

Nuance Concentrated Value Perspectives Discussion



August 31, 2012

from Montage Investments

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

The market rebounded this month as a solid earnings season seemed to dampen the negativity surrounding economic issues in Europe and slowing growth in Asia. As we have each month for much of this year, we continue to be underweight in historically high dividend payout ratio industries like Utilities and Real Estate Investment Trusts and continue to find opportunities in the Industrial, Energy, and Healthcare sectors. That exposure has not helped us this year as we have underperformed thus far. However, it is hard to be terribly disappointed with our underperformance during a period of eight months when we are up 10.07 percent net of fees. Don't forget that short term performance is not something we focus on and that each and every day we are studying our company's individually; confirming that the company maintains a number one or number two market share position in their specific niche industry, and the company's market share position is sustainable over time. We want to avoid poorly positioned companies or companies losing market share on a sustainable basis as we believe those companies are more difficult to value.

Performance Update 11/13/2008 - 08/31/2012

We continue to be pleased with our overall performance. Since its inception on November 13, 2008, the Nuance Concentrated Value Composite (through August 31, 2012) is up 20.75 percent (annualized and net of fees) versus the Russell 3000 Value Index, up 12.52 percent, and the S&P 500 Index, up 14.61 percent.

Year-to-date through August 31, 2012, the Nuance Concentrated Value Composite is up 10.07 percent (net of fees) versus the Russell 3000 Value Index, up 12.08 percent, and the S&P 500 Index, up 13.51 percent.

	YTD 2012	1 Year	3 Years APR	Since Inception APR	Since Inception Return	Since Inception Standard Deviation (A)	Since Inception Sharpe Ratio (A)
Concentrated Value Composite (Gross)	10.48	15.62	15.91	21.32	108.33	15.15	1.38
Concentrated Value Composite (Net)	10.07	15.06	15.32	20.75	104.61	15.12	1.35
Russell 3000 Value Index	12.08	17.11	12.13	12.52	56.57	19.46	0.63
S&P 500 Index	13.51	18.01	13.61	14.61	67.88	17.47	0.82

Please visit our website at www.nuanceinvestments.com for more information about our team, our process, and value investing.

You can also get real-time access to the Nuance Investments website updates and information via traditional mail, e-mail, or on Facebook.

Thank you for your continued confidence and support.

Scott A. Moore, CFA

Separate Account Morningstar® Rating



Morningstar Rating Overall: 5 Stars
Category: Large Value
Number Rated: 469*

*The top 10% of separate accounts in a category earn 5 stars.

Stocks we recently added to your portfolio:

State Street Corp (STT): STT provides custody, accounting, daily pricing, and other services to institutional investors and financial intermediaries. STT is one of market leaders in this business and holds top-tier market share positions in each. With an excellent balance sheet and returns on capital that are below average, we think there is upside to earnings over the next few years as well as upside to valuation multiples.

Stocks we recently sold from your portfolio:

Capitol Federal Financial Inc (CFFN): We swapped our position of CFFN into STT as we believe that the risk versus reward profile of STT is superior to that of CFFN. We are pleased with the gains achieved from our CFFN holding and will continue to study the business for future opportunities.

Great Plains Energy Inc (GXP): Our final utility sector holding, we recently sold our position in GXP as we simply believed that better opportunities exist in today's market. Much like CFFN, we are pleased with our gains in GXP since we bought it, and will look for better opportunities to buy the stock in the future.

Procter & Gamble Co (PG): We sold PG to help us fund a larger weighting in Kellogg Inc. (K). In our view, PG's risk versus reward profile – while reasonable – was simply not compelling versus that of K. As such, we swapped our PG holdings largely into K.

GIPS Disclaimer

	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 Net)	3 Year Annualized Standard Deviation (RAV Index)
YTD 2008 (11/13/08-12/31/08)	4.47	4.47	0.38	(0.47)	N/A	7	\$9,126,951	\$18,657,997	4.57%	-	-
2009	42.21	41.72	19.78	26.47	1.17	79	\$87,342,803	\$137,943,058	0.60%	-	-
2010	18.79	18.13	16.26	15.06	0.25	145	\$119,543,453	\$181,201,036	0.46%	-	-
2011	6.85	6.29	(0.06)	2.11	0.48	181	\$96,831,359	\$152,976,943	0.85%	16.13	21.31
YTD 2012 (08/31/2012)	10.48	10.07	12.08	13.51	N/A	239	\$137,915,386	\$200,259,833	0.81%	13.32	16.43

Important Disclaimer

Please note: 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. 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 calculations for the Composite are provided by Advent Portfolio Exchange. Return calculations for all indices are provided by Bloomberg. Standard Deviation and Sharpe Ratio calculations for the Composite and indices provided by Zephyr Style Advisor. The Standard Deviation of a product measures the average deviations of a return series from its mean, and is often used as a measure of risk. A large standard deviation implies that there have been large swings in the return series of the manager. 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. 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.

The Composite's performance returns have been audited by Absolute Performance Verification through March 31, 2012. The verification report is available upon request by contacting Client Services at 816-743-7080 or client.services@nuanceinvestments.com. Verification assesses whether (1) The Firm has complied with all the composite requirements of the Global Investment Performance Standards (GIPS®) 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.

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. 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 June 1, 2010 Nuance operated under the name Mariner Value Strategies, LLC.

The Morningstar® ratings (the "Rating(s)") provided are as of 06/30/2012. The Rating is a measure of a separate account's risk-adjusted return, relative to other separate accounts in the same Morningstar Category. Separate accounts are rated from 1 to 5 stars, with the best performers receiving 5 stars and the worst performers receiving 1 star. Separate accounts are rated for up to three periods (three, five, and 10 years), and ratings are recalculated each quarter. The Morningstar Rating for separate accounts uses an enhanced risk-adjusted return measure, which accounts for all variations in a separate account's monthly performance, with more emphasis on downward variation. Separate accounts are ranked against others in the same category and stars are assigned as follows: the top 10% of separate accounts in a category earn 5 stars, the next 22.5% 4 stars, the middle 35% 3 stars, the next 22.5% 2 stars, and the bottom 10% 1 star. The Morningstar Category identifies separate accounts based on their actual investment styles as measured by their underlying representative holdings (portfolio statistics and compositions). Ratings are not indicative of Nuance's future performance. For more information regarding the rating methodology, please contact client.services@nuanceinvestments.com.