

NFJ INTERNATIONAL VALUE WRAP STRATEGY

1Q 2024

Over 30 Years of Value Investing





#### 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

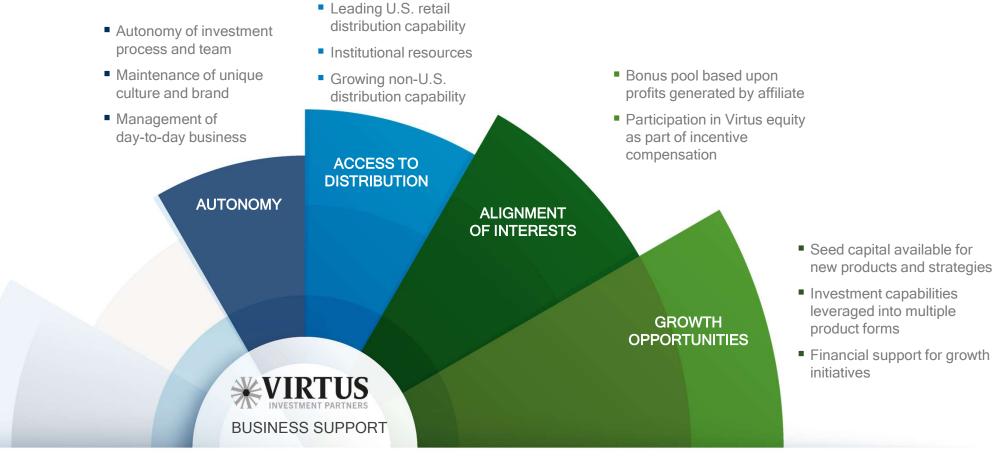
Global Sustainability

NFJ Investment Group assets under management, as March 31, 2024. 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.

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.



- Finance, human resources, legal, and compliance
- IT infrastructure, systems, and applications

Investment Philosophy



# 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.

A Modern Approach to Value Investing



## Fundamental expertise...

#### **Strict Valuation:**

Capitalize on market dislocations while avoiding value traps

### Strong Stewards of Capital:

Emphasis on shareholder yield and dividend growth

# High-Quality Focus: Invest in competitively

advantaged companies

# MODERN VALUE INVESTING

# ...augmented by advanced data analytics

### Idea Generation: Real-time processing of

Real-time processing of fundamental data points

### Informational Advantage:

Identify inefficiencies through data analytics and custom peer groups

### Risk Management:

Ongoing monitoring of market sentiment and portfolio risks

# NFJ International Value Wrap

**Investment Strategy Overview** 



### **Seasoned Portfolio Management Team**

Our portfolio managers have worked together for over 15 years



1996/2006

R. Burns McKinney, CFA Co-Lead Senior Portfolio Manager/Analyst Industry/Team Start Year:



J. Garth Reilly
Co-Lead Senior Portfolio
Manager/Analyst
Industry/Team Start
Year: 2005/2005



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



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

### **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**

January 1, 2006 (strategy) January 1, 2011 (composite)

#### **BENCHMARK**

MSCI All Country World ex-US Index

#### NUMBER OF HOLDINGS

50-100

#### **AVAILABLE VEHICLES**

Institutional Separate Account; Separately Managed Account; Mutual Fund

#### STRATEGY AUM

\$157.3 million

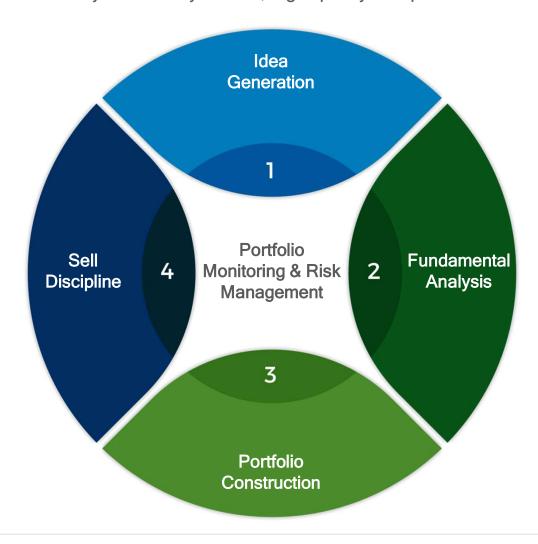
Assets shown as of March 31, 2024. Team Start Year refers to when each team member joined our predecessor firm (known as NFJ Investment Group at the time), which was initially created in 1989, acquired by Allianz in 2000, and rolled into the Allianz Global Investors RIA in 2016. NFJ Investment Group 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 MSCI All Country World (ACWI) Ex-US Index (Net) measures the equity market performance of the developed and emerging markets, excluding the United States. The MSCI ACWI Index is a free float-adjusted market capitalization index that is designed to measure equity market performance in the global developed and emerging markets.

# **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**







## 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 International 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** Sector **Positioning** ■ 50-100 holdings Mitigate idiosyncratic risk Initial position size: 1-4% (at cost) Seek broad sector and Maximum position size: 10% (at market) industry exposure Cash typically 2-3% Sector weights +/- 10% benchmark require CIO approval Diversification **Market Capitalization** Market cap greater Diversified portfolio to help reduce than \$1 billion 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

A Virtus Investment Partner

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 March 31, 2024

## NFJ International Value Wrap vs. MSCI All Country World ex-US Index

Valuations	Portfolio	Index	
Price-to-Earnings (forward 1YR)	14.0x	13.7x	
Price-to-Earnings (trailing 1YR)	16.0x	15.7x	
Dividends			
Dividend Yield (trailing 1YR, %)	2.3	2.9	
Dividend Growth Rate (5YR avg, %)	16.6	7.9	
Profitability			
Return on Equity (%)	16.8	11.9	
Return on Assets (%)	8.8	6.6	
Earnings			
Earnings Growth (trailing 3YR avg., %)	13.2	20.0	
Earnings Growth (trailing 5YR avg., %)	15.9	10.8	

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, MSCI.

# **Broadly-Diversified Positioning**

As of March 31, 2024



## NFJ International Value Wrap vs. MSCI All Country World ex-US Index

Region Exposure (%)	Portfolio	Index
Asia/Pacific ex-Japan	3.1	7.2
Emerging Markets	31.2	26.9
Europe ex-UK	37.0	34.2
Japan	5.2	15.3
North America	16.1	7.7
UK	7.3	8.7



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

# Performance

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As of March 31, 2024



<sup>1.</sup> Annualized for periods greater than one year.

Composite incepted 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 International 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 MSCI All Country World ex-US Index is a fee float adjusted market capitalization index that is designed to measure equity market performance in the global developed and emerging markets excluding the United States. 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.

# 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

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# Appendix



# Emerging Markets are Well-Positioned for 2024

# Today's emerging markets stocks are trading at multi-decade low valuations

MSCI Emerging Markets Price-to-Book vs. S&P 500 Price-to-Book January 1996 to March 2024



Past performance is not indicative of future results. Source: NFJ Investment Group, Bloomberg



# EM Investors Take Note of U.S. Dollar Strength!

# Extended periods of USD strength or weakness have historically been linked with Emerging Market equities' performance

130	Aug '02 - Oct '07	Total Return	Relative Return		
	MSCI EM Index	347%			
	S&P 500 Index	60%	-287%		

Last time DXY was at similar levels the MSCI EM index *outperformed the S&P 500 by almost 300%* over the next 5+ years



The U.S. Dollar Index is a geometrically-averaged calculation of six currencies weighted against the U.S. dollar. The U.S. Dollar Index originally was developed by the U.S. Federal Reserve in 1973 to provide an external bilateral trade-weighted average value of the U.S. dollar as it freely floated against global currencies. Data shown from December 1990 to March 2024. Source: Bloomberg, NFJ Investment Group. **Past performance is no guarantee of future results.** 







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, CMT, 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.

# A Virtus Investment Partner

# **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, CMT, 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®) and a Chartered Market Technician® (CMT®) 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.

# A Virtus

# NFJ Team Biographies

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 Verbinnen & 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 International Value Wrap GIPS Composite Report

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

Year	Composite Return Gross (%)	Composite Return Net (%)	MSCI ACWI Ex- US 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	-18.6	-21.0	-16.0	22.5	19.3	0.4	118	29	4,217
2021	16.3	12.9	7.8	17.1	16.8	0.3	171	63	5,923
2020	8.5	5.3	10.7	18.3	17.9	0.5	227	71	*
2019	21.7	18.2	21.5	12.2	11.3	0.2	314	95	*
2018	-14.0	-16.6	-14.2	11.7	11.4	0.3	422	117	*
2017	22.6	19.0	27.2	12.5	11.9	0.3	690	244	*
2016	-3.8	-6.7	4.5	13.2	12.5	0.4	846	246	*
2015	-11.3	-13.9	-5.7	12.7	12.1	0.5	1,654	652	*
2014	-3.7	-6.6	-3.9	12.9	12.8	0.4	2,467	1,113	*
2013	12.5	9.2	15.3	15.8	16.2	0.6	3,052	1,367	*

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

# NFJ International Value Wrap GIPS Composite Report

The Firm: The firm is defined as NFJ Investment Group, contained herein. 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 International 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.

GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content

The Composite: The NFJ International Value Wrap Composite (the "Composite") consists of portfolios that invest in a diversified group of international stocks considered to have attractive valuations and return value to shareholders. As of January 1, 2018, the investable universe was redefined to consist of non-US securities with Index: The MSCI All Country World (ACWI) Ex-US Index a market capitalization generally greater than \$1B at purchase. The strategy can invest in ADRs traded in the U.S. 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 taxexempt 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 and reinvestment of dividends and other earnings. Returns are net of any foreign withholding taxes on dividends, interest and 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.

(Net) measures the equity market performance of the developed and emerging markets, excluding the United States. The MSCI ACWI Index is a free float-adjusted market capitalization index that is designed to measure equity market performance in the global developed and emerging markets. The index is calculated on a total return basis with net dividends reinvested. Although NFJ is a value investor, the broader ex-U.S. index provides a more accurate benchmark because it is more diversified. Based on client mandates our selection universe is primarily composed of ADR's (American Depositary Receipts) which provide U.S. based investors with a liquid way to own and invest in a diversified basket of foreign stocks. 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. 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

Past performance is not indicative of future results.

# A Virtus Investment Partner

# **Disclosures**

#### 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. Foreign & Emerging Markets: Investing in foreign securities, especially in emerging markets, subjects the portfolio to additional risks such as increased volatility, currency fluctuations, less liquidity, and political, regulatory, economic, and market risk.

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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.

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Diversification does not insure against market loss.

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