



March (23rd) On

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Remaining true to our investment principles amidst the Global Pandemic

Strange Days Indeed

The annual December 8th sojourn to the garden solitude of Central Park traversed a worn path. The pilgrimage to *Strawberry Fields*, a short walk from the bustle of John Lennon's NYC home, was celebratory and hopeful, a peaceful exhibition of resilience amidst the despair of the global health crisis of our lifetimes. The brilliance of the musical and creative genius of a generation was taken far too soon; and the forty years since his 1980 passing are bridged by the marriage of lyrics and melodic harmony as poignant today as *Yesterday*. I imagine he'd reflect on 2020 as *Strange Days Indeed (Nobody Told Me)*.

At the intersection of K Street, where Wall Street rises while Main Street struggles, we are reminded of: the importance of family and friends; the need to lend a helping hand; the selfless deeds of frontline workers, health care professionals, doctors, nurses, researchers; those willing to roll up their sleeves in experimental trials to endure potential risk for the greater good; the might of our military and the public/private partnership that allowed Operation Warp Speed to meet its lofty designation; the importance of simple acts of kindness – a smile, a thank you – to the heroes and heroines of these Strange Days.

As I pen this piece, one must marvel at the pace with which COVID-19 vaccine distribution has begun – a literal shot of hope in the arm of millions of citizens from all corners of the globe. In a year notably absent of light, the transformational medical breakthrough of our lives is the most illuminating star we could have ever dreamed of as 2020 draws to a close.

Marriott CEO Arne Sorenson observed in late March, "In terms of our business, COVID-19 is like nothing we've ever seen before. For a company that's 92 years old, that's borne witness to the Great Depression, World War II, and many other economic and global crises, that's saying something." He also characterized the Coronavirus outbreak as worse for business than 9/11 and the 2008 financial crises combined. That, too, is saying something.

And how did financial markets behave amidst such social and economic shock? With a volatility unprecedented in my four-decade career, bridged by the depth of the March 23rd trough to the glee of December's record highs.

On J.P. Morgan’s 2nd Quarter 2020 earnings conference call, CEO Jamie Dimon offered his thoughts on the economic and market oddities we’ve witnessed:

“So, and just to amplify, in the normal recession, unemployment goes up, delinquencies go up, charges go up, home prices go down, incomes go down, savings go down. None of that’s true here. So it’s just very peculiar times.”

The days of 2020 have been Strange Indeed, and the market has adopted a March On attitude breathtaking in scope and value creation.

Powell’s Prescription: Liquidity as Elixir

It is hard to describe the voraciousness with which markets tumbled in fear, only to inflect to extreme optimism in what seemed like the blink of an eye. March 23, 2020 and March 9, 2009 share a flash that ushered in the start of a material rebound in equity markets, a restoration of confidence, and, as markets lead economic activity, a harbinger of improving - albeit still fragile – macro realities.

While bear markets have traditionally averaged 20 months, the 2020 version was over in a bit more than one month (Table 1); bulls quickly rushed bears back to hibernation. The fall from an all-time high in mid-February to bear market territory one month later represented a very sharp decline, and the bear market was the briefest on record.

Table 1

BEAR MARKETS HISTORICALLY AVERAGE DECLINES OF ABOUT 40% OVER 20 MONTHS

S&P 500 Bear Markets						
Start		End		Duration (Months)	Percent Change	
Date	Price	Date	Price			
9/16/1929	31.9	6/1/1932	4.4	32	-86.2%	
3/10/1937	18.7	4/28/1942	7.5	62	-60.0%	
5/29/1946	19.3	6/13/1949	13.6	37	-29.6%	
8/2/1956	49.7	10/22/1957	39.0	15	-21.6%	
12/12/1961	72.6	6/26/1962	52.3	6	-28.0%	
2/9/1966	94.1	10/7/1966	73.2	8	-22.2%	
11/29/1968	108.4	5/26/1970	69.3	18	-36.1%	
1/11/1973	120.2	10/3/1974	62.3	21	-48.2%	
11/28/1980	140.5	8/12/1982	102.4	20	-27.1%	
8/25/1987	336.8	12/4/1987	223.9	3	-33.5%	
7/16/1990	369.0	10/11/1990	295.5	3	-19.9%	
3/24/2000	1527.5	10/9/2002	776.8	31	-49.1%	
10/9/2007	1565.2	3/9/2009	676.5	17	-56.8%	
2/19/2020	3386.2	3/20/2020	2304.9	1	-31.9%	
Average				20	-39.3%	

Source: Used with permission of Strategas Research Partners.

The Treasury and the Federal Reserve responded to the global public health crisis with the equivalent of a financial stimulus antitoxin. Liquidity administered by a dramatic increase in the Fed balance sheet and U.S. deficits (see Charts 2 and 3) accompanied the \$2.2 Trillion CARES Act. The economic recovery, less ebullient than the financial market response, has nonetheless well surpassed the bleak 1Q forecasts for year-end unemployment and other measures of activity as we enter 2021.

Chart 2

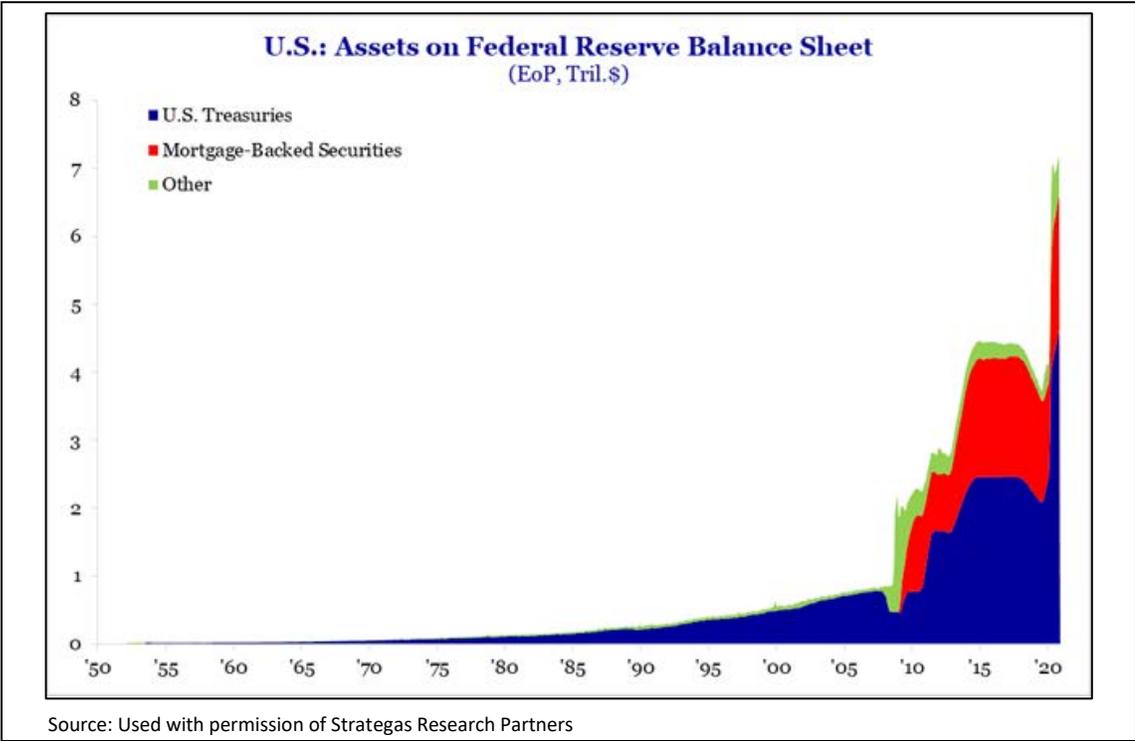
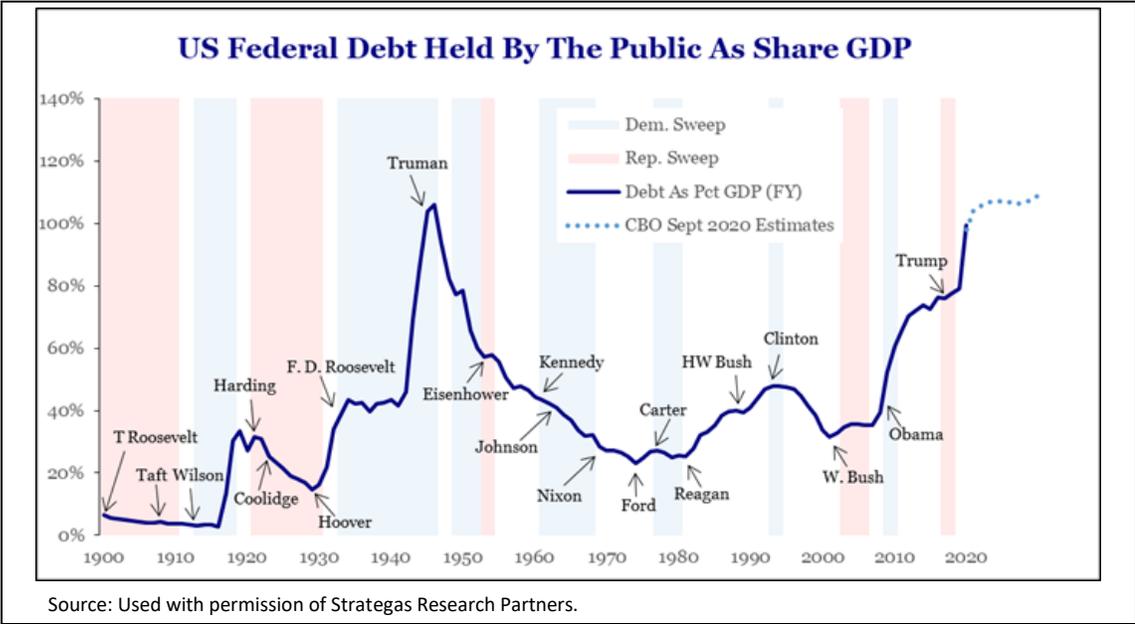


Chart 3



The fear gripping financial market participants found an old reliable friend in 10-year Treasuries, and the forty-year punch bowl of ever cascading rates was spiked for yet another round (see Chart 4). With nearly \$18 trillion in negative yielding debt around the world, and negligible returns on fixed income instruments generally, the allocation of capital became less about unsavory alternatives and more about entering the field of play for the only game in town.

Chart 4



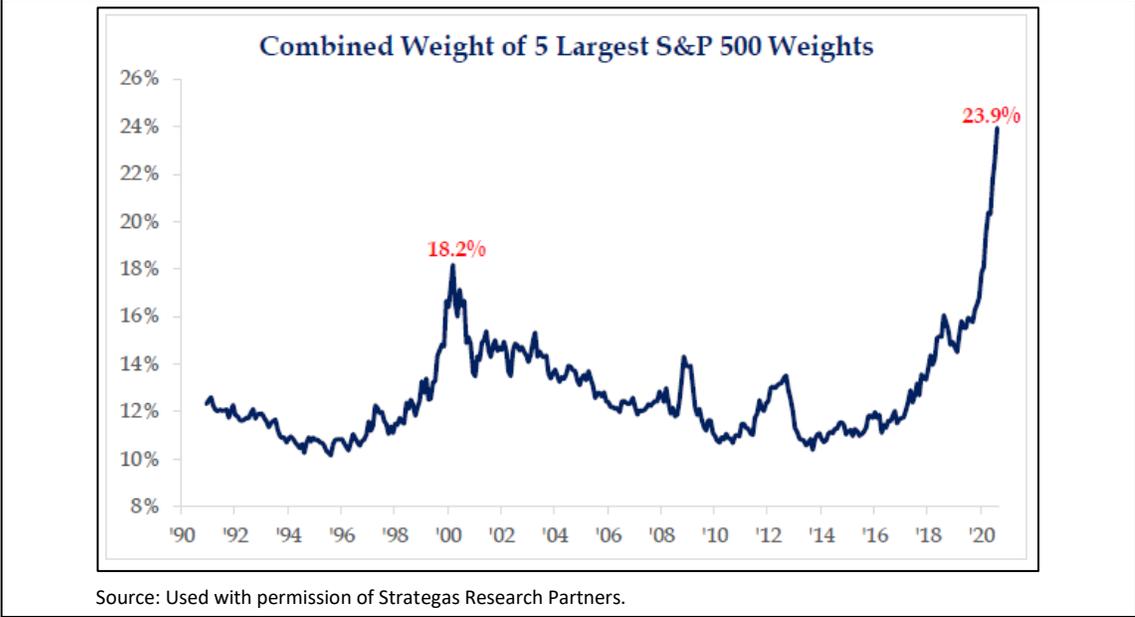
The Only Game in Town

So what was an investor to do? Go long equities, young lad!

And oh, how they listened, with a notable holiday cheer for tech. Over our shoulder, the set-up for tech was rather inviting: record low interest rates justified lofty future cash flow valuations; pristine balance sheets – in some cases with credit ratings above that of the U.S. government – allayed pervasive liquidity fears; the prospect of a pandemic induced, more growth deprived world colluded with record low rates to rationalize the ascension of tech PE’s as growth scarcity became more richly prized; and the amplification of remote work, virtual education, self-directed wellness, prepared/grocery residential food delivery, telemedicine, e-commerce and more were behavioral human adaptations that only massively scalable platforms could accommodate.

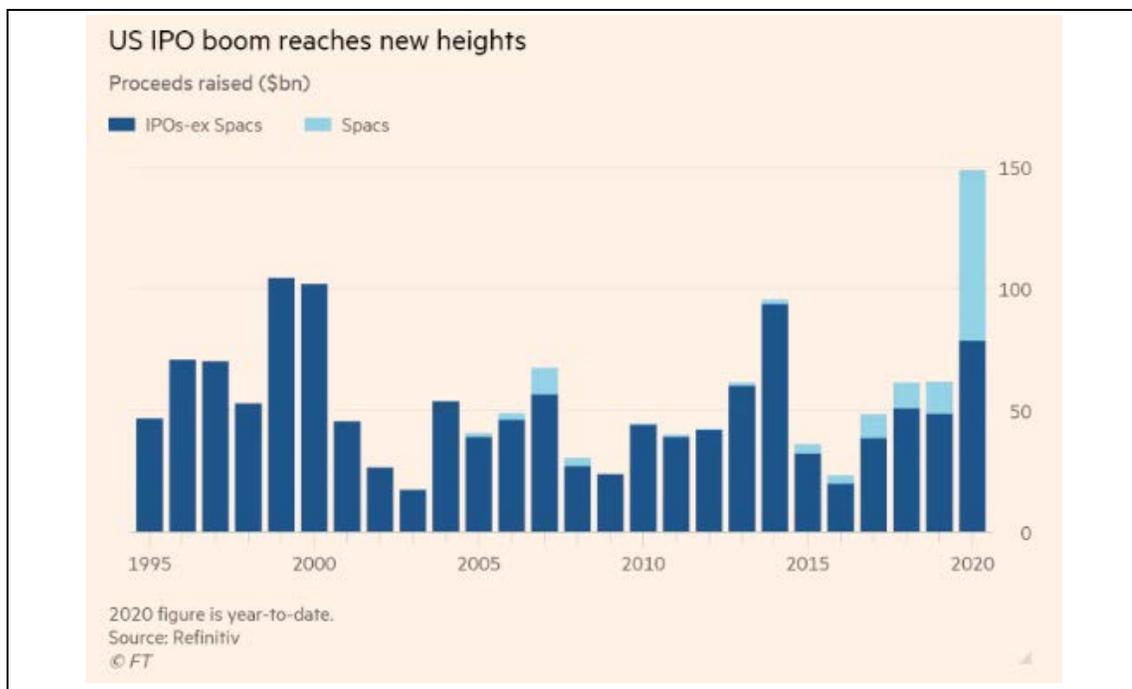
Chart 5 captures the astonishing rise in capital directed at an increasingly narrow collection of businesses.

Chart 5



The largest capitalization equities now occupy a perch one-third higher as a percentage of the S&P 500 (~24% vs. 18%) than existed at the apex of the dot-com bubble. A certain irrational exuberance has also lined the coffers of newly minted public companies, as evidenced by the record pace of IPOs, including SPACs (Chart 6). Cheap money, weak investment alternatives and the perfect storm of business model attributes to satisfy radical shifts in how commerce is conducted in a public health crisis have proven to be big tech elixir.

Chart 6



Navigating With No Historic Financial Market GPS

The year has also been one of difficult choices, and duality has become manifest in bimodal behavior. Bimodalism not only sadly exists on K Street; this or that has become a narrative destination on a 2020 journey with waypoints yay or nay – no rest stop at perhaps. It’s buy or sell – no holds allowed. Such thinking permeated much of society – mask/no mask, open/close, urban/suburban, blue/red – and financial markets in 2020: stay at home stocks vs. return to work, tech vs. everything else, cyclicals vs. defensive positioning, bitcoin loved/bitcoin loathed. We do not subscribe to such linear outcomes, finding opportunities on both the buy and sell side from the prevailing narrative. HSMP took advantage to invest in what we believe are good businesses at compelling valuations; the left behind patrons who did not fit neatly into the bimodal conversation. Our activity could be summarized in three phases: balance sheet centric at the recognition of the crisis; positioning to identify businesses that could operate in a climate of pandemic influenced sub-par global economic growth; and a realization that certain behavioral changes are likely to persist long after society is widely inoculated, and that certain companies had become more sustainably relevant as a consequence. (See Phases dated June 5, 2020 and Third Quarter Investment Perspective dated October 8, 2020.)

The changes made effectively enhanced the quality of client portfolios and yielded two primary benefits. Compared with our positioning early in the year, a higher percentage of companies populating client portfolios have maintained or issued guidance, maintained and/or raised dividends, and in some cases maintained or resumed share repurchases. And we believe we have managed to enhance the portfolio while not being

extended from a valuation perspective. Our work has also wrought the prospect of portfolio earnings in 2021 comfortably exceeding that which were realized pre-pandemic in 2019 (see Table 7).

Table 7

	2019	Y/Y % Change	2020E	Y/Y % Change	2021E
Indexed EPS	100	+4.2%	104	+16.7%	122
P/E Ratio	25.9		24.8		21.3

Based on HSMP estimates as of 11/30/20.

Now and Then: Recency Bias and the Body of Work

The HSMP investment tagline “investment styles ebb and flow...fundamentals never go out of favor” is one that has served our clients well. The fundamentals of identifying quality businesses, of assembling those businesses into a concentrated portfolio with advancing earnings and cash flows, and the fundamental precepts of maintaining a valuation discipline are principles to which we adhere in managing client assets. All elements of our investment discipline matter, and our valuation resolve has become perhaps more the object of our affection as the market has taken a somewhat indiscriminate, cavalier view of the same, capitalizing future cash flows – some far out on the horizon, if realizable at all – at exceedingly high rates.

Compartmentalizing our performance history offers some perspective. Our long-term body of work pre-pandemic (4/1/07-12/31/19) as compared to our year-to-date performance offers a useful construct in what has certainly been the most bizarre year of my investment career. Table 8 highlights the two intervals, exhibiting the HSMP Composite performance together with the factors most influential during each period.

Table 8

Factor	Ticker	4/1/2007 - 12/31/2019 Cumulative	4/1/2007 - 12/31/2019 Annualized	Factor	Ticker	1/1/2020 - 11/30/2020
HSMP Composite (net)		348.5%	12.5%	Volatility	BCSUVOLL Index	46.1%
Russell 1000 Growth		284.9%	11.2%	Growth	BCSUGRWL Index	35.3%
Quality	BCSUQLTL Index	278.1%		Russell 1000 Growth		32.4%
Size	BCSUSIZL Index	212.3%		Momentum	BCSUMMTL Index	32.0%
S&P 500		197.9%	8.9%	Quality	BCSUQLTL Index	15.9%
Momentum	BCSUMMTL Index	157.7%		S&P 500		14.0%
Value	BCSUVALL Index	154.5%		Size	BCSUSIZL Index	12.3%
Growth	BCSUGRWL Index	135.6%		HSMP Composite (net)		11.9%
Volatility	BCSUVOLL Index	111.7%		Value	BCSUVALL Index	-14.4%

Source: HSMP, Barclays, Bloomberg. HSMP Composite performance results are net-of-fees and include the reinvestment of dividends and other earnings. Past performance is not indicative of future results. See pages 8-9 for additional information.

As long-term clients know, our focus is on delivering positive absolute returns and for such absolute returns to yield positive relative returns over time. We take a benchmark agnostic approach (for more, see “Means to an

End” dated 12/11/2019). As shown, our body of work over the first 51 quarters of our existence – just shy of 13 years – produced attractive absolute and relative returns. Hard work, prudent portfolio management, and a dose of good fortune were constant companions, and the “factors” that mattered to investors were the same time-honored standards core in our investment process: quality and size mattered most, and value closely followed momentum (not a game we play) over that long duration. The eleven months of 2020 through November – with as short a bear market as has ever been realized and a pandemic influenced, liquidity fueled burst of tech enthusiasm – saw an embrace of volatility, growth and momentum. Quality was only one-third as important as was volatility, and size and value trailed, with value actually a negative factor in the year-to-date series.

Noteworthy is that HSMP’s year-to-date performance has been consistent with the approximate 12% per annum return we’d demonstrated in the first thirteen years of our existence; the outlier returns this year relative to history were exhibited by the indices. The year 2020 has been anomalous in many, many ways, and we recognize there will be stretches – sometimes long, always painful – when what we prize as investors is eroded by the tide of sentiment rolling ashore. The shifting sands do not suggest to us that the principles upon which we invest have been legislated away or are no longer important. What have you done for me lately is a hard-wire reaction of human nature, often leading in our profession to positive asset flows as capital chases the hot hand with the best year-to-date return. The hare has enjoyed a banner year with a sprint in record time. We quite like the tortoise shell and appreciate marathons can only be completed with the proper pace.

All I Want is the Truth

In the end, our relationship with clients is a partnership wherein we forge a covenant to operate in a manner consistent with our pledge; we do what we say we’ll do in managing clients’ scarce capital. That is our truth – to abide by the oath of principles upon which clients selected us. The social media obsessed and politically divisive world in which we live does in some corners succeed in rendering truth a theorem. Our way of processing facts can’t wrap itself around such cerebral novelty – ahem, frivolity. As John Lennon implored, “All I Want is the Truth...Just Gimme Some Truth.” Words to live by.

From all HSMP team members to all of you, the truth is we want to extend our sincerest appreciation for the trust and confidence you’ve shown in us. Our very best wishes for a Happy and Healthy Holiday Season and a better tomorrow.

A special thank you to essential workers far and wide, up and down the line. You are agents of hope and an inspiration to us all.

GIPS Disclosure
HS Management Partners, LLC
Concentrated Quality Growth Composite
Annual Disclosure Presentation

Year End	Firm	Composite		Performance Results					3-Year Annualized Std Deviation		
				Composite		S&P 500 [®]	Russell 1000 [®] Growth	Composite Dispersion (Std Dev)	Composite Gross	S&P 500 [®]	Russell 1000 [®] Growth
				Gross	Net						
3Q20	3,257	3,134	282	9.69%	9.50%	8.93%	13.22%	0.15	18.84	17.49	18.78
2Q20	3,186	3,042	287	23.54%	23.31%	20.54%	27.84%	0.11	18.64	16.71	17.40
1Q20	2,674	2,602	292	-24.29%	-24.42%	-19.60%	-14.10%	0.28	16.56	15.00	15.19
2019	3,566	3,478	280	38.12%	37.13%	31.49%	36.39%	1.13	11.29	11.93	13.07
2018	3,145	2,967	259	-4.42%	-5.07%	-4.38%	-1.51%	.28	10.04	10.80	12.12
2017	4,028	3,840	236	33.87%	33.06%	21.83%	30.21%	.46	9.61	9.92	10.54
2016	3,446	3,269	199	6.92%	6.25%	11.96%	7.08%	.10	10.72	10.59	11.15
2015	3,143	3,014	176	3.94%	3.32%	1.38%	5.67%	.81	11.03	10.48	10.70
2014	3,295	3,193	148	13.06%	12.39%	13.69%	13.05%	.26	9.85	8.98	9.59
2013	2,392	2,298	136	31.76%	31.04%	32.39%	33.48%	.09	12.26	11.94	12.18
2012	1,622	1,616	94	28.86%	28.16%	16.00%	15.26%	.15	13.82	15.09	15.66
2011	884	880	72	5.55%	5.00%	2.11%	2.64%	.11	15.81	18.70	17.76
2010	531	528	46	17.13%	16.44%	15.06%	16.71%	.28	19.54	21.85	22.11
2009	292	290	32	35.91%	35.06%	26.46%	37.21%	.33			
2008**	172	152	27	(34.49%)	(34.80%)	(37.00%)	(38.44%)	N.A.			
2007*	-	6	5 or fewer	16.84%	16.08%	4.83%	10.51%	N.A.			

* Performance shown for 2007 is from April 1, 2007 through December 31, 2007.

** HS Management Partners, LLC charges its fees quarterly in arrears and therefore no significant fees were charged to client accounts in the first quarter of 2008. Had a modeled fee of 0.90% per annum been applied, the net of fee return for the first quarter of 2008 would be (10.82%).

N.A. - Information is not statistically meaningful due to an insufficient number of portfolios (5 or fewer) in the Composite for the entire year.

The HS Management Partners Concentrated Quality Growth Composite includes all fully discretionary, actively managed, fee paying accounts which employ our style of investing in 20-25 quality growth businesses. These accounts must have a market value exceeding \$500,000 at the time of initial inclusion in the Composite and have a market value exceeding \$300,000 to maintain inclusion.

Accounts that have contributions/withdrawals of greater than 10% of their market value (at the time of the cash flow) shall be excluded from Composite membership. Accounts that are not actively managed according to the intended strategy are excluded at the end of the last full day in which they last met the inclusion criteria. Accounts are reinstated into the Composite on the first day after the account again meets our inclusion criteria. Prior to April 1, 2009, our inclusion and exclusion criteria were applied on a monthly basis, rather than daily. Additional information regarding the treatment of significant cash flows is available upon request. Also available upon request are policies for valuing portfolios, calculating performance, and preparing compliant presentations.

For benchmark purposes, the Composite is compared to the S&P 500[®] and Russell 1000[®] Growth indices, however, the Composite may contain securities not represented in either or both indices. The HS Management Partners Concentrated Quality Growth Composite was created January 1, 2008. Prior to January 1, 2008 the accounts in the Composite were non-fee paying individual accounts managed by Harry Segalas in accordance with HS Management Partners' investment policies, becoming HS Management Partners accounts in December 2007. Prior to July 1, 2011, the HS Management Partners Concentrated Quality Growth Composite was known as the HS Management Partners Concentrated Growth Composite.

The Composite Dispersion presented is an asset-weighted standard deviation calculated using gross performance results for accounts included within the Composite for the entire period.

HS Management Partners, LLC claims compliance with the Global Investment Performance Standards (GIPS[®]) and has prepared and presented this report in compliance with the GIPS[®] standards. HS Management Partners, LLC has been independently verified for the period January 1, 2008 through September 30, 2020. 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. The Concentrated Quality Growth Composite has been examined for the period January 1, 2008 through September 30, 2020. The verification and performance examination reports are available upon request.

The performance track record from April 1, 2007 through December 31, 2007 has been examined by Ashland Partners & Company, LLP and meets the portability requirements of the GIPS[®] standards. A copy of their report is available upon request.

HS Management Partners, LLC is an independent SEC registered investment advisor (SEC registration does not imply a certain level of skill or training). The Firm maintains a complete list and description of composites, which is available upon request. Results are based on fully discretionary accounts under management, including those accounts no longer with the Firm. Past performance is not indicative of future results.

The U.S. Dollar is the currency used to express performance. When international ordinary shares or ADRs are held in portfolios in the Composite, performance is shown net of foreign withholding taxes. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Prior to January 1, 2008, a representative fee of 0.90% annually was applied to the individual accounts in the Composite managed by Harry Segalas. Additional information regarding the policies for calculating and reporting returns is available upon request. Policies governing compliance with the GIPS[®] Standards were followed in establishing HS Management Partners' performance record and the accounts to be included therein. In that regard, certain individual accounts managed by Harry Segalas were excluded from the Composite because of material differences in the management style of those accounts and HS Management Partners' investment policies. The GIPS[®] standards were applied retroactively for the purposes of computing 2007 performance, and are being applied prospectively in a consistent manner.

Investment advisory fees are charged as a percentage of an account's assets under management. The annual fee schedule for accounts that are at least \$10 million under management is as follows: 0.90% on first \$25 million, 0.70% on next \$25 million and 0.50% on the balance. Accounts below \$10 million pay the greater of 1% or \$10,000. Actual investment advisory fees may deviate from the above fee schedule at the Firm's sole discretion. Please refer to our Form ADV for more information related to our fees.

IMPORTANT DISCLOSURES

When we use *HSMP*, *HS Management Partners*, or *Firm*, we mean HS Management Partners, LLC. This piece represents our opinion as of 12/21/20 based on our understanding of market conditions and publicly available information. It has forward-looking statements that are by their nature uncertain and based on our assumptions (such as when we refer to possible/future/estimated earnings, cash flows, earnings-per-share (EPS), growth rates, price-earnings ratios (P/E), market conditions, or portfolio/client portfolio outlook); there is no assurance that forward-looking statements are accurate as actual results and future events can differ materially from our assumptions. It is written from the perspective of our Composite holdings, performance and estimated metrics, and it does not refer to any specific group/client account (when we use *our portfolio(s)/your portfolio(s)* we mean client portfolios in general from our Composite perspective – please see below regarding differences between the Composite and actual client portfolios/ accounts). The information here is solely for illustration/discussion, is subject to change without notice, should not be construed as a recommendation to buy or sell any particular security, and should not be used as a base for making investment decisions. Investing in securities involves significant risks, including the risk of loss of the original amount invested.

We typically build a concentrated portfolio with a hard cap on company names and with an aim to keeping clients' capital nearly fully invested. Our investment advice is limited to domestic and foreign equity securities of publicly traded companies. Client accounts generally hold 20-25 companies, although in certain circumstances they may hold more or less names. We do not maintain limits on industry or sector weightings, and while we do limit portfolio positions by company, clients' portfolios are likely to be significantly concentrated by sector, industry and/or geography, among other factors. While we believe that our investment strategy will produce desired returns, there can be no assurance that we will achieve our investment objectives. We encourage you to refer to our Firm Brochure (which is available on our website—www.hsmanage.com—or upon request at 212-888-0060) for some material risks applicable to our investment strategy and additional information regarding our Firm.

When we use *Composite*, we mean our HS Management Partners Concentrated Quality Growth Composite. The performance shown should not be taken as an indication of how the Composite or a client account will perform in the future; past performance is not indicative of and does not guarantee future results. HSMP claims compliance with the Global Investment Performance Standards (GIPS®). HS Management Partners, LLC is an independent SEC registered investment adviser (SEC registration does not imply any certain level of skill or training). The Composite includes all fully discretionary, actively managed, fee paying accounts which employ our style of investing in 20-25 quality growth businesses, including those accounts no longer with the Firm. Accounts must have a market value of greater than \$500,000 at the time of initial inclusion in the Composite and meet certain other criteria to maintain inclusion. The U.S. Dollar is the currency used to express performance. Composite performance is presented net of fees and includes the reinvestment of dividends and other earnings. The Composite is compared to the Russell 1000® Growth Index and the S&P 500® Index as benchmarks for market context only (we deem our strategy to be benchmark agnostic as we do not aim to mimic any market index). The Russell 1000 Growth Index is an unmanaged index which measures the performance of those Russell 1000® Index companies (largest 1,000 U.S. companies based on market capitalization) with higher price-to-book ratios and higher forecasted growth values. The S&P 500 Index is an unmanaged market capitalization-weighted index designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries. Neither index bears fees and expenses and investors cannot invest directly in either of them. There are meaningful differences between the Composite and each index that should be considered when comparing performance, such as in terms of composition, concentration and volatility. For example: (1) the Composite can contain securities not represented in either or both indices and is much more concentrated than either index in terms of companies and sectors; (2) the average market capitalization of companies in the Composite will likely differ from that of either index; and (3) market or economic conditions may affect positively/negatively the Composite's performance but not the indices, which do not bear market risk. Although most discretionary client accounts are included in the Composite and dispersion is typically low over time, not all client accounts are in the Composite, and even for those in the Composite, there can be dispersion, particularly when viewed over narrow time periods. Client account holdings and performance can vary from the Composite or from other client accounts (even different accounts of the same client), and also from the representative portfolio, for several reasons, such as: client restrictions, account type and size, timing and market conditions at an account's inception and contributions/withdrawals, timing and terms of trades, actual client investment advisory fees (or the lack thereof), and client directed brokerage/commission recapture instructions. Furthermore, under our sole investment strategy (HSMP Concentrated Quality Growth Equity strategy) we provide investment advice on a discretionary basis (we make all the investment decisions and trade the accounts) and also on a non-discretionary basis in the form of model portfolios for use in multimanager products (we act as a non-discretionary sub-adviser and do not make the final investment decisions nor trade the accounts); therefore, certain information here (including holdings, performance, Composite, and investment strategy implementation) is not applicable to model portfolio clients as we have no control and do not monitor the implementation (complete, partial or not at all) of model portfolios, and the performance of model portfolio clients is not attributable to us.

In response to the current coronavirus (COVID-19) global pandemic and in an effort to protect the safety and well-being of our team and the continuity of our critical business operations, our employees are working remotely, and we suspended business travel and replaced in-person meetings with conference calls and video chats. We have tested our capacity to operate remotely and members of our team have worked from home in the past, and as of this moment, we believe we can continue to perform critical services (making investment decisions, trading and settlement, and communicating with clients about the status of their accounts), assuming that conditions do not worsen dramatically, that our team and close family members do not fall ill with COVID-19, that there are no significant disruptions to our key service providers, and that our team continues to have internet connectivity and phone access from home. Although our business continuity/disaster recovery plan aims to mitigate the impact of natural disasters or catastrophic events by maintaining critical business functions while keeping the safety of our employees first, no plan can guarantee the continuity of our operations in the presence of these events. In particular, given the evolving situation and the unknown impact of COVID-19, we cannot predict with certainty its effect to our business and client portfolios.

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