

## Select Equity Income Portfolio 3<sup>rd</sup> Quarter, 2021

The Select Equity Income Portfolio Composite was up 0.24%, net of fees, for the quarter. This result was behind of the S&P 500 Index's advance of 0.58% and ahead of the Russell 3000 Value Index's loss of 0.93%.<sup>1</sup> For the year-to-date, the Select Equity Income Portfolio Composite was up 13.82%, net of fees, versus 15.92% for the S&P 500 and 16.58% for the Russell 3000 Value indices.

The third quarter was characterized by growing concerns over the surge in delta variant Covid cases, supply chain disruptions around the world, and in the U.S., intensifying debate over an infrastructure bill and the debt ceiling. The high quality characteristics of the Select Equity Income Portfolio helped it keep pace with the S&P 500 and beat the Russell Value Index this quarter. Among sectors, Real Estate and Technology positions led, while Healthcare and Communication Services lagged.

### **The Portfolio<sup>2</sup>**

We purchased an initial position in Dow, Inc. (DOW). DOW is a fully integrated, global producer of chemicals for consumer care, infrastructure, and packaging. The company was spun out of DowDupont in 2019 and has exhibited a strong operational focus and financial restraint since going out on its own. In addition to operational improvements, chemical prices have remained high as strong demand has kept inventories low throughout the supply chain. Strong pricing has helped the company generate substantial free cash flow which has funded a healthy dividend (currently around a 4.8% yield) and additional debt reduction. The stock trades at less than 6x Enterprise Value to EBITDA, indicating to us that Wall Street has not yet caught on to the ongoing improvements at DOW.

### **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.

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<sup>1</sup> Past 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.

<sup>2</sup> The 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.

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.<sup>3</sup> That outlook puts us squarely in the perennially crowded “cautiously 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.

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<sup>3</sup> Tom Bowley, StockCharts.com, 9/30/2021

INVESTMENT MANAGEMENT OF VIRGINIA, LLC  
SELECT EQUITY INCOME PORTFOLIO COMPOSITE  
ACCOMPANYING NOTES

Year <sup>A</sup>	Total Return Gross (Percent)	Total Return Net <sup>B</sup> (Percent)	Benchmark S&P 500 (Percent)	Benchmark Russell 3000 Value (Percent)	Composite 3 Yr. St. Dev. Gross <sup>C</sup> (Percent)	Benchmark S&P 500 3 Yr. St. Dev. <sup>C</sup> (Percent)	Benchmark Russell 3000 Value 3 Yr. St. Dev. <sup>C</sup> (Percent)	Number of Accounts	Composite Dispersion Gross <sup>C</sup> (Percent)	Composite Assets End of Period (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	3.54	2.95	2.11	-0.10	18.12	18.70	21.04	14	0.47	13.83	2.84	20.53%	409.51
2012	9.80	9.18	16.00	17.55	14.49	15.09	15.81	15	0.48	22.87	3.05	13.35%	526.95
2013	32.98	32.18	32.39	32.69	11.44	11.94	12.90	16	0.53	29.04	3.96	13.64%	697.44
2014	10.28	9.55	13.69	12.70	9.60	8.98	9.36	16	0.36	30.57	4.30	14.06%	549.17
2015	-4.18	-4.75	1.38	-4.13	10.60	10.48	10.74	25	0.33	38.79	3.85	9.92%	437.32
2016	25.78	24.98	11.96	18.40	10.93	10.59	10.97	27	0.79	45.35	3.07	6.78%	484.18
2017	7.78	7.11	21.83	13.19	10.55	9.92	10.33	27	1.05	46.07	3.30	7.16%	491.22
2018	-6.37	-6.93	-4.38	-8.58	12.11	10.80	11.06	28	0.55	39.90	2.81	7.04%	448.68
2019	21.41	20.70	31.49	26.26	12.74	11.93	12.01	27	0.87	44.89	3.04	6.78%	509.85
2020	10.85	10.17	18.40	2.87	19.15	18.53	19.96	24	0.70	44.50	3.19	7.16%	528.62
*2021	14.32	13.82	15.92	16.58	N/A	N/A	N/A	24	N/A	52.81	1.32	2.50%	589.05

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

A. Inception of the composite was 7/1/01. Creation of the composite was 7/1/01.

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.

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 Select Equity Income Portfolio composite has had a performance examination for the periods July 1, 2001 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 the Company 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 all 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 500 Index and to the Russell 3000 Value Index. 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 and 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 Russell 3000 Value Index is based on the Russell 3000 Index, which measures the performance of the 3,000 largest publicly held companies incorporated in America, as defined by total market capitalization. The Russell 3000 Value Index is a market capitalization weighted equity index and is calculated based on a total return basis with dividends reinvested. It measures how U.S. stocks in the equity value segment perform and includes stocks from the Russell 3000 Index with lower price-to-book ratios and lower expected growth rates. The Russell 3000 Value Index was added as a benchmark in September 2018. Performance has been linked in the same manner as the Select Equity Income Portfolio Composite. 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.**