

Mariner Concentrated Value

Perspectives

April 2010 Discussion

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

New Name and New Location — Same Team, Process, and Product

- A special note to our clients that we will be rebranding Mariner Value Strategies, LLC on June 1, 2010. Our new name will be Nuance Investments, LLC. Nuance was chosen to convey that subtle differences (nuances) in process, research, and stock selection can make meaningful differences in the returns generated to clients. We believe that the name encompasses the broad experience we have using our proprietary classic value approach.
- We want to assure all of our clients that this name change does not change anything about our team. I will continue to operate as President and Chief Investment Officer of the firm, and our investment analyst—Jacob Lindstedt, and our Business Operations Manager—Katie Carver, and the rest of our operations team will stay exactly the same.
- Our new address will be One Ward Parkway, Suite 126, Kansas City, Missouri, 64112 and our new main phone number will be 816-743-7080.
- Lastly, your investment product will be renamed from Mariner Concentrated Value to Nuance Concentrated Value. Everything else about your account will remain exactly the same. If you have any questions about these changes do not hesitate to contact us.

Performance Update

- Since its inception on November 13, 2008, the Mariner Concentrated Value Composite (through April 30, 2010) is up 37.48 percent (annualized and net of fees) versus the Russell Midcap Value Index up 36.51 percent, the Russell 3000 Value Index up 21.26 percent, and the S&P 500 Index up 22.66 percent.
- Year-to-date through April 30, 2010 the Mariner Concentrated Value Composite is up 7.66 percent (net of fees) versus the Russell Midcap Value Index up 14.55 percent, the Russell 3000 Value Index up 10.21 percent, and the S&P 500 Index down 7.05 percent.
- While the first three months of 2010 were rather benign from a volatility perspective, the last few weeks have shown a return to more volatile markets. As such, opportunities are being created for your portfolio. As we had discussed earlier this year, the markets were perversely contrasted as ongoing concerns regarding rising government debt levels in the United States and its implications, issues with overseas countries like Greece, and valuation levels that suggested certainty in the economy which frankly does not exist. Typically, these conflicts and issues result in higher volatility and continued new idea generation for your team. The last few weeks have shown a return to a more volatile environment.

Stocks we recently added to your portfolio

- General Mills Inc. (GIS): GIS is a leading manufacturer of consumer food products like Cheerios, Chex, Total, Gold Medal Flour, and Betty Crocker products. GIS has excellent market share trends and solid balance sheet. Despite good fundamental results over recent quarters the stock of GIS has materially underperformed the market and we believe provides an excellent risk versus reward opportunity.
- Beckman Coulter Inc. (BEC): BEC manufactures and distributes medical instruments, equipment, and supplies that enable the simplification and automation of the laboratory process. BEC's stock has underperformed recently due to concerns over FDA issues with Troponin. We think the potential negative impacts of this issue are largely discounted in the stock today and find today's stock price to be attractive.

Stocks we recently sold from your portfolio

- Steris Corporation (STE): We purchased STE in December and January due to excellent valuation support that was caused by FDA concerns regarding a sterile processing product. Since that time, these concerns issues have been resolved and the stock has materially outperformed the market. As we have found better opportunities for your portfolio, we sold the stock.

Notes For the Month

- Overall, we continue to believe that each company we own in your portfolio is trading at a discount to our internal view of intrinsic value. While the level of discount has diminished given the sharp rise in the market and our stocks since March of 2009, we continue to see opportunities in individual stocks.

Don't forget to visit our website at www.marinervalue.com for more information about our team, our process, and value investing. You can also get real-time access to Mariner Value website updates and information via traditional mail or e-mail. Simply contact us at client.services@marinervalue.com or call 913-387-2714 to sign-up.

Thank you for your continued confidence and support.



Scott A. Moore, CFA

