

# Nuance Concentrated Value Composite Perspectives



June 30, 2015

from Montage Investments

## Description of the Product

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.

## Portfolio Managers



Scott Moore, CFA  
President & CIO  
22 Years of Experience

Chad Baumler, CFA  
Vice President  
8 Years of Experience

## Risk-Adjusted Returns Rankings<sup>1</sup>

1<sup>ST</sup> PERCENTILE

Lipper  
Category: Multi-Cap Value  
Ranking vs. Peers: 1<sup>st</sup> of 223

Morningstar  
Category: Large Value  
Ranking vs. Peers: 1<sup>st</sup> of 1,200

Morningstar  
Category: Mid-Cap Value  
Ranking vs. Peers: 1<sup>st</sup> of 410

## Longer Term Performance Update (through June 30, 2015)

Since Inception Return: The Nuance Concentrated Value Composite total return, since inception on 11/13/08, is 19.9 percent (annualized and net of fees) versus the Russell 3000 Value Index up 14.4 percent and the S&P 500 Index up 15.6 percent. We are clearly quite pleased with this level of outperformance over time.

Risk-Adjusted Returns: The Nuance Concentrated Value Composite Sharpe Ratio, since inception on 11/13/08, is 1.5 (net of fees) versus Russell 3000 Value Index at 0.9 and the S&P 500 Index at 1.1.

Peer Group Returns: Comparing our product to peers displays excellent results over time. On a total return basis, since 11/30/08, we ranked 18th of 1,200 (2nd percentile) peer group members in the Morningstar Large Cap Value universe, 117th of 410 (28th percentile) in the Morningstar Mid-Cap Value universe and in the Lipper Multi-Cap Value universe we ranked 28th of 223 (12th percentile).

Peer Group Risk-Adjusted Return: On a risk-adjusted return basis, since 11/30/08, (measured by the Sharpe Ratio) we ranked 1st of 1,200 (1st percentile) peer group members in the Morningstar Large Cap Value universe, 1st of 410 (1st percentile) in the Morningstar Mid-Cap Value universe and in the Lipper Multi-Cap Value universe we ranked 1st of 223 (1st percentile).

Peer Group Analysis 11/30/2008 - 06/30/2015	Since Inception APR <sup>1</sup>	Standard Deviation (A) <sup>1</sup>	Sharpe Ratio (A) <sup>1</sup>
Nuance Concentrated Value Composite (Gross)	20.0	13.2	1.5
Nuance Concentrated Value Composite (Net)	19.3	13.2	1.5
Lipper Multi-Cap Value Funds Peer Group (Median)	15.2	15.9	0.9
Peer Group Ranking	28 of 223 (12th)	12 of 223 (5th)	1 of 223 (1st)
Morningstar Large Value Peer Group (Median)	14.2	15.3	0.9
Peer Group Ranking	18 of 1,200 (2nd)	177 of 1,200 (15th)	1 of 1,200 (1st)
Morningstar Mid-Cap Value Peer Group (Median)	18.0	16.8	1.0
Peer Group Ranking	117 of 410 (28th)	3 of 410 (1st)	1 of 410 (1st)

Performance 11/13/2008 - 06/30/2015	APR <sup>1</sup>	TR <sup>1</sup>	Standard Deviation <sup>1</sup>	Sharpe Ratio <sup>1</sup>	5 Years	3 Years	1 Year	2015 YTD
Nuance Concentrated Value Composite (Gross)	20.5	244.4	13.1	1.5	18.6	19.6	2.3	4.7
Nuance Concentrated Value Composite (Net)	19.9	232.0	13.1	1.5	17.9	18.8	1.5	4.4
Russell 3000 Value Index	14.4	144.0	15.9	0.9	16.4	17.2	3.9	(0.5)
S&P 500 Index	15.6	161.3	14.4	1.1	17.3	17.3	7.4	1.2

<sup>1</sup>Since Inception

Shorter Term Performance Update (Two Year and Year-to-Date)

Average Annual 2-Year Rolling Return				
11/13/2008 - 06/30/2015	Periods Beating the Index		Composite Avg (%) Net of Fees <sup>1</sup>	Russell 3000 Value Index Avg (%)
Nuance Concentrated Value Composite	50/56	89%	20.3	17.2



Your team at Nuance cautions clients regarding the use of short-term performance as a tool to make investment decisions. That said, if a client wants to consider our short-term performance we recommend emphasizing two-year rolling periods since our inception. Our normal discussion of short-term performance will center on two-year performance, but we will also note calendar year to date results as is our tradition.

Since inception, the Nuance Concentrated Value Composite average annual two year rolling return is up 20.3 percent (net of fees) versus the Russell 3000 Value Index up 17.2 percent and the S&P 500 Index up 17.5 percent. Overall, we have outperformed in 50 out of the available 56 two-year periods as shown in the chart labeled Average Annual 2-Year Rolling Return.

Year-to-date, the Nuance Concentrated Value Composite was up 4.4 percent (net of fees) versus the Russell 3000 Value Index down -0.5 percent and the S&P 500 Index up 1.2 percent.

<sup>1</sup>Average return shown is the average of all month end rolling two year periods.

Calendar Year Performance as of 06/30/2015	11/13/08 - 12/31/08	2009	2010	2011	2012	2013	2014	YTD 2015
Nuance Concentrated Value Composite (Gross)	4.4	42.2	18.7	6.8	18.4	35.3	8.8	4.7
Nuance Concentrated Value Composite (Net)	4.4	41.7	18.1	6.2	17.7	34.4	8.0	4.4
Russell 3000 Value Index	0.3	19.7	16.2	(0.0)	17.6	32.7	12.6	(0.5)
S&P 500 Index	(0.4)	26.4	15.0	2.1	16.0	32.3	13.6	1.2

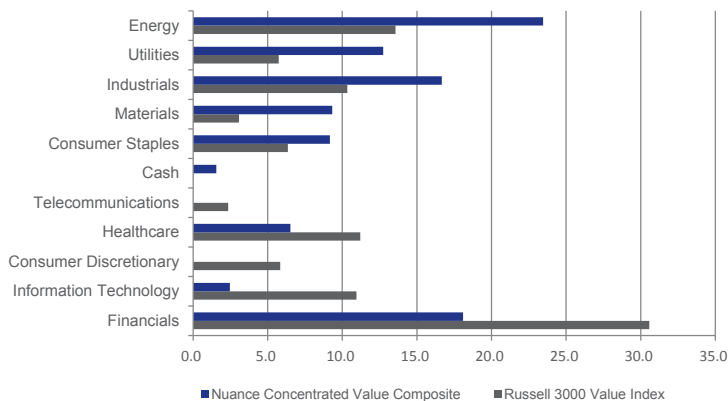
Composition of the Portfolio as of 06/30/15

Portfolio Characteristics <sup>3</sup> as of 06/30/15	Nuance Concentrated Value Composite	Russell 3000 Value Index
Weighted Average Market Cap	43.7b	97.7b
Median Market Cap	6.8b	1.4b
Price to Earnings (internal and ttm)*	13.1x	17.3x
Forward Price to Earnings	18.3x	16.8x
Dividend Yield	2.5%	2.4%
Return on Equity	20.1%	13.1%
Return on Assets	6.9%	4.9%
Active Share vs Russell 3000 Value	93.2	
Upside/Downside Capture Ratio vs Russell 3000 Value	90.6%/62.5%	
Number of Securities	25	2,003

We continue to be pleased with the overall composition of the portfolio. Remember that we are seeking investment opportunities in leading business franchises with better than average valuation support. Using the table below, you can see that the portfolio has a Price to Earnings ratio of 13.1x versus the Russell 3000 Value Index of 17.3x. We are achieving this ratio with a portfolio of companies that have returns on assets of 6.9 percent versus the Russell 3000 Value Index of 4.9 percent. This dichotomy of above average companies selling at below average multiples has the opportunity for outperformance over the long-term, in our opinion.

<sup>3</sup>Based on Nuance internal estimates and benchmarked against the above noted Russell index.

## Sector Weights and Portfolio Positioning as of 6/30/15



Overall, our portfolio has been relatively stable from a sector weighting perspective following our weighting additions in the Energy, Finance and Industrial sectors on underperformance that occurred in the last several months of 2014 and very early in 2015. We are now clearly overweight the Energy and Industrial sectors. Our underweights include the Consumer Discretionary sector as the combination of fully valued to overvalued stocks and evolving competitive positions make it difficult to find ideas that fit our process. We are also underweight the Real Estate Investment Trust (REIT) industry, the Information Technology sector and the Healthcare sector as those spaces continue to appear fully valued or overvalued driven broadly by what we have termed the chase for yield or recent market momentum particularly in Technology.

## Stocks We Added to Your Portfolio (June 2015):

**Chubb Corporation (CB):** CB is one of the world's leading providers of property and casualty insurance with lines of business that include personal, standard commercial and specialty commercial insurance. Recent underperformance due to pricing issues and what appears to be general negative sentiment has resulted in an excellent entry point, in our opinion.

**Corrections Corporation of America (CXW):** CXW provides detention and corrections services and facilities to government agencies in the form of a REIT. A recent capital spending cycle has resulted in historically low capacity utilization which has temporarily lowered returns on capital and slowed the company's growth. This has resulted in sharp underperformance in the stock and an interesting entry point, in our opinion. CXW has among the very best balance sheets in the REIT industry and currently pays over a 6% dividend yield.

## Stocks We Eliminated from Your Portfolio (June 2015):

**ProAssurance Corp. (PRA):** We swapped our holdings of PRA into Chubb Corporation (CB) as PRA outperformed just enough to achieve our fair value after including its payment of a special dividend of \$2.65 per share in early 2015 along with share price movement. We continue to like the PRA franchise and will look for better opportunities to re-enter the stock.

## Nuance Perspectives from President &amp; CIO, Scott Moore, CFA

We want to start our mid-year commentary with a note on our new Perspectives format. Our three primary communication publications – the Nuance Factsheet, Perspectives and Performance - have received a modest facelift and we hope you like the cleaner and more efficient format.

In terms of your Nuance Concentrated Value portfolio, in our opinion thus far, 2015 is going well as you can see from our performance sections. Year-to-date (ending June 30, 2015), the Nuance Concentrated Value Composite was up 4.4 percent (net of fees) versus the Russell 3000 Value Index down -0.5 percent and the S&P 500 Index up 1.2 percent. Modestly rising interest rates resulted in bank stocks rising and utility and REITs falling. Combine that with modestly rising oil prices, which helped year-to-date outperformance for our energy holdings, and we are reasonably pleased thus far.

Digging a little deeper into your current holdings highlights another trend developing within your portfolio and in the market. This trend is something we have observed during past late stage bull markets and is the disdain of the market for higher quality companies that are just not growing fast enough for the more momentum oriented market participants. Today our portfolio is stocked with global leaders with strong competitive positions, higher returns on capital versus their peers and solid valuation support in a market that is not exactly inexpensive. Companies like Chubb Corporation, Johnson & Johnson, Praxair Corporation, United Parcel Service Inc. CI B and Emerson Electric Co. are providing a nice complement to our overweight stance in banks and energy. Note of course that these companies were not bought because of a top-down macro theory, but rather as a direct result of our bottoms-up process of studying one company and stock at a time. Our research process hinges on finding both well-known and not so well-known leading business franchises that have sustainable competitive positions and are facing transitory issues that have resulted in the stock being inexpensive and thus, we believe, have both downside support as well as upside potential. In essence, we want to own the best risk rewards that exist in the market. As of today, that includes some impressive franchise companies.

Lastly, we would be remiss if we did not touch on our view of valuations in general. Given that we are in the 7th year of an economic expansion, it is clear the valuations in the market are not exactly inexpensive. In fact, our own internally approved group of leading business franchises trades between 18-19x on our internal normalized PE ratios which is certainly at the higher end of the historical band. That said, due to the two market disruptions that we have written about over the last nine months – historically low interest rates coupled with low oil and gas prices during the latter stages of an economic cycle – along with our

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continued search for one-off valuation opportunities, we continue to find leading business franchises with sustainable competitive positions that are trading below our internally derived view of fair or intrinsic 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 may also receive information via traditional mail or email by contacting us at [client.services@nuanceinvestments.com](mailto:client.services@nuanceinvestments.com) or call 816-743-7080.

Thank you for your continued confidence and support.



Scott A. Moore, CFA

## GIPS Disclosures

	Gross of Fees Return	Net of Fees Return	Benchmark Return (RAV Index)	Benchmark Return (SPX Index)	Composite Dispersion (Full Period)	Number of Separate Accounts (End of Period)	Total Composite Assets (End of Period)	Total Firm Assets (End of Period)	% of Non-Fee paying accounts	3 Year Annualized Standard Deviation (Composite Gross)	3 Year Annualized Standard Deviation (RMV Index)
YTD 2008 (11/13/08-12/31/08)	4.5	4.5	0.4	(0.5)	N/A	7	\$9,126,951	\$18,657,997	4.6%	-	-
2009	42.2	41.7	19.8	26.5	1.2	79	\$87,342,803	\$137,943,058	0.6%	-	-
2010	18.8	18.1	16.3	15.1	0.3	145	\$119,543,453	\$181,201,036	0.5%	-	-
2011	6.9	6.3	(0.1)	2.1	0.5	181	\$96,831,359	\$152,976,943	1.1%	16.1	21.3
2012	18.4	17.8	17.6	16.0	0.2	259	\$154,693,966	\$214,936,666	1.0%	13.1	16.0
2013	35.3	34.5	32.7	32.4	0.7	411	\$418,085,862	\$507,569,897	0.4%	12.2	13.1
2014	8.9	8.1	12.7	13.7	0.2	581	\$886,246,169	\$1,071,186,382	0.2%	10.4	9.5
YTD 2015 (06/30/2015)	4.7	4.4	(0.5)	1.2	N/A	589.0	\$ 853,078,664	\$ 1,049,149,192	0.2%	9.8	9.0

## Compliance Statement

Nuance claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Nuance has been independently verified for the periods 11/03/08 – 03/31/15 by Absolute Performance Verification. The verification reports are available upon request. 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. Verification does not ensure the accuracy of any specific composite presentation. Nuance is an investment adviser registered with the Securities and Exchange Commission. The firm maintains a complete list and description of composites, which is available upon request. Results are based on fully discretionary separate accounts under management, including those accounts no longer with the firm. The U.S. Dollar is the currency used to express performance returns and assets. Performance results are presented both net and gross of management fees and include the reinvestment of income. Both gross and net of fee returns are reduced by trading expenses. Net of fee returns are reduced by Actual investment advisory fees and other expenses that may be incurred in the management of the account. The firm does not currently assess any Performance Based Fees. From the inception of each composite until 12/31/10, Time Weighted Return was compounded on a monthly basis. Beginning 01/01/11 through present, Time Weighted Return was compounded on a daily basis.

Dispersion is calculated from gross of fee returns using an asset-weighted standard deviation methodology. Only those accounts included for the full calculation period are part of the dispersion calculation. The 3-year Ex-post annualized standard deviation value is calculated using 36 consecutive monthly gross of fee returns to the end calculation period. Since Inception, Nuance has adopted the following Significant Cash Flow Policy for both composites. An account will be removed from a composite if a client has given specific instructions that prevent full investment of the cash flow(s) in a timely manner (defined as 5 business days or greater), or cumulative cash flow(s) are equal or greater than 3 percent of the total composite market value based on the end of month market value, or if cumulative cash flow(s) are equal or greater than 20 percent of the total account value based on the end of month market value. If these circumstances exist, the account will be removed from the composite and added back to the composite on the first day of the month following the date that the account is fully invested (defined as being within ten percent of the model portfolios cash target).

Our Core offerings are the Nuance Mid Cap Value Strategy and the Nuance Concentrated Value Strategy Nuance. More information regarding Composite descriptions and policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request by contacting client.services@nuanceinvestments.com or 816-743-7080.

## Important Disclosures

Nuance Investments, LLC (the "Firm") is a Registered Investment Advisor. The Firm's Nuance Concentrated Value Composite (the "Composite") is a composite of actual accounts invested in the Nuance Concentrated Value investment strategy. The inception date for the Composite is 11/13/2008. The Composite includes all accounts that have invested in the strategy, including accounts no longer managed by the Firm and are presented in US Dollars. The Primary Benchmark for the Composite is the Russell 3000 Value Index. The Russell 3000 Value Index measures the performance of the broad value segment of the U.S. equity universe. It includes those Russell 3000 companies with lower price-to-book ratios and lower forecasted growth values. The Secondary Benchmark for the Composite is the S&P 500 Index TR. The S&P 500 Index TR 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 calculations for the Composite are provided by Advent Portfolio Exchange. Return calculations for all indices are provided by Bloomberg. A full schedule of fees for all Firm products is available upon request. The collection of fees has a compounding effect on the total rate of return net of investment management fees. Net of fee performance is presented after all actual investment management fees and trading expenses.

All material presented is compiled from sources believed to be reliable and current, but accuracy cannot be guaranteed. The information contained herein should not be construed as personalized investment advice and should not be considered as a solicitation to buy or sell any security or engage in a particular investment strategy. Investing involves risk, including the possible loss of principal. Nuance Investments, LLC is majority owned by Montage Investments, LLC. Prior to September 1, 2010 Nuance operated under the name Mariner Value Strategies, LLC.

(1) Risk-Adjusted Return (Sharpe Ratio), Standard Deviation and return calculations for the Composite and indices provided by Zephyr Style Advisor. The Composite has been compared to various peer groups defined by investment style. The Composite is an all market capitalization value investment style. The Morningstar Large Value Peer Group, Mid Cap Value Group and the Lipper Multi-Cap Value Funds Peer Group have been presented as investment strategies with similar investment styles. For peer group comparisons all Returns, Standard Deviation and Sharpe Ratio calculations, including those of the Composite were calculated by Zephyr Style Advisor based upon strategies with monthly return data from December 2008 to 06/30/2015. Zephyr reports on month end returns only. For the purposes of peer group comparisons Since Inception returns are shown beginning 11/30/2008. 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 (The Firm uses the Citigroup 3-Month Treasury Bill as the risk-free rate) and dividing by its annualized standard deviation calculated using monthly returns.

(2) A typical portfolio will hold between 15 and 35 companies. This is not a fundamental diversification limit. The portfolio will not exceed a 25% weighting in in one industry as defined by GICS classification standards (GICS®). The portfolio will not exceed a 25% weighting in Cash. Cash is typically below a 10% weighting. The portfolio may invest up to 25% of its assets in equity securities of foreign companies that are organized and headquartered in countries classified as "developed" by MSCI. As of June 2015, the following countries were classified as "developed" by MSCI: Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Hong Kong, Ireland, Israel, Italy, Japan, Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, UK, and the United States.

(3) Index statistics are provided by Russell. Characteristics calculations use holdings at market close on the stated date, including cash & cash equivalents. The following Composite characteristics are calculated using Bloomberg: Median Market Cap (midpoint of market capitalization of the stocks in the portfolio), Dividend Yield (annual dividends relative to share price), Return on Equity (net income divided by shareholder equity), Return on Assets (net income divided by average total assets). The P/E Statistics are a Nuance internal calculation. The dollar-weighted harmonic mean of individual company P/E ratios is used. This approach first considers holdings' E/P, which are then summed on a dollar-weighted basis across the entire portfolio to achieve a portfolio E/P ratio. Finally, the inverse of this ratio is taken to arrive at the Portfolio P/E ratio. Active share, as calculated by Morningstar Direct, is a statistic that measures a strategy's holdings relative to the holdings of the appropriate benchmark. Standard deviation is a measure of volatility showing the average deviations of a return series from its mean. The upside capture ratio is an indication of a manager's ability to match returns in periods of market strength, while the downside capture ratio measures a manager's ability to curtail losses in periods of index weakness. Results are gross of fees for the period since inception through present. Both upside/downside ratios and standard deviation are calculated using Style Advisor.

(4) The growth of \$10,000 chart is calculated by Zephyr Style Advisor assuming the same cash value at inception and the variance of the investment using monthly return data for each strategy.

Past Performance is not a guarantee of future results. Any investment contains risk including the risk of total loss. There is no guarantee that an investment with the strategy will meet its investment objectives. Please request a copy of the Firm's Full General Disclosures for more information.