

## Market Overview

The third quarter challenged U.S. equity markets, as interest rate spikes, an inverted yield curve, and credit tightening drove equity risk premiums upward and stock valuations downward. Adding to the uncertainty, Federal Reserve (Fed) policymakers indicated the fed funds rate may stay higher for longer into 2024, boding poorly for risk assets. Within the benchmark Russell 3000<sup>®</sup> Value Index, just one sector—energy—generated positive returns, while financials and technology held up on a relative basis. In contrast, the utilities, consumer discretionary, real estate and health care sectors led declines.

## Portfolio Overview

The NFJ All-Cap Value Wrap Strategy underperformed the Russell 3000 Value benchmark Index, as both stock selection and sector allocation was negative over the quarter. Notably, the Strategy continues to outperform the benchmark over the year-to-date period.

## Portfolio Contributors

Selection was positive across the technology and consumer discretionary sectors. An underweight in consumer staples also contributed to relative returns over the quarter. **Intuit** and **Vonovia** were the strongest absolute contributors.

**Intuit** is a leading developer of software used for small business accounting (QuickBooks), and consumer tax preparation (TurboTax), while Mint, the company's online service, helps manage personal finances and budgeting. Management released F4Q results that exceeded analysts expectations, and raised the quarterly dividend by 15%.

Management for German-based apartment REIT **Vonovia** reported higher revenue from property management in 1H23 and reaffirmed FY23 guidance. We harvested gains and exited the position.

Over the course of three decades, NFJ Investment Group's commitment to value has remained steadfast. Our investment process – built upon the principles of Benjamin Graham, the father of value investing – has stayed true to the philosophy of the firm's founders while continuing to evolve in the hands of their successors through the integration of new technological capabilities and advanced analytics methods that enhance the research process.

## INVESTMENT TEAM

### Thomas W. Oliver, CFA, CPA

Managing Director,  
Co-Lead Senior Portfolio Manager/Analyst

### Jeff N. Reed, CFA, FDP

Managing Director,  
Co-Lead Senior Portfolio Manager/Analyst

## Performance Data as of September 30, 2023

Annualized Returns (%) <sup>1</sup>	QTD	YTD	1 Year	3 Year	5 Year	10 Year	Since Inception
NFJ All-Cap Value Wrap Composite (gross)	-6.34	4.85	16.84	10.45	5.75	7.97	8.98
NFJ All-Cap Value Wrap Composite (net)	-7.06	2.52	13.42	7.20	2.63	4.79	5.78
Russell 3000 Value Index	-3.15	1.67	14.05	11.19	5.98	8.29	9.40

<sup>1</sup>Cumulative return over a partial year

Composite inception January 1, 2011. Composite results. Individual accounts will vary. **Past performance is no guarantee of future results.** The performance shown includes historical performance information from the sub-advisor. Please see Important Information at the end of this presentation for details regarding NFJ and subadvisor 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 returns presented include the maximum fee associated with the portfolio (fees deducted month after each quarter end for an annual fee of 3% for equity portfolios). Actual fees will vary by client.

# NFJ All-Cap Value Wrap Strategy

## Portfolio Contributors, cont.

Top Absolute Contributors	Avg Weight (%)
Intuit	2.0
Vonovia	1.2
Globant	1.4
MSCI	1.3
Humana	1.8

## Portfolio Detractors

Stock picking was negative in the utilities and industrials sectors. An underweight in energy, the Index's best-performing sector, also detracted. **ENN Energy** and **Paycom Software** were the strongest absolute detractors.

**ENN Energy** is a non-state owned gas distributor in China that operates gas pipeline infrastructure. The company reported lower-than-expected 1H23 core profit due in part to a weak economic recovery. Management announced a share award program for employees to foster an ownership mindset, as well as plans for a controlling shareholder to increase their position in the stock in a show of confidence in ENN's current strength and future prospects. We added to this high conviction position during the quarter.

Cloud-based human capital management solutions provider **Paycom Software** reported in-line 2Q results and modestly increased 2023 revenue guidance. However, expectations may have been too high coming off solid 1Q results and shares largely declined following quarterly results. Importantly, management announced several initiatives, including expanding HCM solutions into Canada, launching Everyday (which allows employees to get paid daily), and rolling out an intuitive dashboard within the company's mobile app—all of which bode well for future growth.

Top Absolute Detractors	Avg Weight (%)
ENN Energy	1.9
Paycom Software	2.3
Edwards Lifesciences	1.6
Crown Castle	2.3
JD.com	2.3

## Outlook

The most widely predicted recession in decades has yet to materialize, as the economy continues to stay afloat. The labor market has proved remarkably resilient, and consumers and companies still have excess cash from various stimulus programs. It is also possible that dislocations caused by the pandemic already caused different economic segments to undergo recessions at different times. These "rolling recessions" may have less impact when compared against a single, significant downturn. Given this backdrop, the U.S. may experience a general recession in the coming year, but it might not be as severe as recessions past.

Inflation figures are slowing significantly, and without the economic slowdown that many believe is necessary—the consummate "Goldilocks" scenario (not too hot, not too cold). Furthermore, the largest driver of the most recent Consumer Price Index (CPI) reports has been housing, and real-time data on shelter costs have been rolling over as well. The latest CPI showed 3.7% annualized inflation. As this figure continues to drop, central bank policymakers may find themselves near the end of the current tightening cycle. That said, the Fed's latest meeting indicated it may be some time before rate cuts take place. This fact, on top of market concern for rising deficits and political dysfunction, has resulted in Treasury yields surging to 16-year highs. If anything were to "break" the economic expansion, this tightening of credit offers the greatest risk.

Irrespective of recession predictions, we believe U.S. stocks are fairly rich at today's prices. The S&P 500® Index currently trades at 19.4 times forward earnings, suggesting that a soft landing may already be priced in, leaving the risk-reward skewed somewhat to the downside. Furthermore, the "There Is No Alternative" (TINA) narrative of recent years espousing stocks as investors' only option for returns has weakened considerably. With risk-free government bonds yielding nearly 5%, the equity risk premium is now below its 40-year average, suggesting that investors do have viable alternatives. Within equities, the prospect of elevated interest rates over an extended period suggests more speculative growth areas may face headwinds, making the case for value stocks in investor portfolios.

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 NFJ representative. Accounts are managed by NFJ. For certain sponsor firm accounts, NFJ provides the model to the sponsor or the sponsor's designee for discretionary implementation.

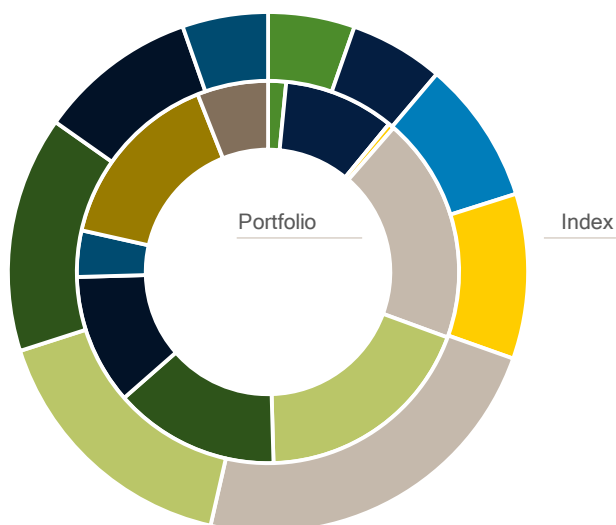
**Risk Considerations: Market Volatility:** The value of the securities in the portfolio may go up or down in response to the prospects of individual companies and/or general economic conditions. Local, regional, or global events such as war, terrorism, pandemic, or recession could impact the portfolio, 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.

# NFJ All-Cap Value Wrap Strategy

Portfolio Statistics as of September 30, 2023

## Sector Allocation (%)



	Portfolio	Russell 3000 Value
■ Communication Services	1.5	4.9
■ Consumer Discretionary	9.2	5.3
■ Consumer Staples	0.0	8.0
■ Energy	0.5	9.3
■ Financials	18.7	20.9
■ Health Care	18.6	14.9
■ Industrials	13.7	13.2
■ Information Technology	10.8	8.9
■ Materials	3.8	4.8
■ Real Estate	15.2	5.0
■ Utilities	5.9	4.8

Characteristic	Portfolio	Russell 3000 Value
Price-to-Earnings (next 12Mo.)	14.6x	17.9x
Price-to-Earnings (trailing 1YR)	21.4x	24.4x
Dividend Yield (trailing 1YR, %)	2.1	2.4
Dividend Growth (5YR wtd avg, %)	12.6	6.8
Return on Equity (%)	13.5	15.9
Return on Assets (%)	6.9	7.0
Earnings Growth (trailing 3YR avg, %)	17.5	20.9
Earnings Growth (trailing 5YR avg, %)	17.6	12.8
Market Cap (wtd avg, \$ bn)	30.0	130.2
Number of Holdings	68	2,293

Top Ten Positions	Portfolio Weight (%)
Mid-America Apartment Communities	2.5
Rexford Industrial Realty	2.5
JD.com	2.5
Humana	2.5
Edwards Lifesciences	2.5
Alexandria Real Estate Equities	2.5
Crown Castle	2.5
SBA Communications	2.5
Eversource Energy	2.4
MonotaRO	2.4
<b>TOTAL</b>	<b>24.5</b>

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 model portfolio 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. **P/E** is a ratio of security price to earnings per share. Typically, an undervalued security is characterized by a low P/E ratio, while an overvalued security is characterized by a high P/E ratio. The forward P/E ratio shown uses funds from operations, instead of earnings, for REITs. **Return on Equity (ROE)** is a measure of a corporation's profitability, calculated as net income divided by shareholder equity. It is an indication of how well the firm used reinvested earnings to generate additional earnings.

**Portfolio Information:** All portfolio statistics represent a model portfolio of this strategy currently managed by NFJ. 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. This material is not an offer or solicitation for the purchase or sale of any financial instrument. It is presented only to provide information on investment strategies and opportunities. Statements concerning financial market trends are based on assessments of current market conditions, which will fluctuate. References to specific securities and issuers are for illustrative purposes only and are not intended to be, and should not be interpreted as, recommendations to purchase or sell such securities.

The information presented in this material has been developed internally and/or obtained from sources which NFJ believes to be reliable; however we do not guarantee the accuracy, adequacy or completeness of such information nor do we guarantee the appropriateness of any strategy referred to for any particular investor. **Past performance is not indicative of future results.** Source: Virtus Performance & Analytics, Factset, Russell Investments.

# NFJ All-Cap 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	# of Portfolios in the Composite at Period End	Composite Total Assets at Period End (USD \$ M)	Total Firm Assets (USD \$ M)
2022	-11.4	-14.1	-8.0	21.7	21.5	0.4	134	41	4,217
2021	28.6	24.9	25.4	18.6	19.3	0.4	185	71	5,923
2020	3.9	0.8	2.9	19.0	20.0	0.9	195	59	*
2019	23.5	19.9	26.3	12.2	12.0	0.2	221	66	*
2018	-9.4	-12.1	-8.6	12.0	11.1	0.2	192	55	*
2017	16.9	13.5	13.2	11.0	10.3	0.2	300	106	*
2016	14.1	10.8	18.4	11.4	11.0	0.3	344	109	*
2015	-4.1	-7.0	-4.1	10.4	10.7	0.3	380	108	*
2014	11.7	8.4	12.7	9.3	9.4	0.4	442	141	*
2013	31.2	27.4	32.7	12.5	12.9	0.3	585	208	*

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

**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 All Cap 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 contained herein.

**The Composite:** The NFJ All Cap Value Wrap Composite (the “Composite”) consists of portfolios that invest in a diversified group of all capitalization stocks considered to have attractive valuations and return value to shareholders. Stocks are selected from names held in NFJ’s Dividend Value, Large Cap Value, Mid Cap Value, Mid Cap Value 100, and Small Cap Value products. 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 and 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 3000 Value Index measures the performance of those Russell 3000 companies 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.**