INSIGHTS

SEIA

A QUARTERLY NEWSLETTER BRINGING YOU FINANCIAL INSIGHTS

SEIA'S INVESTMENT COMMITTEE

SEIA's Investment Committee meets frequently to discuss current market trends and potential investment managers. The Investment Committee is composed of SEIA's Senior Partners and Financial Advisors, holding a variety of advanced degrees and certifications, including Master of Science Degree in Financial Services, Certified Financial Planner™, Chartered Financial Analyst, Chartered Mutual Fund Counselor, Chartered Financial Consultant and Accredited Investment Fiduciary[®].

| INVESTMENT COMMITTEE MEMBERS | YEARS OF EXPERIENCE | |
|--|------------------------|--|
| Brian Holmes, MS, CFP [®] , CMFC, AIF [®] President, CEO | 30 | |
| Mark Copeland, CFP [®] , AIF [®] Senior Partner | 27 | |
| Paul Taghibagi, CFP [®] , ChFC, AIF [®] Senior Partner | 24 | |
| Gary K. Liska, MS, CFP [®] , CMFC, AIF [®] Senior Partner, CFO | 20 | |
| Vince DiLeva, MS, CFP [®] , CMFC, AIF [®] Senior Partner | 18 | |
| Theodore Saade, CFP [®] , CMFC, AIF [®] Senior Partner | 20 | |
| Deron T. McCoy, CFA, CAIA, CFP®, AIF® Chief Investment Officer | 20 | |
| John P. Keenan, CFP [®] , AIF [®] , C(k)P [®] Partner | 18 | |
| Eric C. Pritz, CFP [®] , CMFC Partner | 10 | |
| Andrew Lin Strategic Development | 12 | |
| Howard Chen, AIF [®] , CMFC Research Analyst | 6 | |

2015 Q4 Insights: "Long or Late?"

2015 INDEX RETURNS



2015 YEAR-END WRAP: Happy New Year! And this year I truly mean it, as we turn the page on what can only be summarized as a *deeply frustrating* 2015. Even after a strong bounce in Q4, the past year proved to be an exasperating one for investors. Not only did the S&P 500 end the year essentially flat (closing down 14 points to 2043 but positive 1.38% after including dividends), it seems as though any and every potential market trend quickly reversed itself—case in point, the Index crossed the flat line a record 30 times over the course of the year as it repeatedly sought and then lost traction.

Whatever positive performance did exist was confined to a very small, select list of stocks. In fact, if you remove the 10 largest stocks from the S&P 500, the resulting hypothetical S&P 490 would have lost 4.60% in 2015. And overseas, markets lost ground as well, with Developed Markets (Europe, Japan, etc.) losing 0.81% and Emerging Markets once again suffering (down 14.92%) due in large part to China's continued economic slowdown and resulting currency devaluation in August.

SEIA

| SIGNATURE ESTATE & |
|--------------------------|
| INVESTMENT ADVISORS, LLC |
| (SEIA) |

is a Registered Investment Advisor firm offering Investment Supervision and Financial Planning Services tailored to meet the unique needs of affluent individuals and corporations. Wealth management is the product of an ongoing collaboration between investor and advisor, built upon trust and maintained according to the highest standards of integrity and expertise.

LOS ANGELES

2121 Avenue of the Stars, Suite 1600 Los Angeles, CA 90067 T 310.712.2323 F 310.712.2345

ORANGE COUNTY

2010 Main Street, Suite 220 Irvine, CA 92614 T 949.705.5188 F 949.705.5199

PASADENA

3452 East Foothill Blvd., Suite 1140 Pasadena, CA 91107 T 626.795.2944 F 626.795.2994

REDONDO BEACH

1815 Via El Prado, Suite 100 Redondo Beach, CA 90277 T 310.712.2322 F 310.712.2377

VIRGINIA

1650 Tysons Boulevard, Suite 1575 Tysons Corner, VA 22102 T 703.940.3000 F 703.738.2259

| | NOTABLE SECTORS | Q4 | TTM* | |
|-------------------------|---|--------|--------|--|
| STOCKS | GLOBAL EQUITY | 5.03 | -2.36 | |
| | U.S. Large Cap (S&P 500) | 7.04 | 1.38 | |
| | U.S. Small Cap (Russell 2000) | 3.59 | -4.41 | |
| | International Developed Markets | 4.71 | -0.81 | |
| | International Emerging Markets | 0.66 | -14.92 | |
| BONDS | GLOBAL BONDS | -0.92 | -3.15 | |
| | U.S. Aggregate (High Quality) U.S. High Yield (Low Quality) International Aggregate | -0.57 | 0.55 | |
| | U.S. High Yield (Low Quality) | -2.07 | -4.47 | |
| | International Aggregate | -1.26 | -6.02 | |
| | Emerging Market Debt (USD) | 0.98 | 1.29 | |
| ALTS | Gold | -4.93 | -10.46 | |
| | Commodities | -10.52 | -24.66 | |
| | Master Limited Partnerships | -2.76 | -32.59 | |
| | Real Estate | 7.08 | 2.52 | |
| CASH | Inflation Cash (3-month T-bills) | -0.15 | 1.18 | |
| | Cash (3-month T-bills) | 0.02 | 0.03 | |
| | U.S. Dollar Index | 2.30 | 7.80 | |
| *Trailing Twelve Months | | | | |

Losses were not confined to stocks. Global bonds (-3.15%) and higher yielding "junk bonds" (-4.47%) all retreated in 2015. Alternative assets such as gold (-10.46%), copper (-25.54%) and energy infrastructure assets (-32.59%) all posted losses for the year. The takeaway? Genuinely responsible (a.k.a. "diversified") investors most likely lost ground in 2015, even as the bellwether U.S. benchmark we all know, the S&P 500, eked out a minimal gain after dividends. Very frustrating indeed!

No one likes losses; and the current economic malaise — which we termed "Flying at Low Altitude" in last quarter's Insights—simply adds fuel to the frustration fire. Recent investment debates center on whether U.S. economic growth will continue along it's already longer than average cycle, or whether we are actually late in the cycle and on the cusp of Recession. That debate could be essentially summed up in the title of this quarterly review..."Long or Late?" Traditional indicators (Leading Economic Indicators, service sector profits, consumer strength in autos & housing) all point to continued growth. However, other historically reliable signals (copper, oil, high yield, and corporate manufacturing profits) combined with a Chinese slowdown all hint at further weakness.

Thus, we have investor frustration over a trendless market seemingly exacerbated by a mixed economic outlook. But consider that the bulk of the weak economic data (oil, corporate profits, high yield, etc.) has been caused by one single factor—namely falling energy prices. In analyzing prior historical periods of economic weakness, falling energy prices typically don't lead the U.S. into recession. Conversely, just the opposite is generally true! Recessions are often actually caused by spiking energy prices—hardly an accurate portrayal of the current market situation. Furthermore, U.S. recessions generally occur in advance of recession overseas—which intuitively makes sense if we remember that the U.S. consumer is a key source of global end demand.

SIGNATURE ESTATE & INVESTMENT ADVISORS, LLC (SEIA)

is a Registered Investment Advisor firm offering Investment Supervision and Financial Planning Services tailored to meet the unique needs of affluent individuals and corporations. Wealth management is the product of an ongoing collaboration between investor and advisor, built upon trust and maintained according to the highest standards of integrity and expertise.

LOS ANGELES

2121 Avenue of the Stars, Suite 1600 Los Angeles, CA 90067 T 310.712.2323 F 310.712.2345

ORANGE COUNTY

2010 Main Street, Suite 220 Irvine, CA 92614 T 949.705.5188 F 949.705.5199

PASADENA

3452 East Foothill Blvd., Suite 1140 Pasadena, CA 91107 T 626.795.2944 F 626.795.2994

REDONDO BEACH

1815 Via El Prado, Suite 100 Redondo Beach, CA 90277 T 310.712.2322 F 310.712.2377

VIRGINIA

1650 Tysons Boulevard, Suite 1575 Tysons Corner, VA 22102 T 703.940.3000 F 703.738.2259



Therefore, at the present time it appears as though we are in the midst of a "*Long*" cycle, as both falling energy prices and overseas weakness are not typical harbingers of a pending U.S. recession.

A CLOSER LOOK AT Q4: While most of the attention was focused on Janet Yellen and the Fed's first interest rate hike in nearly ten years (more details below), it was actually the continued selloff in commodities that took the biggest toll on global capital markets, permeating all asset classes:

Alternatives: The brutal bear market in commodities continued in Q4. The pain was widespread with gold (-4.93%), copper (-8.92%), oil (-17.85%), and agriculture (-3.63%) all reaching lows that haven't been seen since 2009 (Gold's total correction from its 2011 high is now approaching 45%). Assets tied to these commodities, such as Master Limited Partnerships (-2.76%), were also down with MLPs posting their worst annual return since 2008.

Equity: Global stocks rebounded (5.03%) in Q4 after suffering steep losses during the "Summer Squall." Large caps (7.04%) outperformed small caps (3.59%) for the second consecutive quarter, and growth (7.09%) outperformed value (5.41%) for the 5th quarter in a row. Needless to say, large cap growth was the best performing investment style, with non-commodity related healthcare (9.22%) and technology (9.17%) doing the heavy lifting. With the stronger dollar, U.S. stocks bested their unhedged overseas counterparts (3.24%), as developed markets (4.71%) outpaced emerging markets (0.66%).

Fixed Income: Interest rates headed north in Q4 with the yield on the 10-Year Treasury Bond moving up 21 basis points, finishing the quarter at 2.27%. The move up in yields pushed down prices in high-quality bonds with Treasuries (-0.94%), TIPs (-0.64%), and the Aggregate Bond Index (-0.57%) all in negative territory. However, the real pain was not in bonds with duration risk but rather bonds tied to credit risk, and again, commodities were the culprit. With oil now near \$36 a barrel, the balance sheets of highly leveraged speculative energy companies are still under stress, with some debt subject to bankruptcy risk. The duress in the junk bond energy sector affected the broader high yield bond market, driving the sector lower (-2.07%). Interestingly, 2015 was the first year since 1994 that high yield lost ground while the S&P 500 was positive.

OUTLOOK: We would be remiss if we didn't provide additional analysis on the biggest news event of Q4. After seven long years of zero interest rates, the Federal Reserve finally raised rates a quarter of a point at their December meeting. However, the highly-telegraphed move had little effect on global capital markets. The real market moving news is in what lies ahead.

While the lift-off was a long time coming, the year ahead promises even more Fed drama as the central bank looks to normalize interest rates in our (long or late?) maturing business cycle. We have opined here in the past that current investment decisions should not focus on when the Fed *starts* to raise interest rates but rather on when they will *stop*. Small moves in interest rates, in line with our "*Flying at Low Altitude*" thesis, should not be

SIGNATURE ESTATE & INVESTMENT ADVISORS, LLC (SEIA)

is a Registered Investment Advisor firm offering Investment Supervision and Financial Planning Services tailored to meet the unique needs of affluent individuals and corporations. Wealth management is the product of an ongoing collaboration between investor and advisor, built upon trust and maintained according to the highest standards of integrity and expertise.

LOS ANGELES

2121 Avenue of the Stars, Suite 1600 Los Angeles, CA 90067 T 310.712.2323 F 310.712.2345

ORANGE COUNTY

2010 Main Street, Suite 220 Irvine, CA 92614 T 949.705.5188 F 949.705.5199

PASADENA

3452 East Foothill Blvd., Suite 1140 Pasadena, CA 91107 T 626.795.2944 F 626.795.2994

REDONDO BEACH

1815 Via El Prado, Suite 100 Redondo Beach, CA 90277 T 310.712.2322 F 310.712.2377

VIRGINIA

1650 Tysons Boulevard, Suite 1575 Tysons Corner, VA 22102 T 703.940.3000 F 703.738.2259



difficult for our economy to absorb. But, if the central bank moves rates too far too fast, the results certainly can be detrimental. The subsequent undesirable effects of a stronger U.S. Dollar (which adversely affects multinational corporate profits, etc.) and a flatter yield curve (which negatively impacts financial corporate profits) will inevitably depress corporate earnings. And if short-term rates get too high, the yield curve could invert (with short-term rates higher than longer-term rates), not only curtailing growth but serving as a highly reliable indicator of recession (correctly predicting the last five recessions dating back forty years).

What to watch for in 2016? Equity investors need to keep a close eye on the bond market to make sure the Fed doesn't engineer a policy mistake and flatten or invert the yield curve—but that's not exactly exciting as the media well knows. Thus, the airwaves will undoubtedly be dominated by the upcoming presidential election. Clinton? Trump? Rubio? Cruz? Or a Bush comeback? Stay tuned...

Deron T. McCoy, CFA, CAIA, CFP[®], AIF[®] Chief Investment Officer

The information and descriptions contained in this newsletter are not intended to be complete descriptions of all events, but are provided solely for general informational purposes. The content is derived from sources believed to be reliable but we cannot attest to its accuracy. For a complete listing of these sources, please contact SEIA. Indices are unmanaged and cannot be invested directly. Neither the information presented nor any opinion expressed constitutes a recommendation of any particular security, strategy or investment product. You are encouraged to seek advice from your professional advisor. Past performance is not an indicator of future returns and references to performance are provided as historical benchmarks only. There is a risk of loss from investments in securities, including the risk of loss of principal. Any predictions and/or opinions stated herein are from SEIA's Investment Committee and are subject to change without notice, at any time. There is no guarantee that any forecasts made will come to pass. Registered Representative/Securities offered through Signator Investors, Inc., Member FINRA, SIPC, 2121 Avenue of the Stars, Suite 1600, Los Angeles, CA 90067, (310) 712-2323. SEIA and its investment advisory services are offered independent of Signator Investors, Inc. and any subsidiaries or affiliates.