

INSIGHT PORTFOLIOS

Global Equities Strategy

PROCESS
PRINCIPLES
PEOPLE
PERFORMANCE

OBJECTIVE

Insight Management Group's Insight Global Equities Strategy is managed with a focus on global found in the Wells Fargo Investment Institute's (WFII) International Equities and Global Dividend Payers portfolios to seek superior performance.

STRATEGY

The PIM Portfolio Manager seeks to achieve the Global Equities Strategy's objective by constructing a universe of more than 300 stocks that are mostly Large Cap in nature and have a tilt toward paying dividends, though not always.

INVESTMENT APPROACH

Our Insight Global Equities Strategy stocks are selected from companies that are typically headquartered outside of the United States or derive a significant portion of their revenues from outside the United States. The PIM Manager, at their discretion, may include a position outside the original universe of stocks provided it meets other criteria.

SECTOR WEIGHTINGS: We start with sector target weightings from the Wells Fargo Investment Institute. Sector weightings can vary plus or minus 3% based on relative strength, technical indicators and screening results.

SCREENING PROCESS: Portfolio Manager targets 30 positions though the Strategy may go higher or lower. Stocks are ranked by a proprietary point system and must meet a minimum score to be considered. The point system is based on:

- Number of portfolios the stock is currently found in
- Dorsey Wright "Relative Strength" score and trend score
- Growth, Value, and Momentum analytics
- Number of Buys, Holds, and Sells in analyst universe
- Fundamental analysis from correspondent and affiliate research providers

Positions that overlap with Insight Portfolios Concentrated Stock and DSIP Portfolios are excluded from the final Strategy.

The Insight Concentrated Stock Strategy allocation weighting is determined by an overall score and how it compares with its peers in each sector. The screen is run and stocks ranked on a weekly basis (but not necessarily traded).

SELL DISCIPLINE: The following circumstances typically drive our decision to remove, or consider removing, a stock from the Strategy:

- Stock is in a "negative trend" according to Dorsey Wright research
- Stock is removed from the universe by Wells Fargo Advisors
- Stock falls below established price limit (determined when position enters the Strategy)

Inception Date: 01/01/2018

Investment and Insurance Products are:

- **Not Insured by the FDIC or Any Federal Government Agency**
- **Not a Deposit or Other Obligation of, or Guaranteed by, the Bank or Any Bank Affiliate**
- **Subject to Investment Risks, Including Possible Loss of the Principal Amount Invested**



Rick Salus, CFP®, CIMA
Managing Director - Investment Officer
Senior PIM Portfolio Manager

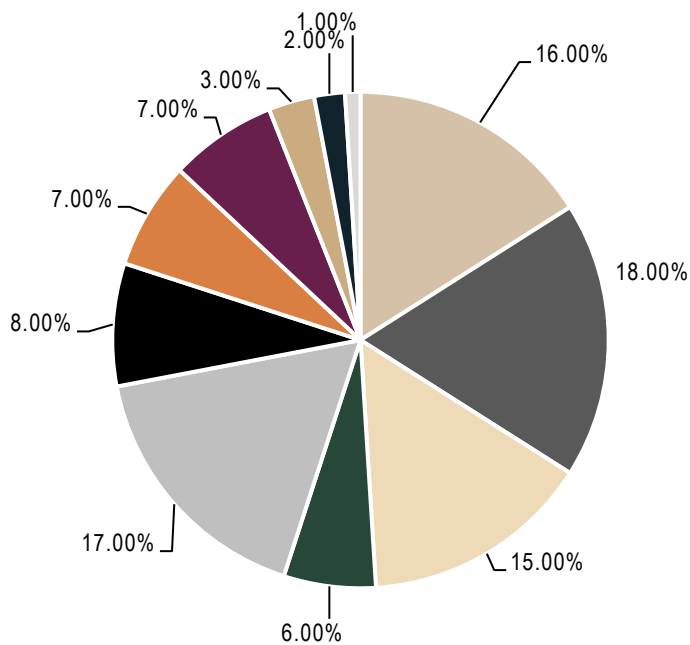
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HOLDINGS Data as of 06/24/2024

SECURITY DESCRIPTION	TARGET	INDUSTRY	SECURITY DESCRIPTION	TARGET	INDUSTRY
CASH	2.00%	CASH AND CASH EQUIV	NOVARTIS AG SPONSORED ADR	3.00%	HEALTH CARE
DEUTSCHE TELEKOM AG ADR SPONSORED	3.00%	COMMUNICATION SERVICES	ASTRA ZENECA PLC ADR	3.00%	HEALTH CARE
TOYOTA MTR CORP ADR 1 SH	3.00%	CONS DISCRETIONARY	SANOFI-SYNTHELABO SPONSORED ADR	3.00%	HEALTH CARE
LVMH MOET HENNESSY LOUIS VUIADR	3.00%	CONS DISCRETIONARY	FERGUSON PLC NEW SHS	3.00%	INDUSTRIALS
COCA COLA EUROPEAN PARTNERS	4.00%	CONS STAPLES	RELX PLC SPONSORED ADR	3.00%	INDUSTRIALS
MONDELEZ INTL INC COM	4.00%	CONS STAPLES	EATON CORP PLC SHS	3.00%	INDUSTRIALS
SHELL PLC SPON ADS	3.00%	ENERGY	BAE SYSTEMS PLC ADR	3.00%	INDUSTRIALS
TOTALENERGIES SE ADR	4.00%	ENERGY	SIEMENS AG SPONSORED ADR	3.00%	INDUSTRIALS
CAPITAL GRP INTL ETF	1.00%	EQUITY - ETF	TE CONNECTIVITY LTD	3.00%	INFO TECH
CHUBB LIMITED COM	3.00%	FINANCIALS	ANALOG DEVICES INC COM	3.00%	INFO TECH
SUMITOMO MISTUI FINANCIAL GROUP INC SPONSORED	3.00%	FINANCIALS	SAP AG ADR SPONS PREF	3.00%	INFO TECH
ING GROEP N V SPONSORED ADR	3.00%	FINANCIALS	TAIWAN SEMICONDUCTOR MFG CO ADR SPONSORED	4.00%	INFO TECH
ORIX CORP ADR SPONSORED	4.00%	FINANCIALS	ASML HOLDING N V N Y REGISTRY	4.00%	INFO TECH
HSBC HOLDINGS PLC	3.00%	FINANCIALS	NUTRIEN LTD COM	3.00%	MATERIALS
NOVO-NORDISK A S ADR	3.00%	HEALTH CARE	LINDE PLC SHS	4.00%	MATERIALS
ARGENX SE SPONSORED ADR	3.00%	HEALTH CARE			
ALCON INC	3.00%	HEALTH CARE			



CATEGORY	TARGET WEIGHT
FINANCIALS	16.00%
HEALTH CARE	18.00%
INDUSTRIALS	15.00%
CONS DISCRETIONARY	6.00%
INFO TECH	17.00%
CONS STAPLES	8.00%
ENERGY	7.00%
MATERIALS	7.00%
COMMUNICATION SERVICES	3.00%
CASH AND CASH EQUIVALENTS	2.00%
EQUITY - ETF	1.00%

The holdings list represents holdings in a representative account of the style as of the date shown above and is subject to changes without notice. The mention of a specific security recommendation or a solicitation for any person to buy, sell or hold a particular security. Portfolio shown is as of 6/24/2024 and subject to change. As PIM portfolios are separately managed, the individual client account holdings will vary, perhaps significantly, from those listed on this factsheet. Information, such as industry sector allocation percentages and market capitalization allocation percentages, will also vary from the information listed on the factsheet. A client opening an account today may, or may not, be invested in securities or sectors based upon the percentages shown on this factsheet. For the most recent portfolio composition please contact the PIM Manager.

*Dividends are not guaranteed and are subject to change or elimination

As each Private Investment Management (PIM®) program account is individually managed, construction and ongoing management of portfolios may vary from those discussed in this Philosophy Statement.

Past performance is not indicative of future results, and there is no assurance that any investment strategy will be successful.

Technical analysis is based on the study of historical price movements and past trend patterns. There is no assurance that these movements or trends can or will be duplicated in the future. Dorsey, Wright & Associates developed the indicators described in this report. They have been prepared without regard to any particular investor's investment objectives, financial situation and needs. Accordingly, investors should not act on any recommendation (express or implied) or information in this report without obtaining specific advice from their financial advisors and should not rely on information herein as the primary basis for their investment decisions. Relative Strength is a measure of price trends that indicates how a stock is performing relative to other stocks in its industry.

The PIM Program is not designed for excessively traded or inactive accounts and is not appropriate for all investors. Please carefully review the Wells Fargo Advisors advisory disclosure document for a full description of our services. The minimum account size for this program is \$50,000.

Wells Fargo Investment Institute, Inc. is a registered investment adviser and wholly-owned subsidiary of Wells Fargo Bank, N.A., a bank affiliate of Wells Fargo & Company.

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