

Driving Better Portfolio Outcomes with Sleeves of Low-Correlating Solutions

#### Disclosure

The performance of various indices is shown for comparison purposes only. The securities and other instruments included in those indices are not necessarily included in any LoCorr Fund portfolio and criteria for inclusion in those indices are different than those for investment in any such portfolio. The performance of those indices was obtained from published sources believed to be reliable but which are not warranted as to accuracy or completeness. Unless noted otherwise, index returns do not reflect fees or transaction costs and reflect reinvestment of net dividends. Past performance is not a guarantee of future results.

Opinions expressed are subject to change at any time, are not guaranteed and should not be considered investment advice.

Diversification does not assure a profit nor protect against loss in a declining market.

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Macro Strategies Fund (LFMIX) performance as of 12/31/22 is 15.40% 1-Yr, 5.49% 5-Yr, and 5.00% 10-Yr. Long/Short Commodities Strategies Fund (LCSIX) performance as of 12/31/22 is 6.06% 1-Yr, 7.75% 5-Yr, and 7.54% 10-Yr. Dynamic Opportunity (LEQIX) performance as of 12/31/22 is -8.80% 1-Yr, 1.56% 5-Yr, and 3.20% since inception (5/11/13).

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The Fund's investment objectives, risks, charges, and expenses must be considered carefully before investing. The prospectus contains this and other important information about the investment company, and it may be obtained by calling 1.855.LCFUNDS, or visiting www.LoCorrFunds.com. Read it carefully before investing.

Mutual fund investing involves risk. Principal loss is possible. The Funds invest in foreign investments and foreign currencies which involve greater volatility and political, economic and currency risks and differences in accounting methods. These risks are greater for emerging markets. The Funds may make short sales of securities, which involves the risk that losses may exceed the original amount invested. Investing in commodities may subject the Funds to greater risks and volatility as commodity prices may be influenced by a variety of factors including unfavorable weather, environmental factors, and changes in government regulations. Investing in derivative securities derive their performance from the performance of an underlying asset, index, interest rate or currency exchange rate. Derivatives can be volatile and involve various types and degrees of risks, and, depending upon the characteristics of a particular derivative, suddenly can become illiquid. Investments in debt securities typically decrease in value when interest rates rise. This risk is usually greater for longer-term debt securities. Investments in Asset-Backed, Mortgage-Backed, and Collateralized Mortgage-Backed Securities include additional risks that investors should be aware of such as credit risk, prepayment risk, possible illiquidity and default, as well as increased susceptibility to adverse economic developments.

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LC 5467 (3/23)

#### Agenda

- The Investment Landscape Has Changed
- Adapting Your Portfolio to the Changing World
- Solutions LoCorr's Sleeves of Low-Correlating Strategies



#### Partnering with LoCorr Funds

#### Why LoCorr Funds

- Exclusive focus on low-correlating assets that are designed to move independently of stocks and bonds it's the only thing we do
- Conduct comprehensive research on established institutional money managers through a rigorous due diligence process
- Consultative sales approach that focuses on education and training

#### MISSION

LoCorr Fund Management offers low-correlating investments that seek to reduce risk and increase returns in portfolios. As the name "LoCorr" implies, low correlation is a key tenet in portfolio risk management.

LoCorr is committed to providing liquid investment alternatives that will produce returns independently of those generated by traditional asset classes, such as stocks and bonds.



# The Investment Landscape Has Changed



#### How Much of Your Portfolio is Tied to the S&P 500?

#### **Maybe More Than You Think**

#### Correlations to the S&P 500 Index

	Value	Blend	Growth		
Large	0.97	1.00	0.97	International Stocks	0.89
Mid	0.95	0.96	0.94	Emerging Market Stocks	0.76
Small	0.89	0.91	0.89	High-Yield Bonds	0.75

Source: Morningstar Direct. 1/1/2008 – 12/31/2022 calculated using monthly data. Large Value represents the Russell 1000 Value Index which is an unmanaged index considered representative of large-cap stocks. Large Growth represents the Russell 1000 Growth Index which is an unmanaged index considered representative of large-cap growth representative of large-cap growth stocks. Medium Value represents the Russell Midcap Value Index which is an unmanaged index considered representative of mid-cap value stocks. Medium Blend represents the Russell Midcap Index which is an unmanaged index considered representative of mid-cap growth stocks. Small Value represents the Russell 2000 Value Index which is an unmanaged index considered representative of small-cap value stocks. Small Blend represents the Russell 2000 Growth Index which is an unmanaged index considered representative of small-cap value stocks. Small Blend represents the Russell 2000 Growth Index which is an unmanaged index considered representative of small-cap stocks. Small Blend representative of small-cap stocks. International Equities are represented by MSCI EAFE Index which was designed to measure the equity market performance of developed markets outside of the U.S. & Canada. Emerging Markets is represented by MSCI Emerging Markets Index that is designed to measure equity market performance in global emerging markets. High-Yield Bonds are represented by the Bloomberg Global High-Yield TR Index that provides a broad-based measure of the global high-yield fixed income markets. Past Performance does not guarantee future results.



#### Bonds May No Longer Provide Diversification

For the last four decades, bonds have been a ballast in portfolios. However, since a drawdown in bonds began in August of 2020, the diversification benefits they provide are in question.

#### **Performance of the Bloomberg US Aggregate Bond Index**

Leading up to curren	Since drawdown began:			
1 Year	3 Year	5 Year	Since Inception (1/3/1980)	8/7/20 - 12/31/22
8.92%	5.69%	4.54%	7.59%	-14.67%

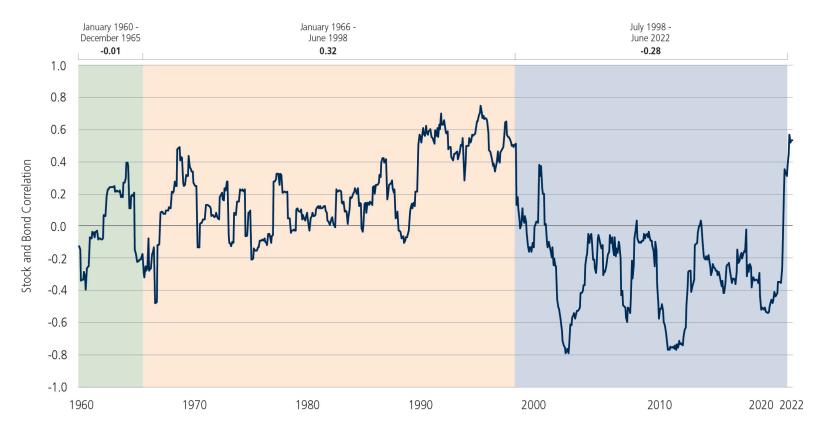
Annualized returns are through 8/6/20 to illustrate pre-drawdown returns.



#### Stocks and Bonds Are Becoming Correlated

- Since 1998, stocks and bonds have been negatively correlated.
- However, for the previous 30+ years they were positively correlated.

Stock & Bond Correlations - Positive & Negative Regimes - January 1, 1960, through December 31, 2022



Stocks are represented by the S&P 500 TR Index and bonds are represented by the 10-Year Treasury Constant Maturity Bond Index.

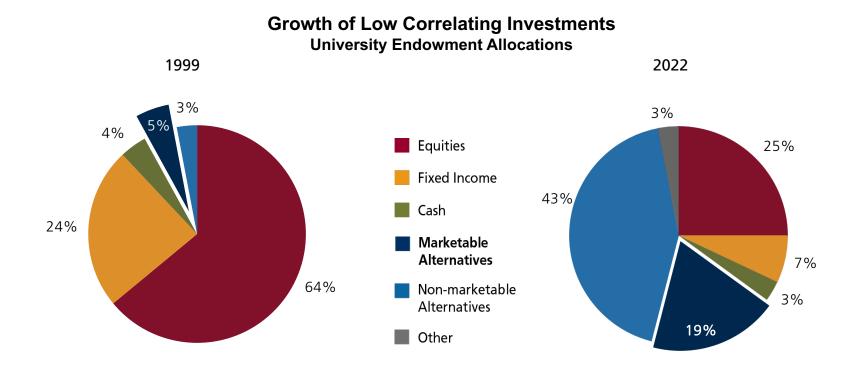


## The Evolution of Endowments



#### The Investment Landscape Has Changed

- Universities and endowments have been allocating assets to low-correlating investments for decades
- Broaden portfolio with low-correlating investments
- Goal: Enhance long-term performance with lower risk



Source: 2022 NACUBO-Common Fund Study of Endowments, NACUBO.org. Data is based on endowments with greater than \$1 billion in investment assets.



#### Poll

What do you think the average return was for an Ivy League endowment through fiscal year end (6/30/22)?



Yale's return was the only positive return among the Ivy League Endowments. As of 2022, alternative assets comprised about 59% of Yale's portfolio.

The 60/40 portfolio represents a portfolio consisting of 60% equities (S&P 500 TR Index), and 40% bonds (Bloomberg Barclays Aggregate Bond Index). Sources: 2022 NACUBO-Commonfund Study of Endowments, NACUBO.org. and https://yaledailynews.com/blog/2022/10/28/yale-endowment-return-outperforms-ivy-league/



#### Why Do They Do This?

#### Performance of a Traditional 60/40 Portfolio vs. Endowments

July 1, 1997 – June 30, 2022



Sources: Morningstar Direct, 2022 NACUBO-Commonfund Study of Endowments and www.nacubo.org. Data is based on endowments with greater than \$1 billion in investment assets. Time period analyzed is for the 2021 fiscal year, 7/1/1997 – 6/30/2022 (which is the latest data available). The 60/40 portfolio represents a portfolio consisting of 60% equities (S&P 500 TR Index), and 40% bonds (Bloomberg Barclays Aggregate Bond Index).



#### **Current Endowment Allocations**

As of 2022, endowment allocations to low-correlating assets were as follows:



67%



48%



51%



**55%** 



68%



**55%** 



<sup>1</sup> Source: 2022 NACUBO-Commonfund Study of Endowments, NACUBO.org. Data is based on endowments with greater than \$1 billion in investment assets.



#### Are Endowments that Different?

- Endowments have different buying power and staying power than the individual investor – and subsequently, different returns
- The investment objectives are often similar to those of individuals

**Endowment Objectives** 

Reduce Risk Increase Capital Steady Income Stream **Client Objectives** 

Reduce Risk
Preserve Capital
Upside Growth in the Market

Reduce risk and increase potential for positive returns



#### How to Position with Clients

- The investment landscape has changed
  - The 60/40 traditional portfolio may no longer give you the diversification benefits you seek
- Endowments have shown the way to true diversification by using low-correlating investments
- Focus on the potential benefits of the investment by seeking to:
  - Smooth out the returns
  - Create a "seatbelt" in your portfolio
  - Preserve capital
- Consider allocating a meaningful percentage of the portfolio



# Adapting Your Portfolio to the Changing World



#### A Recent Look

#### During the period of 1/1/2000 to 12/31/2021

- Stocks returned 7.53%
- Bonds returned 4.83%
- A diversified Stock / Bond portfolio returned 6.76%
- Traditional diversification has worked

## Has "traditional" diversification worked as interest rates have increased?

Source: Morningstar. Stocks are represented by the S&P 500 TR Index. Bonds are represented by the Bloomberg US Aggregate Bond Index. The diversified portfolio is represented by 60% S&P 500 TR Index and 40% Bloomberg US Aggregate Bond Index, rebalanced monthly.



#### A Closer Look

#### During the period of 1/1/2022 to 12/31/2022

- Stocks returned -18.11%
- Bonds returned -13.01%
- A diversified Stock / Bond portfolio returned -15.79%

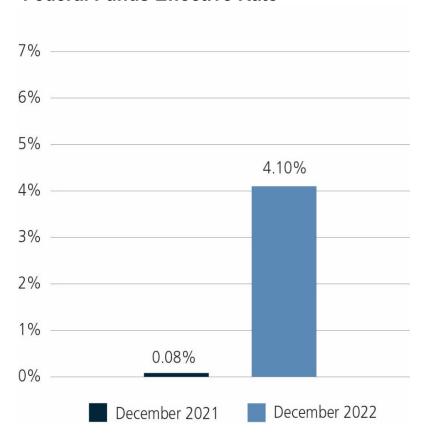
A sleeve of low-correlating strategies returned 4.04%

Source: Morningstar. Stocks are represented by the S&P 500 TR Index. Bonds are represented by the Bloomberg US Aggregate Bond Index. The diversified portfolio is represented by 60% S&P 500 TR Index and 40% Bloomberg US Aggregate Bond Index, rebalanced monthly. The Low-Correlating Sleeve is equally weighted between LoCorr Macro Strategies Fund (LFMIX), LoCorr Long/Short Commodities Strategy Fund (LCSIX), and LoCorr Dynamic Equity Fund (LEQIX), rebalanced monthly.

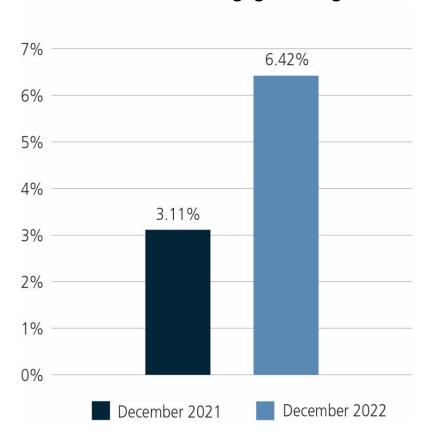


#### Rising Interest Rates

#### **Federal Funds Effective Rate**



#### **30-Year Fixed Rate Mortgage Average**



Sources: https://fred.stlouisfed.org



#### Poll: Higher Inflation

Which staple grocery item do you think has gone up in price the most over the last year?



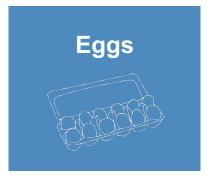
\$1.75, with an 11% increase



\$3.88, with a 19% increase



\$4.18, with a 16% increase



Correct, \$2.90 with a 57% increase year over year

Sources: https://www.bls.gov/charts/consumer-price-index/consumer-price-index-average-price-data.htm, https://www.usinflationcalculator.com/inflation/current-inflation-rates/#:~:text=The%20annual%20inflation%20rate%20for,ET., https://www.usinflationcalculator.com/inflation/historical-inflation-rates/



## It's Time to Build a Modern Portfolio



#### Poll

Remember inflation is nearing 8%. Is the 60/40...

Challenged

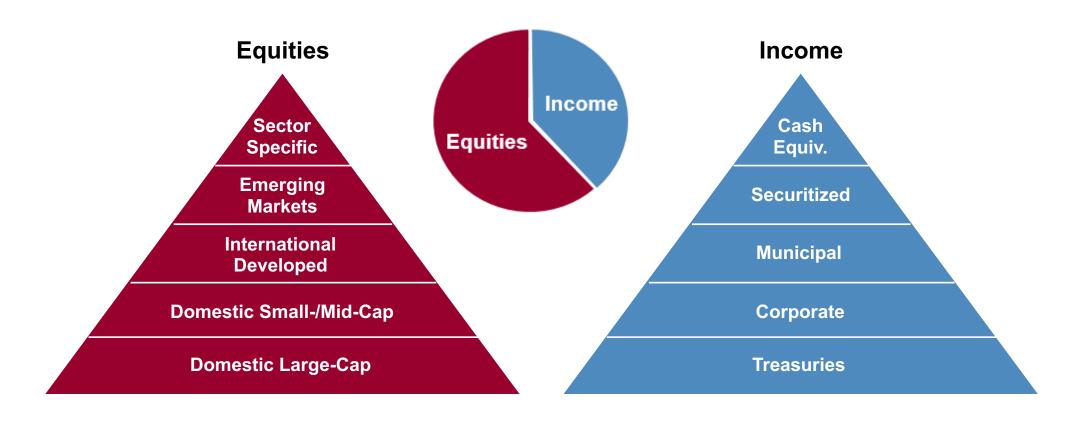
Room to Improve

**Fully Back** 



#### Current 60/40

#### **The Traditional Two-Dimensional Portfolio**





#### Change Is Needed



#### The Third Dimension

# Low-Correlating Strategies • Lower correlation to other equity classes in the portfolio • May provide a buffer in down markets • Lower correlation to bond holdings in the portfolio • May provide a hedge against rising interest rates • Low correlation to both stocks and bonds • May provide exposure to additional asset classes and strategies

This allocation may not be suitable for all investors.



#### How To Make The Change

#### The Third Dimension

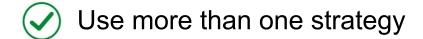
#### **Low-Correlating Strategies Example Strategies Event Driven Equity Private Equity** Long/Short Equity **Enhancers** Absolute Return Pass-Through **Income Enhancers** Long/Short Credit Securities **Managed Futures Market Neutral Diversifiers** Commodities **Global Macro**

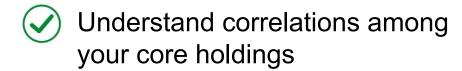
This allocation may not be suitable for all investors.



#### Do's and Don'ts for Adding Low-Correlating Strategies







- Know your alternatives managers
- Allocate enough to make a difference
- Be clear on why you own it



- Invest based on back-tested data or hypothetical returns
- Sell low-correlating strategies when the stock market is hot
- Go exclusively for the lowest cost provider
- X Try to time market cycles
- Lose sight of risk management



# The Value of a Sleeve of Low-Correlating Strategies



#### Performance

As of December 31, 2022	1-Year	3-Year	5-Year
Low-Correlating Sleeve	4.04%	7.04%	5.27%
60/40 Portfolio	-15.79%	3.83%	5.96%
Bloomberg US Aggregate Bond Index	-13.01%	-2.71%	0.02%
S&P 500 Index	-18.11%	7.66%	9.43%

The Low-Correlating Sleeve is equally weighted between LoCorr Macro Strategies Fund (LFMIX), LoCorr Long/Short Commodities Strategy Fund (LCSIX), and LoCorr Dynamic Opportunity Fund (LEQIX), rebalanced monthly. The 60/40 Portfolio represents a 60% allocation in the S&P 500 TR Index and a 40% allocation in the Bloomberg US Aggregate Bond Index, rebalanced monthly.

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#### Consistency of Returns

#### Calendar Year Performance

	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013*
Low-Correlating Sleeve	4.04%	9.70%	7.46%	6.68%	-1.19%	4.09%	9.73%	8.38%	7.08%	3.13%
60/40 Portfolio	-15.79%	15.86%	14.73%	22.18%	-2.35%	14.21%	8.31%	1.28%	10.62%	8.20%
Bloomberg US Aggregate Bond Index	-13.01%	-1.54%	7.51%	8.72%	0.01%	3.54%	2.65%	0.55%	5.97%	-1.12%
S&P 500 Index	-18.11%	28.71%	18.40%	31.49%	-4.38%	21.83%	11.96%	1.38%	13.69%	14.75%

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<sup>\*</sup>Since common inception 6/1/2013.

#### Portfolio Statistics

#### Risk/Return Statistics

June 1, 2013 – December 31, 2022	Correlation	Beta	Standard Deviation	Sharpe Ratio	Up Capture	Down Capture	Max Drawdown
Low-Correlating Sleeve	0.55	0.20	5.52	0.95	31.34	15.59	-5.00%
60/40 Portfolio	0.99	0.63	9.59	0.72	63.39	62.11	-20.10%
Bloomberg US Aggregate Bond Index	0.28	0.08	4.14	0.10	7.89	6.01	-17.18%
S&P 500 Index	1.00	1.00	15.00	0.74	100.00	100.00	-23.87%

#### Time Period 6/1/13-12/31/22.

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#### Return and Max Drawdown

#### 60/40 vs. 60/20/20

June 1, 2013 – December 31, 2022	Return	Max Drawdown
60/40	7.52%	-20.10%
60/20/20	8.52%	-16.89%
S&P 500 Index	11.47%	-23.87%
Bloomberg US Aggregate Bond Index	1.20%	-17.18%
Low-Correlating Sleeve	6.12%	-5.00%

Source: Morningstar. Calculated using monthly data. The 60/40 Portfolio represents a 60% allocation to S&P 500 TR Index and a 40% allocation to Bloomberg US Aggregate Bond Index, rebalanced monthly. The 60/20/20 is presented by 60% S&P 500 TR Index, 20% Bloomberg US Aggregate Bond Index, 6.7% LoCorr Macro Strategies Fund (LFMIX), 6.7% LoCorr Long/Short Commodities Strategy Fund (LCSIX), and 6.7% LoCorr Dynamic Equity Fund (LEQIX), rebalanced monthly. The Low-Correlating Sleeve is equally weighted between LoCorr Macro Strategies Fund (LFMIX), LoCorr Long/Short Commodities Strategy Fund (LCSIX), and LoCorr Dynamic Equity Fund (LEQIX), rebalanced monthly.

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#### Number of Rolling Periods

As of December 31, 2022	Number of Rolling 1-Yr Periods	% of Positive Periods	% of Negative Periods	Best 12 Month Period	Worst 12 Month Period	Average
Low-Correlating Sleeve	104	94%	6%	18%	-2%	7%
Bloomberg US Aggregate Bond Index	104	69%	31%	12%	-16%	2%

As of December 31, 2022	Number of Rolling 2-Yr Periods	% of Positive Periods	% of Negative Periods	Best 24 Month Period	Worst 24 Month Period	Average
Low-Correlating Sleeve	92	100%	0%	13%	1%	6%
Bloomberg US Aggregate Bond Index	92	83%	17%	9%	-8%	2%

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## LoCorr's Sleeves of Low-Correlating Strategies



#### Sleeves of Low-Correlating Solutions

Portfolio Diversifier + Equity Portfolio Diversifier + Income Provide diversification with income, while Participate in rising equity markets, while also providing meaningful diversification buffering against inflation **Hedged Growth Sleeve Hedged Income Sleeve** Seeks to provide: Seeks to provide: · Reduced portfolio volatility · Meaningful diversification • A complement to long-only equities · A consistent monthly dividend Low correlation to stocks and bonds A smooth return stream · Downside risk mitigation · Risk mitigation in rising interest rate environment 0.54 0.60 0.95 0.78

\*Time Period 1/1/14-12/31/22. Calculated using monthly data. Source: LoCorr Distributors

**LFMIX** 

33%

LCSIX



33%

**LFMIX** 

33%

LCSIX

33%

**LSPIX** 

33%

### **Summary**



#### Summary

- The investment landscape has changed and the 60/40 may no longer provide the performance and risk mitigation you need.
- It's time to modernize your portfolio with the 60/20/20.
- We have found that by blending low-correlating strategies, portfolios can deliver a more consistent return stream and provide for a smoother ride.



#### Disclosure

#### **INDEX DEFINITIONS**

BLOOMBERG U.S. AGGREGATE BOND INDEX: is an index of the U.S. investment-grade fixed-rate bond market, including both government and corporate bonds.

BLOOMBERG GLOBAL HIGH-YIELD TR INDEX: provides a broad-based measure of the global high-yield fixed income markets.

S&P 500 TOTAL RETURN INDEX: An unmanaged, market value-weighted index measuring the performance of 500 U.S. stocks chosen for market size, liquidity, and industry group representation. Includes the reinvestment of dividends.

RUSSELL 1000® INDEX: is an unmanaged index considered representative of large-cap stocks.

RUSSELL 1000® VALUE INDEX: is an unmanaged index considered representative of large-cap value stocks.

RUSSELL 1000® VALUE INDEX: is an unmanaged index considered representative of large-cap growth stocks.

RUSSELL 2000® INDEX: measures the performance of the 2,000 smallest companies in the Russell 3000® Index, which represents approximately 8% of the total market capitalization of the Russell 3000 Index. It serves as a benchmark for small-cap stocks in the United States.

RUSSELL 2000® VALUE INDEX: is an unmanaged index considered representative of small-cap value stocks.

RUSSELL 2000® GROWTH INDEX: is an unmanaged index considered representative of small-cap growth stocks.

RUSSELL MIDCAP INDEX: is an unmanaged index considered representative of mid-cap stocks.

RUSSELL MIDCAP VALUE INDEX: is an unmanaged index considered representative of mid-cap value stocks.

RUSSELL MIDCAP GROWTH INDEX: is an unmanaged index considered representative of mid-cap growth stocks

MSCI EAFE INDEX: is an unmanaged weighted index that measures overseas equity markets.

MSCI EMERGING MARKETS INDEX: is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. MSCI Emerging Markets Index consists of 21 Emerging Market country indices.



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