

NEWSLETTER
FOURTH QUARTER 2020



Guided by value.



KOVITZ

MARKET INSIGHTS
FOURTH QUARTER 2020

“*I’m a new day rising,
I’m a brand new sky to hang the stars upon tonight.*”

| FOO FIGHTERS, “TIMES LIKE THESE”

Throughout 2020, there was always hope. It was always glimmering out in the distance. Few doubted that there would *eventually* be a vaccine for COVID-19, but when such a vaccine would be developed and how effective it would be remained unknown. With much of the world unable to contain the spread of the virus through behavior modifications, the consensus view was that perhaps sometime in 2023 “normal” life would resume.

That all changed on November 9th when Pfizer and BioNTech announced the conclusion of the Phase III trial for their jointly developed vaccine which showed 90%+ efficacy in preventing COVID-19¹. A week later, Moderna announced they had concluded trials for their vaccine, which showed their formulation was 94% effective in preventing COVID-19 and that no participants who received the vaccine developed severe disease. The light at the end of the tunnel suddenly became a lot brighter and a lot closer.

Stocks, which had already recovered from the COVID-induced drawdown in the spring, responded with renewed vigor. November’s 11% return for the S&P 500 was among the best calendar-month results in the last century. The sectors most beaten down by COVID-related impacts on their operations gained the most as consensus expectations on Wall Street moved up the estimated time until a “return to normal” by a couple years. Laggards up to that point, the Russell 1000 Value Index gained 13.5% in November while the Russell 2000 Index (small-caps) advanced a whopping 18.4%.

As bizarre as it seems on its face, 2020 turned out to be an above-average year for the stock market with a return exceeding the S&P 500’s long-term average by nearly 9%. If you fell asleep in February and woke up in August – with no knowledge of what was behind the box below – the stock market would give you no reason to think anything material had transpired in the meantime. If your slumber lasted until the end of the year, you would probably be upset thinking you had missed a real humdinger of a year.

But we all know what is behind that box. Chaos. Fear. But also something else entirely. Behind that box is the reason Kovitz exists.

2020 S&P 500 DAILY RETURNS²



¹ It was later learned that the exact result was that the Pfizer/BioNTech vaccine was 95% effective.

² Source: Kovitz, using data from Bloomberg.



THE ROLES WE PLAY

There are many ways in which we at Kovitz were unable to improve the lives of our clients this past year. We are not doctors, nurses, or other frontline workers tirelessly working to keep people alive. We had no role in creating one of the two vaccines currently being distributed or any of the others still in trials. We can not make it safe for family and friends to gather in small numbers, much less large numbers.

However, there is one essential role we do play for our clients: to provide guidance and steadfast support in navigating all of life's financial decisions. In that role, there has never been a year like 2020 where Kovitz's holistic financial planning, in-house equity and fixed income research, and alternative investments came together to produce such a wonderful outcome for our clients.

At Kovitz, we have often extolled the virtues of our simple method for guiding clients.

First, we equip our clients with a comprehensive financial plan that includes determining an appropriate mix of stocks, bonds, and alternatives based on each client's ability, willingness, and need to accept risk. This is the work that comes before the crisis. This is the foundation of how we set our clients up for success instead of failure. This is what allows us to act with clear eyes during times of market distress rather than reacting emotionally.

Second, within the framework of that plan, we select investments that we believe offer the best risk-adjusted prospects of meeting each client's goals. In 2020, that process produced these results:

- ◆ Our ongoing deep research gave us the confidence to turn over nearly 15% of our clients' equity portfolios in a matter of weeks during the sell-off earlier in the year. We emerged with an even higher quality portfolio of businesses than before and subsequently returned 86%² from the market lows.
- ◆ In our clients' fixed income portfolios, we took advantage of market dislocations by purchasing closed-end funds, structured notes, the debt of business development companies (BDCs), and – where funds were not being redirected to stocks – high quality tax-free municipal bonds trading at yields relative to Treasuries rarely seen. All of these actions allowed us to enhance the returns of our clients' fixed income portfolios while taking on what we believed to be negligible incremental risk.
- ◆ Kovitz Hedged Equity performed exactly as intended. When the stock market swooned 33% between February 19th and March 23rd, the strategy³ *gained* 3%. Equally as impressive for a strategy that provided such a large degree of downside protection, it returned another 9% during the rest of the year to capture the majority of the return of the overall stock market.
- ◆ Meanwhile, the firm's real estate offerings turned in another strong year as industrial real estate, in particular, benefitted from increased demand from the growth in ecommerce.

Finally – and perhaps most importantly during moments of extreme market volatility – we stand side-by-side with our clients and help them stay on the course that has been laid out before them. In 2020, “staying on course” meant reassurance instead of panic. It meant investing cash that had built up when investment opportunities seemed scarce before the pandemic. It meant rebalancing from bonds into stocks when fear was at its height and stocks were at their lows because that is what the plan called for. It meant avoiding the worst mistake of all: losing faith in the plan, selling out of stocks at the low, missing the recovery, and permanently impairing capital.

In a year of great loss for some and great worry for all, we are deeply honored that you, our clients, have placed your trust in us and we are immensely proud of everyone at Kovitz for helping you navigate a uniquely difficult year. We look forward to building on the successes of 2020 in the new year.

STRATEGY HIGHLIGHTS

CORE EQUITY

In the Kovitz Core Equity strategy, we continue to seek out opportunities that we believe upgrade the overall business quality of client portfolios and that can be purchased at reasonable prices.

²Based on the Kovitz Equity Composite. Individual client portfolios may have returned more or less depending on circumstances specific to each client.

³Based on the performance of the Kovitz Hedged Equity Composite.



FIXED INCOME

We remain defensively postured and keenly focused on the asset allocation benefits of core fixed income: diversification, stability, and liquidity.

HEDGED EQUITY

The Kovitz Hedged Equity strategy continued to perform above our expectations. The strategy has generated a positive return during each of the four quarters in 2020 while displaying a very low correlation to both stocks and bonds. This is an attractive combination in almost any environment, but even more so during a year such as 2020 that exhibited both an extraordinary amount of stock market volatility and historically low interest rates.

Be well. Stay safe. And get the shots!

Your Kovitz Team



KOVITZ

CORE EQUITY COMMENTARY
FOURTH QUARTER 2020

MARKET AND PERFORMANCE SUMMARY

For the quarter ended December 31, 2020, the Kovitz Equity Composite (the “Composite”) increased by 19.0%. During the same timeframe the S&P 500 increased 12.1% and the Russell 1000 Value Index rose 16.3%. For calendar year 2020, the Composite gained 14.7% compared to a gain of 18.4% for the S&P 500 and a 2.8% gain for the Russell 1000 Value.

Since inception on January 1, 1997, our investors’ equity capital, as represented by the Composite, has compounded at a rate of 10.6% annually, versus 9.0% annually for the S&P 500 and 8.3% for Russell 1000 Value. The Composite’s total return since inception is 1,021%, versus 697% and 572% for the S&P 500 and Russell 1000 Value, respectively. Put another way, a dollar invested in the Composite at inception has grown to be worth \$11.20 net-of-all-fees, while a dollar invested over the same period in the S&P 500 and Russell 1000 Value, would be worth \$7.97 and \$6.72, respectively.

The stock market, as evidenced by the S&P 500, ended the year roughly 70% higher than its panic-induced low on March 23, 2020, while the Composite advanced 86% between the same dates. Both finished the year well above their pre-virus highs. We have seen almost an entire market cycle condensed into an incredibly short span of time (though you can be forgiven if it seems longer).

During this past quarter, encouraging news on the Pfizer/BioNTech and Moderna’s COVID-19 vaccinations overshadowed an especially contentious election cycle and sent equity prices soaring: November’s 11% gain was the largest gain in any month for the S&P 500 since 1987. The expected timeline of a vaccine rollout was in line with investor expectations, but the 90%+ efficacy rate was essentially the best-case scenario investors could hope for, implying that herd-immunity levels may be reached more quickly than previously thought. If it seems perplexing that equities can trade at all-time highs at the same time we are also making new highs in COVID cases, this is one of the primary reasons. Markets don’t have emotions, they just set about their primary function of setting prices by discounting what might happen in the future, not what has happened in the past.

Since the onset of the pandemic, we have attempted to look through the economic valley caused by the virus, to what might happen in the future when businesses begin to regain the levels of pre-pandemic revenues and cash flows. To us, it was predominately a function of timing and that has likely been pulled forward for many of our portfolio companies. Our quarterly performance is indicative of this as investors rotated out of expensive COVID beneficiaries and into relatively cheaper companies poised to gain from a faster-than-expected return to normal.

Stock prices are more volatile than business values. Even casual observation reveals that individual prices oscillate widely, most of the time for no apparent reason. Certainly, business values don’t do this. Over time, this offers the prospect that any business may be meaningfully mispriced. As we search for mis-pricings, we sometimes find value in slower growing businesses with stable competitive positions that happen to trade at low multiples of earnings or cash flow. In other cases, our search for value leads us toward high-quality, growing businesses whose future prospects are underappreciated.

Regardless of whether a business is growing rapidly or slowly, trades at an optically high or low multiple, or creates value from intangible or tangible assets, our assessment of value is based on well-informed, conservative assumptions about a company’s long-run fundamentals. Judged this way, value is the product of a business’s core competencies and the future cash flows those competencies allow it to produce.

We focus our time attempting to identify a small number of companies with sustainable competitive advantages that are available at attractive valuations. Our goal is to step back from all of the “noise,” which pushes most investors into emotional overdrive and frenzied trading, and to concentrate instead on what is logical, analyzable, and sensible.

Despite the shifts in the economy and competitive landscapes, buying an ownership interest in a business for less than what it is worth and patiently waiting for value to be realized is an extremely sound and rational strategy that we believe should continue to generate real return potential.

¹ The returns for the equity portion of your individual account will differ somewhat from the Composite due to variations in account holdings, cash position, and other client-specific circumstances.



The chart below summarizes annualized performance over various standard time periods ending December 31, 2020 and cumulative performance results from January 1, 1997 through December 31, 2020 for the Composite.

KOVITZ CORE EQUITY COMPOSITE¹
ANNUALIZED AND CUMULATIVE EQUITY PERFORMANCE (NET OF FEES)

	Average Annual Total Returns							Cumulative
	Quarter to Date	Year to Date	1 Year	5 Year	10 Year	20 Year	Since Inception (1/1/97)	Since Inception (1/1/97)
Core Equity Composite	19.0%	14.7%	14.7%	12.4%	11.0%	7.9%	10.6%	1,021%

The table below lists the results for the same time periods as above for the S&P 500 and many of the other benchmarks widely held as investments via a style-box approach.

OTHER MARKET INDICES
ANNUALIZED AND CUMULATIVE EQUITY PERFORMANCE

	Average Annual Total Returns						Cumulative
	Year to Date	1 Year	5 Year	10 Year	20 Year	Since Inception (1/1/97)	Since Inception (1/1/97)
S&P 500	18.4%	18.4%	15.2%	13.9%	7.5%	9.0%	697%
Large Cap Value (Russell 1000 Value)	2.8%	2.8%	9.7%	10.5%	6.8%	8.3%	572%
Small Cap Equity (Russell 2000)	20.0%	20.0%	13.3%	11.2%	8.7%	8.8%	649%
International Developed (MSCI EAFE)	7.8%	7.8%	7.4%	5.5%	4.5%	5.0%	221%
International Emerging (MSCI EEM)	18.3%	18.3%	12.8%	3.6%	9.6%	6.7%	370%
Gold	20.9%	20.9%	11.0%	2.1%	9.3%	6.6%	360%
Commodities (CRB)	-9.3%	-9.3%	0.2%	-6.1%	0.6%	1.4%	40%

Source: Bloomberg

Below is a graph of the Kovitz Composite's cumulative return since inception relative to the cumulative return of the S&P 500 over the same time period. The area between represents the Composite's excess return over the benchmark.

Since inception on January 1, 1997, our investors' equity capital has compounded at a rate of 10.6% annually versus 9.0% annually for the S&P 500. While the outperformance on an annual basis may not seem substantial, the extraordinary power of compounding is such that this relative outperformance over 24 years has generated considerable rewards for our clients. In dollar terms, \$1 million invested in the Composite at inception would now be worth \$11.2 million on December 31, 2020, while the same investment in the S&P 500 would be worth \$8.0 million.

¹The returns for the equity portion of your individual account will differ somewhat from the Composite due to variations in account holdings, cash position, and other client-specific circumstances. Please refer to the last page for a complete GIPS compliant presentation, along with important disclosures.



KOVITZ DIFFERENCE GROWTH OF \$1 MILLION INVESTMENT



Source: Kovitz using data from Bloomberg

PORTFOLIO ACTIVITY

Portfolio-level activity centers around maximizing our portfolio's expected return profile while balancing risk. Generally, we initiate or add to positions whose intrinsic value growth has outpaced their stock price movement and reduce or exit positions that have moved materially closer to fair value or where a thesis change has lowered our fair value estimate. For the quarter, we did not establish any new positions. While our bench of potential investees continues to grow, and has likely never been higher, current valuations have kept us from moving them into the starting lineup.

However, we increased exposure to four existing positions where we have a high degree of conviction in our base assumptions, while trimming two others where price-to-value gaps have narrowed. We also exited our position in **ViacomCBS (VIAC)**.

The four positions we added to were **Aon (AON)**, **Becton Dickinson (BDX)**, **Blackstone (BX)** and **Motorola Solutions (MSI)**. These companies share many characteristics of what we look for in a great business. Each has 1) a durable economic moat, 2) generated above average returns on invested capital, 3) a long runway to reinvest excess cash at attractive rates, 4) a strong balance sheet, and 5) an excellent management team with incentives aligned with their shareholders.

We scaled back positions in **CBRE Group (CBRE)** and **Quanta Services (PWR)**. CBRE remains an excellent business: It is a global leader in commercial and office brokerage and leasing, one of the largest real estate investment managers and developers in the world, and the outsourced property management and services businesses has and should continue to show impressive growth in most any economic environment. However, at its current valuation, concerns about the recovery in leasing and brokerage in a post-COVID world (when many companies are quite vocal about reassessing their office footprints) become more prominent as the potential reward is reduced. A prudent assessment of the risk/reward combined with the share price more than doubling off its lows, caused us to cut back the position size to a more appropriate level.

Regarding Quanta (PWR), with the shares almost tripling since the market bottom and up almost 70% for the year, the company is executing quite well on its multi-year transition away from large, lumpy projects towards becoming an industrial services and specialty contractor with a high degree of recurring or recurring-like (i.e. not contractual, but hard for customers to delay or skip) revenue. This has led to steady revenue growth, increasing margins, and increasing returns on invested capital. The company remains among our largest positions despite this trim as we continue to watch our thesis play out.



ViacomCBS had been a long-term holding that has underperformed our expectations. We had long recognized the challenges the company faced in the ever-changing media landscape but felt that its stock's valuation provided ample cushion in all but a worse-case scenario. While we don't anticipate this scenario to unfold, we conceded that the range of outcomes is far too wide to have conviction on the potential upside. The possibility of achieving even modest growth will be challenging amidst upheaval in the media landscape and competition with deep-pocketed competitors like Netflix, Disney, and AT&T-owned Warner Media. With the shares having more than tripled from their March low, we took the opportunity to exit our position.

KEY CONTRIBUTORS/DETRACTORS TO RESULTS

For calendar year 2020, the individual positions that impacted performance the most during the year were:

Top 5 Contributors		Top 5 Detractors	
Company	Percentage Return	Company	Percentage Return
Autodesk	96%	Boeing	-56%
Apple	82%	Delta Airlines	-55%
Quanta Services	78%	PPG Industries	-37%
Facebook	33%	ViacomCBS	-8%
Alphabet	31%	Mohawk Industries	3%

Source: Kovitz using data from Bloomberg. Percentage return for the period included in the portfolio, including the impact of dividends.

LARGEST CURRENT POSITIONS

As of December 31, 2020, the ten largest positions in the Composite were:

Top 10 Holdings	
Company	Ticker
1. Alphabet	GOOG/GOOGL
2. Quanta Services	PWR
3. Phillip Morris	PM
4. Facebook	FB
5. Berkshire Hathaway	BRK.B
6. Aon	AON
7. Walt Disney	DIS
8. Becton Dickinson	BDX
9. Apple	AAPL
10. American Express	AXP



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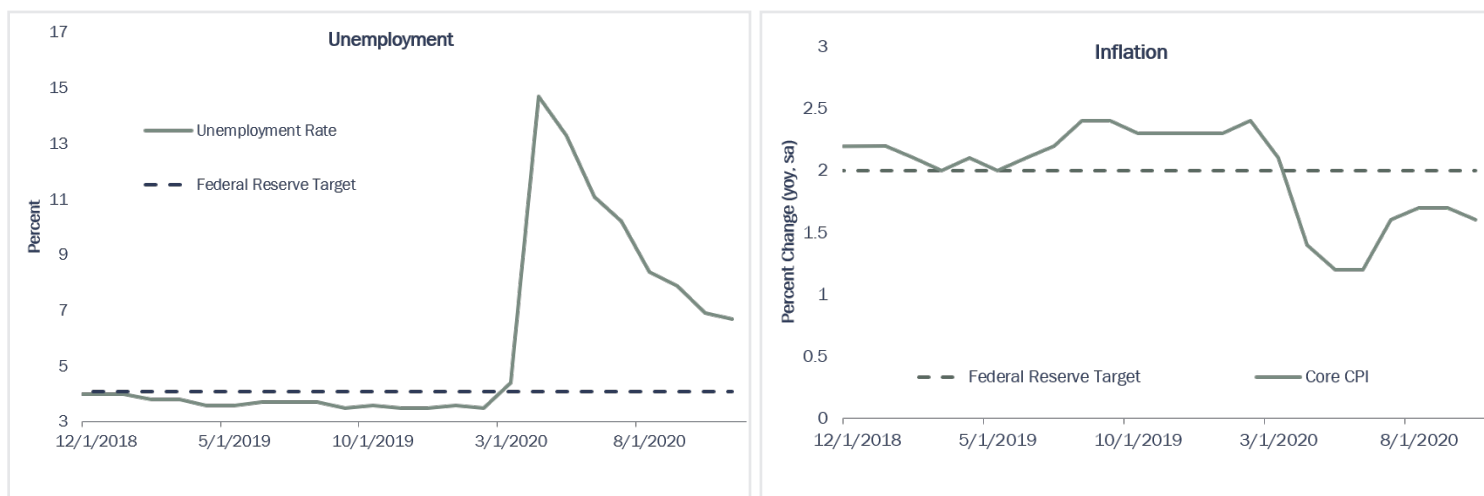
FIXED INCOME COMMENTARY
FOURTH QUARTER 2020

MARKET AND PERFORMANCE SUMMARY

Interest rate volatility was modest in the final quarter, unlike the jarring start to the year. Short-term rates held steady while longer-term rates rose slightly. The yield on ten-year Treasury bonds inched closer to the 1% mark, increasing to 0.9% from 0.7% at the end of last quarter.

The stability in rates stems from consistent messaging from the Federal Reserve (“Fed”). At their December meeting, Fed Chairman Jerome Powell commented, “We’re going to keep policy highly accommodative until the expansion is well down the tracks.” As this statement makes clear, the Fed apparently maintains an unwavering intention to hold rates at historical lows for the foreseeable future. Most Fed officials target short-term interest rates near-zero through at least 2023 and are committed to continue buying bonds in the open market to keep long-term rates in check.

The Fed’s goal is to support the economy through moderate inflation and low unemployment, also known as their dual mandate. The pandemic has made this a daunting feat. Unemployment rates are still a far cry from the Fed’s 4.1% full employment guidance. Although falling substantially from peak levels in the spring, 6.7% of the U.S. labor force is still estimated to be unemployed compared 3.5% at the end of 2019. Making matters worse, the share of job losses considered “temporary layoffs” is dwindling. Similarly, inflation has been hard to muster. The most recent inflation reading of 1.5% fails to meet the Fed minimum target of 2%, and market participants don’t expect average inflation rates to surpass 2% within the next five years¹. Continued fiscal stimulus or stronger than expected consumer spending coming out of the pandemic might alter this state of affairs, but we don’t believe investors should count on short-term interest rates, and thus bond yields, resetting higher any time soon.



Source: Kovitz using data from Bloomberg.

The good news – at least in the short run – is the decline in interest rates produced outsized bond returns this year despite a relatively muted 4th quarter. The Aggregate Bond Index² returned 0.7% this quarter which added to the total return of 7.5% for 2020. However, with limited room for bond yields to continue falling (which increases bond prices), total returns will need to be driven by income moving forward. The projected yield on the Aggregate Bond Index stands at 1.1%.

¹ Inflation expectations are measured using Treasury breakeven rates – the relative yield of TIPS and fixed-rate Treasury bonds.

² The Bloomberg Barclays US Aggregate Bond Index broadly measures the U.S. investment-grade bond market.



PORTFOLIO POSITIONING

Portfolio management and security selection require constant consideration of the tradeoff between risk and return. Generally speaking, chasing higher returns on bonds often requires assuming additional risk. Yet, during periods of uncertainty, security prices can vary widely, which should increase the options for enhancing returns without taking a commensurate amount of risk. On the other hand, during periods of exuberance, prices generally move in one direction and adding incremental return can require shouldering outsized risks. We feel today's bond market most closely resembles the latter environment.

Our Core Fixed Income strategy strives to maximize returns within the bounds that client principal is safe and secure. In the current environment, we find that most investors' appetite for maximizing returns results in "chasing yield" through investments like junk bonds or dividend-paying stocks. While this strategy could produce higher returns, the shift comes at a time when there is less return available for the risks involved. Such a strategy also abandons one of the main purposes for owning bonds in the first place – safety and stability.

We remain steadfast in purpose and believe our portfolio positioning reflects this.

The backbone of Kovitz fixed income portfolios is high-grade corporate and municipal bonds. We spread out bond maturities to smooth out cash flows and interest rate risk in a process called "laddering". The goal of our bond ladders isn't to hit home runs, but to provide adequate returns that lock in yields beyond those afforded by the U.S. Treasury market.

We supplement the bond ladders with yield-enhancing products that we believe avoid undue risks. Mortgage-backed bonds, structured notes, and bonds issued by business development companies largely have superior return expectations compared to traditional fixed income but are supported by similarly high-quality borrowers. Furthermore, these products provide diversification benefits in terms of interest rate risk and credit risk.

Additionally, for balanced client portfolios – those that contain both equities and fixed income – we are keeping a portion of the fixed income allocation liquid³. Given the limited return opportunities in the fixed income market today, we believe clients are better positioned by replacing a fraction of traditional bonds with highly liquid, short-term Treasuries. The Treasury allocation provides the opportunity to efficiently rebalance accounts during market downturns, and we believe the benefit of buying more equities at depressed prices far outweighs the costs of liquidity.

In total, we believe our fixed income portfolio is positioned to provide total returns similar to the aggregate bond market while more effectively mitigating risks for our clients.

³Market liquidity refers to the extent to which assets can be bought and sold at stable, transparent prices.



Kovitz Equity Composite

Year	Gross Return	Net Return	Benchmark Return	Internal Dispersion	Composite 3-Year SD	Benchmark 3-Year SD	# of Portfolios	Composite Assets (\$mm)	Firm Assets (\$mm)
2011	2.78%	1.52%	2.11%	1.69%	19.36%	18.70%	154	118.4	1,974
2012	20.59%	19.14%	16.00%	1.70%	14.20%	15.09%	172	160.4	2,404
2013	34.36%	32.82%	32.39%	2.80%	11.19%	11.94%	208	291.2	3,023
2014	7.69%	6.43%	13.69%	1.82%	9.28%	8.97%	223	278.3	3,040
2015	-5.82%	-6.96%	1.38%	1.29%	11.36%	10.47%	263	287.3	2,703
2016	20.90%	19.49%	11.96%	2.10%	12.85%	10.59%	203	256.2	2,696
2017	17.81%	16.43%	21.83%	1.79%	12.28%	9.92%	219	314.7	3,139
2018	-9.97%	-11.09%	-4.38%	1.44%	12.86%	10.80%	211	265.1	3,674
2019	27.83%	26.32%	31.49%	2.45%	13.99%	11.93%	195	323.9	5,061
2020	16.06%	14.67%	18.40%	2.19%	22.33%	18.53%	146	359.2	5,099

DISCLOSURES

Fees: Returns shown incorporate the effects of all realized and unrealized gains and losses and the receipt, though not necessarily the direct investment of, all dividends and income. Net-of-fees returns are calculated by deducting model investment management fees, which are defined as the highest, generally applicable fees of 1.25% of equity assets and 0.50% of cash assets, from the gross composite return. The management fee schedule is as follows: 1.25% per annum on assets up to \$5 million with reduced fees at multiple breakpoints thereafter. Such fees are negotiable. Gross-of-fees returns are presented before management fees, but after all trading expenses.

Definition of the Firm: Kovitz Investment Group Partners, LLC (Kovitz) is an investment adviser registered under the Investment Advisers Act of 1940 that provides investment management services to individual and institutional clients. From October 1, 2003 to December 31, 2015, the Firm was defined as Kovitz Investment Group, LLC. Effective January 1, 2016, Kovitz Investment Group, LLC underwent an organizational change and all persons responsible for portfolio management became employees of Kovitz. From January 1, 1997 to September 30, 2003, all persons responsible for portfolio management comprised the Kovitz Group, an independent division of Rothschild Investment Corp (Rothschild).

Composite Definition: The Core Equity composite includes all fee-paying, discretionary portfolios managed to the Kovitz Core Equity strategy. The Kovitz Core Equity strategy utilizes a private owner mentality to purchase equity securities issued by companies with durable competitive advantages and strong balance sheets that are trading at a significant discount to their intrinsic value. The goal of this strategy is to maximize long-term total return. The inception date for this strategy is January 1, 1997, and the Composite was created on January 1, 2001. The minimum portfolio asset size for the Composite is \$250,000. The benchmark is the S&P 500.

Valuations are computed and performance is reported in US dollars. The measure of internal dispersion presented above is an asset-weighted standard deviation. The 3-year standard deviation presented above is calculated using monthly net-of-fees returns. The 3-year standard deviation is not presented when less than 36 months of returns are available. A complete listing of composite descriptions and policies for valuing portfolios, calculating performance, and preparing compliant presentations are available on request.

GIPS: Kovitz Investment Group Partners, LLC (Kovitz) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Kovitz has been independently verified for the periods January 1, 1997 through December 31, 2018. The verification report is available upon request. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation. A complete list of firm composites and performance results is available upon request.

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