

The views expressed below are those of Anchor Capital Advisors, LLC ("Anchor") as of the stated date and are subject to change at any time. They are based on our proprietary research and general knowledge of said topic. The below content and applicable data are in support of our views on said topic. Please see additional disclosures at the end of this publication.

Market Overview

The U.S. equity markets continued their yearlong rally into the fourth quarter with many indices and sectors closing at new highs.ⁱ Technology companies led the way with Microsoft and Apple both eclipsing the \$1 trillion market cap level.ⁱⁱ The NASDAQ index, which is heavily technology focused, reached new highs, and had the best performance since 1999.ⁱⁱⁱ Based on returns, equity markets appeared to overlook trade wars, Brexit, slowing global growth, earnings pressures, and finally impeachment. However, in the fourth quarter as markets looked ahead towards improving 2020 earnings and a better global economic environment, we observed a rotation to the more cyclical financial and industrial sectors. The only sector that significantly lagged was energy, despite the price of oil increasing to \$60 per a barrel, up 30% from the start of the year.^{iv}

U.S. Economy

We have more recently been asked if we are going to see a recession. We do not have a crystal ball – however, we have observed that with prior recessions there was an excessive level of speculative behavior and significant over investment in several sectors of the economy. Recall that Y2K was one justification for the optimism surrounding Technology in anticipation of the year 2000 and why prices and investment in housing driven by excessive debt, reached unsustainable levels. Today, despite individual examples, we see much more rational behavior and very little of the “irrational exuberance” that could signal an end to the current economic cycle as it enters a record 11 years. For example, We Work tried to go public at an initial valuation of \$40 billion, but failed to go public at any price as the market became very skeptical of its questionable business model and significant governance and leadership deficiencies.^{vi}

Managed Accounts Model Performance ^v			
<i>Past performance is not indicative of future results. Inherent in any investment is the possibility of loss.</i>			
Strategy Performance	4Q19	YTD	10 Year Annualized
Anchor Balanced Value (Pure Gross)	4.13%	16.51%	8.23%
Anchor Balanced Value (Net)	3.35%	13.06%	5.02%
60/30/10 (R1000V/BCIGC/CG90TBIII)	4.57%	18.03%	8.18%
Russell 1000 Value	7.41%	26.54%	11.80%

The U.S. economy continues to be positive in the fourth quarter as employment numbers remained strong, consumer spending was robust, and housing numbers increased. The U.S. consumer, driving 70% of the GDP is helping with the expansion story.^{vii} Manufacturing has been impacted by the U.S. and China trade war. This is evidenced by the Purchasing Managers Index (PMI) entering contraction territory in China and close to contraction in the U.S., which more recently has started to turn positive.^{viii} It appears that the U.S. and China have reached a Phase One deal which prevents additional tariffs and helps facilitate some trade of agriculture products.^{ix} U.S. CEO's have been uncertain about the trade talk progress and it is estimated that if the investment withheld in 2019 is invested in U.S. companies in 2020, it could add 0.5% to GDP growth.^x

The Fed and Interest Rates

Another positive development was that the U.S. Federal Reserve (Fed) cut interest rates for the third time in 2019 with the latest cut in October.^{xi} The interest rate yield curve had inverted in June, with the two-year yield higher than the ten-year yield, which often portends a future recession.^{xii} To prevent a recession and slowing economy, the Fed quickly acted to cut rates.^{xiii} Currently, there are opposing expectations for another Fed rate cut or if the economy does improve, the potential to increase rates late next year. The Fed

has also stepped into facilitate the repo market. In addition to buying short-term treasuries to ensure there is enough liquidity in the market, it is now increasing its balance sheet.^{xiv}

Fixed Income

With fixed income yields so low and the spreads between corporate bonds and treasuries narrow, we view equities as being more attractive than bonds.^{xv} We are uncertain about the direction of interest rates, although we believe they could move a bit higher, but be relatively range-bound. In general, with Anchor balanced portfolios, we minimize our risk taking on bonds and use that as an opportunity on the equity side. We focus on high quality bonds that can have price appreciation and generate income while managing duration exposure.

Growth vs. Value

We are value investors in that we look to buy a stock at a valuation level that is relatively attractive and provides a margin of safety. We try not to become caught up in the growth versus value label, as you will find stocks in the value indices that have growth attributes. The popular press is making a big deal of the performance spread between the growth and value indices. In 2019, there was a 10% performance spread between the Russell 1000 Value and Russell 1000 Growth indices.^{xvi} We have not seen this wide of a spread between the factors since 2007 when value was significantly outperforming growth. Related to that is the valuation of the Russell 1000 Growth index is 21.5x 2020 earnings while the Russell 1000 Value index is 14.6x 2020 earnings, an almost 7 turns difference.^{xvii} What we focus on more than classifications is whether we deem the company to be high quality, have attractive fundamentals, and be at a value price. To protect capital we continue to look for interesting companies that we can hold for long periods.

Valuations

As mentioned earlier we believe valuations are not stretched for the overall market. The S&P 500 index is trading around a turn higher than its average, the Russell Mid Cap index is trading about a half turn higher than its average and the Russell 2000 (small cap) index is trading around a turn and a half below its average.^{xviii} Small caps in terms of valuation look attractive and that is primarily due to the higher weightings in financials and energy stocks, which have lagged until the last quarter.^{xix} There are individual stock valuations that are stretched and we pay attention to valuation in our portfolio holdings. We routinely take profits or sell out when we see a stock valuation becoming elevated.

Cash

Cash is a natural outcome of our investment process and is most often based on three outcomes: valuation levels, take-outs of portfolio holdings, and availability of attractive investments. When valuations are high, we are typically selling or trimming positions, and frequently we see at least a couple of take-outs in the portfolios each year - both of which result in higher cash levels. Cash levels may stay high if we do not find new stocks to buy at attractive valuations. This year we have uncovered a number of interesting new stocks to add to portfolios, therefore averaging out cash levels within our portfolios.

Conclusion

Despite the markets reaching new highs we continue to find interesting stock ideas. Our focus is steadfast to finding well run, standout companies that are leaders in their respective industries and are maximizing shareholder value for the long run. When valuations become too stretched we will start paring back and raising cash, but currently we still see opportunities at attractive valuations as we go into the new year.



STRATEGY DETAIL

Quarterly Attribution^{xx}

Security Contribution (5 Highest)
Apple Inc. (AAPL)
NuVasive, Inc. (NUVA)
PPL Corporation (PPL)
Johnson & Johnson (JNJ)
SS&C Technologies Holdings, Inc. (SSNC)

Security Contribution (5 Lowest)
A. O. Smith Corporation (AOS)
Chubb Limited (CB)
DuPont de Nemours, Inc. (DD)
Unilever NV ADR (UN)
eBay Inc. (EBAY)

Sector Contribution (3 Highest)
Technology
Health Care
Financial Services

Sector Contribution (3 Lowest)
Materials & Processing
Consumer Staples
Energy

Quarterly Purchases

- Ulta Beauty Inc. (ULTA)
- A.O. Smith Corporation (AOS)
- Parker-Hannifin Corporation (PH)
- Hexcel Corporation (HXL)
- Hasbro, Inc. (HAS)

Quarterly Sales

- A.O. Smith Corporation (AOS)
- Occidental Petroleum Corporation (OXY)
- Parker-Hannifin Corporation (PH)

Further Insight: Stock Position(s)

Hasbro, Inc. (HAS)

Hasbro is one of the largest global toy and game manufacturers. They own brands, which include *My Little Pony*, *PlaySkool*, *GI Joe*, and *Nerf*.^{xxi} They also have licensing agreements with *Marvel*, *Dream Works*, and *Star Wars*.^{xxii} We believe they have proven to be wonderful at nurturing brands, and finding ways to monetize them. Anchor first invested in Hasbro in June 2006 at \$18 a share. The dividend yield in 2019 on initial cost is 15%. Brian Goldner, who joined the company in 2000 as the head of toys and games, has been CEO since 2008.^{xxiii} In that time, the stock has 4x folded, and the dividend has increased at 12% per year.^{xxiv} The company has always focused on the long term, with Brian Goldner stating he and the management team look “three to five years (out), not three to five weeks”.^{xxv}

The company has recently made an acquisition that should accelerate top and bottom line growth.^{xxvi} The dividend yield is at a 5 year high, and the stock has been flat for the last 2 years, even as the company has continued to innovate.^{xxvii} At Anchor, we found this to be an opportune time to increase our holding in Hasbro. We believe Hasbro is a high quality company, run by solid management, with a runway to grow as they continue their model of building and monetizing great brands.

ULTA Beauty (ULTA)

In the retail world, ULTA Beauty stands out as a distinctive specialty beauty store with over 1,200 locations in the U.S., primarily located in more suburban locations.^{xxviii} There are several reasons from a macro perspective that benefit ULTA Beauty. Cosmetics and skin care brands have flourished with the rise of social media - tutorials on how to apply make-up and Instagram influencers. Furthermore, cosmetics and skin care have an experiential aspect and are an affordable luxury prompting regular purchases or replenishment. ULTA Beauty has a broad variety of both prestige and mass-market cosmetics, skin care, fragrance, hair



care, and salon services under one roof.^{xxx} For years, ULTA has been gaining market share from department stores and mass merchants.^{xxx}

After Mary Dillion took over as CEO in 2013, the company accelerated its growth plans adding 100 stores per year, introducing new and exciting brands, rolled out e-commerce, and built out a loyalty program.^{xxxi} As a result, same store sales were high single digits, which is relatively unheard of in the retail space. This also attracted a number of growth investors.^{xxxii} As ULTA's store base has grown and become mature, the same store sales profile is slowing to the mid-single digits, which is still above most retailers.^{xxxiii}

However, the valuation has also come down to market levels and are more attractive to investors. They have the opportunity to add another 300-500 stores in the U.S., exploring options outside the U.S., e-commerce continues to grow 20-30%, salon and other services continues to grow and with over 33 million loyalty members there are more opportunities to target and gain greater share of wallet.^{xxxiv}

ⁱ FactSet financial data and analytics; Charting

ⁱⁱ Ibid.

ⁱⁱⁱ Ibid.

^{iv} Ibid.

^v eVestment Analytics. Gross of fee returns are presented Pure Gross and are calculated before management fees, custodial fees and transaction costs.

^{vi} <https://www.wsj.com/articles/2019-the-year-of-ipo-disappointment-11577615400?mod=searchresults&page=1&pos=8>

^{vii} <https://www.usatoday.com/story/money/2019/08/29/gdp-up-2nd-quarter-consumer-spending-rises-us-economy-slows/2150057001/>

^{viii} <https://tradingeconomics.com/united-states/manufacturing-pmi>

^{ix} <https://www.wsj.com/articles/trump-says-he-will-sign-phase-one-trade-deal-with-china-on-jan-15-11577802332>

^x Stiefel Research, Barry Bannister

^{xi} <https://www.nytimes.com/2019/10/30/business/economy/federal-reserve-interest-rates.html>

^{xii} <https://www.cnbc.com/2019/08/14/the-inverted-yield-curve-explained-and-what-it-means-for-your-money.html>

^{xiii} <https://www.nytimes.com/2019/10/30/business/economy/federal-reserve-interest-rates.html>

^{xiv} <https://www.cnbc.com/2019/11/07/the-feds-monetary-juice-has-tied-directly-to-the-rise-in-stocks.html>

^{xv} FactSet financial data and analytics; Charting

^{xvi} Ibid.

^{xvii} Ibid.

^{xviii} Ibid.

^{xix} Ibid.

^{xx} FactSet financial data and analytics; Attribution

^{xxi} <https://investor.hasbro.com/investor-relations>

^{xxii} Ibid.

^{xxiii} Ibid.

^{xxiv} FactSet financial data and analytics; Charting

^{xxv} <https://investor.hasbro.com/investor-relations>

^{xxvi} <https://investor.hasbro.com/static-files/6aab4fd6-2e15-4f74-9ad4-464a1486ea5e>

^{xxvii} FactSet financial data and analytics; Charting

^{xxviii} <http://ir.ultabeauty.com/overview/default.aspx>

^{xxix} Ibid.

^{xxx} http://s21.q4cdn.com/115747644/files/doc_presentations/2018/11/19/2018-investor-day_Final.pdf

^{xxxi} Ibid.

^{xxxii} Ibid.

^{xxxiii} Ibid.

^{xxxiv} Ibid.

Balanced Model Disclosures

MODEL DESCRIPTION: The Anchor Managed Accounts Balanced (Bal) model was created on 12/31/05. The model returns do not reflect actual trading. Anchor Capital's Managed Accounts Division created this model for purposes of presenting performance results, which approximate those of the Managed Accounts Balanced sponsor program portfolios in aggregate. The investment objective for the model is to achieve a high rate of return through the purchase of equity and fixed income securities.

MODEL DISCLOSURES: The model transaction history does not reflect all portfolio transaction activity for accounts in the sponsor program. Model transactions correspond with trading activity generated in the course of investment for substantially all accounts in the sponsor Balanced program. Model transactions and holdings do not reflect individual portfolio activity for new account investments, or account activity and holdings in various individual portfolios subject to tax considerations or individual client discretion. Model performance may differ materially from individual client portfolio results.

CALCULATION OF RATES OF RETURN: All securities in the model are valued at last sale price, as provided by independent pricing services. The portfolio valuation is reflected on a trade date basis. Model investment returns include the reinvestment of dividends and other earnings. Effective 1/1/2010, dividends (excluding income on money market securities) are credited on an accrual basis. Time-weighted portfolio returns are calculated for each monthly period in the prior quarter. Monthly model results are linked to determine annual returns. Individual client portfolio results may vary from the results presented for the model because of different investment objectives, tax status and other considerations. Returns of individual client accounts will be reduced by advisor fees and other expenses which might be incurred to provide investment management, custody, administrative, actuarial, accounting or other services to the client. The benchmark indices exclude fees. The Managed Accounts Balanced model returns are by compounding the monthly net returns to calculate the quarterly, YTD and annual returns. The numbers may be slightly different from net returns published in other Anchor Capital materials created outside of Style Advisor prior to 6/30/2017, which were calculated by simply subtracting 3% from the annual gross return. Additional information regarding policies for calculating and reporting model returns is available upon request.



BENCHMARK DESCRIPTION: Information about indices is provided to allow for comparison of the performance of the Adviser to that of certain well-known and widely recognized indices. There is no representation that such index is an appropriate benchmark for such comparison. You cannot invest directly in an index, which also does not take into account trading commissions and costs. The volatility of indices may be materially different from the performance of the Adviser. In addition, the Adviser's recommendations may differ significantly from the securities that comprise the indices. The benchmark is a static blend of: 60% Russell 1000 Value Index; 30% Barclays Capital U.S. Government/Credit Intermediate Bond Index; 10% Citigroup 90-Day Treasury Bill Index. The Russell 1000 Value Index measures the performance of the large-cap value segment of the U.S. equity universe. It includes those Russell 1000 Index companies with lower price-to-book ratios and lower expected growth values. The Russell 1000 Value Index is constructed to provide a comprehensive and unbiased barometer for the large-cap value segment. The index is completely reconstituted annually to ensure new, growing equities are included, and that the represented companies continue to reflect value characteristics. The Barclays Capital U.S. Intermediate Government/Credit Bond Index measures the performance of U.S. dollar denominated U.S. Treasuries, government-related and investment grade U.S. corporate securities that have a remaining maturity of greater than or equal to 1 year and less than 10 years. Securities have \$250 million or more of outstanding face value and must be fixed rate and non-convertible. The Citigroup 90-Day Treasury Bill Index measures the average return of the last three-month U.S. Treasury Bill issues. U.S. Treasury Bills are short-term securities issued by the U.S. government with maturities of up to one year. They are backed by the faith and credit of the U.S. government who guarantees full payment of principal and interest at maturity. Total return comprises price appreciation/depreciation and income as a percentage of the original investment. All benchmark returns include the reinvestment of income.

For a complete listing of all strategies contact Anchor Capital Advisors LLC (617) 338-3800.

The views expressed are those of Anchor Capital Advisors, LLC ("Anchor") as of the date written and are subject to change at any time. Anchor does not undertake any obligation to update the information contained herein as of any future date, nor does it have liability for decisions based on this information. Certain information (including any forward-looking statements and economic and market information) has been obtained from sources we deem reliable, but is not guaranteed by Anchor, nor is it a complete summary of available data. The information is for educational purposes only and should not be considered investment advice or a recommendation of any particular strategy or investment product. These opinions are not intended to be a forecast of future events or a guarantee of future results. No part of this document may be reproduced in any form, or referred to in any other publication, without express written permission of Anchor. Past performance is not guarantee of future results. Inherent in any investment is the possibility of loss. The benchmark returns include reinvestment of income. Time-weighted portfolio returns are calculated for each monthly period in the prior quarter. Quarterly results are linked to determine annual returns. Individual client portfolio results may vary from the results presented for the model because of different investment objectives, tax status and other considerations. Returns of individual client accounts will be reduced by advisor fees and other expenses which might be incurred to provide investment management, custody, administrative, actuarial, accounting or other services to the client. A complete list of each security that contributed to performance is available upon request.

