



**Value. Delivered.**

# Nuance Investments, LLC

## Semi-Annual Call: Concentrated Value

Scott Moore, CFA  
President & Chief Investment Officer

# Agenda

- Firm Overview
- Team Update
- Process Summary
- 2016 Review
- 2017 Outlook
- Conclusion

# Nuance Investments

- Nuance Investments, LLC (Nuance) is a boutique classic value firm headquartered in Kansas City, MO with approximately \$1.5 billion in assets<sup>1</sup>.
- Nuance was founded in 2008 with the belief that focusing on future return potential is actually more important than attractive historical returns.
- Nuance manages three equity strategies:

Strategy	Inception	Capacity	Current Assets <sup>1</sup>
Nuance Concentrated Value	2008	\$1.0 billion	\$980 million
Nuance Mid Cap Value	2008	\$2.0 billion	\$530 million
Nuance Concentrated Value Long/Short	2015	\$500 million	\$40 million

- Our strategies are capacity constrained to position Nuance for future return potential.
- Our strategies intend to remain open to existing clients but will close to new clients once our products reach capacity.
- Nuance's firm-wide goal is achieving leading risk-adjusted returns for all products.
- The Nuance investment team has over 60 years of combined investment experience.

# Nuance's Investment Team

## President & Chief Investment Officer



**Scott Moore, CFA**

Scott.Moore@nuanceinvestments.com

### Experience

- 25+ years of investment analyst experience
- 23+ years as a value investment analyst
- 17+ years of portfolio management experience using a classic value approach
- Lead Portfolio Manager of the Nuance Concentrated Value Strategy starting 11/13/2008
- Lead Portfolio Manager of the Nuance Mid Cap Value Strategy starting 11/03/2008
- Co-manager of the Nuance Concentrated Value Long-Short Strategy.

### Career Highlights

- Co-owner and founder of Nuance Investments, LLC
- Twenty-two-time Informa Solutions' PSN Top Guns award recipient <sup>2</sup>
- Six-time Informa Solutions' PSN Bull & Bear Masters award recipient <sup>3</sup>
- Litman Gregory Recommended Strategy – Nuance Concentrated Value product <sup>4</sup>
- Former Sr. Portfolio Manager at American Century Investments managing over \$10 billion

## Investment Analyst



**Darren Schryer, CPA**

Darren.Schryer@nuanceinvestments.com

### Experience

- Expertise in the Healthcare sector

## Vice President & Portfolio Manager



**Chad Baumler, CFA**

Chad.Baumler@nuanceinvestments.com

### Experience

- 9 years of investment analyst experience
- 4 years of portfolio management experience using a classic value approach
- Former Portfolio Manager of the American Century Value Fund and American Century Market Neutral Value Fund
- Expertise in the Energy and Financial sectors
- Lead Portfolio Manager of the Nuance Concentrated Value Long-Short Strategy.
- Co-manager of the Nuance Concentrated Value and Nuance Mid Cap Value products

## Senior Investment Analysts

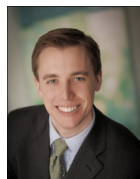


**Laurie S. Kirby, CPA**

Laurie.Kirby@nuanceinvestments.com

### Experience

- 17 years of investment analyst experience
- Expertise in the Basic Materials and Industrial sectors



**D. Adam West, CFA**

Adam.West@nuanceinvestments.com

### Experience

- 10 years of investment analyst experience
- Expertise in the Technology, Consumer Discretionary & Consumer Staples sectors



# Nuance's Investment Philosophy & Process

Investing in leading business franchises trading at a discount to fair value  
can generate excess returns over time

Quantitative  
Screening

Competitive  
Analysis

Proprietary  
Financial  
Statement  
Analysis

Proprietary  
Valuation  
Study

Portfolio  
Construction

# Nuance Concentrated Value Review

**Nuance Concentrated Value** November 13, 2008 - December 31, 2016

	YTD 2016	1 Year	3 Years APR	5 Years APR	7 Years APR	Since Inception APR	Since Inception TR
Nuance Concentrated Value Composite (Gross)	20.49	20.49	9.01	15.72	14.84	18.27	291.36
Nuance Concentrated Value Composite (Net)	19.70	19.70	8.23	14.96	14.12	17.58	273.25
Russell 3000 Value Index	18.38	18.38	8.54	14.80	12.74	13.40	178.28
S&P 500 Index	11.95	11.95	8.85	14.63	12.81	14.12	192.90

	11/13/08 - 12/31/08	2009	2010	2011	2012	2013	2014	2015
Nuance Concentrated Value Composite (Gross)	4.47	42.21	18.79	6.85	18.41	35.33	8.88	(1.28)
Nuance Concentrated Value Composite (Net)	4.47	41.72	18.13	6.29	17.79	34.45	8.07	(1.98)
Russell 3000 Value Index	0.38	19.78	16.26	(0.06)	17.62	32.72	12.69	(4.14)
S&P 500 Index	(0.47)	26.47	15.06	2.11	16.00	32.38	13.68	1.37

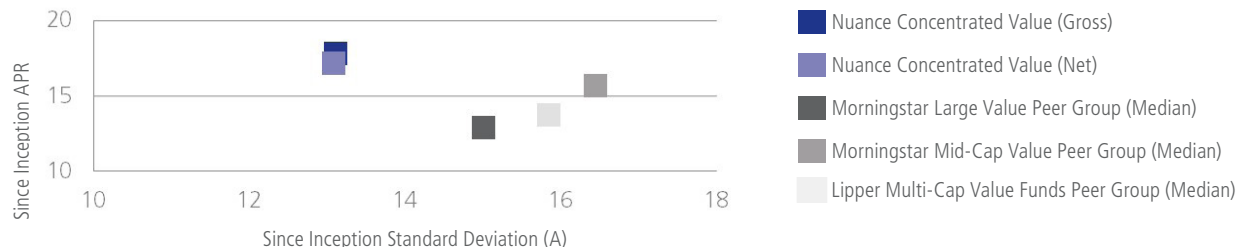
Commencement of the Nuance Concentrated Value Composite was 11/13/08. Return figures for the Nuance Concentrated Value Composite are provided by Advent Portfolio Exchange. The primary benchmark for the Nuance Concentrated Value Composite is the Russell 3000 Value Index. The secondary benchmark is the S&P 500 Index. Return figures for all indices are provided by Bloomberg. Investors cannot invest directly in any index.

# Nuance Concentrated Value Review

**Nuance Concentrated Value** November 30, 2008 - December 31, 2016

	Since Inception APR	Since Inception Standard Deviation (A)	Since Inception Sharpe Ratio (A)
Nuance Concentrated Value Composite (Gross)	17.85	13.11	1.35
Nuance Concentrated Value Composite (Net)	17.16	13.09	1.30
Morningstar Large Value Peer Group (Median)	12.92	15.01	0.87
Peer Group Percentile and Ranking	3rd (27 of 995)	15th (146 of 995)	1st (3 of 995)
Morningstar Mid-Cap Value Peer Group (Median)	15.69	16.45	0.93
Peer Group Percentile and Ranking	17th (52 of 301)	1st (3 of 301)	1st (1 of 301)
Lipper Multi-Cap Value Funds Peer Group (Median)	13.72	15.85	0.86
Peer Group Percentile and Ranking	7th (19 of 249)	6th (16 of 249)	1st (1 of 249)

**Risk & Reward** November 30, 2008 - December 31, 2016



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 present. 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 month Treasury Bill as the risk-free rate) and dividing by its annualized standard deviation calculated using monthly returns.

# Nuance Concentrated Value 2016 in Review

## Overall Performance

- Nuance Concentrated Value up 19.7% (net of fees) versus Russell 3000 Value Index up 18.4% and S&P 500 Index up 12.0%
- Nuance Concentrated Value has now outperformed its primary benchmark 7 out of the 8 full years it has been in existence
- As of 12/31/2016, Nuance Concentrated Value Strategy is in the top 1% of the Morningstar Large Cap Value, Morningstar Mid Cap Value, and Lipper Multi Cap peer groups as measured by the Sharpe Ratio.<sup>5</sup>

## 2016 Positive Risk Rewards Themes Discussed in 2016

- Financials: BOKF, CBSH, NTRS, & MET
- Utilities: NFG
- Select Industrials: DE, LNN, HTLD & HUBG

## 2016 Positive Stock Selection

- Financials: BOKF, CBSH, NTRS, & MET
- Utilities: NFG
- Materials: FUL

## 2016 Negative Attribution

- Energy: FI
- Cash

Holdings identified do not represent all of the securities purchased, sold or recommended for the adviser's clients. Past performance does not guarantee future results. Please refer to disclosures for more information.



# 2017 Nuance Concentrated Value Outlook

## Issues Leading to Opportunities and Risks

- Opportunities continue to exist but the group is narrower – normal late cycle issue
- Leverage at non-finance companies

## 2017 Positive Risk Reward

- Select Healthcare: PDCO & SNN
- Select Energy Services: FI & SLB
- Select Multi-National Consumer Staples: DEO & UN
- One-off Stocks: HTLD

## Negative Risk Reward

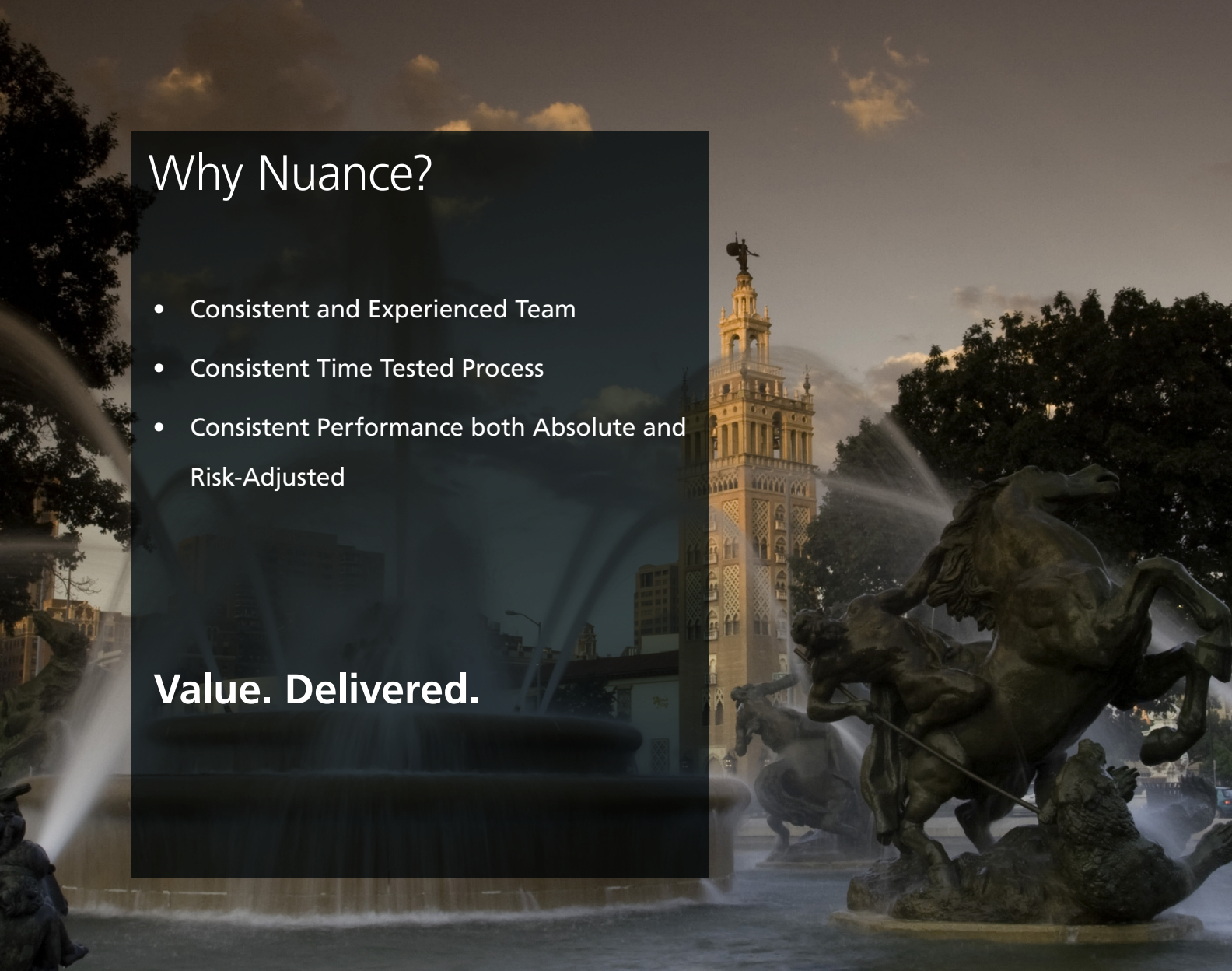
- Financials
- Information Technology
- Consumer Discretionary

Holdings identified do not represent all of the securities purchased, sold or recommended for the adviser's clients. Past performance does not guarantee future results. Please refer to disclosures for more information.

# Why Nuance?

- Consistent and Experienced Team
- Consistent Time Tested Process
- Consistent Performance both Absolute and Risk-Adjusted

**Value. Delivered.**



# Disclaimer and Notes

## Not An Offer or Inducement

Nuance Investments, LLC's (Nuance or the Company) presentation book has been prepared for informational purposes only and does not constitute an offer or solicitation to sell shares or securities in the Company or any related or associated company. Any such offer or solicitation will be made only by means of the Company's offer of discretionary investment management services under written contract. None of the information or analyses presented are intended to form the basis for any investment decision, and no specific recommendations are intended. Accordingly this book does not constitute investment advice or counsel or solicitation for investment in any security. This book does not constitute or form part of, and should not be construed as, any offer for sale or subscription of, or any invitation to offer to buy or subscribe for, any securities, nor should it or any part of it form the basis of, or be relied on in any connection with, any contract or commitment whatsoever. The Company expressly disclaims any and all responsibility for any direct or consequential loss or damage of any kind whatsoever arising directly or indirectly from: (i) the use of this presentation book, (ii) reliance on any information contained herein, (iii) any error, omission or inaccuracy in any such information or (iv) any action resulting therefrom.

## Investment Performance

Investors should seek financial advice regarding the appropriateness of investing in any securities or investment strategies discussed or recommended in this documentation and should understand that statements regarding future prospects may not be realized. Investors should note that income from such securities may fluctuate and that each security's price or value may rise or fall. Accordingly, investors may receive back less than originally invested.

## No Warranties

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## Fees and Related

The full fee schedule for all Nuance products is available upon request. It should be noted that the collection of fees produces a compounding effect on the total rate of return net of management fees. Nuance Concentrated Value charges .95% for clients with assets under \$25 million, .90% for clients with assets under management between \$25-50 million, .85% for clients with assets under management between \$50-75 million, .80% for clients with assets under management between \$75-\$100 million, and .75% for clients with assets greater than \$100 million. Incentive fee structures and performance-based fee structures are available for qualified clients and are negotiated individually. Nuance reserves the right to modify fee structures on an account by account basis at its discretion. Gross of fee performance returns are presented before management fees but after all trading expenses. No other fees or expenses are deducted for gross of fee performance. Net of fee performance returns are presented after actual standard management fees, actual performance-based management fees and all trading expenses. No other fees are deducted aside from trading and management fees for the calculation of net of fee performance. Valuations are net of all applicable withholding taxes. Portfolios are valued in accordance with GIPS® Valuation Principles. More information regarding standard investment management fees and the calculation of performance-based investment management fees is available upon request.

## Additional Notes and Disclosures

The use of derivatives may be employed for purposes of currency hedging and or to equitize the cash position of the portfolios.

- (1) Assets include discretionary assets and assets under advisement. Assets under advisement represent UMA assets, for which we have no discretionary authority nor responsibility for arranging or effecting the purchase or sale of securities. Inclusion of these assets may make our total asset number different from assets under management reported elsewhere.
- (2) Nuance Concentrated Value Composite received PSN Top Gun Rating in the All Cap Value Universe for the 4 Star category on 12/31/2013, 06/30/2014, and 06/30/2016; the 5 Star category on 12/31/2013, 03/31/2015, 06/30/2015, 09/30/2015 and 03/31/2016; and the 6 Star category on 12/31/2013, 03/31/2015, 06/30/2015, 09/30/2015 and 03/31/2016. Nuance Mid Cap Value Composite received PSN Top Gun Rating in the Mid Value Universe for the 4 Star Category on 06/30/2014, 06/30/2016, and 09/30/2016; the 5 Star Category on 12/31/2013 and 09/30/2014; and the 6 Star Category on 12/31/2013, 09/30/2014, 06/30/2015 and 09/30/2015. The peer groups were created using the information collected through the PSN investment manager questionnaire and uses only gross of fee returns. Products must have an R-Squared of 0.80 or greater relative to the style benchmark for the recent five year period. 4 STAR CATEGORY: Products must have returns greater than the style benchmark for the three latest three-year rolling periods. The top ten returns for the latest three-year period then become the TOP GUNS. 5 STAR CATEGORY: Products must have returns greater than the style benchmark for the three latest three-year rolling periods. After that we select only the products which standard deviation for the five year period is equal or less than the median standard deviation for the

# Disclaimer and Notes Continued

peer group. The top ten returns for the latest three-year period then become the TOP GUNS. 6 STAR CATEGORY: Products must have returns greater than the style benchmark for the three latest three-year rolling periods. After that we select only the products which standard deviation for the five year period is equal or less than the median standard deviation for the peer group. The top ten information ratios for the latest five-year period then become the TOP GUNS.

(3) Nuance Concentrated Value Composite received PSN Bull & Bear Masters rating in the All Cap Value Universe on 12/31/2016. Nuance Mid Cap Value Composite received PSN Bull & Bear Masters rating in the Mid Cap Value Universe on 09/30/2013, 12/31/2013, 12/31/2015, 03/31/2016, and 06/30/2016. BULL & BEAR MASTERS: The peer groups were created using the information collected through the PSN investment manager questionnaire and uses only gross of fee returns. Products must have an R-Squared of 0.80 or greater relative to the style benchmark for the recent three year period. Moreover, products must have an Upside Market Capture ratio of 100 or more for the latest three year period, and Downside Market Capture ratio of 100 or less for the latest three year period. The top ten Ratios between Upside Market Capture Ratio and Downside Capture Ratio became the PSN Bull & Bear Masters products.

(4) Criteria for Recommended Strategies: Recommended strategies are evaluated by Litman Gregory based on a combination of qualitative and quantitative measures, including absolute and relative long-term performance metrics when compared to an appropriate benchmark and peer group, manager skill, investment process and the discipline by which the process is applied, quality and tenure of research team, shareholder orientation, assets under management, and fund expenses. Recommended reflects Litman Gregory's confidence in a strategy's potential to outperform a relevant benchmark over the long term.

(5) Percentile rankings are for risk-adjusted return (as measured by Sharpe Ratio) provided by Zephyr Style Advisor based on peers with monthly return data from 11/30/2008 to 12/31/2016. 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 (we use the Citi 3-month Treasury Bill as the risk-free rate) and dividing by its annualized standard deviation calculated using monthly return data. 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 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. The Dividend Yield is calculated based on how much an investment pays in dividends each year relative to its share price. The Return on Equity is calculated by dividing net income by shareholder equity. The Return on Equity is calculated by taking the net income divided by shareholder equity. The Return on Assets is calculated based on net income divided by average total assets. Return calculations for the Composite are provided by Advent Portfolio Exchange. Return calculations for all indices are provided by Bloomberg.

Portfolio holdings and sector allocations are subjected to change and are not a recommendation to buy or sell any security. As of 12/31/2016 portfolio weights of names discussed are as follows: BOK Financial Corporation (BOKF) 3.0%, Commerce Bancshares (CBSH) 0.0%, Northern Trust Corporation (NTRS), 4.2%, MetLife Inc.(MET) 0.0%, National Fuel Gas Company (NFG) 7.5%, HB Fuller Co. (FUL) 2.0%, Deere and Co. (DE) 1.0%, HUB Group Inc. (HUBG) 1.2%, Frank's International NV (FI) 9.6%, Lindsay Corp. (LNN) 0.0%, and Heartland Express Inc. (HTLD) 4.0%.

Past Performance is not a guarantee of future results.

# GIPS Compliance Disclosures

## Nuance Concentrated Value Composite

	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 (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	1.13%	16.13	21.31
2012	18.41	17.79	17.62	16.00	0.19	259	\$154,693,966	\$214,936,666	0.98%	13.05	16.02
2013	35.33	34.45	32.72	32.38	0.66	411	\$418,085,862	\$507,569,897	0.41%	12.20	13.08
2014	8.88	8.07	12.69	13.68	0.20	581	\$886,246,169	\$1,071,186,382	0.16%	10.44	9.49
2015	(1.28)	(1.98)	(4.14)	1.37	0.18	607	\$715,577,980	\$913,545,839	0.12%	11.39	10.90
2016	20.49	19.70	18.38	11.95	0.14	694	\$937,752,729	\$1,466,221,847	0.06%	11.10	11.12

### 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 – 03/31/2016 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.

### Fees and Returns:

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 full fee schedule for all Nuance products is available upon request. It should be noted that the collection of fees produces a compounding effect on the total rate of return net of management fees. Nuance Concentrated Value charges .95% for clients with assets under \$25 million, .90% for clients with assets under management between \$25-50 million, .85% for clients with assets under management between \$50-75 million, .80% for clients with assets under management between \$75-\$100 million, and .75% for clients with assets greater than \$100 million. Nuance reserves the right to modify fee structures on an account by account basis at its discretion. 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.

# GIPS Compliance Disclosures Continued

## Definition of the Firm

The definition of the firm is the foundation for firm-wide compliance and creates defined boundaries for determining the assets of the firm. In this instance, the firm is defined as Nuance Investments, LLC (Nuance), a majority owned subsidiary of Montage Investments, LLC ("Montage"). Montage is a wholly owned subsidiary of Mariner Holdings, LLC. Nuance founded on November 1, 2008, was formed on the belief that the ability to outperform the broad stock market is predicated on a consistent and disciplined value investing approach. The Investment Management Team selects securities for the Nuance investment portfolio's by using an extensive quantitative screening and fundamental research process that identifies leading businesses selling at a discount to fair value and that have the potential to generate above-average rates of returns over time. The Investment Management Team seeks to identify companies across a range of industries and market sectors that have leading and sustainable market share positions, above-average financial strength, and are trading at a discount to their internal view of intrinsic value. The Investment Management Team may sell an investment when it believes it has surpassed its intrinsic value by applying the screening process described above, for purposes of portfolio construction or risk management, or when a more attractive investment opportunity becomes available. The total firm assets will be defined as all discretionary and non-discretionary assets under management within Nuance. This includes primary investment management accounts, sub-advisory investment management accounts and wrap accounts as well as both fee-paying and non-fee paying assets.

**Strategy:** Our Core offerings are the Nuance Mid Cap Value Strategy, the Nuance Concentrated Value Strategy and the Nuance Concentrated Value Long-Short Strategy. The Nuance Concentrated Value Composite consists of separately managed accounts (portfolios) in the Concentrated Value strategy. The composite was created on November 13, 2008. Nuance Concentrated Value seeks to achieve long-term capital appreciation by investing primarily in equity securities (including common stocks, preferred stocks and convertible securities) of companies organized in the United States that the Investment Management Team believes are high quality, though temporarily out of favor. The Investment Management Team will invest primarily in the equity securities of U.S. companies; however 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. Cash will generally not be greater than 25 percent of the market value of the portfolio. 50 percent of the portfolio assets will generally not have positions of greater than 5 percent. Each security position will generally not be greater than 15 percent of the market value of the portfolio. Each portfolio will not exceed a 25 percent weighting in one industry as defined by Global Industry Classification Standards (GICS®). A typical portfolio will hold between 15 and 35 securities. There is no minimum separate account asset level necessary for inclusion in the composite.

**Benchmark:** For comparison purposes, the composite is measured against Russell 3000® Value Index as a primary 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 Russell 3000® Value Index is constructed to provide a comprehensive, unbiased, and stable barometer of the broad value market. The Index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect value characteristics. Secondary index is the S&P 500 Index TR. It should be noted that the Russell Midcap® Value Index was considered the primary index until June 30, 2010. Beginning July 1, 2010 the primary index is considered the Russell 3000® Value Index. The change in index was due to further study surrounding the market for all-cap strategies and the appropriate index for these strategies.

**Dispersion:** 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.

**Significant Cash Flow Policy:** Since Inception, Nuance has adopted the following Significant Cash Flow Policy. 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 10 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). 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](mailto:client.services@nuanceinvestments.com) or 816-743-7080.