



Opportunity Portfolio 3rd Quarter, 2021

The Opportunity Portfolio Composite was up 0.16%, net of fees, for the quarter; this result was slightly behind the 0.58% gain for the S&P 500 Index and the 0.35% gain for the S&P 1500 Index.¹ For the year-to-date, the Portfolio Composite is up 14.02%, net of fees. This is behind the 15.92% of the S&P 500 Index and the 16.02% of the S&P 1500 Index.

The portfolio's blend of small, mid, and large capitalization companies has not kept up with the large capitalization averages this year. Small and mid-capitalization stocks are generally more volatile, which hopefully works both ways, and we like our positions, obviously. As we discuss below, higher Government bond yields have normally been positive for broader equity market participation (beyond seemingly fail-safe large capitalization technology companies), including potential outperformance by small and mid-capitalization companies. We try to pick stocks that can perform in a variety of economic conditions, but our diversification beyond the ultra-popular large capitalization technology stocks would most likely benefit from higher bond yields, which may be in the works.

The Portfolio²

This quarter we purchased two new positions and liquidated one long-term holding.

Alibaba (BABA): We liquidated Alibaba in August and used the proceeds to buy Magnite (discussed below). We thought, incorrectly, that the fine BABA paid to the Chinese Government in April was the end of the government's crackdown of that specific company, and the focus would return to BABA's strong fundamentals and attractive valuation. Unfortunately, BABA and other Chinese technology companies have remained in the regulatory cross-hairs, and these stocks continue to decline. We did not have confidence that we could reasonably discount the risks posed to BABA by Chinese Communist Party (CPC) interference, including the odds that the CPC will eventually require Chinese companies to delist from foreign exchanges.

Purchases during the quarter include the following:

Magnite, Inc. (MGNI): In August we used the cash produced from the sale of BABA to initiate a new position in Magnite, which provides a technology solution to automate the purchase and sale of digital advertising inventory. In layman's terms, MGNI operates as a broker of sorts for people looking to buy ad space. MGNI has developed a platform for advertising companies to easily, efficiently and effectively buy ad space on the internet and television. Importantly, MGNI sells ad space in the growing internet-based video/television market (Hulu, Netflix, Fubo TV, etc.). The company is growing organically and via acquisitions, has a good margin profile, and, importantly, has a long runway for growth, in our opinion.

¹Past performance is no guarantee of future results, and no representation is made that results similar to those shown or discussed can be achieved. To receive a complete list and description of Investment Management of Virginia, LLC's composites and/or a GIPS report that adheres to the Global Investment Performance Standards (GIPS), contact Investment Management of Virginia at (804) 643-1100.

²The transactions/securities discussed in this section are generally portfolio-wide transactions for the accounts in this Portfolio and have not been selected by any performance criteria. It should not be assumed that all accounts in the Portfolio had the same transactions or that transactions in the future will be as profitable or will equal the performance of the securities mentioned.

American Woodmark Corp. (AMWD): In September we initiated a new position in American Woodmark. AMWD manufactures and sells cabinets into the new home construction and home remodel markets. The company offers a wide range of products (entry level, out of the box all the way to custom), selling to local, regional and national homebuilders directly, as well as in the home center channels. The company reported weaker-than-expected second quarter results, and we used the weakness in shares to start our position. Given the strong housing demand, AMWD is also seeing record demand and is growing its backlog, but profitability is being temporarily impacted by rising hardwood costs, labor availability and cost inflation, and supply chain constraints. The company has raised pricing to cover the additional costs, but given the lag in order versus delivery times, the higher prices will not show up in the financials for another two quarters. We are encouraged by the overall demand trends, pricing power, and steps management is taking to alleviate some of its labor and supply chain bottlenecks. We think results will “normalize” early next year.

The Equity Market

The quarter just-ended felt normal for a change and included the first down month (September) for the U.S. equity market since January of this year. The established trends of the last decade reemerged: growth generally outperformed value, and large capitalization stocks outperformed smaller companies. In general, the bond market has forecast the equity market pretty well over the last 18 months (during the Covid pandemic). When the yield on the 10-Year U.S. Treasury bond starts climbing, better relative performance by economically sensitive companies and sectors has usually followed like an obedient hound. When the 10-Year U.S. Treasury yield sinks (because investors are fearful and are buying the safety of U.S. Government bonds), equity market leadership has reverted to secular growth companies, large capitalization technology in particular.

The meandering market in the third quarter reflected uncertainty among investors. Long-term equity investors have decades of broad market results indicating that optimism on equities is the odds-on play, but the list of concerns right now is enough to make even the most cavalier equity investor think twice. The U.S. Department of Defense now identifies Global Warming as our main strategic threat. In addition to that frightening phenomenon, we have a raw cultural (and economic) divide in the U.S. which gums up our political processes and may threaten the Constitution. We are grappling with worrisome inflation trends while our Federal Reserve is in tumult: two Fed bank presidents just stepped down after making questionable personal trades, and Sen. Elizabeth Warren just called Fed. Reserve Chairman Jay Powell “a dangerous man”. President Xi of China seems to be the truly dangerous man, but we, the U.S., have spent (wasted) much of our power projection capacity in Afghanistan and are pulling in our nets right when our economic and military might are requested around the world. And then there is the pandemic, which remains tragic, polarizing, and damaging to the economy.

Given the recent strength in U.S. Government bond yields, we are hopeful that the worrisome issues mentioned above are mostly discounted by the equity market and that relatively higher bond yields presage a broadening, positive equity market, including better relative performance from small capitalization stocks.³ That outlook puts us squarely in the perennially crowded “cautiously

³ Tom Bowley, StockCharts.com, 9/30/2021

optimistic” camp of investment advisors. But, the sheer length of this generally strong equity market, along with very low absolute levels of bond yields, put us on the cautious side of cautiously optimistic. Market timing is a loser’s game, and we reject the urge to raise cash in an attempt to jump in at a better time. Nevertheless, as we have said before, sometimes prematurely, this is probably a good time to complement a long-term equity investment strategy with a solid balance sheet.

INVESTMENT MANAGEMENT OF VIRGINIA, LLC
 OPPORTUNITY PORTFOLIO COMPOSITE
 ACCOMPANYING NOTES

Year ^A	Total Return Gross (Percent)	Total Return Net ^B (Percent)	Benchmark S&P 1500 (Percent)	Benchmark S&P 500 (Percent)	Composite 3 Yr. St. Dev. Gross ^C (Percent)	Benchmark S&P 1500 3 Yr. St. Dev. ^C (Percent)	Benchmark S&P 500 3 Yr. St. Dev. ^C (Percent)	Number of Accounts	Composite Dispersion Gross ^C (Percent)	Composite Assets End of Period (Millions)	Strategy Assets End of Period ^D (Millions)	Model Assets End of Period ^D (Millions)	Non-Fee Paying Composite Assets End of Period (MM)	Percentage of Non-Fee Paying Composite Assets	Total Firm Assets End of Period (Millions)
2011	-4.39	-4.85	1.75	2.11	25.44	19.06	18.70	13	1.21	18.28	114.93	N/A	0.00	0.00%	409.51
2012	46.98	46.27	16.17	16.00	22.60	15.39	15.09	15	3.09	26.82	173.34	N/A	0.00	0.00%	526.95
2013	44.66	43.89	32.80	32.39	20.10	12.24	11.94	22	1.99	40.79	264.32	13.60	0.29	0.71%	697.44
2014	-33.00	-33.42	13.08	13.69	18.11	9.12	8.98	28	1.64	41.63	142.45	13.16	0.19	0.47%	549.17
2015	-12.26	-12.75	1.01	1.38	17.38	10.49	10.48	71	1.47	59.56	110.71	3.76	1.16	1.95%	437.32
2016	22.26	21.60	13.03	11.96	17.12	10.66	10.59	70	1.09	82.87	129.75	3.30	1.21	1.46%	484.18
2017	7.01	6.42	21.13	21.83	15.23	9.92	9.92	66	0.89	74.32	123.23	1.89	2.83	3.80%	491.22
2018	-5.87	-6.36	-4.96	-4.38	17.86	10.99	10.80	72	0.74	75.67	105.74	1.10	5.30	7.01%	448.68
2019	20.04	19.45	30.90	31.49	19.06	12.11	11.93	69	1.40	87.91	119.48	0.87	6.12	6.96%	509.85
2020	14.95	14.38	17.92	18.40	22.61	18.89	18.53	63	0.88	93.71	127.19	0.29	6.73	7.18%	528.62
*2021	14.44	14.02	16.02	15.92	N/A	N/A	N/A	57	N/A	100.49	149.54	0.15	8.64	8.59%	589.05

* 2021 performance returns are for the period ending 9/30/21.

A. Inception of the composite was 3/31/99. Creation of the composite was 3/31/99.

B. Fee schedule: 1.00% per annum on the first \$1 million of assets; 0.75% per annum on assets greater than \$1 million. Fees are negotiable.

C. N/A for the current year signifies that the information is not available until year end. N/A for previous years signifies that the information was not required.

D. Supplemental information. In addition to composite assets, strategy assets include separately managed accounts that do not meet the criteria for inclusion in the composite and wrap accounts. Opportunity Portfolio model assets are managed by other firms based on model portfolios submitted by IMVA.

Investment Management of Virginia, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein. Investment Management of Virginia, LLC has been independently verified for the periods January 1, 1993 through June 30, 2021. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. The Opportunity Portfolio composite has had a performance examination for the periods March 31, 1999 through June 30, 2021. The verification and performance examination reports are available upon request.

1. Basis of GIPS Report

Investment Management of Virginia, LLC ("IMVA") is a registered investment adviser under the Investment Advisors Act of 1940. IMVA was originally established as Scott & Stringfellow Capital Management, Inc., a division of Scott & Stringfellow, in 1982. In March 1999, Scott & Stringfellow became a wholly owned subsidiary of Branch Banking & Trust Company (BB&T). IMVA became an independent investment adviser in July of 2000 when the principals of Scott & Stringfellow Capital Management, Inc. purchased IMVA from BB&T. Total firm assets exclude model programs. Additionally, as supplemental information, as of September 30, 2021, the firm provides models to programs managing a total of approximately \$0.15 million in assets based on those models (this figure includes the Opportunity Portfolio model assets and all other model portfolio assets at IMVA).

2. Composite Criteria

The Composite consists of institutional, endowment, retirement, and individual accounts. Tax-exempt and taxable accounts are included. The Composite seeks a strong total return through capital appreciation in small, medium, and large capitalization companies, including use of ETFs. The primary investment criteria are strong upside potential at a reasonable price. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Performance results of the Composite are based on U.S. dollar returns.

3. Calculation Methodology

The Composite results are time-weighted rates of return net of commissions, custodial fees, and any other expenses incurred in the management of accounts. Accounts may be shown gross or net of withholding taxes on foreign dividends based on the custodian. These returns have been presented both gross and net of investment advisory fees. Quarterly composite rates of return, which are net of investment advisory fees, are calculated at the account level. Net performance returns have been calculated by reducing gross performance returns by the actual investment management fees charged. The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year. Policies for valuing investments, calculating performance, and preparing GIPS reports are available upon request.

4. Comparison with Market Index

Results of the Composite are shown compared to the Standard & Poor's 1500 Index and to the Standard & Poor's 500 Index. The Standard & Poor's 1500 Index is a combination of the S&P 500, S&P MidCap 400, and S&P Small Cap 600 indices. This creates a broad market portfolio representing 90% of the U.S. equities. The S&P 1500 Index was added as a benchmark in January 2006. Performance has been linked in the same manner as the Opportunity Portfolio Composite. The Standard & Poor's 500 Index is a capitalization-weighted index, and is calculated based on a total return basis with dividends reinvested. The Standard & Poor's 500 Index is a capitalization-weighted index of 500 blue-chip U.S. companies representing the industrial, transportation, utility, and financial sectors with heavy emphasis on the industrial sector. The returns for these unmanaged indexes do not include any transaction costs, management fees, or other costs. The information contained in this material is based on data we have obtained from third party sources. While this information has been obtained from sources we believe to be reliable, we do not guarantee, nor are we responsible for, the accuracy, completeness, or timeliness of the information provided in this GIPS report.

5. SEC Advertising Disclosure Footnotes

All performance composite returns are reported net and gross of investment advisory fees charged by Investment Management of Virginia, and reflect the reinvestment of dividends and other earnings. The investment returns will be reduced by commissions, custodial fees, and any other expenses incurred in the management of accounts. Accounts may be shown gross or net of withholding taxes on foreign dividends based on the custodian. Net performance reflects the deduction of actual quarterly fees for each account in the composite. Gross of fees performance returns are presented before investment management fees.

6. Additional Information

A GIPS report of any composite and/or a list of all composite descriptions is available upon request. Such inquiries should be addressed to George McVey, Investment Management of Virginia, LLC, 919 E. Main Street, Suite 1600, Richmond, Virginia 23219, or contact him through email at gmcvey@imva.net.

Past performance is no guarantee of future results, and no representation is made that results similar to those shown can be achieved. All portfolios have the potential of profit and/or loss on the investment securities.