli Lilly and Co	Health Care	1.25
NVIDIA Corp	Information Technology	1.25
Adobe Inc	Information Technology	1.00
Amgen Inc	Health Care	1.00
Costco Wholesale Corp	Consumer Staples	1.00
JPMorgan Chase & Co	Financials	1.00
Linde PLC	Materials	1.00
McDonald's Corp	Consumer Discretionary	1.00
Meta Platforms Inc Class A	Communication Services	1.00
Sherwin-Williams Co	Materials	1.00
SLB	Energy	1.00
Target Corp	Consumer Discretionary	1.00
Bank of America Corp	Financials	0.75
Broadcom Inc	Information Technology	0.75
Dominion Energy Inc	Utilities	0.00
Southern Co	Utilities	0.00

Source: Morningstar Direct



### **Investment Growth**

Time Period: Since Common Inception (2/2/2018) to 12/31/2022



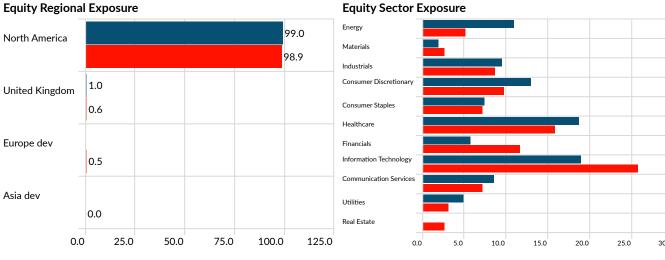
# **Trailing Returns**

	1 Month	3 Month	YTD	1 Year	3 Years	5 Years	10 Years
PCWM - Total Stock Portfolio (Gross of Fees)	-4.04	9.90	-16.39	-16.39	9.54	_	_
PCWM - Total Stock Portfolio (Net Highest Fee)	-4.25	9.21	-18.45	-18.45	6.83	_	_
S&P 500 TR USD	-5.76	7.56	-18.11	-18.11	7.66	9.42	12.56

## Calendar Year Returns

	YTD	2022	2021	2020	2019	2018	2017
PCWM - Total Stock Portfolio (Gross of Fees)	-16.39	-16.39	29.28	21.59	39.54	_	_
PCWM - Total Stock Portfolio (Net Highest Fee)	-18.45	-18.45	26.09	18.58	36.10	_	_
S&P 500 TR USD	-18.11	-18.11	28.71	18.40	31.49	-4.38	11.40

# **Equity Regional Exposure**



# Portfolio Fundamentals

Average Market Cap (mil)	305,305.47
P/E Ratio (TTM)	20.16
P/B Ratio (TTM)	4.04
P/S Ratio (TTM)	2.16
ROE % (TTM)	32.61
ROA % (TTM)	11.55

■PCWM - Total Stock Portfolio (Gross of Fees)

■S&P 500 TR USD

■PCWM - Total Stock Portfolio (Gross of Fees) ■S&P 500 TR USD



#### Disclosures

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For general illustrative purposes, this Factsheet presents a hypothetical model that illustrates model (non-actual) performance, both gross of advisory fees (i.e., portfolio labeled "Gross of Fees") and net of PCIA's highest advisory fee (i.e., portfolio labeled "Net Highest Fee"), which is currently 2.50% annual (0.625% per quarter). Fees are subject to negotiation. Fees charged for PCIA's services are negotiable based on the rep-advisor providing the services, the type of client, the complexity of the client's situation, the composition of the client's account (ex., equities versus mutual funds), the potential for additional account deposits, the relationship of the client with the rep-advisor, and the total assets under management for the client. Thus, PCIA's fees may vary among clients for the services provided due to such differing client needs, circumstances, objectives, services, and other factors that are deemed at the time to be relevant. Advisory fees charged by PCIA are separate and clients from the fees and expenses are available in each investment company securities that may be recommended to you. A description of these separate fees and expenses are available in each investment company security's prospectus. You may also incur certain charges imposed by third parties other than PCIA in connection with investments made through your account including, but not limited to, mutual fund sales loads, 12(b)-1 fees and surrender charges, variable annuity fees and surrender charges, qualified retirement plan fees, and other charges imposed by the qualified custodian(s) of your account. Client (Your) investment returns will be reduced by the advisory fees and any other expenses he or she (you) may incur in the management of his or her (your) advisory account. The degree of impact or effect on performance depends on the level of fees assessed, the timing of when fees are deducted from the client's account, and the calculation methodology of fees. The following example illustrates the effect an advisory fee ha

With regards to the hypothetical model and its performance referenced in this Factsheet, where available and applicable, Morningstar considered and analyzed the effect of PCIA's past investment decisions by strategy made since the inception date (listed above). For purposes of this Factsheet, all changes to the investment lineup within the illustrated portfolio were assumed to take place on the first business day of a month when/where such information was not available. In reality, actual trades and changes to this investment lineup (strategy) almost always occurred after the first business day of a given month, when PCIA's investment decisions were actually approved and implemented (traded). Therefore, the performance and portfolio characteristics of actual accounts differed from the performance and portfolio characteristics shown on this Factsheet. There are multiple statistical methods to calculate performance, including a Modified Dietz Calculation method, a Weighted Balance method, time-weighted return, internal rate of return (IRR), money-weighted rate-of-return (MWRR), and the method used by Morningstar, all of which have limitations and may result in a higher or lower return depending on the assumed cash flows.

This Factsheet assumes the reinvestment of dividends and capital gains where available and applicable. Note that in some portfolio illustrations, dividends and capital gains distributions, if applicable, are reinvested at the end of the month in which they are made at the month-end closing price. This will also cause discrepancies between calculated hypothetical returns and actual investor experience. This Factsheet does not consider the effects of taxation. If adjusted for taxation, the performance quoted herein would be significantly reduced.

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