# 1Q Virtus NFJ Mid-Cap Value Fund

A: PQNAX, Administrative: PRAAX, C: PQNCX, Institutional: PRNIX, P: ANRPX, R6: ANPRX



## MORNINGSTAR RATINGS AND PEER GROUP RANKINGS as of 03/31/24 Institutional shares (PRNIX) rated within Mid-Cap Value category

★★★ (Out o	of 380 Funds)
# of Stars	# of Funds
**	380
**	363
***	281
	# of Stars

Time Period	Percentile Ranking	Ranking/ # of Peers
1 Year	84th	351/399
5 Year	78th	283/363
10 Year	47th	121/281
Since inception (12/30/97)	33rd	12/41

Morningstar ratings are based on risk-adjusted returns. Morningstar rankings are based on fund share class total return and do not include the effect of the fund's sales load, if applicable. Each fund is ranked within a universe of funds similar in portfolio characteristics and capitalization. Strong ratings or rankings are not indicative of positive fund performance.

## A Modern Value Approach

NFJ Investment Group, the Fund's subadviser, seeks to harness the power of advanced data analytics and fundamental expertise to identify quality value mid-cap businesses across industries. NFJ derives investment conviction from a combination of quantitative parameters that strive to eliminate emotional bias, analysis of company fundamentals, and strict adherence to a disciplined investment process.

## Intersection of Valuation, Shareholder Yield, and Quality

NFJ believes valuation is paramount and uses statistically derived custom peers to uncover unique valuation insights. The investment team rigorously analyzes fundamentals to identify companies with attractive entry points and capital allocation policies, as well as consistent and above-average financial output.

## Dynamic, Multidisciplinary Team

The Fund is driven by a talented, tightly knit investment team with diverse skill sets and an entrepreneurial mindset, who share a commitment to client returns and strict adherence to their quality value discipline.



"Risk is not inherent to an asset class, but to the price investors pay. At NFJ, we believe a diversified portfolio of mid-cap stocks with attractive valuation, shareholder yield, and quality characteristics should be well positioned to outperform over time."

John R. Mowrey, CFA

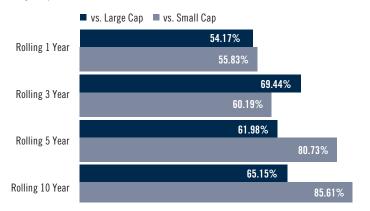
Start Date as Fund Portfolio Manager: 2014

# **Exploiting Greater Market Inefficiencies with Mid-Cap Stocks**

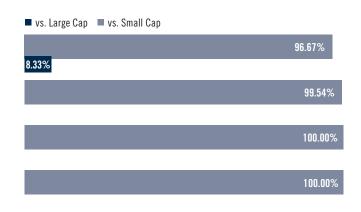
Mid-caps are often considered the "sweet spot" of equity markets. These companies tend to be in an early phase of their life cycle but with established business models and higher growth potential. Despite their attractive appeal and diversification benefits, mid-cap stocks are often overlooked and underutilized within investor portfolios. As shown below, mid-cap value outpaced large-cap value and small-cap value in the majority of rolling 1-, 3-, 5-, and 10-year periods over 20 years and with lower volatility (as measured by standard deviation) than small-cap value.

## HISTORICAL OUTPERFORMANCE VS. LARGE CAPS & SMALL CAPS...

20-year period as of 03/31/24



## ...WITH LESS RISK THAN SMALL CAPS



Source: Morningstar Direct. Mid-Cap Value represented by the Russell Mid-Cap® Value Index, Large Cap Value represented by the Russell 1000® Value Index, and Small Cap Value represented by the Russell 2000® Value Index. Left bars show the percentage of time Mid-Cap Value outperformed Large Cap Value and Small Cap Value over different rolling periods, while the right bars show the percentage of time Mid-Cap Value exhibited lower volatility (standard deviation) than Small Cap Value. Past performance is no guarantee of future results.

# **Quality-Driven Fundamentals**

NFJ places a strong emphasis on quality, focusing research on balance sheets, cash flow statements, return on equity, and return on assets. The team diligently seeks to avoid areas of concern or poor quality, and pays close attention to leverage and off-balance sheet debt, as well as short interest.

Valuation	Fund	Index
Price-to-earnings (trailing 1-year)	21.6x	19.0x
Price-to-earnings (forward 1-year estimated)	17.7x	16.9x
Profitability		
Return on Equity (5-year average)	12.0%	13.2%
Return on Assets	6.0%	6.0%
Earnings Growth		
EPS Growth Rate (trailing 3-year)	5.6%	14.9%
EPS Growth Rate (trailing 5-year)	7.5%	10.2%
Dividend Growth		
DPS Growth Rate (3-year)	12.3%	10.1%

As of 03/31/24. Index: Russell Midcap® Value Index. See Glossary on last page for definitions of these metrics.

## Balancing Risk and Return Over Time

NFJ believes a diversified portfolio of attractively valued stocks that return value to shareholders and exhibit higher-quality fundamental characteristics should outperform with lower relative risk over time, as measured by the Sharpe ratio.



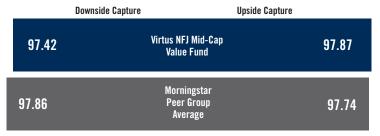
<sup>\*</sup>Morningstar Category: Mid-Cap Value. **Past performance is no guarantee of future results.**Source: Morningstar Direct. As of 03/31/24

# Focused on Mitigating Downside Risk

NFJ's emphasis on tight risk controls—through extensive company research, broad industry diversification, and disciplined sell criteria—seeks to help preserve investors' assets at times when they need it most. The investment team also identifies potential risk by keeping a close eye on price momentum and short interest. In addition, the income provided by dividend-paying companies historically has made a significant contribution to total return that can play an especially important role during times of volatility when stock valuations are falling.

#### A HISTORY OF ATTRACTIVE DOWNSIDE AND UPSIDE CAPTURE

Fund Average vs. Peers Since Inception (12/30/97)



#### Past performance is no guarantee of future results.

Source: Morningstar Direct. As of 03/31/24. Morningstar Category: Mid-Cap Value. There is no assurance or guarantee that companies that issue dividends will declare or continue to pay or increase dividends.



# **NFJ's Differentiated Investment Approach**

#### ...augmented by advanced Fundamental expertise... data analytics Strict Valuation Idea Generation **MODERN** Capitalize on market dislocations Real-time processing of while avoiding value traps **VALUE** fundamental data points **INVESTING** Strong Stewards of Capital Informational Advantage Emphasis on shareholder yield Identify inefficiencies through data and dividend growth analytics and custom peer groups High-Quality Focus Risk Management Invest in competitively

Ongoing monitoring of market sentiment and portfolio risks

#### **NFJ INVESTMENT GROUP**

NFJ Investment Group is a global value equity manager with a rich heritage and deep roots in Dallas, Texas, dating to 1989. NFJ is unwavering in its commitment to investing at the intersection of valuation, shareholder yield, and quality, seeking to identify companies with low market expectations and the strongest prospects for returning capital to shareholders.

#### **AVERAGE ANNUAL TOTAL RETURNS (%)**

as of 03/31/24

advantaged companies

	QTD	YTD	1 Year	3 Year	5 Year	10 Year	Since Inception 12/30/97
Institutional Class	3.03	3.03	14.52	6.80	8.83	8.38	9.56
Russell Midcap® Value Index	8.23	8.23	20.40	6.80	9.94	8.57	9.25

Performance data quoted represents past performance. Past performance does not guarantee future results. Investment return and principal value will fluctuate so that shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than the performance data quoted. Please visit virtus.com for performance data current to the most recent month end. This share class has no sales charges and is not available to all investors. Other share classes have sales charges. See virtus.com for details.

The fund class gross expense ratio is 0.82%. The net expense ratio is 0.65%, which reflects a contractual expense reimbursement in effect through 10/31/24.

Average annual total return is the annual compound return for the indicated period and reflects the change in share price and the reinvestment of all dividends and capital gains. Returns for periods of one year or less are cumulative returns.

#### **ANNUAL PERFORMANCE (%)**

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Fund	16.65	-12.74	26.37	1.32	29.42	-15.99	27.05	17.24	-3.09	8.83
Index	12.71	-12.03	28.34	4.96	27.06	-12.29	13.34	20.00	-4.78	14.75

CHARACTERISTICS	Fund	Index
Avg. Weighted Market Cap (bn)	25.95	26.04
Median Market Cap (bn)	16.39	10.68
Trailing P/E Ex-Negative Earnings	26.99	23.17
3-Year EPS Growth Rate	5.57	14.91
5-Year EPS Growth Rate	7.54	10.17
3-Year DPS Growth Rate	12.29	10.06
Active Share	91.34	n/a
30-day SEC Yield <sup>1</sup>	1.87	
30-day SEC Yield (unsubsidized) <sup>2</sup>	1.70	

RISK STATISTICS (3 YEAR)	Fund	Index
Alpha	0.02	n/a
Beta	1.09	1.00
R <sup>2</sup>	0.91	1.00
Sharpe Ratio	0.19	0.21
Standard Deviation	21.80	19.07

See Glossary on last page for definitions of these metrics.

#### SECTOR ALLOCATIONS



	% Equity	% Index
Financials	21.00	18.21
Health Care	13.34	6.45
Real Estate	12.57	9.76
Industrials	10.80	20.41
Utilities	10.47	7.02
Materials	9.02	7.58
Consumer Discretionary	8.88	9.39
Information Technology	5.31	9.18
Consumer Staples	4.05	3.66
Energy	3.65	5.49
Communication Services	0.92	2.83

Index: Russell Midcap® Value Index Sector weightings are subject to change.

<sup>&</sup>lt;sup>1</sup>30-day SEC Yield is a standardized yield calculated according to a formula set by the SEC, and is subject to change.

<sup>&</sup>lt;sup>2</sup>30-day SEC Yield (unsubsidized) is the 30-day SEC yield without the effect of applicable expense waivers.

#### **PORTFOLIO MANAGERS**



Paul A. Magnuson Industry start date: 1985 Start date as Fund Portfolio Manager: 2009



Kris P. Marca, CFA Industry start date: 2003 Start date as Fund Portfolio Manager: 2023



John R. Mowrey, CFA Industry start date: 2007 Start date as Fund Portfolio Manager: 2014



Jeff N. Reed, CFA, FDP Industry start date: 2004 Start date as Fund Portfolio Manager: 2011



J. Garth Reilly Industry start date: 2005 Start date as Fund Portfolio Manager: 2020

TOP TEN HOLDINGS	% Fund
NextEra Energy Inc.	2.17
Truist Financial Corp.	2.06
Alexandria Real Estate Equities Inc.	2.04
Edwards Lifesciences Corp.	1.99
Veeva Systems Inc.	1.98
Eversource Energy	1.95
Stepan Co.	1.92
UGI Corp.	1.90
Rexford Industrial Realty Inc.	1.78
ENN Energy Holdings Ltd.	1.74

Holdings are subject to change.

AUM (\$ millions)	862.8
Number of Holdings	93
Dividends	Semi-Annually
Morningstar Category	Mid-Cap Value
Index	Russell Midcap® Value Index

Indexes: The Russell Midcap® Value Index is a market capitalization-weighted index of medium-capitalization, value-oriented stocks of U.S. companies. The Russell 1000® Value Index is a market capitalization-weighted index of value-oriented stocks of the 1,000 largest companies in the Russell Universe, which comprises the 3,000 largest U.S. companies. The Russell 2000® Value Index is a market capitalization-weighted index of value-oriented stocks of the smallest 2,000 companies in the Russell Universe, which comprises the 3,000 largest U.S. companies. The Index is calculated on a total return basis with dividends reinvested. These indexes are unmanaged, their returns do not reflect any fees, expenses, or sales charges, and are not available for direct investment.

## IMPORTANT RISK CONSIDERATIONS

Market Volatility: The value of the securities in the portfolio may go up or down in response to the prospects of individual companies and/or general economic conditions. Local, regional, or global events such as war or military conflict, terrorism, pandemic, or recession could impact the portfolio, including hampering the ability of the portfolio's manager(s) to invest its assets as intended. Issuer Risk: The portfolio will be affected by factors specific to the issuers of securities and other instruments in which the portfolio invests, including actual or perceived changes in the financial condition or business prospects of such issuers. Equity Securities: The market price of equity securities may be adversely affected by financial market, industry, or issuer-specific events. Focus on a particular style or on small, medium, or large-sized companies may enhance that risk. Prospectus: For additional information on risks, please see the fund's prospectus.

#### **GLOSSARY**

**P/E Ratio:** A ratio calculated by dividing the company's stock price divided by its earnings per share times 100. The higher the P/E ratio, the more an investor pays for the company's earnings. A low P/E generally indicates a better value, while a high P/E denotes an expensive stock with earnings that investors expect will grow rapidly. A negative P/E is generally indicative of companies with losses or negative earnings. **ROA (Return on Assets):** An indicator of how profitable a company is relative to its total assets. ROA gives an idea as to how efficient management is at using its assets to generate earnings. **ROE (Return on Equity):** The amount of net income returned as a percentage of shareholders equity. Return on equity measures a corporation's profitability by revealing how much profit a company generates with the money shareholders have invested. **Avg. Weighted Market Cap (bn):** The sum of each security's weight within the fund (or index) multiplied by the security's market capitalization. **Trailing P/E Ex-Negative Earnings:** Per share stock price divided by the latest 12-months earnings per share, including companies that have negative earnings per share over the past 12-months. **3-Year Earnings Growth Rate:** Average of earnings per share growth

for latest 3-year period. **5-Year Earnings Growth Rate:** Average of earnings per share growth for latest 5-year period. **3-Year Dividend Growth Rate:** Average of dividends per share growth for latest 3-year period. **Active Share:** A measure of the percentage of stock holdings in a manager's portfolio that differ from the benchmark index. **30-day SEC Yield** is a standardized yield calculated according to a formula set by the SEC, and is subject to change. **30-day SEC Yield (unsubsidized)** is the **30-day SEC Yield without** the effect of applicable expense waivers. **Alpha:** A risk-adjusted measure of an investment's excess return relative to a benchmark. **Beta:** A quantitative measure of the volatility, or systematic risk, of a security or a portfolio in comparison to the market as a whole. **R**<sup>2</sup>: A measure that represents the percentage of a fund or security's movements that can be explained by movements in a benchmark index. **Sharpe Ratio:** A risk- adjusted measure calculated using standard deviation and excess return to determine reward per unit of risk. **Standard Deviation:** Measures variability of returns around the average return for an investment portfolio. Higher standard deviation suggests greater risk.

Morningstar: Morningstar Rating™ for funds, or 'star rating,' is calculated for managed products (including mutual funds, variable annuity and variable life subaccounts, exchangetraded funds, closed-end funds, and separate accounts) with at least a three-year history. Exchange-traded funds and open-ended mutual funds are considered a single population for comparative purposes. It is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a managed product's monthly excess performance, placing more emphasis on downward variations and rewarding consistent performance. The top 10% of products in each product category receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars, and the bottom 10% receive 1 star. The Overall Morningstar Rating for a managed product is derived from a weighted average of the performance figures associated with its three-, five-, and 10-year (if applicable) Morningstar Rating metrics. The weights are: 100% three-year rating for 36-59 months of total returns, 60% five-year rating/40% three-year rating for 60-119 months of total returns, and 50% 10-year rating/30% five-year rating/20% three-year rating for 120 or more months of total returns. While the 10-year overall star rating formula seems to give the most weight to the 10-year period, the most recent three-year period actually has the greatest impact because it is included in all three rating periods. Ratings do not take into account the effect of sales charges and loads.

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