



A Virtus  
Investment Partner

# NFJ DIVIDEND VALUE WRAP STRATEGY

4Q 2023

# NFJ Investment Group

Over 30 Years of Value Investing



## KEY FACTS

- Established 1989
- Dallas, TX
- AUM: \$6.6 billion
- Seasoned team, averaging 20+ years industry experience
- Wholly owned affiliate of Virtus Investment Partners (NYSE: VRTS)

## U.S. Portfolios

Dividend Value

Large Cap Value

All Cap Value

Mid Cap Value

Small Cap Value

## Non-U.S./Global Portfolios

Emerging Markets Value

International Value

Global Infrastructure Income

Global Sustainability

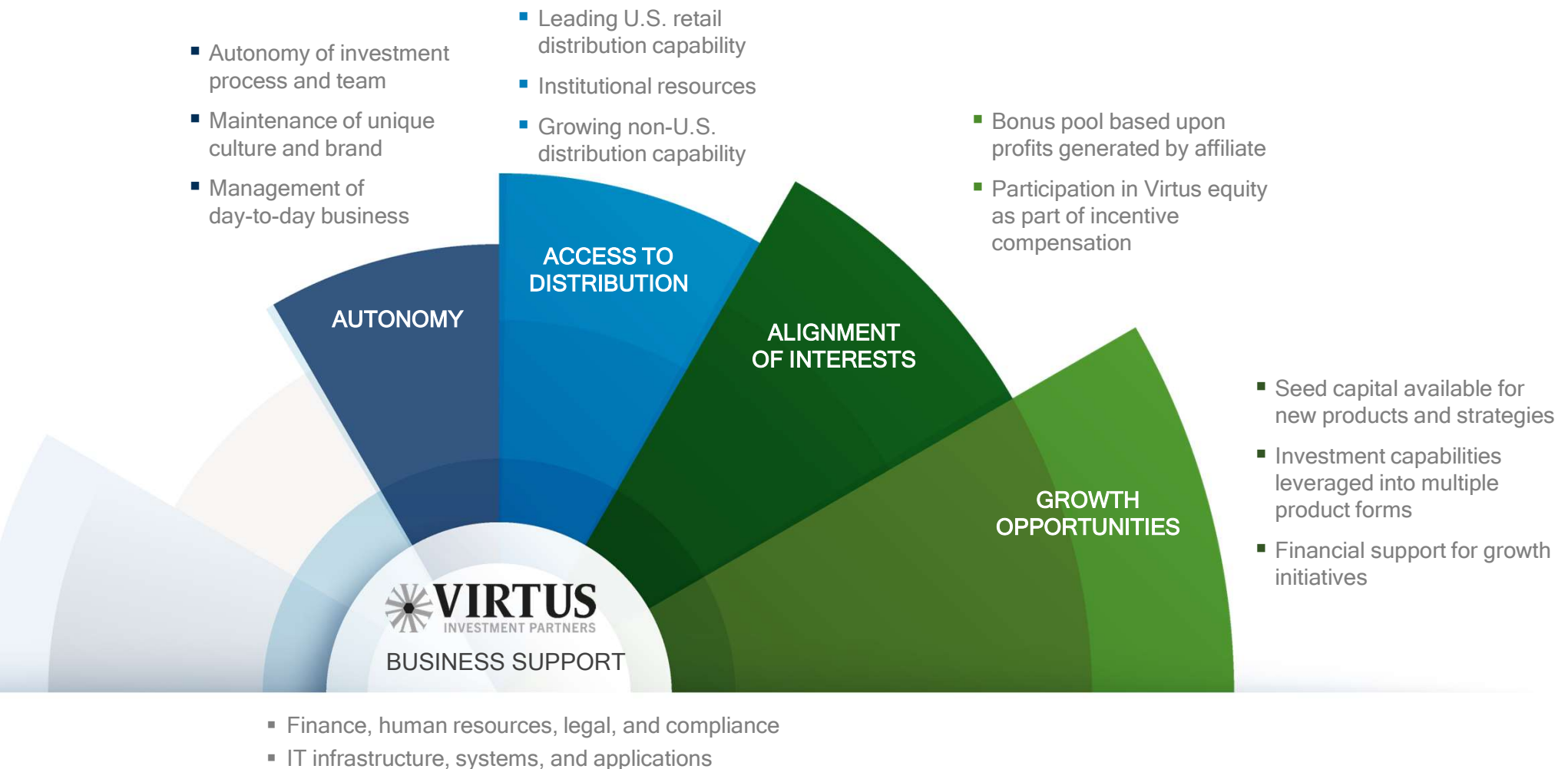
NFJ Investment Group assets under management, as December 31, 2023. This total includes \$2.4 billion in non-discretionary assets. Our predecessor firm (known as NFJ Investment Group at the time) was initially created in 1989, acquired by Allianz in 2000, and rolled into the Allianz Global Investors RIA as that firm's Dallas-based Value Equity US team in 2016. Effective February 1, 2021, Virtus lifted out Allianz Global Investors' Dallas-based Value Equity US team and established a new investment adviser for that team, which is registered with the SEC and known as NFJ Investment Group, LLC.

# NFJ Investment Group

An Affiliate of Virtus Investment Partners



**Multi-boutique model:** Virtus Investment Partners preserves each affiliate's unique entrepreneurial culture, provides continued investment autonomy, and ensures appropriate alignment of interests.



## We believe:

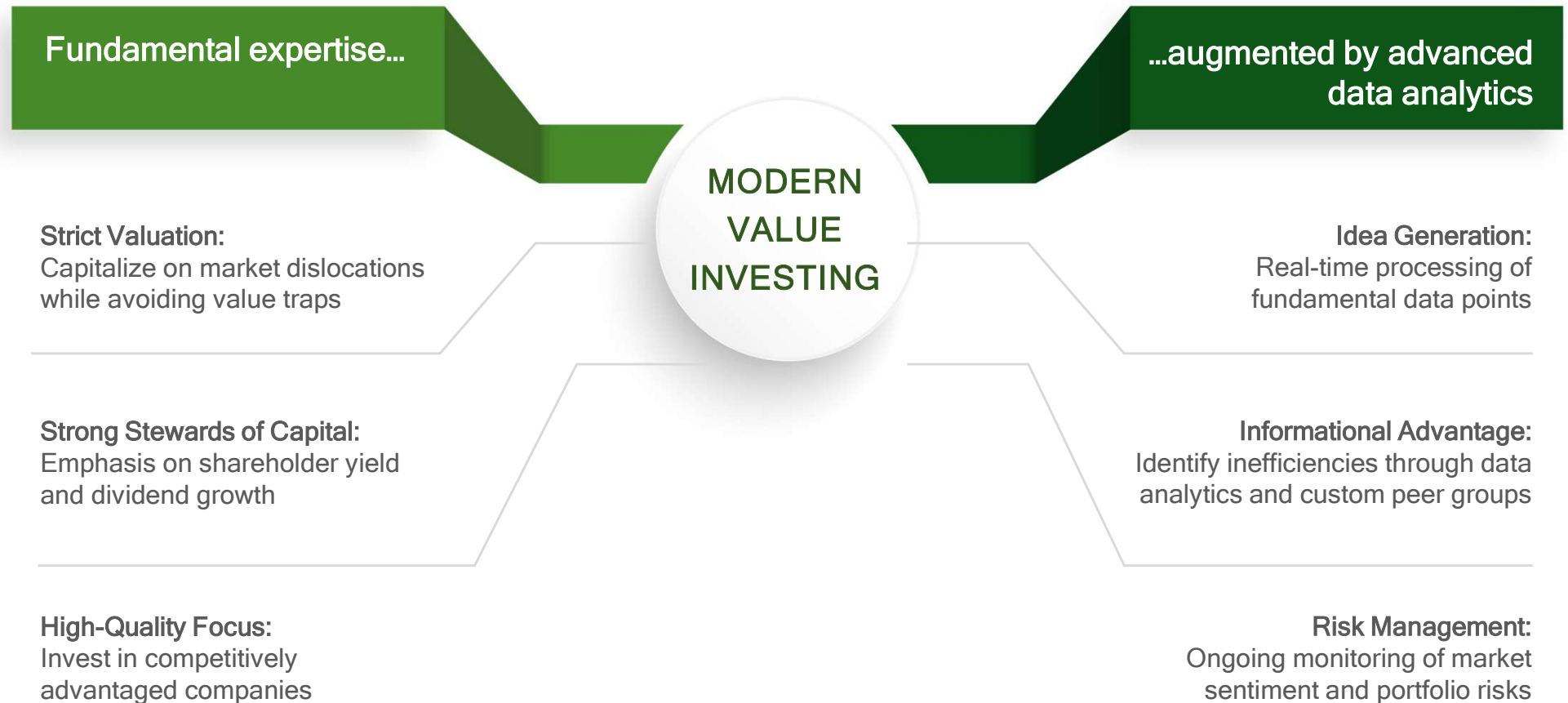
Our **Modern Value** approach harnesses the power of advanced data analytics and fundamental expertise to identify quality value businesses.

**Valuation, shareholder yield, and quality** are key to long-term investment success.

Emphasizing **diversification** and **numbers over narrative** can help achieve better risk-adjusted returns and client outcomes.

# NFJ Investment Group

A Modern Approach to Value Investing



# NFJ Dividend Value Wrap

## Investment Strategy Overview



## Seasoned Portfolio Management Team

Our portfolio managers have worked together for over 15 years



**R. Burns McKinney, CFA**  
Co-Lead Senior Portfolio  
Manager/Analyst

Industry/Team Start Year:  
1996/2006



**Thomas W. Oliver, CFA, CPA**  
Co-Lead Senior Portfolio  
Manager/Analyst

Industry/Team Start Year:  
1995/2005



**Jeff N. Reed, CFA, FDP**  
Co-Lead Senior Portfolio  
Manager/Analyst

Industry/Team Start Year:  
2004/2007



**John R. Mowrey, CFA**  
Chief Investment Officer  
Senior Portfolio  
Manager/Analyst

Industry/Team Start Year:  
2007/2007

## Additional Resources

**Kris P. Marca, CFA**  
Portfolio Manager/Analyst

Industry/Team Start Year:  
2003/2011

**Yue Wang, CFA, CPA, FDP**  
Senior Research Analyst

Industry/Team Start Year:  
2015/2018

**Andrew J. Setaro, CFA,  
FDP**  
Senior Research Analyst

Industry/Team Start Year:  
2018/2019

**Krysta M. Hill**  
Product Specialist

Industry/Team Start Year:  
2005/2008

## Overview

### INCEPTION

July 1, 2003 (strategy)  
January 1, 2011 (composite)

### BENCHMARK

Russell 1000® Value Index

### NUMBER OF HOLDINGS

50-80

### AVAILABLE VEHICLES

Institutional Separate  
Account; Separately  
Managed Account; Mutual  
Fund; CIT

### STRATEGY AUM

\$4,130.4 million

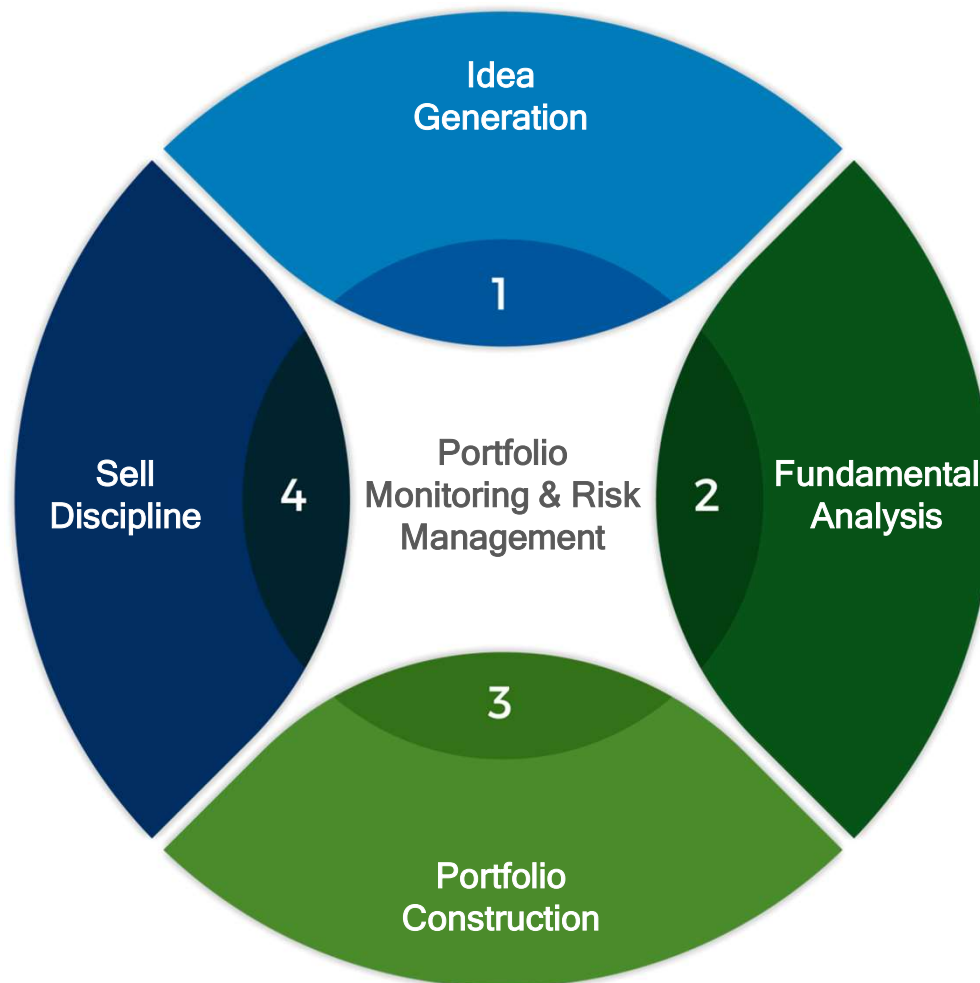
Assets shown as of December 31, 2023 and reflect NFJ Dividend Value Strategy as well as Virtus Dividend, Interest & Premium Strategy Closed-End Fund assets managed by the NFJ Investment Team. Team Start Year refers to when each team member joined our predecessor firm (known as NFJ Investment Group at the time), which was initially created in 1989, acquired by Allianz in 2000, and rolled into the Allianz Global Investors RIA in 2016. NFJ Investment Group became an affiliate of Virtus Investment Partners, Inc. effective February 1, 2021, when Virtus lifted out Allianz Global Investors' Dallas-based Value Equity US team. NFJ Investment Group is an investment adviser registered with the SEC. The Russell 1000 Value Index measures the performance of those Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values.



# Investment Process Overview

An Integrated Approach

NFJ's **Modern Value Approach** combines advanced data analytics and other proprietary quantitative tools with fundamental analysis to identify attractively valued, high-quality companies.



# Idea Generation

Proprietary Research Tool and Advanced Data Analytics



Uncovering unique valuation insights seeks to offer a competitive advantage and begins with processing large amounts of data in an efficient and scalable manner

The NFJ Research Workbench is designed to help identify valuation dislocations more efficiently

- Proprietary database tool spanning the global equity universe
- Highly customized data analysis across multiple financial metrics helps to identify a company's true peers
- Quantitative model overlay helps avoid potential idiosyncratic risks and value traps
- Leverages new technologies to continually improve our powerful front-end process

## Advanced Data Analytics

Data synthesis through programming language and other quantitative tools



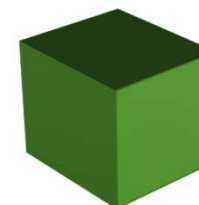
## Actionable Insights

Process identifies companies across the globe that are trading cheaply to peers and the market



## Investment Candidates

Most attractively valued stocks are candidates for additional fundamental research





# Fundamental Analysis

Investing at the Intersection of Valuation, Shareholder Yield, and Quality



## NFJ conducts a rigorous analysis of company fundamentals and financial output

### Valuation & Custom Peers:

Identify attractive entry points

- Statistically derived custom peer groups
  - Identify relationships determined by global equity market
  - Data analytics and statistical calculations uncover valuation insights
- Absolute/relative measures to company's history and the market
  - Industry-specific metrics; P/E, P/B, P/S, EV/EBITDA, P/FFO

### Shareholder Yield:

Evaluate capital allocation policies

- Emphasis on dividend growth over absolute yield
- Focus on forward buyback programs
- Assess quality of earnings
- Consider dividend policy changes and capital deployment stewardship

### Quality Evaluation:

Identify consistent and above-average financial output

#### Qualitative

- Consistent and above-average Return on Capital
- Low balance sheet stress
- High and improving margins; stability over time
- Expected and historical earnings growth

#### Quantitative

- Price Momentum
- Short Interest

#### Inputs that can result in higher quality:

- Favorable industry dynamics
- High barriers to entry
- Differentiation, first-mover advantage
- Scalability, brand equity, network effect
- Duopoly or functional duopoly
- Recurring revenues

# Portfolio Construction: NFJ Dividend Value Wrap

Diversification and Risk Mitigation



Seek to construct a portfolio of quality companies diversified across industries to help generate alpha and mitigate risk

## Position Sizing

- 50-80 holdings
- Mitigate idiosyncratic risk
- Initial position size: 1-4% (at cost)
- Maximum position size: 5% (at market)
- Cash typically 2-3%

## Sector Positioning

- Seek broad sector and industry exposure
- Sector weights +/- 10% benchmark require CIO approval

## Market Capitalization

- Market cap greater than \$3.5 billion

## Diversification

- Diversified portfolio to help reduce downside risk
- Long-term alpha generation begins with intelligent portfolio construction

# Sell Discipline

Dispassionate Approach to Exiting Companies



## NFJ's strict sell discipline seeks to remove emotion from the investment process

### Valuation Consideration

- Stock becomes *expensive* on absolute and relative valuations
- Compared to historical average, broad market, and custom peers

### Quality Deterioration

- Change in company-specific fundamentals or thesis
- Erosion of industry dynamics or competitive landscape
- Price momentum

### Portfolio Upgrade

- Better alternative available; candidate becomes more attractive relative to a current holding
- Improve portfolio construction and risk-adjusted positioning

### Acquisition Activity

- Current holding is acquired
- Current holding makes acquisition that fundamentally changes its business

# Portfolio Monitoring & Risk Management

Integrated Throughout the Investment Process



**Qualitative analysis and quantitative tools help identify and avoid idiosyncratic risks**

## **Internal Integrated Risk Management**

Portfolio risk is embedded throughout NFJ's investment philosophy and process:

- Portfolio level controls: position size and diversification
- CIO/PM reviews and quarterly investment meetings

## **Quantitative Elements**

NFJ custom functions actively monitor for quantitative changes in:

- Price momentum
- Short interest

## **Independent Review: Virtus Investment Oversight Committee**

- Quarterly meetings with Virtus CEO, CIOs, strategist to discuss markets and performance
- Responsible for evaluating investment skill and discipline within stated investment guidelines
- Ongoing monitoring of investment style, performance, and portfolio risk exposures

# Portfolio Statistics

As of December 31, 2023

## NFJ Dividend Value Wrap vs. Russell 1000 Value Index

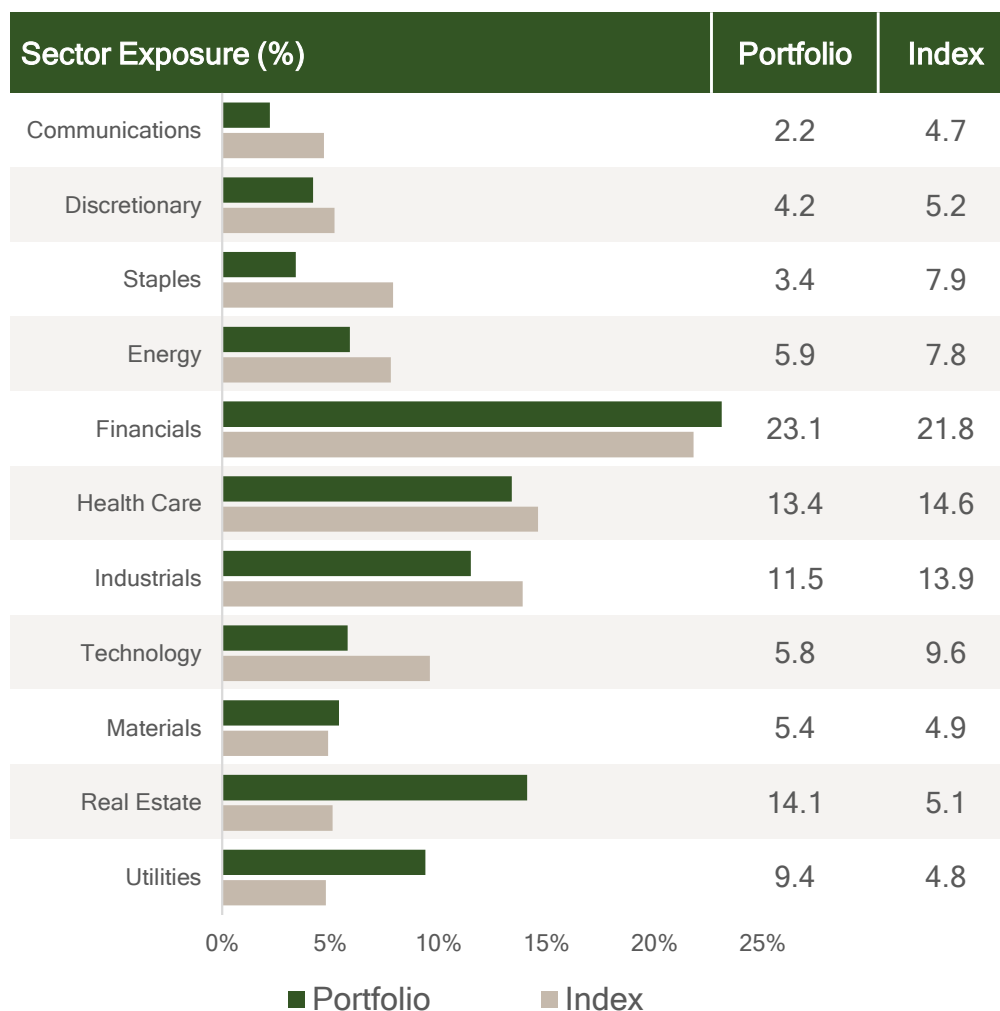
Valuations	Portfolio	Index
Price-to-Earnings (forward 1YR)	14.7x	15.3x
Price-to-Earnings (trailing 1YR)	20.8x	19.3x
Dividends		
Dividend Yield (trailing 1YR, %)	2.5	2.3
Dividend Growth Rate (5YR avg, %)	11.5	7.1
Profitability		
Return on Equity (%)	14.8	15.7
Return on Assets (%)	7.1	6.7
Earnings		
Earnings Growth (trailing 3YR avg., %)	12.7	13.1
Earnings Growth (trailing 5YR avg., %)	13.6	12.4

**Dividends reflect past performance and there is no guarantee they will continue to be paid.** The forward P/E ratio shown uses funds from operations, instead of earnings, for REITs. The information is historical and may not reflect current or future characteristics and may vary among individual accounts depending on a variety of factors, including portfolio size, specific investment guidelines and inception dates of individual accounts. Certain projected characteristics (such as the forward P/E ratio) of the representative account and indices shown have been estimated in this material. Estimated data reflect subjective judgments and assumptions and unexpected events may occur. Therefore, there can be no assurance that developments will transpire as forecasted. **Past performance is not indicative of future results.** Source: Virtus Performance & Analytics, Factset, Russell Investments.

# Sector Exposures and Top Ten Positions

As of December 31, 2023

## NFJ Dividend Value Wrap vs. Russell 1000 Value Index



Top Ten Positions	Portfolio Weights (%)
Bank of America	3.9
Rexford Industrial Realty	3.9
Alexandria Real Estate Equities	3.9
Intuit	3.9
Eversource Energy	3.5
Agilent Technologies	3.0
Crown Castle	2.9
NextEra Energy	2.9
Thermo Fisher Scientific	2.5
Zoetis	2.0
<b>TOTAL</b>	<b>32.5</b>

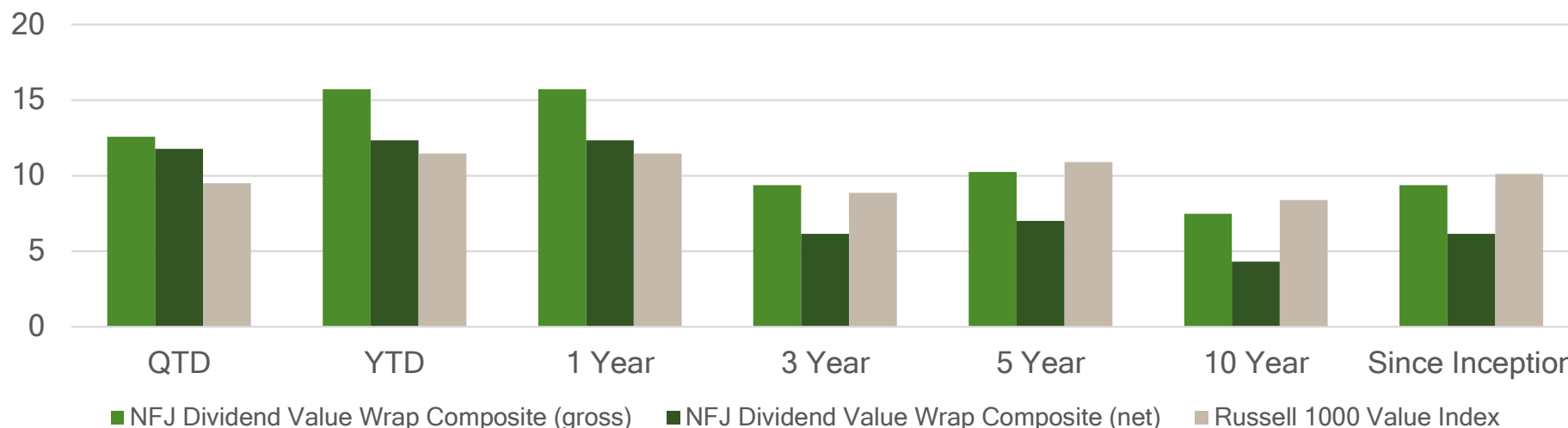
Sector and top ten analysis may change at any time without notice and is based on a model portfolio. Source: Virtus Performance & Analytics, Factset.



# Performance

As of December 31, 2023

## ANNUALIZED RETURNS (%)<sup>1</sup>



	QTD	YTD	1 Year	3 Year	5 Year	10 Year	Since Inception
NFJ Dividend Value Wrap Composite (gross)	12.58	15.73	15.73	9.37	10.25	7.49	9.38
NFJ Dividend Value Wrap Composite (net)	11.77	12.34	12.34	6.15	7.01	4.32	6.16
Russell 1000 Value Index	9.50	11.46	11.46	8.86	10.91	8.40	10.12

1. Annualized for periods greater than one year.

Composite inceptioned January 1, 2011. **Past performance is not indicative of future results.** Please see the GIPS Report at the end of this presentation. The performance data represents NFJ Dividend Value Wrap composite of managed account portfolios with comparable investment objectives and risk managed by NFJ Investment Group, LLC. Effective February 1, 2021, AllianzGI's Value Equity US Team joined Virtus Investment Partners, Inc. as an affiliated manager, operating as NFJ Investment Group, LLC ("NFJ"). Accounts meeting this criteria are included in the composite after being invested for a full month. Terminated accounts are excluded from the composite following the last full month under management. Performance is calculated on a total-return basis, assuming reinvestment of dividends and interest. Results include accrued income as well as realized and unrealized gains and losses but do not include the effect of taxes. Gross of fee returns show performance before the deduction of advisory and Sponsor fees (including trading and custodial fees). NFJ Investment Group, LLC advisory fees are discussed in Part 2 of its form ADV. Clients are advised to read the Sponsor's brochure for fees applicable to the program. The Russell 1000 Value Index measures the performance of those Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values. Unless otherwise noted, index returns reflect the reinvestment of income dividends and capital gains, if any, but do not reflect fees, brokerage commissions or other expenses of investing. It is not possible to invest directly in an index. Source: Virtus Performance & Analytics.

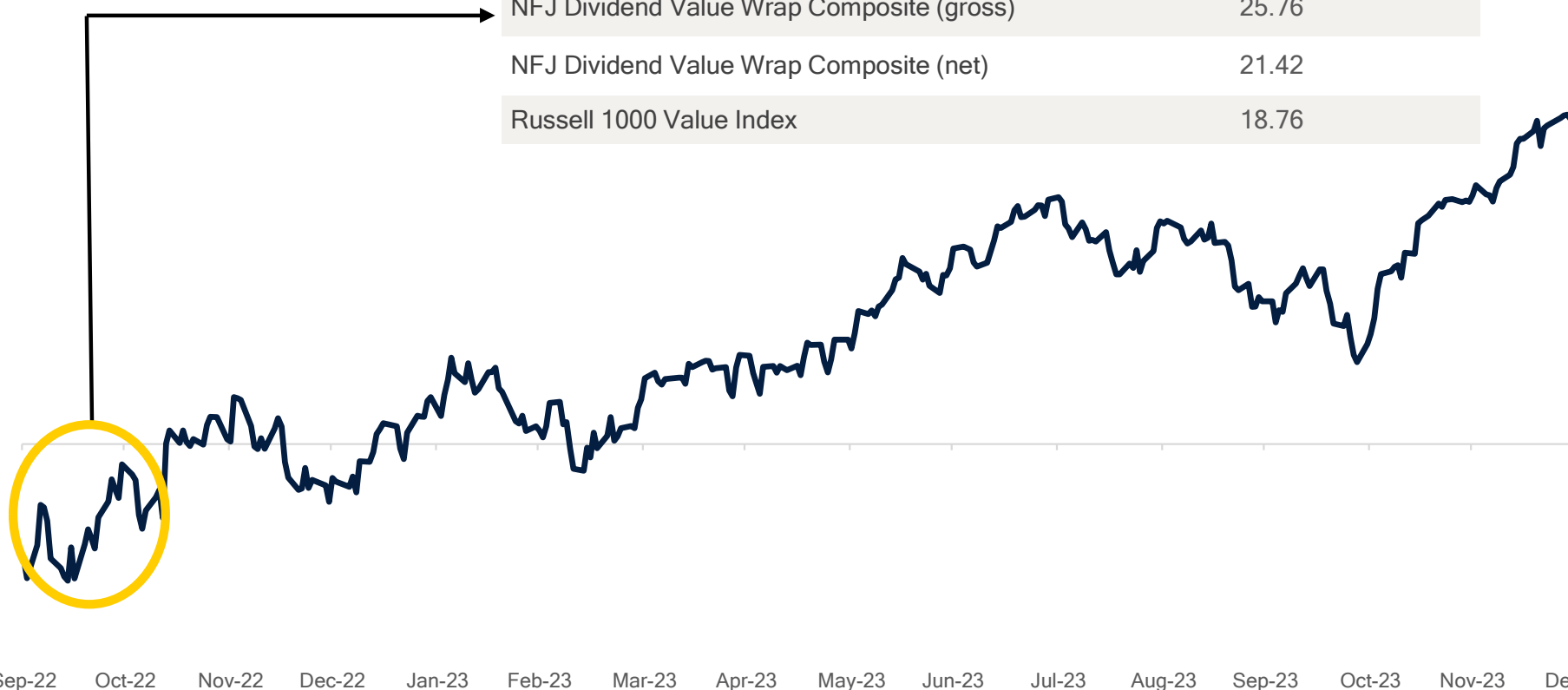
# Recent Performance

Supplemental Information, as of December 31, 2023

- NFJ took advantage of attractive valuation dislocations early in 2022, and that positioning has been rewarded by the market in recent months
- NFJ Dividend Value Wrap has outperformed the Russell 1000 Value by almost 700 basis points, gross of fees, from the end of October 2022 thru December 2023

**S&P 500 Index Cumulative Returns**  
Sept 30, 2022 to Dec 31, 2023

NFJ Returns Following Market Pivot	Oct 24, 2022 to Dec 31, 2023
NFJ Dividend Value Wrap Composite (gross)	25.76
NFJ Dividend Value Wrap Composite (net)	21.42
Russell 1000 Value Index	18.76



Past performance is not indicative of future results. Preliminary returns shown. Source: FactSet, Virtus Performance & Analytics.

# Investing with NFJ

# 1

## A Three-Decade Strong Value Foundation

- History of identifying market mispricing and trends through fundamental analysis
- Focus on valuation, shareholder yield, and quality

# 2

## Modern Value Investing Approach

- Proprietary tools and methods to meet the challenges of today's dynamic capital markets
- Applies advanced data analytics

# 3

## High Conviction / High Diversification

- Quantitative methods to eliminate emotional bias
- Detailed, hands-on analysis of company fundamentals
- Strict adherence to process

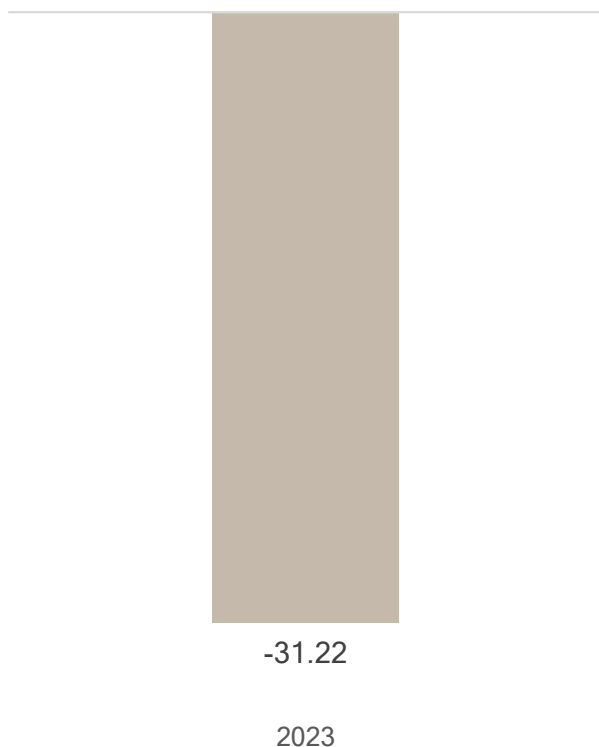
Our predecessor firm (known as NFJ Investment Group at the time) was initially created in 1989, acquired by Allianz in 2000, and rolled into the Allianz Global Investors RIA as that firm's Dallas-based Value Equity US team in 2016. Effective February 1, 2021, Virtus lifted out Allianz Global Investors' Dallas-based Value Equity US team and established a new investment adviser for that team, which is registered with the SEC and known as NFJ Investment Group, LLC.

# Appendix

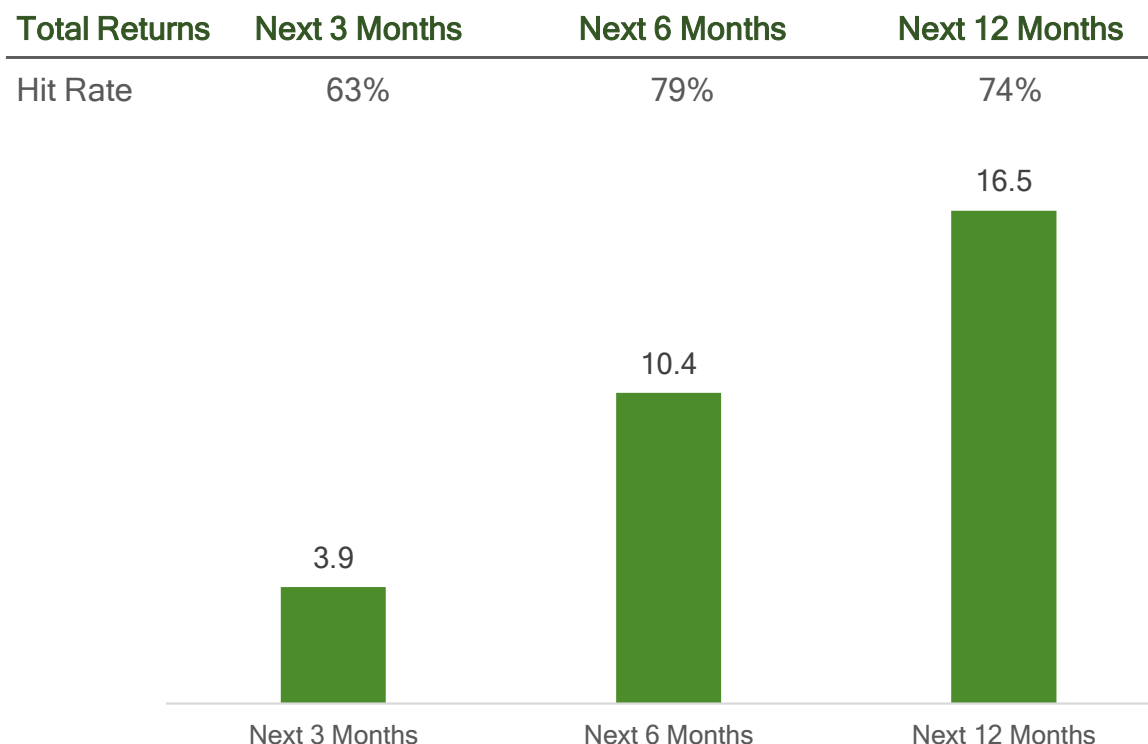
# Large Value is Well-Positioned Going into 2024

Historically, large value has outpaced large growth coming out of outsized (25%+) outperformance from growth over prior 12-month periods

**Last Year's Relative Index Return**  
 Russell 1000 Value - Russell 1000 Growth



**Average Relative Returns Following Robust Gains for Growth**  
 Russell 1000 Value - Russell 1000 Growth



**Past performance is not indicative of future results.** Left hand chart shows Russell 1000 Value Index relative return versus the Russell 1000 Growth Index in calendar year 2023. Right hand chart shows Russell 1000 Value Index relative returns versus the Russell 1000 Growth Index after the Russell 1000 Growth Index outperformed the Russell 1000 Value Index by 25% or more over the prior 12-month period since 1979. Source: NFJ Investment Group, Russell Investments, BofA US Equity & Quant Strategy, Bloomberg

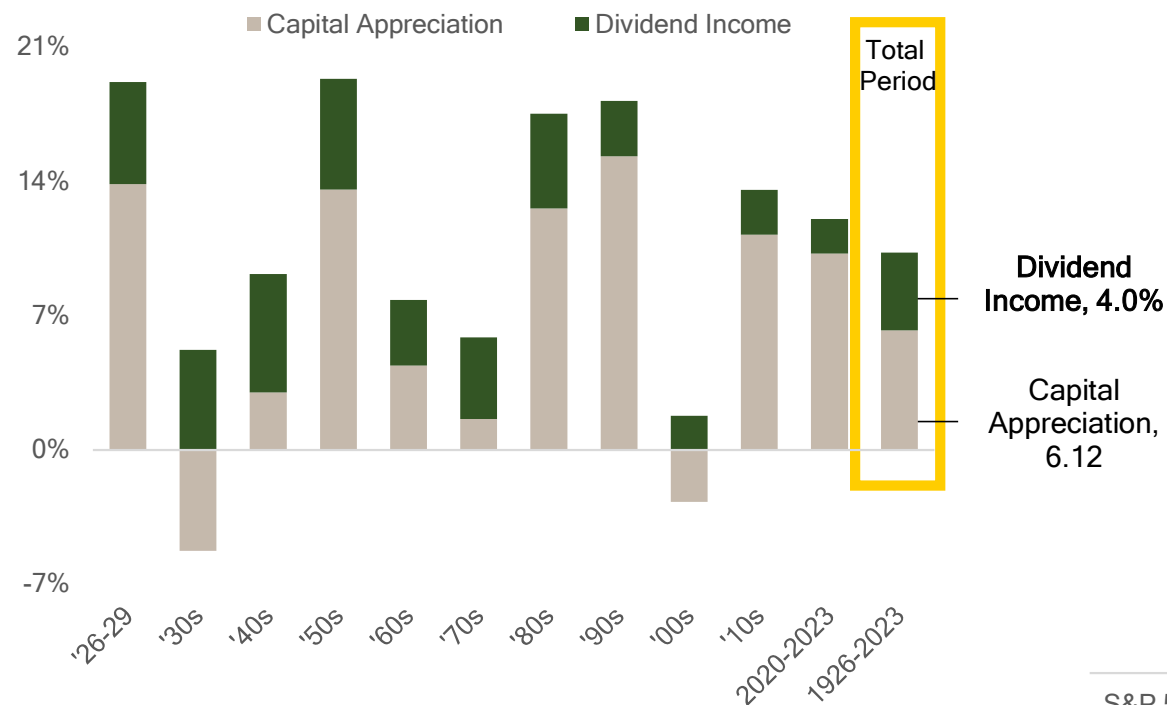
# NFJ: Focus on Shareholder Yield

Dividends and Dividend Growth Have Rewarded Investors Over Time

## The Power of Dividends

- Dividends are always positive and have comprised a significant portion of investors' total return over time

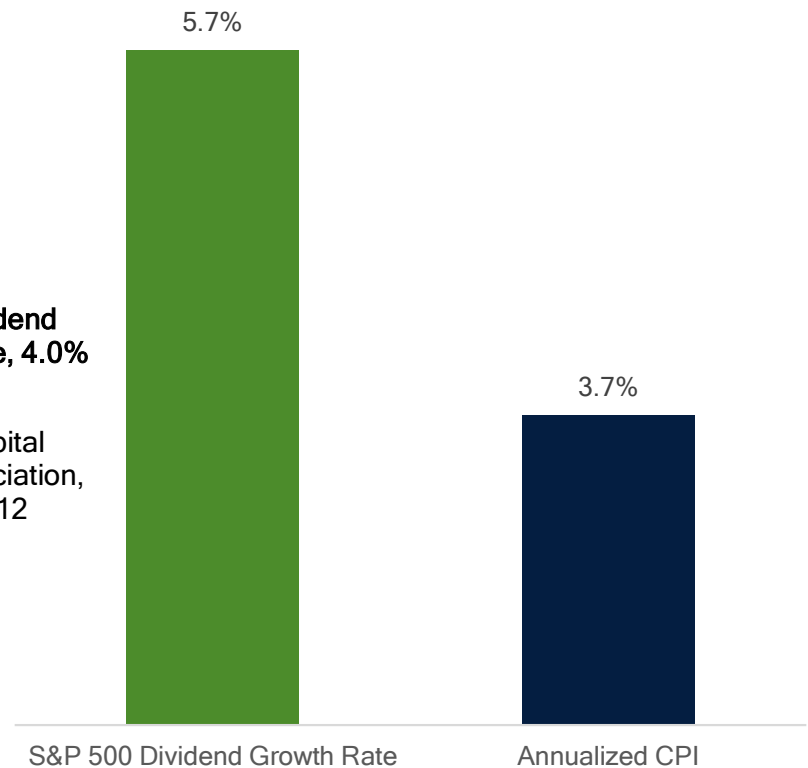
### S&P 500 Capital Appreciation & Dividend Yield 1926 to 2023



## The Power of Dividend Growth

- Dividend growth has outpaced inflation over time

### Annualized S&P 500 Dividend Growth vs. Inflation 1958 to 2022



Dividends reflect past performance and there is no guarantee they will continue to be paid. Past performance is no guarantee of future results. Left hand chart source: S&P; data shown from Jan 1926 thru Dec 2023. Right hand chart source: Bureau of Labor Statistics and <http://www.econ.yale.edu/~shiller/data.htm>; data shown from Jan 1958 thru Dec 2022.



# NFJ Investment Team



**John R. Mowrey, CFA**  
Chief Investment Officer  
Senior Portfolio Manager/Analyst  
Industry/Team Start Year: 2007/2007



**Paul A. Magnuson**  
Senior Portfolio Manager/Analyst  
Industry/Team Start Year: 1985/1992



**R. Burns McKinney, CFA**  
Senior Portfolio Manager/Analyst  
Industry/Team Start Year: 1996/2006



**Thomas W. Oliver, CFA, CPA**  
Senior Portfolio Manager/Analyst  
Industry/Team Start Year: 1995/2005



**Jeff N. Reed, CFA, FDP**  
Senior Portfolio Manager/Analyst  
Industry/Team Start Year: 2004/2007



**J. Garth Reilly**  
Senior Portfolio Manager/Analyst  
Industry/Team Start Year: 2005/2005



**Kris P. Marca, CFA**  
Portfolio Manager/Analyst  
Industry/Team Start Year: 2003/2011



**Yue Wang, CFA, CPA, FDP**  
Senior Research Analyst  
Industry/Team Start Year: 2015/2018



**Andrew J. Setaro, CFA, FDP**  
Senior Research Analyst  
Industry/Team Start Year: 2018/2019



**Krysta M. Hill**  
Product Specialist  
Industry/Team Start Year: 2005/2008

**Strategically organized  
and committed to seeking  
strong investment  
performance**

- Collaborative culture
- A three-decade foundation of value investing
- Fresh insights/perspectives

Team Start Year refers to when each team member joined our predecessor firm (known as NFJ Investment Group at the time), which was initially created in 1989, acquired by Allianz Global Investors US LLC in 2000, and rolled into the Allianz Global Investors RIA in 2016. NFJ Investment Group became an affiliate of Virtus Investment Partners, Inc. effective February 1, 2021, when Virtus lifted out Allianz Global Investors' Dallas-based Value Equity US team. NFJ Investment Group is an investment adviser registered with the SEC.

# NFJ Team Biographies

## **John R. Mowrey, CFA**

Executive Managing Director, Chief Investment Officer  
Senior Portfolio Manager/Analyst

John Mowrey is an executive managing director, senior portfolio manager/analyst, and chief investment officer, responsible for the overall investment policy for all value equity portfolios, hiring new talent, and building out the team's investment capabilities. He serves as co-lead portfolio manager for the NFJ Mid Cap Value, NFJ Small Cap Value, NFJ Emerging Markets Value, and NFJ Global Infrastructure Income strategies. Mr. Mowrey joined NFJ in 2007 and has been quoted and featured in a number of national publications, including Barron's, Fortune, Kiplinger's, Funds Europe, and MarketWatch, and has been a featured guest on CNBC, Bloomberg TV, Fox Business News, TD Ameritrade Network, and Yahoo! Finance. He earned a B.A. in political science from Rhodes College and an M.B.A. from Southern Methodist University. He is a Chartered Financial Analyst® (CFA®) charterholder. He began his career in the investment industry in 2006.

## **Paul A. Magnuson**

Managing Director, Senior Portfolio Manager/Analyst

Paul Magnuson is a managing director and senior portfolio manager/analyst at NFJ Investment Group. He serves as a portfolio manager on the NFJ Small Cap Value, NFJ Mid Cap Value, and NFJ Large Cap Value strategies. In 2010, he was nominated for Domestic-Stock Fund Manager of the Year by Morningstar. Prior to joining NFJ in 1992, Mr. Magnuson was a quantitative analyst in the trust investment department at NationsBank (predecessor organization to Bank of America). Mr. Magnuson earned a B.B.A. in finance from the University of Nebraska-Lincoln. He began his career in the investment industry in 1985.

## **Thomas W. Oliver, CFA, CPA**

Managing Director, Senior Portfolio Manager/Analyst

Thomas Oliver is a managing director and senior portfolio manager/analyst. He serves as a co-lead portfolio manager of the NFJ Dividend Value, NFJ Large Cap Value and NFJ All Cap Value strategies. Prior to joining NFJ in 2005, Mr. Oliver was a manager of corporate reporting at Perot Systems and an auditor at Deloitte & Touche. Mr. Oliver earned a B.B.A. and an M.B.A. from the University of Texas. He is a Chartered Financial Analyst® (CFA®) charterholder and has his Certified Public Accountant (CPA) designation. He began his career in the investment industry in 1995.

## **R. Burns McKinney, CFA**

Managing Director, Senior Portfolio Manager/Analyst

R. Burns McKinney is a managing director and a senior portfolio manager/analyst. He serves as a co-lead portfolio manager of the NFJ Dividend Value, NFJ International Value, and NFJ Global Sustainability strategies. He has been quoted and featured in a number of national publications, including the Wall Street Journal and Barron's, and has been a featured guest on CNBC and Bloomberg TV. Prior to joining NFJ in 2006, Mr. McKinney was an equity analyst at Evergreen Investments, an investment banking analyst at Alex. Brown & Sons, a vice president in equity research at Merrill Lynch, and an equity analyst at Morgan Stanley. Mr. McKinney earned a B.A. in economics from Dartmouth College and an M.B.A. from The Wharton School, The University of Pennsylvania. He is a Chartered Financial Analyst® (CFA®) charterholder. He began his career in the investment industry in 1996.

## **Jeff N. Reed, CFA, FDP**

Managing Director, Senior Portfolio Manager/Analyst

Jeff Reed is a managing director and senior portfolio manager/analyst. He serves as a co-lead portfolio manager of the NFJ Dividend Value, NFJ Large Cap Value, NFJ All Cap Value, and NFJ Global Sustainability strategies. Prior to joining NFJ in 2007, Mr. Reed was a credit analyst at Frost Bank. Mr. Reed earned a B.B.A. in finance and e-business from Texas Christian University, an M.B.A. from the University of Texas, McCombs School of Business, and an M.S. in Data Science with a specialization in machine learning from Southern Methodist University. He is a Chartered Financial Analyst® (CFA®) charterholder. He also is a Financial Data Professional® (FDP) charterholder, a credential that focuses on big data, artificial intelligence, and machine learning applications in the financial industry. He began his career in the investment industry in 2004.

## **J. Garth Reilly**

Managing Director, Senior Portfolio Manager/Analyst

J. Garth Reilly is a managing director and senior portfolio manager/analyst. He serves as a co-lead portfolio manager of the NFJ Emerging Markets Value, NFJ International Value, and NFJ Global Infrastructure Income strategies. Prior to joining NFJ in 2005, he was an intern at Luther King Capital Management and Citigroup Alternative Investments. Mr. Reilly earned a B.A. in political economy from Princeton University and an M.B.A. from Southern Methodist University. He began his career in the investment industry in 2005.

# NFJ Team Biographies

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## **Kris P. Marca, CFA**

Director, Portfolio Manager/Analyst

Kris Marca is a director and portfolio manager/research analyst. He serves as a portfolio manager on a closed-end fund that NFJ subadvises, the Virtus Dividend, Interest & Premium Strategy Fund (NYSE: NFJ), as well as on the NFJ Mid Cap Value and NFJ Small Cap Value strategies. Prior to joining NFJ in 2011, he was on the equity derivatives desk at HBK Capital Management. Mr. Marca earned a B.A. in biology from the University of Texas and an M.B.A. from Texas Christian University. He is a Chartered Financial Analyst® (CFA®) charterholder. He began his career in the investment industry in 2003.

## **Yue Wang, CFA, CPA, FDP**

Senior Research Analyst

Yue Wang is a senior research analyst, responsible for supporting the full suite of NFJ's investment strategies. Prior to joining NFJ in 2018, she was an empirical capital market research assistant at the University of Texas at Austin and an equity research analyst at Chinese International Capital Corporation. Ms. Wang earned a B.B.A. in accounting and finance from the University of Hong Kong and an M.S. in accounting from the University of Texas. She is a Chartered Financial Analyst® (CFA®) charterholder and has her Certified Public Accountant (CPA) designation. She also is a Financial Data Professional® (FDP) charterholder, a credential that focuses on big data, artificial intelligence, and machine learning applications in the financial industry. She began working in the investment industry in 2015.

## **Andrew J. Setaro, CFA, FDP**

Senior Research Analyst

Andrew Setaro is a senior research analyst, responsible for supporting the full suite of NFJ's investment strategies. Prior to joining NFJ in 2019, Mr. Setaro worked as an analyst for Columbia Threadneedle Investments, where he was responsible for conducting quantitative analysis on large data sets, including various tests to determine the efficacy of MSCI's ESG ratings on return enhancement. He earned a B.A. in economics and an M.S. in Data Science from the University of Virginia. He is a Chartered Financial Analyst® (CFA®) charterholder and holds the CFA Institute Certificate in ESG Investing. He also is a Financial Data Professional® (FDP) charterholder, a credential that focuses on big data, artificial intelligence, and machine learning applications in the financial industry. He began his career in the investment industry in 2018.

## **Krysta M. Hill**

Director, Product Specialist

Krysta Hill is director and product specialist. She serves as a liaison between the investment, distribution, and client service teams, ensuring messaging alignment between NFJ, and its clients, prospects, consultants, and internal partners. Before joining an NFJ affiliated manager in 2008, Ms. Hill worked at Lehman Brothers as a communications specialist in its high-net-worth marketing department, and at Sard Verbinen & Co. as an associate in financial public relations and crisis communications. She earned a B.A., magna cum laude, in communications from the University of Pennsylvania. She began working in the investment industry in 2005.

# NFJ Dividend Value Wrap GIPS Composite Report

## Schedule of composite performance results as of December 31, 2022

Year	Composite Return Gross (%)	Composite Return Net (%)	Russell 1000 Value Index Returns (%)	Composite 3-Yr St. Dev. (%)	Benchmark 3-Yr St. Dev. (%)	Internal Dispersion	Number of Portfolios in the Composite at Period End	Composite Total Assets at Period End (USD \$ M)	Total Firm Assets (USD \$ M)
2022	-12.7	-15.3	-7.5	20.7	21.3	0.3	344	154	4,217
2021	29.4	25.7	25.2	17.8	19.1	0.3	436	241	5,923
2020	-0.4	-3.3	2.8	18.2	19.6	0.8	556	269	*
2019	25.0	21.3	26.5	11.6	11.8	0.3	742	333	*
2018	-9.2	-11.9	-8.3	10.7	10.8	0.4	794	283	*
2017	16.7	13.3	13.7	10.4	10.2	0.6	1,178	517	*
2016	15.6	12.3	17.3	10.8	10.8	0.7	1,381	583	*
2015	-7.3	-10.1	-3.8	10.6	10.7	0.4	3,767	1,389	*
2014	11.3	8.1	13.5	9.4	9.2	0.4	4,520	1,961	*
2013	30.1	26.3	32.5	12.0	12.7	0.5	5,085	2,090	*

\* Prior to February 1, 2021, NFJ was part of Allianz Global Investors LLC.

# NFJ Dividend Value Wrap GIPS Composite Report

**The Firm:** The firm is defined as NFJ Investment Group, LLC (“NFJ”), a Registered Investment Advisor with the SEC. NFJ is an affiliated investment manager of Virtus Investment Partners, Inc. (“Virtus”). NFJ was founded in February 1989 with funding from Pacific Financial Asset Management Corp (“PFAMCo”). In 1994 PFAMCo merged with Thomson Advisory Group LP and became PIMCO Advisors. In 2000 Allianz AG acquired PIMCO Advisors, including NFJ. In 2010, Allianz Global Investors US LLC was formed, including NFJ. In July 2017 NFJ rolled up their RIA designation within Allianz Global Investors US LLC. At this time NFJ became a division of Allianz Global Investors LLC (“AllianzGI”) and was no longer independently registered with the SEC. Effective February 1, 2021, in connection with a strategic partnership between Virtus and AllianzGI, NFJ moved from AllianzGI and registered with the SEC as a newly established investment advisory subsidiary of Virtus. The firm definition includes all investment portfolios managed directly or indirectly by NFJ including institutional, pooled fund and wrap fee accounts.

NFJ claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. NFJ has been independently verified for the periods February 1, 2021 to December 31, 2022. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. The Dividend Value Wrap Composite has had a performance examination for the periods February 1, 2021 to December 31, 2022. The verification and performance examination reports are available upon request.

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contained herein.

**The Composite:** The NFJ Dividend Value Wrap Composite (the “Composite”) consists of portfolios that invest in a diversified group of large to mid-capitalization stocks considered to have attractive valuations and return value to shareholders. Each company typically has a minimum market capitalization of at least \$3.5 billion at purchase and holdings pay or are expected to pay dividends. The Composite was created February 1, 2021 and has a performance inception date of January 1, 2011. Composite performance is linked to composite performance generated at a prior firm for all periods prior to the composite creation date. The Composite includes all discretionary wrap fee portfolios with comparable investment objectives and risks, managed by NFJ for at least one full month. The Composite can include both tax-exempt and taxable accounts. No leverage has been used in the accounts included in the Composite. The Composite includes only wrap fee accounts.

A list of composite descriptions is available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

**Portfolio Returns:** Returns are calculated on a total return basis, including all dividends and interest, accrued income, realized and unrealized gains or losses reinvestment of dividends and other earnings. Performance results are expressed in U.S. dollars. Returns are presented gross and net of fees. Gross of fees performance results are “pure” gross and are provided as supplemental information, as results have not been reduced by advisory and sponsor fees (including trading and custodial fees). Net of fee returns have been reduced by the highest applicable managed account fee of 3.00% applied on a monthly basis.

**Fees:** The managed account fee is a bundled fee (3.00%) inclusive of advisory, trading, custodial and administrative fees. There are no fees charged to clients at the commingled level; sponsor and advisory fees apply to the account as a whole. Actual fees incurred by client accounts may vary. Individual results may vary as a result of market conditions, trading costs and other factors, which may be

unique to each account. NFJ's compensation from the Program Sponsors vary, but it is generally between 0.33% and 0.50% of assets under management.

**Index:** The Russell 1000 Value Index measures the performance of the 1,000 largest companies in the Russell 3000 Index with lower price-to-book ratios and lower forecasted growth values. The Russell 3000 Index measures the performance of the 3,000 largest U.S. companies based on total market capitalization. This unmanaged market index is provided to represent the investment environment existing during the time periods shown. The index is referred to for comparative purposes only and is not intended to parallel the risk or investment style of the portfolios in the Composite. For comparison purposes, the index is fully invested, which includes reinvestment of income. The returns for this unmanaged index do not include any transaction costs, management fees or other costs. An investor may not invest directly in any index. All returns presented are calculated using U.S. dollars. The portfolios within this composite may and do invest in non-benchmark securities. Further information is available upon request.

**Internal Dispersion:** The internal dispersion statistic is the asset weighted standard deviation calculation using beginning of period market values and pure gross of fee performance returns for the portfolios in the composite for the full period. For periods where there were 5 or fewer portfolios in the composite for the full period the internal dispersion statistic is not meaningful and is shown as “N/A”.

**Past performance is not indicative of future results.**

# Disclosures

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## INVESTMENT RISKS

**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, 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.

## HOLDINGS DISCLOSURE

The information provided in this report should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain in an account's portfolio at the time you receive this report or that securities sold have not been repurchased. The securities discussed do not represent an account's entire portfolio and in the aggregate may represent only a small percentage of an account's portfolio holdings. It should not be assumed that any of the securities transactions or holdings discussed were or will prove to be profitable, or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein.

## INVESTMENT PERFORMANCE

Performance is calculated on a total-return basis, assuming reinvestment of dividends and interest. Results include accrued income as well as realized and unrealized gains and losses but do not include the effect of taxes. Gross of fee returns show performance before the deduction of advisory and Sponsor fees (including trading and custodial fees). Net of fee returns include the effect of the highest applicable account fee, which is 3% for equity portfolios. Actual fees will vary by client. NFJ Investment Group, LLC advisory fees are discussed in Part 2 of its form ADV. Clients are advised to read the Sponsor's brochure for fees applicable to the program.

Managed accounts are available exclusively through financial professionals. Managed accounts have a minimum asset level and may not be suitable for all investors. Financial professionals seeking more information should contact their managed accounts department or call their Virtus Investment Partners representative. Accounts are managed by NFJ Investment Group, LLC. For certain sponsor firm accounts, NFJ Investment Group, LLC provides the model to the sponsor or the sponsor's designee for discretionary implementation.

**COMPOSITE RESULTS:** All portfolio statistics represent the NFJ Dividend Value Wrap composite of this strategy type currently managed by NFJ Investment Group, LLC. Composite results may not include all accounts. Individual account holdings will vary depending on the size of an account, cash flows, and account restrictions. These statistics are representative of how the portfolios in the composite are invested as of the indicated date. Portfolio holdings are subject to change daily.

Diversification does not insure against market loss.

## INVESTMENT PROCESS, STRATEGIES AND PROCEDURES

Investment process, strategies, and procedures detailed in this presentation are intended to be general guidelines, subject to market conditions and client-specific investment guidelines and restrictions, and are measured at time of purchase. NFJ Investment Group, LLC may deviate from these guidelines if market conditions warrant, or if the investment professionals deem doing so would be in the clients' best interests. Guidelines do not guarantee any reduction of risk or loss. There is no guarantee the strategy will be successful or work as described.

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