HORIZON INVESTMENTS®

Company Overview

Horizon Investments is a goals-based investment manager and think tank. We build goals-based investment strategies, construct cutting-edge planning tools and conduct investment research that empower financial advisors to help their clients achieve their individual, real world financial goals.

Founded in 1995, Horizon started out as a Registered Investment Advisor. We understand firsthand the challenges advisors and their clients face in pursuing a goals-based financial plan. We are dedicated to surmounting those hurdles. It's that drive which powers everything we do. Our investment process balances quantitative expertise with a qualitative perspective. The investment management team - made up of experienced portfolio managers, and seasoned academics and research analysts - pursue forward-looking strategies to address the myriad challenges investors face as they seek to grow their wealth. Financial advisors turn to Horizon for innovative risk mitigation and retirement income strategies. The firm's **GAIN PROTECT SPEND**® framework has been a cornerstone of Horizon's portfolio construction process for over a decade.

Mission
Empower the advisor to help people reach their financial goals

Core Values
Foster Unity
Drive Ingenuity
Build Community
Display Gratitude
Have Fun

Goals-Based
Strategies designed to accumulate, preserve and distribute wealth

QUICK FACTS

EST. 1995

Founded in 1995 and headquartered in Charlotte, North Carolina

Modern, goals-based investment manager, offering people innovative solutions to help achieve their financial goals

Sophisticated investment strategies implemented by a seasoned management team

An investment team comprised of experienced and credentialed portfolio managers, Ph.D.s and CFAs

Entrenched relationships with financial advisors and broker-dealers across the nation

Robust technology to complement a differentiated product suite

INDUSTRY RECOGNITION

For complete information on the following please visit horizoninvestments.com/awards/

Money Management Institute / Barron's	*Asset Manager of the Year* (≤$25B AUM)	2019
Money Management Institute / Barron's	*Asset Manager of the Year* (≤$25B AUM)	2018
Envestnet / Investment Advisor	*Strategist of the Year*	2018
Envestnet / Investment Advisor	*Manager of the Year*	2018
Money Management Institute	*Emerging Manager of the Year*	2016 | 2014

HORIZON'S UNIQUE GOALS-BASED FRAMEWORK

Drive outcomes across the curve.

To us, investment management changes in a goals-based world. That means optimizing portfolios to match a person's changing goals and risks along the investment journey.

STAGE GAIN

In this stage, we believe investors typically have sufficient time to withstand market fluctuations. As such, the main risk during this stage is volatility. Client portfolios should be allocated according to their risk temperament and their expectations for investment returns and volatility.

DESIRED OUTCOME
Accumulation

PRIMARY RISK
Volatility

TYPICAL PLANNING HORIZON
10 to 15+ years

TRADEOFF DECISION(S)
High Risk & Returns;
Low Risk & Returns

MAIN ALLOCATION DECISION POINTS
Active Domestic or Intl Equity & Fixed Income

STAGE PROTECT

In this stage, we believe investors are focused on preserving the wealth they've worked to accumulate. While volatility is still a risk in this stage, a portfolio cannot be assumed to have sufficient time to recover from potentially large losses, and should be optimized to manage drawdowns and reduce emotional decisions.

DESIRED OUTCOME
Preservation

PRIMARY RISK
Catastrophic Portfolio Loss

TYPICAL PLANNING HORIZON
5 to 7 years

TRADEOFF DECISION(S)
Growth;
Up-Capture Drag

MAIN ALLOCATION DECISION POINTS
Mitigating and managing drawdowns

STAGE SPEND

In this stage, we believe investors are focused on making sure their portfolios will generate sufficient funds to support distributions that will stretch over many years. This means the primary risk for clients is longevity, so portfolios should aim to reduce the risk of running out of money.

DESIRED OUTCOME
Distribution

PRIMARY RISK
Longevity, Depleting Funds

TYPICAL PLANNING HORIZON
15+ years

TRADEOFF DECISION(S)
Liquid vs Guaranteed Income;
Legacy Wealth

MAIN ALLOCATION DECISION POINTS
Managing inflation, replenishing spending and market risk

HORIZON INVESTMENTS®

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