

# Nuance Concentrated Value Perspectives Discussion



September 30, 2011

from

Montage Investments

## Commentary with President and Chief Investment Officer Scott A. Moore, CFA

The Nuance Concentrated Value Composite is a classic value investment product investing primarily in the equity or equity-linked securities of United States based companies. The product will typically maintain 15-35 positions in the securities of companies that, in the opinion of the Nuance Investments Team, have leading and sustainable market share positions, above average financial strength, and are trading at prices materially below our internally derived view of intrinsic value. The product's primary benchmark is the Russell 3000® Value Index. Clients may also compare the product to the S&P 500 Index.

### Performance Update

Since its inception on November 13, 2008, the Nuance Concentrated Value Composite (through September 30, 2011) is up 19.65 percent (annualized and net of fees) versus the Russell 3000® Value Index, up 7.53 percent, and the S&P 500 Index, up 10.20 percent.

For the prior twelve month period through September 30, 2011, the Nuance Concentrated Value Composite is up 7.16 percent (net of fees) versus the Russell 3000® Value Index, down 2.19 percent, and the S&P 500 Index, up 1.14 percent.

Year-to-date through September 30, 2011, the Nuance Concentrated Value Composite is down 4.15 percent (net of fees) versus the Russell 3000® Value Index, down 11.84 percent, and the S&P 500 Index, down 8.68 percent.

	YTD 2011	1 Year	Since Inception APR	Since Inception Return	Since Inception Sharpe Ratio (A)	Since Inception Standard Deviation (A)
<b>Nuance Concentrated Value Composite (Gross)</b>	<b>(3.76)</b>	<b>7.78</b>	<b>20.20</b>	<b>69.85</b>	<b>1.24</b>	<b>15.76</b>
<b>Nuance Concentrated Value Composite (Net)</b>	<b>(4.15)</b>	<b>7.16</b>	<b>19.65</b>	<b>67.64</b>	<b>1.21</b>	<b>15.73</b>
<b>Russell 3000® Value Index</b>	<b>(11.84)</b>	<b>(2.19)</b>	<b>7.53</b>	<b>23.24</b>	<b>0.45</b>	<b>20.72</b>
<b>S&amp;P 500 Index</b>	<b>(8.68)</b>	<b>1.14</b>	<b>10.20</b>	<b>32.26</b>	<b>0.59</b>	<b>18.52</b>

	11/13/08 - 12/31/08	2009	2010	YTD 2011
<b>Nuance Concentrated Value Composite (Gross)</b>	<b>4.47</b>	<b>42.21</b>	<b>18.79</b>	<b>(3.76)</b>
<b>Nuance Concentrated Value Composite (Net)</b>	<b>4.47</b>	<b>41.72</b>	<b>18.13</b>	<b>(4.15)</b>
<b>Russell 3000® Value Index</b>	<b>0.38</b>	<b>19.78</b>	<b>16.26</b>	<b>(11.84)</b>
<b>S&amp;P 500 Index</b>	<b>(0.47)</b>	<b>26.47</b>	<b>15.06</b>	<b>(8.68)</b>

## Scott A. Moore, CFA



**President and  
Chief Investment Officer**

- 20+ years of investment analyst experience
- 18+ years of classic value investment experience
- 12+ years of portfolio management experience using a classic value approach
- Co-owner and founder of Nuance Investments, LLC
- Former Senior Portfolio Manager at American Century Investments managing over \$10 billion
- Former Lead portfolio manager of the 5-Star Morningstar rated American Century Mid Cap Value Fund (ACMVX) from 2004-2008
- Former Co-portfolio manager of the 5-Star Morningstar rated American Century Equity Income (TWEIX) and 4-Star Morningstar rated American Century Value Fund (TWVLX) from 1999-2008

### Investment Process

#### Identify Investment Opportunities

- Monitor over 27,000 companies using quantitative screening
- Identify new opportunities weekly
- Review financial metrics versus peers
- Identify potential leading franchises to be reviewed

#### Fundamental Research

- Competitive position review
- Proprietary financial statement analysis
- Proprietary projections of earnings, cash flow, and balance sheet data
- Decision to monitor

#### Valuation Study

- Proprietary valuation study
- Emphasis on asymmetrical risk/ rewards

#### Portfolio Construction

- Buy/ sell discipline
- Bottom-up security selection
- Consistent security and sector risk controls
- Consistent portfolio guidelines

**Portfolio Attribution and Investment Strategy Review**

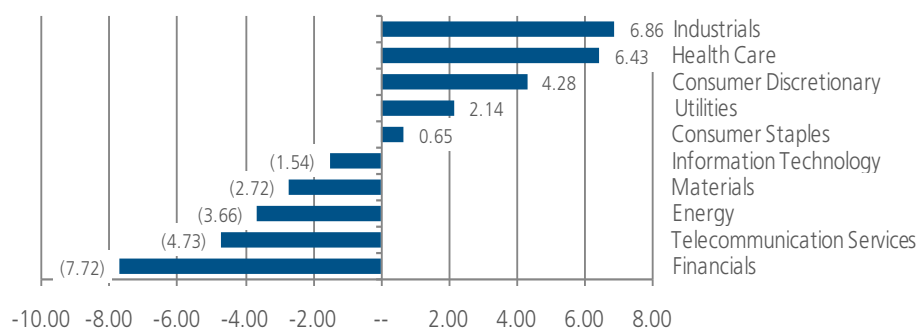
The bright spots in your portfolio for the first nine months of 2011 were focused on the Materials, Consumer Staples, Energy, Financials, and Industrial sectors. Graham Packaging Co. Inc. (GRM), Kimberly Clark Co. (KMB), Chubb Corporation (CB), and Imperial Oil LTD. (IMO) were all significant contributors to performance during the first nine months of the year.

There were no significant detractors during the first nine months of 2011.

From a sector weighting perspective, we have found opportunities in the Industrial and Healthcare sectors. We continue to be underweight the Real Estate Investment Trust industry and the Telecommunications sector, and have reduced our weighting in the Consumer Staples sector.

**Nuance Concentrated Value Composite vs Russell 3000® Value Index**

Sector Diversification as of 09/30/2011



**Statistics and Valuation Support**

We continue to be pleased with the overall composition of the portfolio. Your Investment Team continues to find investment opportunities in above-average companies with better than average valuation support. Using the table below, you can see that the portfolio has a Price to Earnings Estimates Year 1 ratio of 13.8x versus the Russell 3000® Value Index of 14.4x. We have achieved this ratio with a portfolio of companies that have returns on assets of 8.7 percent versus the Russell 3000® Value Index of 6.2 percent. In our opinion, this dichotomy of above average companies selling at below average multiples is a recipe for outperformance over the long term.

Statistic	Nuance Concentrated Value	Russell 3000® Value Index
Weighted Average Market Cap	32.7 b	60.8 b
Median Market Cap	11.6 b	0.7 b
PE Trailing 12 Months	16.1 x	17.9 xf
PE EPS Estimates Year 1	13.8 x	14.4 x
Dividend Yield	2.87 %	2.62 %
Price to Sales	1.9 x	1.8 x
Return on Assets	8.7 %	6.2 %
Return on Equity	17.0 %	12.9 %
Number of Securities	27	1,995

Statistics as of 09/30/2011.

Characteristics provided by FactSet and exclude Cash and Cash equivalents.

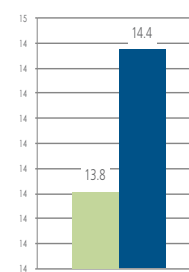
**Stocks we recently added to your portfolio:**

**Applied Material Inc. (AMAT)** - This leading semi-conductor capital equipment supplier has come under pressure as fears of a slowdown in technology spending that might result from a slowing global economy have hurt expectations of earnings growth. Our view is that AMAT's leading market share positions across its diverse semi-conductor related product line, strong returns on capital, excellent balance sheet, and now inexpensive valuation have resulted in an excellent entry point for the stock.

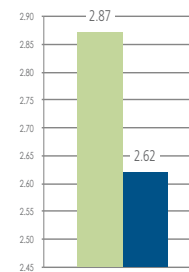
**Stocks we recently sold from your portfolio:**

**General Mills Inc. (GIS)** - We eliminated GIS from our portfolio due to significant outperformance as the company was able to raise earnings expectations in the face of a deteriorating economy. At today's price levels we are finding better opportunities in the market place. We will continue to monitor GIS for future investment opportunities.

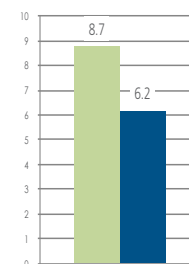
**P/E Est. Year 1**



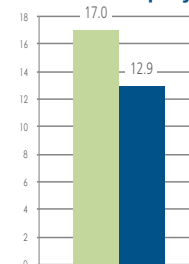
**Dividend Yield**



**Return on Assets**



**Return on Equity**



■ Nuance Concentrated Value  
 ■ Russell 3000® Value Index

### Third Quarter Review and Outlook

Continued fears surrounding a slowing economy in the United States, debt issues and slow economic activity across Europe, as well as the potential slowing of previously faster growing countries like China, have all led to continued market volatility as we enter the fourth quarter of 2011. As we discussed after the first quarter, we considered it troublesome that the market appeared to be so positive in the face of so many difficult data points. Unfortunately that fear turned out to be well reasoned and the result has been a weak market since that time.

Despite these concerns, the current market sell-off and extraordinary market volatility continue to provide ample opportunities to find undervalued businesses around the globe. In our view, our client's portfolios are comprised of companies with leading market share positions, solid financial strength, and are trading at significant discounts to our internal view of fair value.

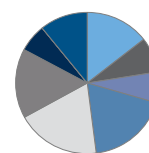
Please visit our website at [www.nuanceinvestments.com](http://www.nuanceinvestments.com) for more information about our team, our process, and value investing. You can also get real-time access to the Nuance Investment website updates and information via traditional mail or e-mail. Simply contact us at [client.services@nuanceinvestments.com](mailto:client.services@nuanceinvestments.com) or call 816-743-7080 to sign-up.

Thank you for your continued confidence and support.



Scott A. Moore, CFA

### Sector Allocation as of 09/30/2011



Consumer Discretionary	14.44
Consumer Staples	8.03
Energy	7.02
Financials	18.50
Health Care	18.99
Industrials	15.84
Information Technology	6.32
Materials	-
Telecommunication	-
Utilities	10.85

Sector Classifications are generally determined by referencing the Global Industry Classification Standard (GICS®) Codes developed by Standard & Poor's and Morgan Stanley Capital International. Sector Allocations are a percent of equity investments and subject to change. Sector Allocation provided by FactSet.

### Top 10 Holdings as of 09/30/2011

Great Plains Energy Inc	10.41
Northern Trust Corp	6.70
Johnson & Johnson	6.50
3M Co	6.09
Patterson Companies Inc	4.60
Procter & Gamble Co	4.60
Texas Instruments Inc	4.57
Lowe's Cos Inc	4.49
Capitol Federal Financial Inc	4.40
Imperial Oil Ltd	4.29

Holdings should not be considered recommendations to purchase or sell a particular security. They are subject to change without notice and are provided by Advent Portfolio Exchange.

Please note: Commencement of the Nuance Concentrated Value Composite was 11/13/08. Return figures for the Nuance Concentrated Value Composite are provided by Advent Portfolio Exchange. The Primary Benchmark for the Composite is the Russell 3000® Value Index. The Russell 3000® Value Index measures the performance of the 3,000 largest U.S. domiciled companies with lower price-to-book ratios and lower forecasted growth values. The secondary benchmark is the S&P 500 Index. The S&P 500 Index is a market-value weighted index representing the performance of 500 widely held publicly traded large-capitalization stocks. Individuals cannot invest directly in any index. These indices are used for comparison purposes only and are not meant to be indicative of a portfolio's performance, asset composition, or volatility. The performance of the Composite may differ markedly from that of compared indices due to varying degrees of diversification and/or other facts. Return figures for all index performance shown provided by Bloomberg. The Sharpe Ratio is a calculation of a product's risk-adjusted performance over time. The Ratio is calculated by taking a product's annualized excess return over a risk-free rate (Nuance uses the Citigroup 3-Month Treasury Bill as the risk-free rate) and dividing by its annualized standard deviation calculated using monthly returns. The Price-Earnings Ratio (P/E Ratio) is a valuation ratio of a company's current share price compared to its per-share earnings as calculated by the market value per share divided by earnings per share. The Price-To-Sales Ratio (Price to Sales) is a ratio for valuing a stock relative to its own past performance, other companies or the market itself as calculated by dividing a stock's current price by its revenue per share for the trailing 12 months. A Cash Flow is a revenue or expense stream that changes an account over a given period. It should be noted that Mr. Moore was considered a team consultant for American Century Investments for the three funds mentioned from 9/2/2008 until 10/31/2008 as a result of an employment agreement. Morningstar star rating information per Morningstar.com as defined by the overall ratings as of 10/31/08 – Mr. Moore's final day at American Century Investments. References to other mutual funds should not be interpreted as an offer of those securities. Nuance's performance returns have been audited by Absolute Performance Verification through March 31, 2011. To obtain a copy of the Global Investment Performance Standards (GIPS®) authorization letter or a GIPS® compliant presentation please contact Katie Carver at 816.743.7080 or [Katie.Carver@nuanceinvestments.com](mailto:Katie.Carver@nuanceinvestments.com). Past Performance is not a guarantee of future results. Please request a copy of Nuance's Full General Disclosures for more information.