Town of Branford Volunteer Fire Incentive Plan

GYL FINANCIAL®

A FOCUS FINANCIAL PARTNER

4Q20 Performance Review

This presentation has been prepared specifically for the Town of Branford for use at a meeting February 22, 2021.

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Performance Summary

Index Performance as of: 12/31/2020

| | <u>3 Month</u> | <u>YTD</u> | <u>1 Year</u> | <u>3 Year</u> | <u>5 Year</u> | <u>10 Year</u> | | <u>3 Month</u> | YTD | <u>1 Year</u> | <u>3 Year</u> | <u>5 Year</u> | <u> 10 Year</u> |
|------------------------|----------------|------------|---------------|---------------|---------------|----------------|--------------------------------|----------------|--------|---------------|---------------|---------------|-----------------|
| Russell | | | | | | | Other U.S. Equity | | | | | | |
| 3000 Value | 17 21 | 2 97 | 2 07 | F 90 | 9.74 | 10.20 | • • | 10 72 | 0.72 | 0 72 | 0.00 | 14.65 | 12.07 |
| | 17.21 | 2.87 | 2.87 | 5.89 | - | 10.36 | Dow Jones Industrial Avg. | 10.73 | 9.72 | 9.72 | 9.90 | 14.65 | 12.97 |
| 3000 | 14.68 | 20.89 | 20.89 | 14.49 | 15.43 | 13.79 | Wilshire 5000 (Full Cap) | 14.94 | 22.18 | 22.18 | 14.65 | 15.57 | 13.69 |
| 3000 Growth | 12.41 | 38.26 | 38.26 | 22.50 | 20.67 | 16.93 | | | | | | | |
| 1000 Value | 16.25 | 2.80 | 2.80 | 6.07 | 9.74 | 10.50 | International Equity - Broad N | | | | | | |
| 1000 | 13.69 | 20.96 | 20.96 | 14.82 | 15.60 | 14.01 | MSCI EAFE | 16.05 | 7.82 | 7.82 | 4.28 | 7.45 | 5.51 |
| 1000 Growth | 11.39 | 38.49 | 38.49 | 22.99 | 21.00 | 17.21 | MSCI EM | 19.70 | 18.31 | 18.31 | 6.17 | 12.81 | 3.63 |
| Mid Cap Value | 20.43 | 4.96 | 4.96 | 5.37 | 9.73 | 10.49 | MSCI Frontier Markets | 11.20 | 1.43 | 1.43 | 0.01 | 6.25 | 3.26 |
| Mid Cap | 19.91 | 17.10 | 17.10 | 11.61 | 13.40 | 12.41 | MSCI ACWI | 14.68 | 16.25 | 16.25 | 10.06 | 12.26 | 9.13 |
| Mid Cap Growth | 19.02 | 35.59 | 35.59 | 20.50 | 18.66 | 15.04 | MSCI ACWI Ex USA | 17.01 | 10.65 | 10.65 | 4.88 | 8.93 | 4.92 |
| 2000 Value | 33.36 | 4.63 | 4.63 | 3.72 | 9.65 | 8.66 | MSCI AC Asia Ex Japan | 18.60 | 25.02 | 25.02 | 8.15 | 13.58 | 6.50 |
| 2000 | 31.37 | 19.96 | 19.96 | 10.25 | 13.26 | 11.20 | | | | | | | |
| 2000 Growth | 29.61 | 34.63 | 34.63 | 16.20 | 16.36 | 13.48 | International Equity - Country | / | | | | | |
| | | | | | | | MSCI Brazil | 37.00 | -19.02 | -19.02 | 0.59 | 16.00 | -3.58 |
| Standard & Poors | | | | | | | MSCI BRIC | 15.26 | 17.65 | 17.65 | 7.75 | 14.73 | 3.60 |
| S&P 500 | 12.15 | 18.40 | 18.40 | 14.18 | 15.22 | 13.88 | MSCI China | 11.20 | 29.49 | 29.49 | 9.05 | 15.05 | 7.61 |
| Consumer Disc | 8.04 | 33.30 | 33.30 | 19.81 | 17.53 | 17.68 | MSCI Europe | 15.61 | 5.38 | 5.38 | 3.55 | 6.78 | 5.32 |
| Consumer Staples | 6.35 | 10.75 | 10.75 | 8.99 | 9.14 | 11.79 | MSCI India | 21.04 | 15.55 | 15.55 | 4.84 | 9.52 | 3.38 |
| Energy | 27.77 | -33.68 | -33.68 | -15.31 | -5.20 | -2.67 | MSCI Japan | 15.26 | 14.48 | 14.48 | 6.06 | 8.65 | 6.50 |
| Financials | 23.22 | -1.69 | -1.69 | 4.15 | 11.13 | 10.79 | MSCI EM Latin America | 34.82 | -13.80 | -13.80 | -1.83 | 8.93 | -3.44 |
| Health Care | 8.03 | 13.45 | 13.45 | 13.43 | 11.63 | 15.88 | MSCI Russia | 21.60 | -12.48 | -12.48 | 9.57 | 16.46 | 1.01 |
| Industrials | 15.68 | 11.06 | 11.06 | 7.60 | 12.38 | 11.96 | | | | | | | |
| Information Technology | 11.81 | 43.89 | 43.89 | 29.19 | 27.79 | 20.68 | | | | | | | |
| Materials | 14.47 | 20.73 | 20.73 | 8.66 | 13.14 | 9.00 | | | | | | | |
| Real Estate | 4.94 | -2.17 | -2.17 | 7.26 | 7.18 | 10.08 | | | | | | | |
| Telecom Services | 13.82 | 23.61 | 23.61 | 12.79 | 11.84 | 10.07 | | | | | | | |
| Utilities | 6.54 | 0.48 | 0.48 | 9.74 | 11.50 | 11.27 | | | | | | | |

Source: Morningstar

Performance Summary

Index Performance as of: 12/31/2020

| | <u>3 Month</u> | <u>YTD</u> | <u>1 Year</u> | <u>3 Year</u> | <u>5 Year</u> | <u> 10 Year</u> | | <u>3 Month</u> | <u>YTD</u> | <u>1 Year</u> | <u>3 Year</u> | <u>5 Year</u> | <u> 10 Year</u> |
|------------------------------|----------------|------------|---------------|---------------|---------------|-----------------|--------------------------|----------------|------------|---------------|---------------|---------------|-----------------|
| Fixed Income | | | | | | | Fixed Income-Tax Exempt | | | | | | |
| Barclays U.S. Aggregate | 0.67 | 7.51 | 7.51 | 5.34 | 4.44 | 3.84 | Barclays Municipal | 1.82 | 5.21 | 5.21 | 4.64 | 3.91 | 4.63 |
| Barclays US Aggregate 1-3 Yr | 0.22 | 3.08 | 3.08 | 2.90 | 2.17 | 1.60 | Barclays Municipal 3 Yr | 0.33 | 2.97 | 2.97 | 2.80 | 2.00 | 1.90 |
| Barclays US Aggregate 3-5 Yr | 0.36 | 5.40 | 5.40 | 4.27 | 3.30 | 2.91 | Barclays Municipal 5 Yr | 0.77 | 4.29 | 4.29 | 3.80 | 2.81 | 3.03 |
| Barclays US Aggregate 5-7 Yr | 0.57 | 7.92 | 7.92 | 5.33 | 4.09 | 3.66 | Barclays Municipal 7 Yr | 1.27 | 5.11 | 5.11 | 4.48 | 3.47 | 3.97 |
| BofAML 3-Month T-Bill | 0.03 | 0.67 | 0.67 | 1.61 | 1.20 | 0.64 | Barclays HY Muni | 4.51 | 4.89 | 4.89 | 6.74 | 6.56 | 6.86 |
| Barclays U.S. Gov't | -0.79 | 7.94 | 7.94 | 5.17 | 3.76 | 3.26 | | | | | | | |
| Barclays U.S. Credit | 2.79 | 9.35 | 9.35 | 6.80 | 6.44 | 5.40 | Alternative Investments | | | | | | |
| Barclays High Yield Corp. | 6.45 | 7.11 | 7.11 | 6.24 | 8.59 | 6.80 | Alerian MLP | 32.45 | -28.69 | -28.69 | -12.69 | -5.95 | -2.31 |
| Barclays TIPS | 1.62 | 10.99 | 10.99 | 5.92 | 5.08 | 3.81 | Bloomberg Commodity | 10.19 | -3.12 | -3.12 | -2.53 | 1.03 | -6.50 |
| Barclays Global Aggregate | 5.09 | 10.11 | 10.11 | 4.23 | 4.89 | 1.99 | FTSE NAREIT Equity REIT | 11.57 | -8.00 | -8.00 | 3.40 | 4.77 | 8.31 |
| Barclays Gbl Agg Ex USD | 3.28 | 9.20 | 9.20 | 4.85 | 4.79 | 2.83 | S&P Global Natural Res. | 21.92 | 0.68 | 0.68 | 1.05 | 10.85 | 0.63 |
| JPM EMBI Global Div | 5.49 | 5.88 | 5.88 | 4.94 | 6.84 | 5.97 | S&P N. Amer Natural Res. | 18.93 | -19.01 | -19.01 | -9.06 | -0.08 | -2.83 |

Source: Morningstar



Performance Drivers

1. The economic recovery slows, but multiple COVID-19 vaccines have been approved.

- Following a strong economic rebound during the summer, the global economy slowed during the fourth quarter, as pandemicrelated restrictions gradually returned to most major regions. However, the restrictions have been more targeted and the economic impact has not been as severe as in early 2020
- The approval and distribution of multiple COVID-19 vaccines helped investors to look past the slowing recovery toward a potential rebound in activity later in 2021. This helped to drive strong gains for equities and other risk assets.
- **GYL View:** The approval of vaccines gives us greater confidence in a rebound in 2021, although our base case remains that global GDP will not fully recovery to pre-COVID-19 levels until late 2021. The composition of global growth across countries and sectors is likely to be uneven from here.

2. Monetary and fiscal policy remain highly accommodative

- In the US, Congress reached agreement on a new \$900 billion stimulus package, providing aid to individuals and businesses, following the expiration of many provisions of the CARES Act.
- The Federal Reserve committed to maintaining its bond buying program until the economy reaches full employment. The Fed also kept short-term borrowing rates near zero and has indicated that it expects to keep rates near zero until at least 2023.
- Overseas, the European Central Bank and Bank of England both kept rates unchanged and increased the size of their bond buying programs. The Bank of Japan left policy unchanged and announced a review of its monetary policy amid persistently low inflation.
- **GYL View:** Fiscal and monetary measures have been an important tool in cushioning the blow to households and businesses, helping to provide a bridge to widespread vaccine distribution.

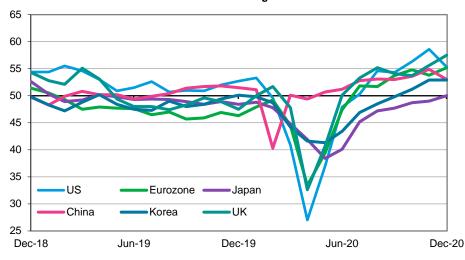
3. Political risk appears likely to decline in 2021

- In the US, the Democratic sweep suggests that additional fiscal support is likely in 2021. However, a very narrow majority in the Senate should limit the size of any fiscal packages and reduce the likelihood of tax increases.
- The UK and EU reached agreement on a Brexit deal. While certain details still need to be negotiated, the agreement avoids what could have been a disruptive 'no deal' scenario.
- Tensions between the US and China are likely to remain elevated, even with a new incoming US administration.
- **GYL View:** While we expect political risks to diminish somewhat in 2021, unexpected developments could lead to volatility and downside risk.



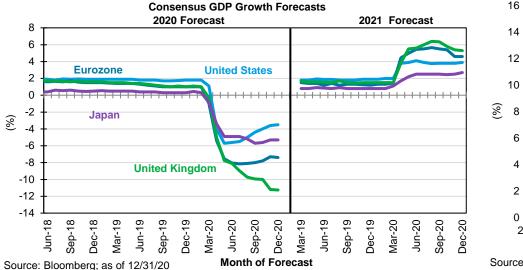
Economic Fundamentals Recovery Slowing, but Vaccines Bring Optimism for 2021

- COVID outbreaks across the US, UK, and Europe are likely to weigh on economic activity in the near-term. Vaccine distribution should lead to a strong recovery later in 2021.
- Monetary policy remains extremely accommodative. In the • US, Congress approved a new \$900B (4.3% of GDP) stimulus package following expiration of parts of the CARES Act.
- The US unemployment Rate (U-3)¹ has fallen to 6.7% after peaking at 14.7% in April². However, labor force participation rates have trended lower as well.
- Manufacturing PMI's suggest a continued expansion moving ۲ into 2021, although momentum has slowed with new COVID restrictions in place.

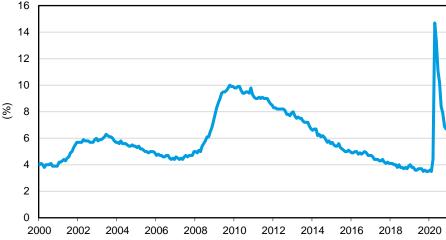


Markit Manufacturing PMIs

Source: Bloomberg; as of 12/31/20



US Unemployment Rate (U-3) ¹



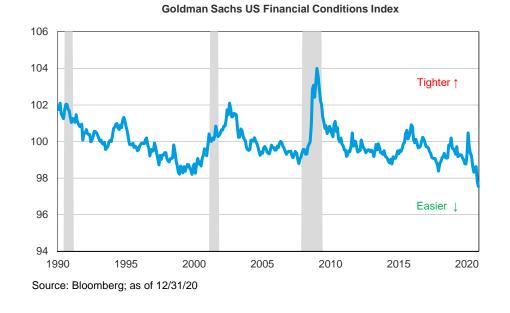
Source: Bureau of Labor Statistics; as of 11/30/20

(%)

¹ The U-3 Unemployment Rate represents the percentage of the civilian labor force that is jobless and actively seeking employment. ² Source: Bureau of Labor Statistics; as of 11/30/20

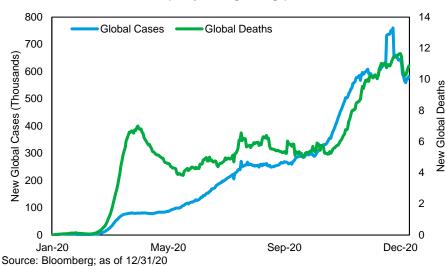
Risk Factors Financial Conditions Remain Easy

- Financial conditions continued to improve in Q4, as credit spreads for both investment grade and high yield corporate bonds moved lower.
- The VIX index declined from 26 to 23 during the quarter. The index rose as high as 40 in late-October, but remained well below its peak of just over 80 during Q1¹.
- The increase in COVID-19 cases and hospitalizations has led to new restrictions across many regions. However, the economic impact has not been as severe as in early 2020, and vaccine roll-outs offer the potential for a strong recovery later in the year.



CBOE S&P Implied Volatility Index (VIX) 90 80 70 60 50 % 40 30 20 10 0 2008 2010 2012 2014 2016 2018 2020 2006

Source: Bloomberg; as of 12/31/20

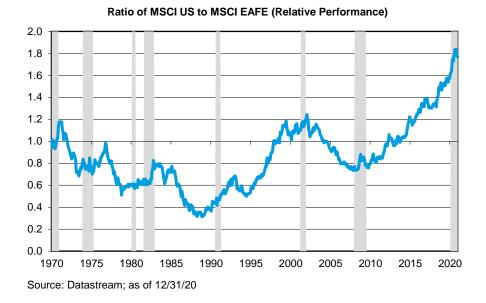


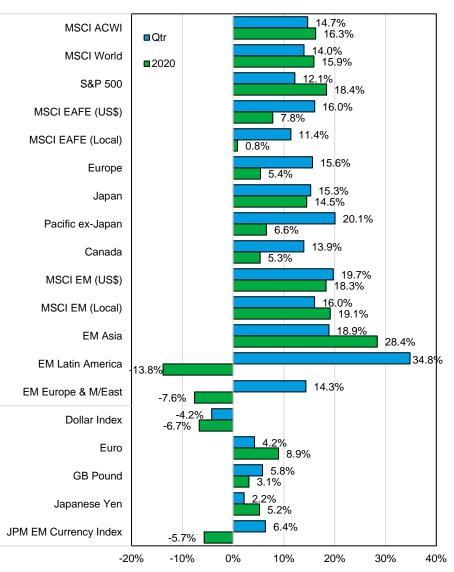
COVID-19 Cases and Deaths (7-Day Moving Average)



Regional Equity Returns Global Equities Rally on Vaccine Announcements

- Global equities extended their rebound during Q4, with the MSCI ACWI index gaining 14.7% for the quarter and finishingthe year with a 16.3% gain.
- The S&P 500 returned 12.1% during the quarter, lagging most other developed markets. Year-to-date, the S&P 500 returned18.4%.
- International developed stocks rose 16.0% in Q4 and 7.8% during 2020. A weaker dollar added 460 bps to US\$ returns during the quarter.
- Emerging market equities rose 19.7% in Q4 and finished the year up 18.3%. Asian emerging markets drove the gains for 2020, returning 28.4%.





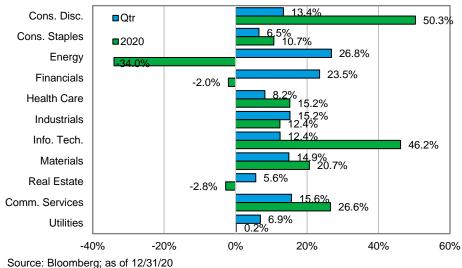
Global Performance

Source: Bloomberg, Datastream; as of 12/31/20

Currencies

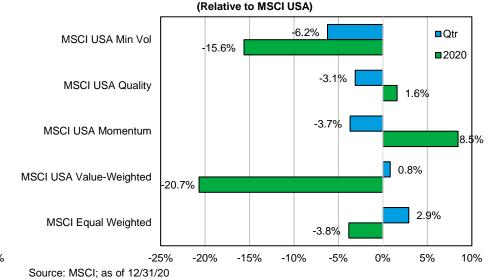
US Equity Factor and Sector Returns Small-Cap Stocks Finished the Year Strong

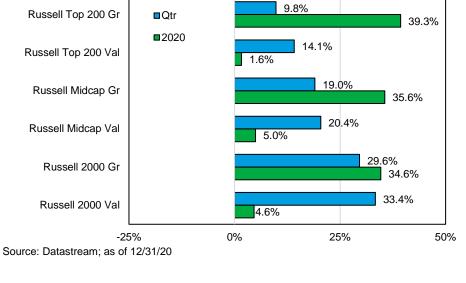
- Value outperformed growth across the size spectrum during Q4, and small-caps outperformed large-caps. However, for the calendar year growth outperformed value by over 35 percentage points (Russell 3000). Small-caps modestly outperformed large-caps during 2020.
- The size and value factors outperformed in Q4, while minimum volatility, momentum and quality lagged. Momentum was the best performing factor over the calendar year, while value and minimum volatility struggled. The energy and financials sectors posted the best results for the quarter, while consumer discretionary and technology stocks delivered the best results in 2020. Energy was the worst performing sector for 2020.



Relative Factor Performance

MSCI USA Sector Returns



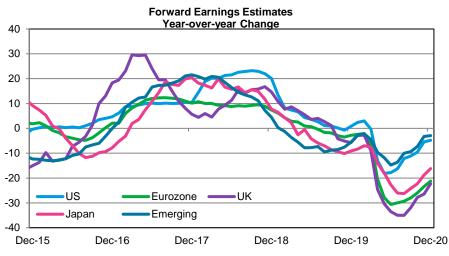




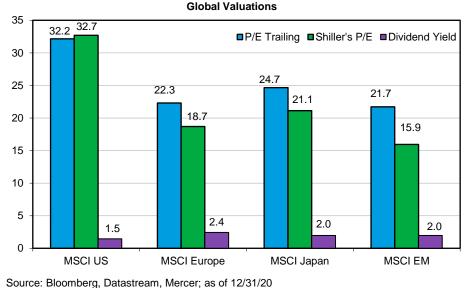


Equity Fundamentals Valuations Above 2019 Levels

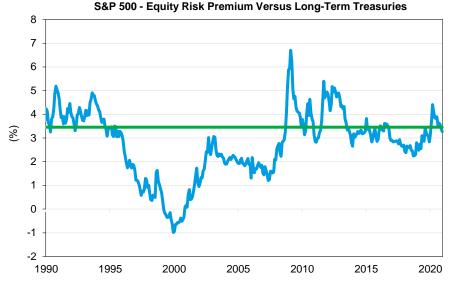
- The ongoing rally has pushed equity valuations beyond their 2019 highs. The trailing P/E ratio on the MSCI US Index rose from 28.4 to 32.1¹. We estimate that the equity risk premium over long-term Treasuries fell 35 bps to 3.3%² due to rising equity valuations.
- International developed stocks remain more reasonably valued, with the potential for macro improvement if the cyclical recovery gains steam.
- Emerging market valuations are more attractive. Emerging economies should benefit from an improvement in the global economy, as well as reduced trade and geopolitical risks due to a weakening US dollar and the Biden administration's more predicable trade approach.



Source: Datastream; as of 12/31/20



COD 500 Faulty Diels Dremium Versus Long Term T



Source: Bloomberg, Datastream, Mercer; as of 12/31/20



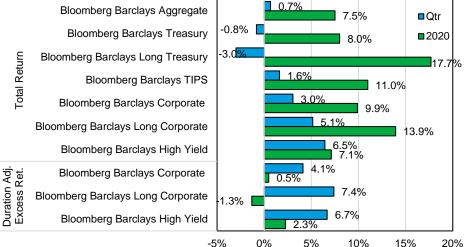
¹ Source: Datastream; as of 12/31/20 ² Source: MSCI, Datastream, Mercer; as of 12/31/20

Interest Rates and Fixed Income Credit Spreads Continued to Contract

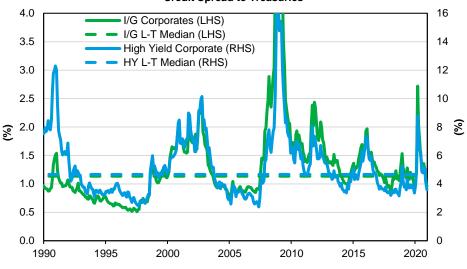
- The Bloomberg Barclays Aggregate returned 0.7% during Q4 with corporate bonds outperforming Treasuries. The yield curve steepened during the quarter, with 3-month yields basically flat, while 10- and 30-year yields rose by 24 bps and 19 bps, respectively¹.
- Investment-grade corporate bond spreads fell an average of 40 bps during the quarter to 1.0%, which is roughly 30 bps below the long-term median level².
- High yield bonds gained 6.5% during the quarter, as credit spreads fell by 160 bps to 3.6%, over a percentage point below the long-term median level of 4.7%³. Local currency EMD gained 9.6% during Q4.



Fixed Income Performance



Source: Bloomberg, Datastream; as of 12/31/20



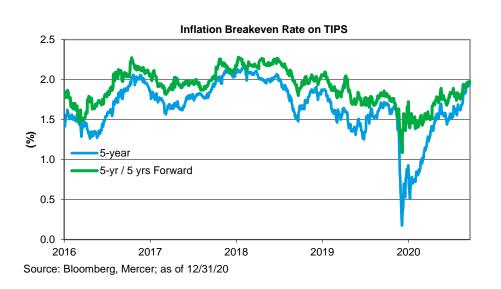
Source: Bloomberg; as of 12/31/20

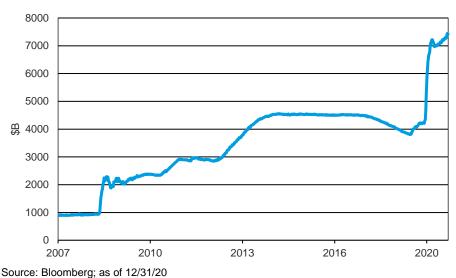
Credit Spread to Treasuries

FINANCIAL® SYNERGIES ¹ Source: Federal Reserve; as of 12/31/20 ² Source: Bloomberg, Mercer; as of 12/31/20 ³ Source: Bloomberg, Mercer; as of 12/31/20

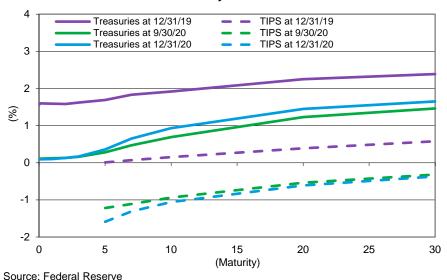
Monetary Policy Monetary Policy Remains Highly Accommodative

- The Fed held rates unchanged during the quarter and suggested that it will maintain its bond buying program until substantial progress has been made toward its maximum employment and price stability goals. The Fed also expects rates to remain near zero until at least 2023.
- US inflation breakeven rates rose during the quarter, with 10-year inflation breakeven rates rising from 1.63% to 1.99%, approaching the Fed's target of 2% PCE (roughly 2.5% CPI).
- Overseas, the European Central Bank and Bank of England both kept rates unchanged and increased the size of their bond buying programs. The Bank of Japan left policy unchanged and announced a review of its monetary policy amid persistently low inflation.





Federal Reserve Balance Sheet

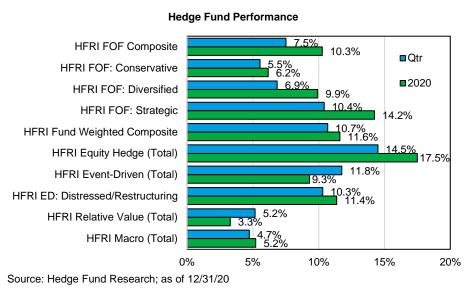


Treasury Yield Curve



Alternative Investment Performance MLPs and Natural Resources Outperform

- REITs posted solid gains during Q4, roughly in line with broader markets. However, for 2020 REITs lagged broader markets by a wide margin amid concerns surrounding COVID-19 and its impact on real estate.
- MLPs, natural resource stocks, and commodities all posted strong gains during Q4 amid expectations of a recovery in 2021, although they remained negative for 2020. Infrastructure stocks generally lagged.
- Hedge funds returned 7.5% in Q4. Equity hedge strategies performed well during the quarter, while macro and relative value strategies lagged.
- Global private equity outperformed global developed stocks by a wide margin over the most recent trailing periods¹.

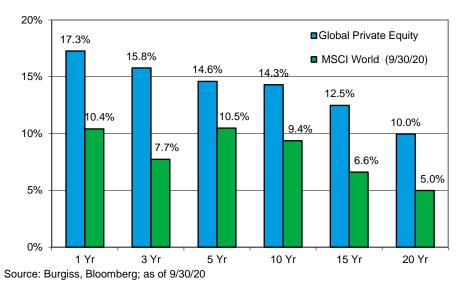


¹ As of 9/30/20

13.1% Qtr FTSE EPRA/NAREIT United States -9.5% 2020 13.5% FTSE EPRA/NAREIT Developed -8.2% 10.2% Bloomberg Commodity -3.1% 16.9% S&P GSCI Commodity -6.1% 8.5% FTSE Global Core Infrastructure 50/50 -4.1% 32.3% Alerian Energy MLP -28.8% 18.9% S&P NA Natural Resources -19.0% 20% -40% -20% 0% 40%

Real Asset Performance

Source: Bloomberg, Datastream; as of 12/31/20



Global Private Equity vs. Global Public Equities

GYL FINANCIAL® SYNERGIES

Valuations and yields Ending December 31, 2020

| Valuations | | | | | |
|----------------------|------------|-----------|-----------|-----------|------------|
| MSCI USA | 12/31/2020 | 9/30/2020 | 6/30/2020 | 3/31/2020 | 12/31/2019 |
| Index Level | 16506.0 | 14587.9 | 13305.2 | 10927.7 | 13599.6 |
| P/E Ratio (Trailing) | 32.2 | 28.4 | 24.3 | 18.0 | 23.1 |
| CAPE Ratio | 32.7 | 30.0 | 27.6 | 22.7 | 28.6 |
| Dividend Yield | 1.5 | 1.6 | 1.8 | 2.3 | 1.8 |
| P/B | 4.4 | 4.0 | 3.7 | 2.9 | 3.7 |
| P/CF | 16.9 | 14.4 | 13.9 | 11.3 | 15.8 |
| MSCI EAFE | 12/31/2020 | 9/30/2020 | 6/30/2020 | 3/31/2020 | 12/31/2019 |
| Index Level | 6916.5 | 5960.1 | 5687.4 | 4950.7 | 5056.4 |
| P/E Ratio (Trailing) | 23.1 | 20.2 | 15.8 | 12.9 | 16.3 |
| CAPE Ratio | 15.4 | 15.6 | 15.0 | 13.2 | 19.1 |
| Dividend Yield | 2.4 | 2.7 | 2.8 | 4.1 | 3.2 |
| P/B | 1.8 | 1.6 | 1.5 | 1.3 | 1.7 |
| P/CF | 7.3 | 6.7 | 8.6 | 8.3 | 10.5 |
| MSCI EM | 12/31/2020 | 9/30/2020 | 6/30/2020 | 3/31/2020 | 12/31/2019 |
| Index Level | 624.1 | 521.4 | 475.9 | 403.1 | 527.6 |
| P/E Ratio (Trailing) | 21.7 | 18.6 | 16.0 | 12.5 | 15.0 |
| CAPE Ratio | 15.9 | 13.4 | 12.3 | 10.5 | 13.8 |
| Dividend Yield | 2.0 | 2.4 | 2.6 | 3.2 | 2.6 |
| P/B | 2.0 | 1.8 | 1.6 | 1.4 | 1.7 |
| P/CF | 12.5 | 10.4 | 8.7 | 7.1 | 10.0 |

Source: Bloomberg, Thomson Reuters Datastream

| Yields | | | | | |
|-------------------------|------------|-----------|-----------|-----------|------------|
| Global Bonds | 12/31/2020 | 9/30/2020 | 6/30/2020 | 3/31/2020 | 12/31/2019 |
| Germany – 10Y | -0.57 | -0.52 | -0.45 | -0.47 | -0.19 |
| France - 10Y | -0.34 | -0.24 | -0.11 | -0.15 | 0.12 |
| UK - 10Y | 0.20 | 0.23 | 0.17 | 0.36 | 0.82 |
| Switzerland – 10Y | -0.55 | -0.49 | -0.44 | -0.33 | -0.47 |
| ltaly – 10Y | 0.54 | 0.87 | 1.26 | 1.52 | 1.41 |
| Spain 10Y | 0.05 | 0.25 | 0.47 | 0.68 | 0.47 |
| Japan – 10Y | 0.02 | 0.02 | 0.28 | 0.02 | -0.01 |
| Euro Corporate | 0.24 | 0.55 | 0.89 | 1.85 | 0.51 |
| Euro High Yield | 3.40 | 4.80 | 5.62 | 9.62 | 3.46 |
| EMD (\$) | 4.53 | 5.14 | 5.51 | 7.00 | 4.91 |
| EMD (LCL) | 4.22 | 4.48 | 4.51 | 5.36 | 5.22 |
| US Bonds | 12/31/2020 | 9/30/2020 | 6/30/2020 | 3/31/2020 | 12/31/2019 |
| 3-Month T-Bill | 0.09 | 0.10 | 0.16 | 0.11 | 1.55 |
| 10Y Treasury | 0.93 | 0.69 | 0.66 | 0.70 | 1.92 |
| 30Y Treasury | 1.65 | 1.46 | 1.41 | 1.35 | 2.39 |
| 10Y TIPS | -1.06 | -0.94 | -0.68 | -0.17 | 0.15 |
| 30Y TIPS | -0.37 | -0.32 | -0.15 | 0.16 | 0.58 |
| US Aggregate | 1.12 | 1.18 | 1.25 | 1.59 | 2.31 |
| US Treasury | 0.57 | 0.48 | 0.50 | 0.58 | 1.80 |
| US Corporate | 1.74 | 2.01 | 2.15 | 3.43 | 2.84 |
| US Corporate High Yield | 4.18 | 5.77 | 6.87 | 9.44 | 5.19 |

Source: Bloomberg, Thomson Reuters Datastream



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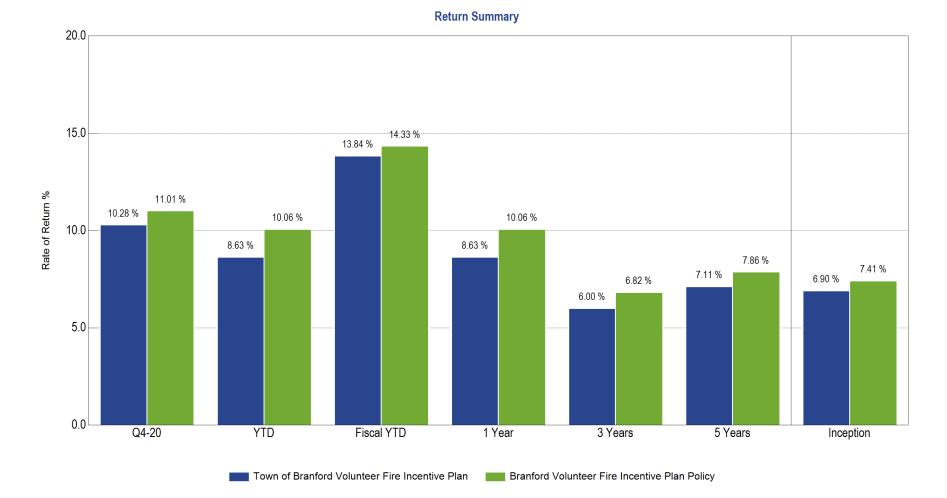
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Town of Branford Volunteer Fire Incentive Plan





For the purposes of investment comparison, the Branford Volunteer Fire Incentive Plan Policy (the "Policy") is utilized. This Policy is a blend of comparative index sub-components based upon the current target asset allocation of the plan and has been adjusted periodically in adherence with the plan's investment policy statement. Details on the composition of the Policy can be found on page 27.

Returns are gross of fees unless otherwise noted. Client returns will be reduced by advisory and other expenses the client may incur. Net performance is shown on page 15.

Town of Branford Volunteer Fire Incentive Plan

Investment Performance Analysis

Composite Performance (Gross)

As of December 31, 2020

| | | | | | Enc | ling Dece | ember 31 | , 2020 | | |
|--|----------------------|-------------------|-------------|------------|----------------------|-------------|--------------|--------------|------------------|-------------------|
| | Market Value (\$) | % of Portfolio | 3 Mo (%) | YTD (%) | Fiscal YTD (%) | 1 Yr (%) | 3 Yrs (%) | 5 Yrs (%) | Inception (%) | Inception Date |
| Town of Branford Volunteer Fire Incentive Plan | 1,393,074 | 100.00 | 10.28 | 8.63 | 13.84 | 8.63 | 6.00 | 7.11 | 6.90 | Dec-15 |
| Branford Volunteer Fire Incentive Plan Policy | | | 11.01 | 10.06 | 14.33 | 10.06 | 6.82 | 7.86 | 7.41 | Dec-15 |
| Equity | 782,385 | 56.16 | 18.27 | 10.28 | 24.61 | 10.28 | 6.89 | 10.31 | 9.32 | Dec-15 |
| Equity Custom Benchmark | | | 18.95 | 10.64 | 24.10 | 10.64 | 7.12 | 10.55 | 9.82 | Dec-15 |
| Fixed Income | 457,513 | 32.84 | 0.73 | 7.46 | 1.12 | 7.46 | 5.25 | 4.35 | 4.01 | Dec-15 |
| BBgBarc US Aggregate TR | | | 0.67 | 7.51 | 1.29 | 7.51 | 5.34 | 4.44 | 4.29 | Dec-15 |
| High Yield | 102,171 | 7.33 | 5.46 | 5.09 | 10.33 | 5.09 | 5.28 | 7.39 | 6.25 | Dec-15 |
| High Yield Bond Blended Benchmark | | | 6.47 | 6.07 | 11.47 | 6.07 | 5.91 | 8.16 | 7.42 | Dec-15 |
| Cash Alternatives | 51,005 | 3.66 | 0.01 | 0.50 | 0.02 | 0.50 | 1.47 | 1.15 | 1.13 | Dec-15 |
| FTSE T-Bill 3 Months TR | | | 0.02 | 0.58 | 0.06 | 0.58 | 1.56 | 1.16 | 1.14 | Dec-15 |

Composite Performance (Net)

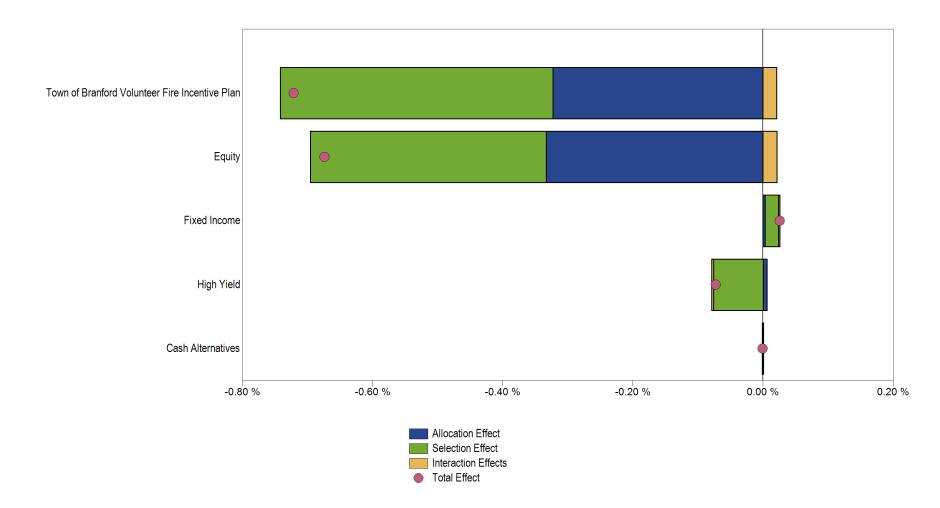
| | | | | | End | ing Dece | mber 31, | 2020 | | |
|--|----------------------|-------------------|-------------|------------|----------------------|-------------|--------------|--------------|------------------|-------------------|
| | Market Value (\$) | % of Portfolio | 3 Mo (%) | YTD (%) | Fiscal YTD (%) | 1 Yr (%) | 3 Yrs (%) | 5 Yrs (%) | Inception (%) | Inception Date |
| Town of Branford Volunteer Fire Incentive Plan | 1,393,074 | 100.00 | 10.22 | 8.40 | 13.71 | 8.40 | 5.70 | 6.78 | 6.56 | Dec-15 |
| Branford Volunteer Fire Incentive Plan Policy | | | 11.01 | 10.06 | 14.33 | 10.06 | 6.82 | 7.86 | 7.41 | Dec-15 |

Returns for the Town of Branford Volunteer Fire Incentive Plan(as shown above) are gross of advisory fees. Although our advisory fee is not reflected in the returns reference above, it is important to note that the return streams for registered mutual funds are net of the internal expenses of the Funds. Client returns will be reduced by advisory fees and other expenses the client may incur.

Fund Level Attribution Analysis

As of December 31, 2020

Attribution Effects 3 Months Ending December 31, 2020

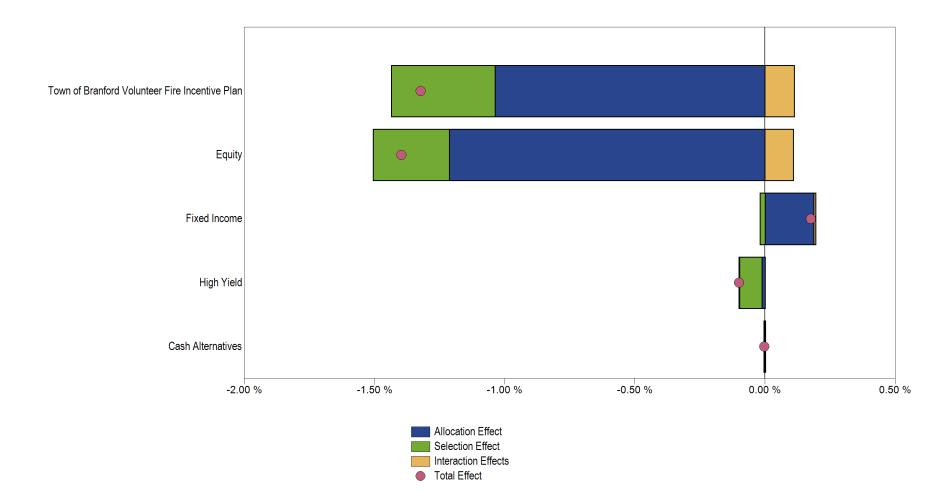


Returns are gross of advisory fees. Client returns will be reduced by advisory fees and other expenses the client may incur.

Fund Level Attribution Analysis

As of December 31, 2020

Attribution Effects 1 Year Ending December 31, 2020



Returns are gross of advisory fees. Client returns will be reduced by advisory fees and other expenses the client may incur.

As of December 31, 2020

| | Performance Attrib | | | | | |
|---------------------|-------------------------|-----------------------|------------|--------|--------|--------|
| | Quarter Ending December | [.] 31, 2020 | | | | |
| | Last 3 Mo. | YTD | Fiscal YTD | 1 Yr | 3 Yrs | 5 Yrs |
| Wtd. Actual Return | 10.29% | 8.74% | 9.16% | 8.74% | 6.15% | 7.14% |
| Wtd. Index Return * | 11.01% | 10.06% | 10.03% | 10.06% | 6.74% | 7.82% |
| Excess Return | -0.72% | -1.32% | -0.87% | -1.32% | -0.60% | -0.68% |
| Selection Effect | -0.42% | -0.40% | -0.32% | -0.40% | -0.22% | -0.23% |
| Allocation Effect | -0.32% | -1.04% | -0.62% | -1.04% | -0.39% | -0.45% |
| Interaction Effect | 0.02% | 0.11% | 0.07% | 0.11% | 0.02% | 0.00% |

*Calculated from benchmark returns and weightings of each component.

| | | Attributio | on Summary | | | | |
|-------------------|-------------|-----------------|-------------------|-----------|------------|-------------|---------|
| | | 3 Months Ending | December 31, 2020 | | | | |
| | Wtd. Actual | Wtd. Index | Excess | Selection | Allocation | Interaction | Total |
| | Return | Return | Return | Effect | Effect | Effects | Effects |
| Equity | 18.27% | 18.95% | -0.67% | -0.36% | -0.33% | 0.02% | -0.67% |
| Fixed Income | 0.73% | 0.67% | 0.06% | 0.02% | 0.00% | 0.00% | 0.03% |
| High Yield | 5.46% | 6.47% | -1.01% | -0.08% | 0.01% | 0.00% | -0.07% |
| Cash Alternatives | 0.01% | 0.02% | -0.02% | 0.00% | 0.00% | 0.00% | 0.00% |
| Total | 10.29% | 11.01% | -0.72% | -0.42% | -0.32% | 0.02% | -0.72% |

Returns are gross of advisory fees. Client returns will be reduced by advisory fees and other expenses the client may incur.

Town of Branford Volunteer Fire Incentive Plan

Investment Performance Analysis

As of December 31, 2020

RISK RETURN STATISTICS

| | Growth of a Dollar | |
|--------|--|------|
| \$1.5 | s | 1.44 |
| \$1.4 | | 1.40 |
| \$1.3 | | |
| \$1.2 | | |
| \$1.1 | | |
| \$1.0· | | |
| \$0.9 | | |
| \$0.8 | Beginning: November 30, 2015 | |
| | 2015 - 2016 - 2 2016 - 2 2017 - 2017 - 2 2018 - 2 2019 - 2 2010 - | |
| | Year | |
| | Town of Branford Volunteer Fire Incentive Plan Branford Volunteer Fire Incentive Plan Policy | |

The Growth of Dollar graph and the returns presented above are gross of advisory fees. The returns presented herein will be reduced by advisory and other expenses the client may incur. The Summary of Cash Flows is net of all expenses

| R | ISK RETURN STATISTICS | |
|---|---|--|
| | Town of Branford Volunteer Fire Incentive Plan | Branford Volunteer Fire Incentive Plan Policy |
| RETURN SUMMARY STATISTICS | | |
| Number of Periods | 61 | 61 |
| Maximum Return | 7.60 | 8.79 |
| Minimum Return | -10.48 | -11.29 |
| Annualized Return | 6.90 | 7.41 |
| Total Return | 40.37 | 43.83 |
| Annualized Excess Return Over Risk Free | 5.76 | 6.27 |
| Annualized Excess Return | -0.51 | 0.00 |
| RISK SUMMARY STATISTICS | | |
| Beta | 0.91 | 1.00 |
| Upside Deviation | 5.73 | 6.57 |
| Downside Deviation | 8.94 | 9.52 |
| RISK/RETURN SUMMARY STATISTICS | | |
| Annualized Standard Deviation | 9.03 | 9.84 |
| Alpha | 0.01 | 0.00 |
| Sharpe Ratio | 0.64 | 0.64 |
| Excess Return Over Market / Risk | -0.06 | 0.00 |
| Tracking Error | 1.30 | 0.00 |
| Information Ratio | -0.40 | |
| CORRELATION STATISTICS | | |
| R-Squared | 0.99 | 1.00 |
| Correlation | 0.99 | 1.00 |
| | | |

Summary of Cash Flows

Total Plan Information

| | Last Three Months | Year-To-Date Fise | cal Year-To-Date | One Year | Three Years | Five Years | Inception 12/1/15 |
|------------------------|----------------------|-------------------|------------------|-------------|-------------|--------------|----------------------|
| Beginning Market Value | \$1,272,493 | \$1,234,605 | \$1,157,837 | \$1,234,605 | \$1,045,922 | \$536,893 | \$55,973 |
| Contributions | \$8,994 | \$211,859 | \$171,906 | \$211,859 | \$726,719 | \$1,744,261 | \$2,706,842 |
| Withdrawals | -\$18,623 | -\$164,487 | -\$104,547 | -\$164,487 | -\$596,054 | -\$1,252,249 | -\$1,732,674 |
| Net Cash Flow | -\$9,629 | \$47,372 | \$67,359 | \$47,372 | \$130,665 | \$492,011 | \$974,168 |
| Net Investment Change | \$130,211 | \$111,097 | \$167,878 | \$111,097 | \$216,487 | \$364,170 | \$362,933 |
| Ending Market Value | \$1,393,074 | \$1,393,074 | \$1,393,074 | \$1,393,074 | \$1,393,074 | \$1,393,074 | \$1,393,074 |

Growth of a Dollar

| | Investment Performance Analysis |
|------------------------------------|---------------------------------|
| Asset Allocation vs. Target Policy | As of December 31, 2020 |
| Asset Allocation vs. Targ | get |
| As Of December 31, 2020 | |

| Policy | Current | As of December 31, 2020 | | | | | | | |
|--------|---------|-------------------------------|-----------------------|-------------|--------|-------------|--------|-------------|-------|
| - | | | Doliny Pango | | | | % | Difforonco* | % |
| | | | Policy Range | Policy | % | Current | | Difference* | |
| | | US Equity | 30.0% - 60.0% | \$766,191 | 55.0% | \$782,385 | 56.2% | \$16,194 | 1.2% |
| | | US Fixed Income | 40.0% - 65.0% | \$592,057 | 42.5% | \$559,684 | 40.2% | -\$32,372 | -2.3% |
| | | Cash | 0.0% - 10.0% | \$34,827 | 2.5% | \$51,005 | 3.7% | \$16,178 | 1.2% |
| | | Total | | \$1,393,074 | 100.0% | \$1,393,074 | 100.0% | | |
| | | *Difference between Policy ar | nd Current Allocation | | | | | | |
| 55.0% | 56.2% | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
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| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| 10.5% | 10.01 | | | | | | | | |
| 42.5% | 40.2% | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| 2.5% | 3.7% | | | | | | | | |

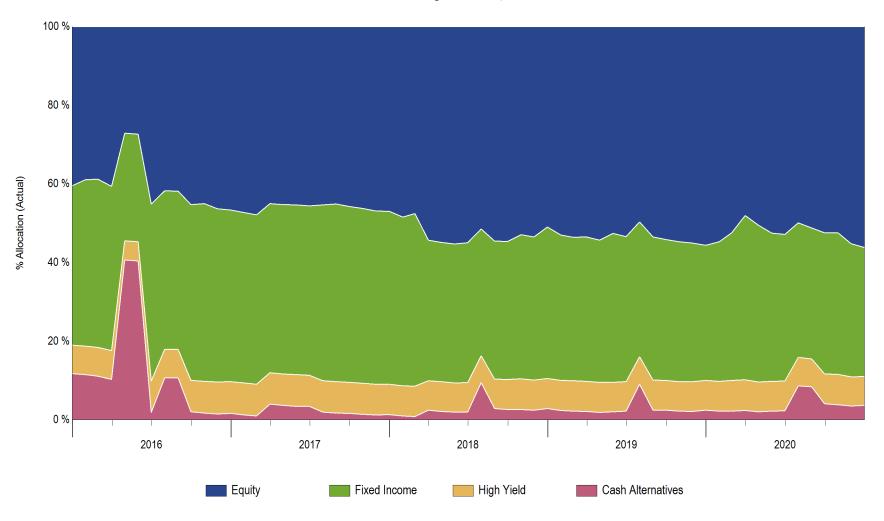
Town of Branford Volunteer Fire Incentive Plan

Investment Performance Analysis

As of December 31, 2020

Asset Allocation History

Asset Allocation History 5 Years Ending December 31, 2020



Investment Analysis

Total Plan

As of December 31, 2020

| | Account Type | Benchmark | Universe | Market Value | Allocation | Inception |
|----------------------------------|-------------------------------------|--|---------------------------------------|--------------|------------|-----------|
| Alerian MLP | Equity | Alerian MLP Index | | \$54,297 | 3.9% | 12/1/2015 |
| Cash Alternatives | Cash | FTSE T-Bill 3 Months TR | | \$51,005 | 3.7% | 12/1/2015 |
| Fixed Income | US Fixed Income Investment Grade | BBgBarc US Aggregate TR | Intermediate Core Bond MStar MF | \$457,513 | 32.8% | 12/1/2015 |
| High Yield | US Fixed Income High Yield | High Yield Bond Blended Benchmark | High Yield Bond MStar MF | \$102,171 | 7.3% | 12/1/2015 |
| iShares Dow Jones US Real Estate | Equity | Dow USA Real Estate | Real Estate MStar MF | \$43,767 | 3.1% | 12/1/2015 |
| iShares MSCI EAFE | Equity | MSCI EAFE | Foreign Large Blend MStar MF | \$182,035 | 13.1% | 12/1/2015 |
| iShares MSCI Emerging Mkts | Equity | MSCI Emerging Markets | Diversified Emerging Mkts MStar MF | \$125,920 | 9.0% | 12/1/2015 |
| iShares Russell 2000 | Equity | Russell 2000 | Small Blend MStar MF | \$89,599 | 6.4% | 12/1/2015 |
| iShares S&P 500 | Equity | S&P 500 | Large Blend MStar MF | \$201,960 | 14.5% | 12/1/2015 |
| iShares S&P MidCap 400 | Equity | S&P 400 MidCap | Mid-Cap Blend MStar MF | \$84,807 | 6.1% | 12/1/2015 |
| Total | | Branford Volunteer Fire Incentive Plan Policy | | \$1,393,074 | 100.0% | 12/1/2015 |

Manager Roster As of December 31, 2020

Town of Branford Volunteer Fire Incentive Plan Equity Positions As of December 31, 2020

| Holding | Market Value | % of Equity Portfolio |
|----------------------------------|----------------------|--------------------------|
| Cash & Cash Equivalents | \$51,004.74 | 6.12% |
| ISHARES S&P 500 | \$201,959.82 | 24.23% |
| ISHARES S&P MIDCAP 400 | \$84 <i>,</i> 807.27 | 10.18% |
| ISHARES Russell 2000 | \$89 <i>,</i> 599.42 | 10.75% |
| ISHARES MSCI Emerging Markets | \$125,919.79 | 15.11% |
| ISHARES Dow Jones US Real Estate | \$43,767.15 | 5.25% |
| ISHARES MSCI EAFE Index Fund | \$182,035.20 | 21.84% |
| Alerian MLP | \$54,296.56 | 6.52% |
| | \$833,389.95 | 100.00% |

Town of Branford Volunteer Fire Incentive Plan Fixed Income Positions As of December 31, 2020

% of Fixed

| | | Income |
|--------------------------------|--------------|-----------|
| Holding | Market Value | Portfolio |
| ISHARES Core US Aggregate Bond | \$457,513.49 | 100.00% |
| | \$457,513.49 | 100.00% |

Town of Branford Volunteer Fire Incentive Plan High Yield Positions As of December 31, 2020

| | | % of High |
|------------------------------------|--------------|-----------|
| | | Yield |
| Holding | Market Value | Portfolio |
| MainStay MacKay High Yield Corp Bd | \$102,170.72 | 100.00% |
| | \$102,170.72 | 100.00% |

Definitions

GYL FINANCIAL®

Accrued – Usually associated with interest or income, as in accrued interest; interest owed by the issuer but not yet paid. Allocation Effect – In attribution analysis, this examines the gain or loss achieved from over or under weighting a manager versus its targeted allocation.

Alpha – Value that is added by the manager, or the non-systematic return; the excess portfolio return compared to the risk-adjusted benchmark. A positive alpha implies the manager has added value to the return over that of the market.

Alpha-Jensen – A version of alpha that utilizes risk-adjusted manager returns in its calculation.

Attribution Analysis – A tool to separate and examine the different sources of gain or loss from an overall investment policy and targeted asset allocation.

Batting Average – Measure of a fund or manager's ability to beat the market consistently. It is calculated by dividing the number of quarters in which the fund or manager outperformed its benchmark by the number of quarters in the analysis.

Best Quarter – The largest single quarterly return which occurred during the specified time period.

Beta – Measures the systematic risk, or the return that is attributable to market movements. A beta equal to one indicates a risk level equivalent to the market. Higher betas are associated with higher risk levels.

Consumer Discretionary – Sector classification of companies that produce goods that are not necessities, like automobiles, high-end clothing, hotels, and restaurants.

Consumer Staples – Sector classification of companies that produce necessities like food/beverage and household products.

Correlation Coefficient – Statistical measure of the degree to which the movements of two variables are related. A correlation of 1.0 indicates a perfect positive correlation; 0.0 indicates a random relationship; -1.0 indicates perfect negative correlation.

Credit Risk – A measure of the default risk on amounts due from policyholder or creditors.

Current Yield – A bond's coupon rate divided by the bond's current price.

Dividend Yield – The current dividend per share of a stock divided by its current price per share.

Dollar/Money Weighted Rate of Return – Measure of portfolio returns that includes the impact from cash flows.

Down Market – A quarter in which the market return is negative.

Downside Deviation – Standard deviation of negative returns only.

Duration – A measure of a bond's price volatility relative to a change in the general level of interest rates, measured in years. In general, bonds with longer durations have greater sensitivity to interest rates and vice-versa.

Earnings Per Share (EPS) – The portion of a company's profit allocated to each outstanding share of common stock.

Earnings Per Share Growth Rate – The rate at which the earnings per share grows over various time periods.

Energy – Sector classification of companies that relate to producing or supplying energy.

Excess Return over Market/Risk – Annualized excess return achieved by the manager divided by annualized standard deviation. **Financials** – Sector classification of companies that provide banking, investment, and real estate services to commercial and retail customers.

Health Care – Sector classification of companies that provide health related services or products.

Information Ratio – Measures the consistency of out-performance. Excess return divided by Standard deviation of excess return. **Information Technology** – Sector classification of companies that are involved in the development, installation, and implementation of computer systems and applications.

Industrials – Sector classification of companies that manufacture or distribute goods.

Manager Effect – In attribution analysis, this examines the difference between a manager's returns versus his or her respective benchmark.

Definitions

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Materials – Sector classification of companies that are involved in the discovery, development, and processing of raw materials. **Maturity** – Date when the principal or stated value of a fixed income security becomes due and payable in full to the bondholder. **Policy Allocation** – Targeted allocation across various asset classes and/or managers.

Price to Book Ratio (P/B) – The current price of a stock divided by its book value per share.

Price to Earnings Ratio (P/E) – The current price of a stock divided by its earnings per share.

Quality Rating – Bond issuer's credit quality, or its ability to meet future contractual obligations. (Moody's and S&P's)

R-Squared – Measure of how closely related are the variance of a manager's returns to the variance of the benchmark's returns. **Range** – The difference between the Best Quarter and the Worst Quarter returns.

Return on Equity (ROE) – Equity (net worth) at the beginning of an accounting period divided into net income for the period. **Return/Risk Comparison** – Analysis that exhibits the rate of return in relation to the volatility of those returns as measured by the annualized standard deviation of quarterly returns.

Risk Free – The equivalent of an investment with little to no risk of market loss, typically defined as short term Treasury bills.

Sharpe Ratio – This measures excess return per unit of risk. A higher ratio means the manager is achieving higher return for the risk. Sortino Ratio – Similar to Sharpe Ratio, this measures excess return per unit of downside risk.

Standard Deviation – A statistical measure of portfolio risk, it measures the volatility of a fund's returns compared to the average return of the fund. It reflects the average deviation of the observations from their sample mean.

Telecommunication Service – Sector classification of companies that provide communication technology related services or products. **Time-Weighted Rate of Return** – Minimizes the impact of cash flows on rate of return calculations.

Total Return – For bonds, the sum of interest and principal payments as well as any reinvestment income received over a holding or measurement period, plus any capital gain or loss if the bond is sold at the end of the period.

Tracking Error – How closely a fund or manager's returns track the returns of a benchmark.; the annualized standard deviation of the differences between the fund or manager's return and the benchmark's return.

Transportation – Sector classification of companies that provide transportation related services or products.

Treynor Ratio – Risk is measured using Beta, which is an index dependent measure; relates the difference between the fund return and the risk-free rate to the fund beta for a given time period.

Universe – A broadly defined group of investment managers. For example, a group of equity investment managers.

Up Market – A quarter in which the market return is positive.

Upside Deviation – the standard deviation of positive returns only.

Upside/Downside – A graphical representation of up market and down market returns, measured as percentages versus benchmark.

Utilities – Sector classification of companies that own or operate facilities used in the generation, transmission, or distribution of electric energy.

Worst Four Quarters – Smallest return experienced over any four consecutive quarters, may not correspond with calendar years.

Worst Quarter – The worst single quarterly return which occurred during the specified time period.

Yield – The return to a bondholder who holds a bond until it matures.

Yield to Maturity – Internal rate of return on a bond bought at the current price and held to maturity. This assumes that coupon income is reinvested at the yield to maturity.

Disclosures

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ASSET CLASS SUITABILITY: Stocks offer long-term growth potential but may fluctuate more and provide less current income than other investments. The prices of small companies are typically more volatile than the stocks of larger companies. Investing in foreign securities presents certain risks not associated with domestic investments such as currency fluctuation, political and economic instability, and different accounting standards. This may result in greater share price volatility. There are special risks associated with an investment in real estate, including credit risk, interest rate fluctuations and the impact of varied economic conditions.

The yields and market value of fixed income investments will fluctuate so that your investment, if sold, may be worth more or less than the original cost. Bond prices fluctuate inversely to changes in interest rates. Therefor a rise in interest rates can result in the decline of the value of your investment. High yield bonds, commonly known as junk bonds, are subject to greater risk of loss of principal and interest, including default risk, than higher rated bonds. The prices of these bonds may be volatile.

Alternative investments are complex investment vehicles which generally have high costs and substantial risks. The high expenses often associated with these investments must be offset by trading profits and other income. They tend to be more volatile than other types of investments and present an increased risk of investment loss. There may also be a lack of transparency as to the underlying assets. Alternative investments are subject to fewer regulatory requirements than mutual funds and other registered investment company products and thus may offer investors fewer legal protections than they would have with more traditional investments. Additionally, there may be no secondary market for alternative investment interests and transferability may be limited or even prohibited. Other risks may apply as well, depending on the specific investment product.

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Definitions

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Alpha-Jensen – A version of alpha that utilizes risk-adjusted manager returns in its calculation.

Attribution Analysis – A tool to separate and examine the different sources of gain or loss from an overall investment policy and targeted asset allocation.

Batting Average – Measure of a fund or manager's ability to beat the market consistently. It is calculated by dividing the number of quarters in which the fund or manager outperformed its benchmark by the number of quarters in the analysis.

Best Quarter – The largest single quarterly return which occurred during the specified time period.

Beta – Measures the systematic risk, or the return that is attributable to market movements. A beta equal to one indicates a risk level equivalent to the market. Higher betas are associated with higher risk levels.

Consumer Discretionary – Sector classification of companies that produce goods that are not necessities, like automobiles, high-end clothing, hotels, and restaurants.

Consumer Staples – Sector classification of companies that produce necessities like food/beverage and household products.

Correlation Coefficient – Statistical measure of the degree to which the movements of two variables are related. A correlation of 1.0 indicates a perfect positive correlation; 0.0 indicates a random relationship; -1.0 indicates perfect negative correlation.

Credit Risk – A measure of the default risk on amounts due from policyholder or creditors.

Current Yield – A bond's coupon rate divided by the bond's current price.

Dividend Yield – The current dividend per share of a stock divided by its current price per share.

Dollar/Money Weighted Rate of Return – Measure of portfolio returns that includes the impact from cash flows.

Down Market – A quarter in which the market return is negative.

Downside Deviation - Standard deviation of negative returns only.

Duration – A measure of a bond's price volatility relative to a change in the general level of interest rates, measured in years. In general, bonds with longer durations have greater sensitivity to interest rates and vice-versa.

Earnings Per Share (EPS) – The portion of a company's profit allocated to each outstanding share of common stock.

Earnings Per Share Growth Rate – The rate at which the earnings per share grows over various time periods.

Energy – Sector classification of companies that relate to producing or supplying energy.

Excess Return over Market/Risk – Annualized excess return achieved by the manager divided by annualized standard deviation. **Financials** – Sector classification of companies that provide banking, investment, and real estate services to commercial and retail customers.

Health Care – Sector classification of companies that provide health related services or products.

Information Ratio – Measures the consistency of out-performance. Excess return divided by Standard deviation of excess return.

Information Technology – Sector classification of companies that are involved in the development, installation, and implementation of computer systems and applications.

Industrials – Sector classification of companies that manufacture or distribute goods.

Manager Effect – In attribution analysis, this examines the difference between a manager's returns versus his or her respective benchmark.

Definitions

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Materials – Sector classification of companies that are involved in the discovery, development, and processing of raw materials. **Maturity** – Date when the principal or stated value of a fixed income security becomes due and payable in full to the bondholder. **Policy Allocation** – Targeted allocation across various asset classes and/or managers.

Price to Book Ratio (P/B) - The current price of a stock divided by its book value per share.

Price to Earnings Ratio (P/E) – The current price of a stock divided by its earnings per share.

Quality Rating – Bond issuer's credit quality, or its ability to meet future contractual obligations. (Moody's and S&P's)

R-Squared – Measure of how closely related are the variance of a manager's returns to the variance of the benchmark's returns. **Range** – The difference between the Best Quarter and the Worst Quarter returns.

Return on Equity (ROE) – Equity (net worth) at the beginning of an accounting period divided into net income for the period. **Return/Risk Comparison** – Analysis that exhibits the rate of return in relation to the volatility of those returns as measured by the annualized standard deviation of quarterly returns.

Risk Free – The equivalent of an investment with little to no risk of market loss, typically defined as short term Treasury bills.

Sharpe Ratio – This measures excess return per unit of risk. A higher ratio means the manager is achieving higher return for the risk. **Sortino Ratio** – Similar to Sharpe Ratio, this measures excess return per unit of downside risk.

Standard Deviation – A statistical measure of portfolio risk, it measures the volatility of a fund's returns compared to the average return of the fund. It reflects the average deviation of the observations from their sample mean.

Telecommunication Service – Sector classification of companies that provide communication technology related services or products. **Time-Weighted Rate of Return** – Minimizes the impact of cash flows on rate of return calculations.

Total Return – For bonds, the sum of interest and principal payments as well as any reinvestment income received over a holding or measurement period, plus any capital gain or loss if the bond is sold at the end of the period.

Tracking Error – How closely a fund or manager's returns track the returns of a benchmark.; the annualized standard deviation of the differences between the fund or manager's return and the benchmark's return.

Transportation – Sector classification of companies that provide transportation related services or products.

Treynor Ratio – Risk is measured using Beta, which is an index dependent measure; relates the difference between the fund return and the risk-free rate to the fund beta for a given time period.

Universe – A broadly defined group of investment managers. For example, a group of equity investment managers.

Up Market – A quarter in which the market return is positive.

Upside Deviation – the standard deviation of positive returns only.

Upside/Downside – A graphical representation of up market and down market returns, measured as percentages versus benchmark. **Utilities** – Sector classification of companies that own or operate facilities used in the generation, transmission, or distribution of electric energy.

Worst Four Quarters – Smallest return experienced over any four consecutive quarters, may not correspond with calendar years.

Worst Quarter – The worst single quarterly return which occurred during the specified time period.

Yield – The return to a bondholder who holds a bond until it matures.

Yield to Maturity – Internal rate of return on a bond bought at the current price and held to maturity. This assumes that coupon income is reinvested at the yield to maturity.

Disclosures

DATA SOURCES: The information found in this document was derived from one or more of the following sources: InvestorForce, Morningstar, custodial account statements, money managers.

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