

### **Opportunity Portfolio**

### **THE PORTFOLIO:**

**Inception:** March 31, 1999

**Investment Style:** Blend of value and growth investing; all capitalization (small, medium, and large

capitalization companies considered).

IMVA's Opportunity Portfolio invests in equity securities that, in the opinion of the portfolio managers, represent unique opportunities for capital appreciation. Considerable appreciation potential at an attractive price is the primary investment criterion, and both value and growth companies are considered for purchase. Typical investment attributes include reasonable price/earnings multiples relative to projected earnings and cash flow growth, strong or improving profit margins, a solid financial position, and impressive management. "Insider" transactions, stock buy-backs, effective use of innovative technologies, exposure to international markets, and identifiable catalysts for change are other important considerations.

The portfolio managers rely on personal contact with management (when possible), published financial reports, analyst meetings and conferences, and the advice of securities analysts with proven knowledge of a company and its industry. Some sectors are more heavily weighted than others based on the managers' judgment that certain industries are substantially more attractive than others at any given time.

The Opportunity Portfolio investment range includes small, medium, and large capitalization companies, including exchange traded funds (ETFs). Over time, each account owns approximately the same stocks in similar percentages. The Portfolio generally holds 20 to 30 positions in each account.

The Opportunity Portfolio employs a highly concentrated investment style and will normally produce results that are considerably more volatile than those of the broader market. Consequently, the Portfolio may be appropriate for long-term, risk tolerant investors.

The Opportunity Portfolio uses the S&P 500 and the S&P 1500 indices as its benchmarks.\*

<sup>\*</sup>The S&P 1500 index was added in January, 2006.

### **Opportunity Portfolio Composite**

\*Performance Results

Period Period	Gross Opportunity	Net Opportunity	S&P 1500	S&P 500
3/31/99-12/31/99	63.8%	63.4%	16.0%	15.3%
Annual 2000	-48.9%	-49.2%	-7.0%	-9.1%
Annual 2001	-4.7%	-5.2%	-10.6%	-11.9%
Annual 2002	-21.7%	-22.1%	-21.3%	-22.1%
Annual 2003	46.4%	45.6%	29.6%	28.7%
Annual 2004	17.2%	16.6%	11.8%	10.9%
Annual 2005	16.1%	15.4%	5.7%	4.9%
Annual 2006	18.7%	18.0%	15.3%	15.8%
Annual 2007	9.8%	9.2%	5.5%	5.5%
Annual 2008	-29.4%	-29.8%	-36.7%	-37.0%
Annual 2009	53.6%	52.9%	27.3%	26.5%
Annual 2010	32.9%	32.3%	16.4%	15.1%
Annual 2011	-4.4%	-4.9%	1.8%	2.1%
Annual 2012	47.0%	46.3%	16.2%	16.0%
Annual 2013	44.7%	43.9%	32.8%	32.4%
Annual 2014	-33.0%	-33.4%	13.1%	13.7%
Annual 2015	-12.3%	-12.8%	1.0%	1.4%
Annual 2016	22.3%	21.6%	13.0%	12.0%
1 <sup>st</sup> Qtr '17	-1.7%	-1.8%	5.7%	6.1%
2 <sup>nd</sup> Qtr '17	5.3%	5.1%	3.0%	3.1%
3 <sup>rd</sup> Qtr '17	4.0%	3.8%	4.4%	4.5%
4 <sup>th</sup> Qtr '17	-0.5%	-0.7%	6.5%	6.6%
Annual 2017	7.0%	6.4%	21.1%	21.8%
1 <sup>st</sup> Qtr '18	3.0%	2.9%	-0.7%	-0.8%
2 <sup>nd</sup> Qtr '18	10.9%	10.8%	3.7%	3.4%
3 <sup>rd</sup> Qtr '18	7.6%	7.4%	7.4%	7.7%
4 <sup>th</sup> Qtr '18	-23.4%	-23.5%	-14.0%	-13.5%
Annual 2018	-5.9%	-6.4%	-5.0%	-4.4%
1 <sup>st</sup> Qtr '19	11.3%	11.2%	13.6%	13.7%
2 <sup>nd</sup> Qtr '19	-1.5%	-1.7%	4.2%	4.3%
3 <sup>rd</sup> Qtr '19	-2.2%	-2.4%	1.5%	1.7%
4 <sup>th</sup> Qtr '19	12.1%	11.9%	8.9%	9.1%
Annual 2019	20.0%	19.5%	30.9%	31.5%
1 <sup>st</sup> Qtr '20	-18.6%	-18.7%	-20.6%	-19.6%
2 <sup>nd</sup> Qtr '20	22.3%	22.1%	20.8%	20.5%
3 <sup>rd</sup> Qtr '20	1.8%	1.7%	8.6%	8.9%
4 <sup>th</sup> Qtr '20	13.5%	13.3%	13.2%	12.2%
Annual 2020	15.0%	14.4%	17.9%	18.4%
1 <sup>st</sup> Qtr '21	9.1%	9.0%	6.9%	6.2%
2 <sup>nd</sup> Qtr '21	4.6%	4.4%	8.1%	8.6%
3 <sup>rd</sup> Qtr '21	0.3%	0.2%	0.4%	0.6%
Cumulative Return				
3/31/99-9/30/21	443.9%	382.2%	453.3%	413.1%
Annualized Return	170.7 /0	502.2 /0	130.0 / 0	110.1 /0
3/31/99-9/30/21	7.8%	7.2%	7.9%	7.5%
JIJ1177-71JU/41	1.0 /0	1.4 /0	1.7/0	1.3/0

<sup>\*</sup>Opportunity Porfolio Composite Inception Date: March 31, 1999. Please refer to the attached GIPS report for a detailed explanation of performance presented. Performance figures, both net and gross of fees, have been examined through June 30, 2021. Performance returns are for the period ending 9/30/21. Past performance is no guarantee of future results, and no representation is made that results similar to those shown can be achieved. A GIPS report of any composite and/or a list of all composites is available upon request.



# Opportunity Portfolio Composite

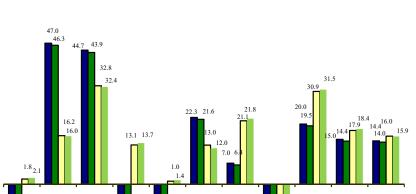
YTD

1-Year

3-Year

## Annual Performance

# Commentary



-33.0 -33.4

Gross of Fees (%) Net of Fees (%) S&P 1500 (%) S&P 500 (%)

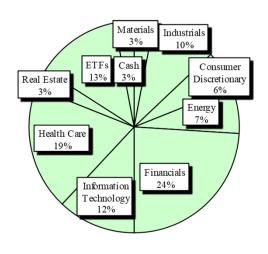
-12.3 -12.8

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 growth generally outperformed reemerged: value. and large capitalization outperformed smaller companies. In general, the bond market has forecast the equity market pretty well over the last 18 months (during the Covid pandemic). Given the recent strength in U.S. Government bond yields, we are hopeful that the myriad issues in the "wall of worry" are mostly discounted by the equity market and that relatively higher bond yields presage a broadening, positive equity market, including better relative performance from capitalization stocks.

### Third Quarter 2021 Performance\*\*

Opportunity Portfolio (Gross)	0.3%			
Opportunity Portfolio (Net)	0.2%			
S&P 1500	0.4%			
S&P 500	0.6%			

### Sector Breakdown

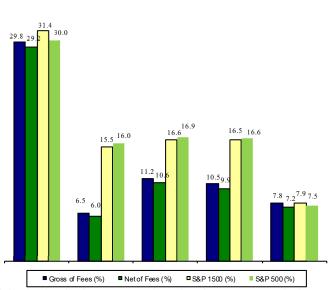


# Annualized Performance

10-Year

Inception'

5-Year



<sup>\*</sup>Inception of the composite was 3/31/99. \*\*Please refer to the attached GIPS report for a detailed explanation of performance presented. Yearly performance returns are for the year indicated, except the 2021 YTD is for the period ending 9/30/21. Past performance is no guarantee of future results, and no representation is made that results similar to those shown can be achieved. A GIPS report of any composite and/or a list of all composites is available upon request.

						Benchmark	Benchmark								
	Total Return	<b>Total Return</b>	Benchmark	Benchmark	Composite 3 Yr.	S&P 1500	S&P 500		Composite	Composite Assets	Strategy Assets		Non-Fee Paying	Percentage of	Total Firm Assets
	Gross	Net <sup>B</sup>	S&P 1500	S&P 500	St. Dev. Gross <sup>C</sup>	3 Yr. St. Dev. <sup>C</sup>	3 Yr. St. Dev. <sup>C</sup>	Number of	Dispersion Gross <sup>C</sup>	End of Period	End of Period <sup>D</sup>	End of Period <sup>D</sup>	Composite Assets	Non-Fee Paying	End of Period
Year <sup>A</sup>	(Percent)	(Percent)	(Percent)	(Percent)	(Percent)	(Percent)	(Percent)	Accounts	(Percent)	(Millions)	(Millions)	(Millions)	End of Period (MM)	Composite Assets	(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

<sup>\* 2021</sup> 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 endors 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 advisor 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 Oppporunity 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 divendends 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 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 <u>net</u> and <u>gross</u> 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.