

# AI Frank Prudent Speculator

Third Quarter 2019

## Investment Strategy

Mirroring the nearly four-decade-old TPS Portfolio, the model portfolio of The Prudent Speculator newsletter, AI Frank's Prudent Speculator strategy holds both dividend and non-dividend paying stocks and seeks broad diversification via exposure to a significant number of major market sectors and industry groups through roughly 70 to 90 positions. The manager employs a go-anywhere style focused on uncovering bargain-priced stocks independent of market capitalization. Stock selection is driven by bottom-up fundamental analysis in the context of macroeconomic and industry data. The manager distills company fundamentals and growth prospects into earnings, revenue and stockholders' equity estimates applied against a determination of fair-value multiples to arrive at target prices. Stocks with significant appreciation potential relative to these target prices and perceived risk characteristics become available for selection. The manager may sell positions as they reach or approach their target price, if a lower target price results from a reassessment of earnings or valuation multiples, or if a more attractive stock is identified.

## About the AFAM Division of Kovitz Investment Group

Tracing its roots back to 1977, the AFAM Division's investment team is based in Aliso Viejo, CA. The team exercises diligence and prudence in applying a value-based investment philosophy to help meet the investment goals and objectives of individuals, corporations and pension and profit sharing plans. The AFAM Division offers a value-oriented, proprietary mutual fund and individually managed client accounts. The team also serves as editor of *The Prudent Speculator* newsletter.

### Total Firm Assets as of September 30, 2019

approximately \$4.8 billion

### Investment Style

All Cap Value

### Objective

Long-term capital growth

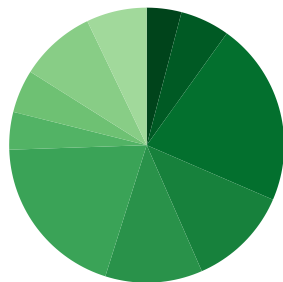
### Portfolio Inception

March 10, 1977

### Benchmark

S&P 500

## Equity Sectors (GICS, excl. cash)



7.1%	Communication Services
8.9%	Consumer Discretionary
5.1%	Consumer Staples
4.4%	Energy
19.6%	Financials
11.4%	Health Care
11.9%	Industrials
21.6%	Information Technology
5.8%	Materials
4.1%	Real Estate

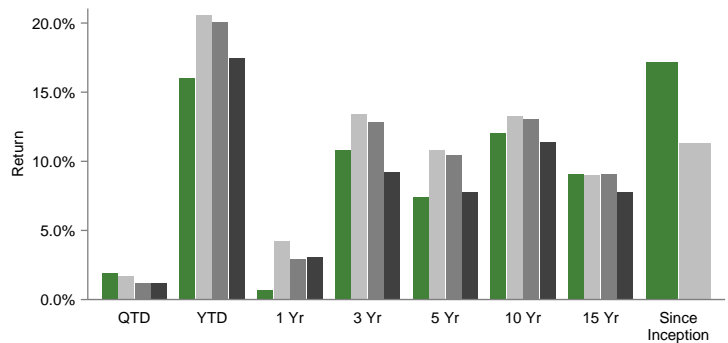
## Top 15 Holdings\*

Company Name	Weight
Microsoft Corp	2.64
Apple Inc	2.56
Comcast Corp	2.14
Celanese Corp	1.95
Walt Disney Co	1.87
Intel Corp	1.69
Norfolk Southern Corp	1.64
MDC Hldgs Inc	1.63
Kimco Realty Corp	1.58
Jabil Inc	1.53
Deere & Co	1.53
Cisco Systems Inc	1.44
Lam Research Corp	1.40
JPMorgan Chase & Co	1.37
Allianz SE	1.35

## Portfolio Metrics\*

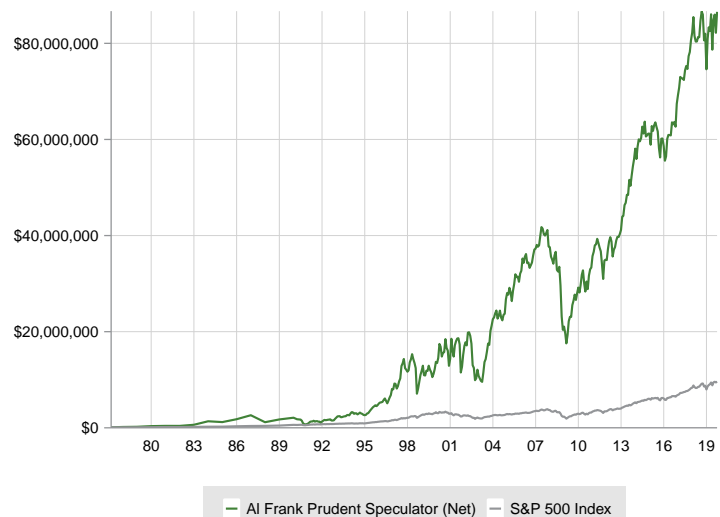
	AI Frank Prudent Speculator	S&P 500 Index	Russell 3000 Index	Russell 3000 Value Index
Price to Earnings Ratio	13.59	19.57	20.91	16.75
Price to Sales Ratio	1.13	2.19	1.98	1.46
Price to Book Ratio	2.00	3.41	3.17	1.97
Dividend Yield	2.96	1.92	1.87	2.57

## AI Frank Prudent Speculator Performance

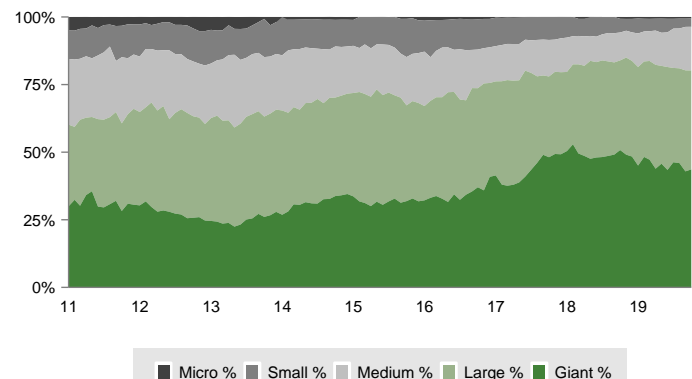


	QTD	YTD	1 Yr	3 Yr	5 Yr	10 Yr	15 Yr	Since Inception
AI Frank Prudent Speculator (Net)	1.95	16.02	0.66	10.78	7.38	12.06	9.08	17.21
S&P 500	1.69	20.55	4.25	13.39	10.84	13.24	9.01	11.31
Russell 3000	1.16	20.09	2.91	12.83	10.44	13.07	9.10	NA
Russell 3000 Value	1.22	17.47	3.09	9.24	7.76	11.36	7.78	NA

## Growth of a Hypothetical \$100,000 Investment



## Equity Market Capitalization



As of 09.30.19. \*Data shown are supplemental information to the Composite. Performance data are calculated with daily performance for the trailing three-year period. Portfolio metrics are calculated using Index Method aggregation for the ratios of all holdings in the Composite and benchmark index. SOURCE: Kovitz Investment Group using data from Bloomberg

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## Composite Performance

	Total Firm Assets (Millions)	Composite Assets (Millions)	Number of Accounts	Composite Gross Return (%)	Composite Net Return (%)	Bench Return (%)	Bench 2 Return (%)	Bench 3 Return (%)	Composite 3-Yr STD (%)	Bench 3-Yr STD (%)	Bench 2 3-Yr STD (%)	Bench 3 3-Yr STD (%)	Composite Dispersion (%)	Wrap Fee Paying Accounts (%)	Non-Fee Paying Accounts (%)
2018	3674	18	51	-8.50	-9.29	-4.38	-5.24	-8.58	11.48	10.96	11.34	11.21	0.25	4	14
2017	946	19	42	19.78	18.83	21.84	21.13	13.20	11.04	10.06	10.23	10.48	0.34	7	25
2016	711	7	10	18.43	18.02	11.96	12.73	18.42	12.05	10.74	11.04	11.12	NA	6	40
2015	701	2	<6	-4.23	-4.23	1.38	0.48	-4.13	12.01	10.62	10.73	10.90	NA	<1	100
2014	827	3	<6	5.35	5.35	13.69	12.56	12.69	11.36	9.10	9.42	9.49	NA	<1	100
2013	788	3	<6	41.07	41.07	32.39	33.55	32.69	14.60	12.11	12.71	13.08	NA	<1	100
2012	676	2	<6	17.98	17.98	16.00	16.42	17.56	17.74	15.30	15.95	16.03	NA	<1	100
2011	476	2	<6	-2.35	-2.35	2.11	1.03	-0.09	21.42	18.16	18.86	19.98	NA	<1	100
2010	486	2	<6	22.44	22.44	15.06	16.93	16.24	26.82	22.16	22.94	23.83	NA	<1	100
2009	451	1	<6	38.60	38.60	26.46	28.34	19.74	24.70	19.91	20.60	21.65	NA	<1	100

STD is the Standard Deviation. The measure of the composite's internal dispersion is the asset-weighted standard deviation of annual gross returns of portfolios that were members of the composite for the full annual period. NA indicates not applicable. The composite's internal dispersion is not presented when performance is presented for less than a full calendar year or five or fewer portfolios were members of the composite for the full calendar year. The three-year annualized ex-post standard deviation of the composite and/or benchmark may not be presented because 36 monthly returns are not available.

## Investment Committee

### John Buckingham

Principal, Chief Investment Officer - AFAM Division

### Jason Clark, CFA

Principal, Portfolio Manager

### Christopher Quigley

Senior Research Analyst

## Contact Information

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## Disclosures & Important Information

Kovitz Investment Group Partners, LLC ("KIG") claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. KIG has been independently verified for the periods January 1, 1997 through December 31, 2018. The verification report is available on 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.

Kovitz Investment Group, LLC underwent an organizational change effective January 1, 2016, and is now Kovitz Investment Group Partners, LLC. The previous manager of the strategy, AFAM Capital, Inc. (AFAM) underwent an organizational change effective October 1, 2018, and is now a division of KIG (AFAM Division). AFAM claimed compliance with GIPS® and had been independently verified for the periods January 1, 1996 through December 31, 2017. The staff of the AFAM Division have provided the same services throughout the entire period, and the persons currently responsible for managing Composite portfolios have been primarily responsible for portfolio management throughout the entire period shown.

The Prudent Speculator Composite was created December 31, 2015, and the inception date for portfolio performance was March 10, 1977. From Strategy inception through December 31, 2015, the Composite was comprised of one account managed according to the Strategy. Portfolios eligible for this composite must follow the stated investment strategy. The minimum account size for inclusion in this composite is \$50,000. Composite policy originally required the temporary removal of any portfolio incurring an aggregate net cash flow of at least 25% of portfolio assets. On July 1, 2016, the cash flow policy was updated to reflect the temporary removal of any portfolio incurring cash inflow or outflow of 25% or more during the month - "net" and "aggregate" no longer applicable. The removal of such a portfolio occurs at the beginning of the month in which the significant cash flow occurs, and the portfolio re-enters the composite at the beginning of the month after the cash flow. This policy is reviewed and maintained monthly. The composite includes portfolios that utilize margin.

The firm maintains a complete list and description of composites, which is available upon request.

The U.S. Dollar is the currency used to express performance. The composite may include portfolios charged bundled or wrap fees, which typically consists of a single fee representing the advisor's fee, investment management fees, trading expenses, and portfolio monitoring. Gross-of-fee returns are shown as supplemental information and incorporate the effects of all realized and unrealized gains and losses, the receipt, though not necessarily the direct reinvestment, of all dividends and income, and trading expenses, where explicitly charged. Net-of-fee returns are calculated using actual fees charged to each portfolio and are presented net of the entire bundled or wrap fee, where applicable. Actual investment management fees will vary, beginning at 1.5% per annum. A full schedule of management fees can be found in KIG's Form ADV Part 2A. Where applicable, the total bundled or wrap fee charged to each portfolio is dependent on the end client's financial advisor and wrap sponsor.

**Investing involves risk, principal loss is possible, and there can be no assurance that investment objectives will be achieved. Past performance is not indicative of future results.**

Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

Valuation metrics are the harmonic weighted-average of the ratios of all the holdings in the Composite and Index. The P/E ratio is the ratio of a company's share price to its per-share earnings. The price-to-book ratio (P/B Ratio) is a ratio of a stock's market value to its book value. The price-to-sales ratio (P/S Ratio) is a ratio of a stock's market value to its annual sales. The dividend yield indicates how much a company pays out in dividends each year relative to its share price.

For comparison purposes, the composite is measured against the S&P 500 Index, a broad market sample based on the market capitalizations of 500 large companies having common stock listed on the NYSE or NASDAQ. The secondary benchmark is the Russell 3000 Index, which measures the performance of the largest 3,000 US companies and represents approximately 98% of the investable US equity market. Also presented is the Russell 3000 Value Index, which measures the performance of the value sector (lower price-to-book ratios and lower expected growth rates) of the Russell 3000 Index. It is not possible to invest directly in an index.

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