



CELEBRATING A MILESTONE: OUR 10-YEAR PERFORMANCE ANNIVERSARY

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This past September marked a significant milestone for Hillside Wealth, as we celebrated the 10-year performance anniversary of our three flagship portfolios: Hillside Conservative Growth, Balanced Growth, and Focus Growth.

Back in 2014, I made the bold decision to “rip the Band-Aid off,” committing to managing clients’ money the same way I manage my own: by holding a **concentrated portfolio of exclusively high-quality businesses**. Alongside this, I reduced management fees across the board and introduced a performance bonus structure—tying a portion of my/our income directly to the success of the portfolios.

Perhaps the toughest decision was how to structure Hillside in a way that truly made sense for our clients and us. It led to a division of roles where I focused entirely on research and portfolio management, while Mike took on the client-facing and planning responsibilities. It was a big career risk at the time, but in hindsight, my only regret is not making these changes sooner! At Hillside, we embrace challenges and don’t shy away from hard work, so being “under the gun” suits us perfectly.

We are deeply grateful for the opportunity to make a meaningful impact on our clients’ lives, and we truly believe our best work is still ahead of us. Exciting times!

In the following pages, we have included a couple of illustrations summarizing the 10-Year Performance of Hillside’s Balanced Growth and Focused Growth models.

Here are some key stats that highlight our growth over the past decade:

	02-Sep-14	02-Sep-24
Assets	\$30,000,000	\$250,000,000
Hillside Team Members	2	8
Households	40	350
% in Conservative Growth	28%	4%
% in Balanced Growth	58%	73%
% in Focus Growth	12%	20%
#1 Holding	CSU (\$270/share)	CSU (\$4,300/share)

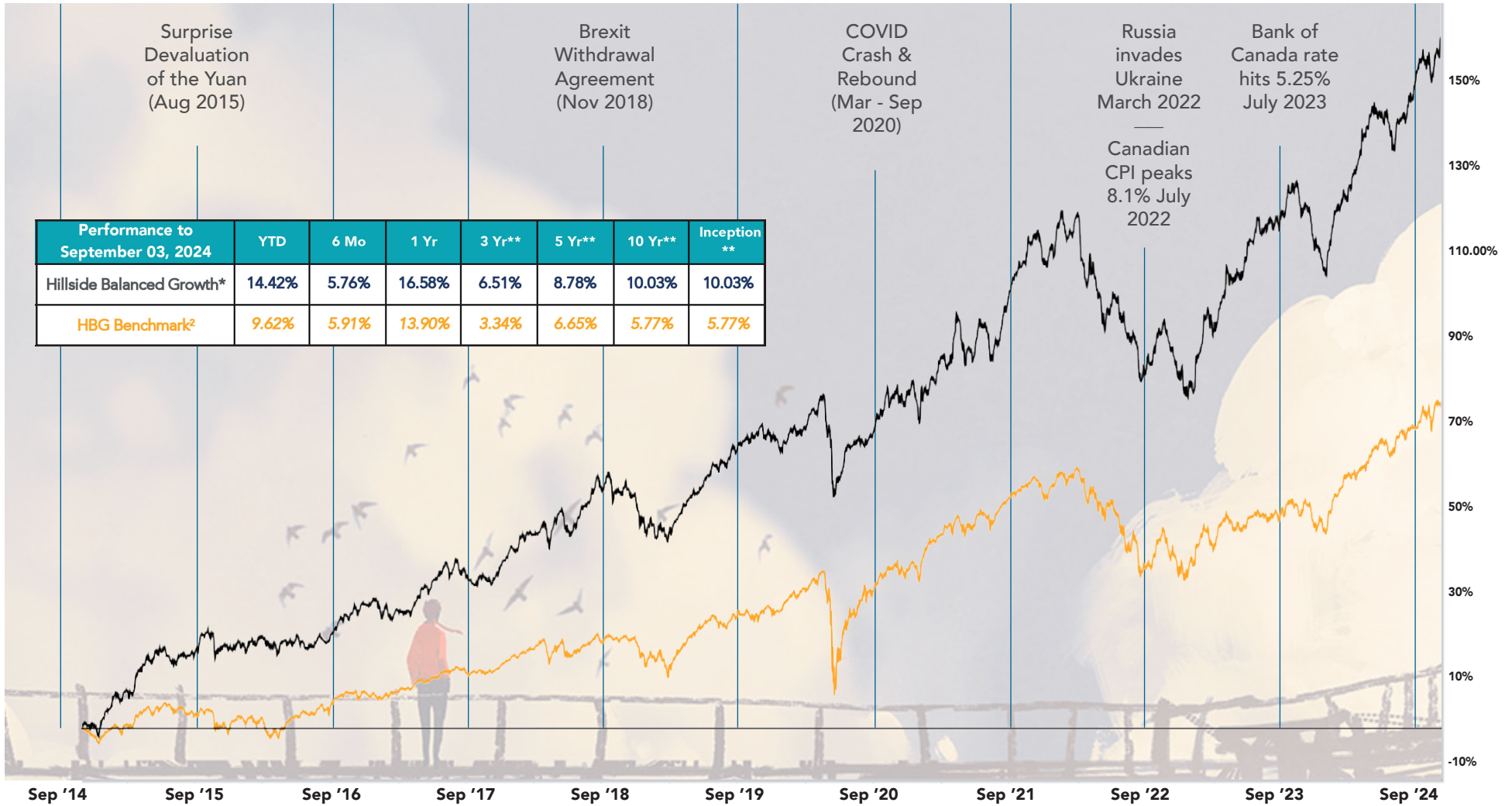
BALANCED GROWTH PORTFOLIO STATS (2014/09/02 - 2024/09/03):

- CAGR before fees: 10.03%
- CAGR after 1.7% fee: 8.33%
- CAGR Benchmark: 5.77%
- # of positive years: 8
- # of years outperforming benchmark: 8
- Largest annual gain: 17.94% (2023)
- Largest annual loss: 12.28% (2022)
- % of winning months: 66.67%
- Average monthly gain: 2.29%
- Average monthly loss: -2.06%
- Maximum drawdown (peak to trough): 19.99% (Nov 2021 - Oct 2022)
- Recovery from maximum drawdown: 20 months

We look forward to continuing this journey, striving for excellence in everything we do!

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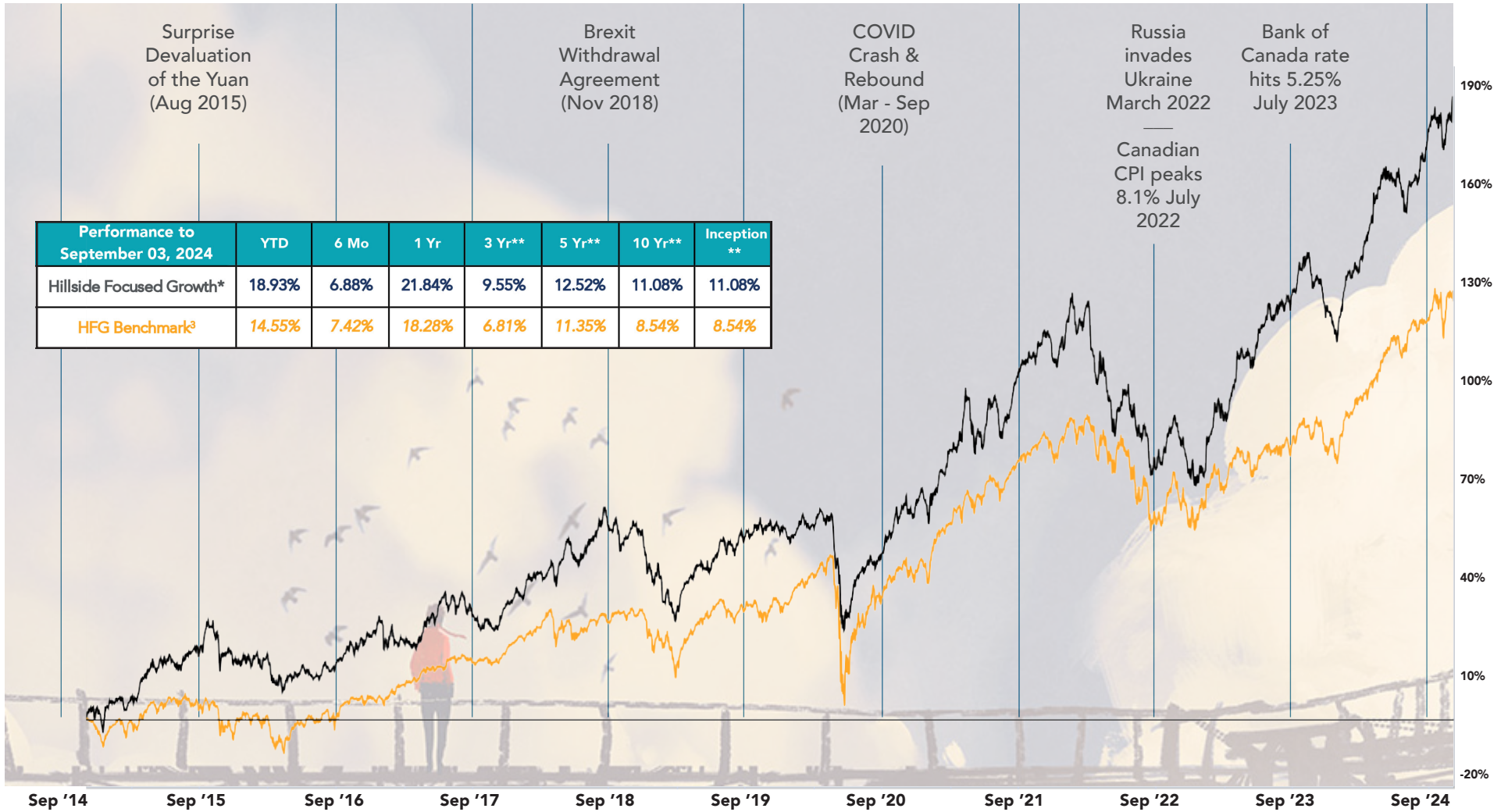
2014 (3mo) 8.58% 2015 11.41% 2016 5.00% 2017 14.63% 2018 1.12% 2019 15.27% 2020 9.87% 2021 17.87% 2022 -12.28% 2023 17.94% 2024 YTD 14.42%



— Hillside Balanced Growth — Balanced Benchmark

Past performance is not an indication of future returns. * Performance is presented gross of fees.
**Inception: Sept 2, 2014. Results beyond 1 year are annualized. ² Hillside Balanced Growth Benchmark: 100% Vanguard Balanced ETF (VBAL)

2014 (3mo) 6.26% 2015 10.15% 2016 4.29% 2017 18.18% 2018 -7.08% 2019 17.43% 2020 15.02% 2021 24.33% 2022 -15.18% 2023 24.45% 2024 YTD 18.93%



— Hillside Focused Growth — Balanced Benchmark

Past performance is not an indication of future returns. * Performance is presented gross of fees.
**Inception: Sept 2, 2014. Results beyond 1 year are annualized. ³ Hillside Focused Growth Benchmark: 100% Vanguard All-Equity ETF (VEQT)