

# 2Q20 PORTFOLIO FACT SHEET

# EMERGING MARKETS OPPORTUNITIES STRATEGY

## **PERFORMANCE (%)**

	YTD	1 Year	3 Years	5 Years	Since 11/30/13
Portfolio (Gross)	-14.44	-12.18	-4.34	0.24	0.56
Portfolio (Net)	-15.03	-13.35	-5.61	-1.08	-0.76
MSCI Emerging Markets SMID Cap Index - ND	-13.28	-9.22	-1.66	-0.26	0.46

All periods longer than 12 months are annualized. See disclosures on last page.

#### MANAGER COMMENTARY

#### Market Overview

Following the significant selloff during 1Q20, the global equity markets bounced back materially during the second quarter consistent with the unprecedented monetary and fiscal policy support that went into the economy. Our indicators suggest that the economic activity bottomed around April. We continue to monitor high frequency data (electricity consumption, mobility, transportation, job listings, web searches, etc.) to ascertain the trajectory and sustainability of the ongoing economic recovery. While the recovery continues in most of Asia, the United Kingdom, and Europe we are seeing a moderation in the rate of improvement in the US as pent up demand is being exhausted and economic agents remain leery of taking on incremental risk. We will continue to monitor for flare ups and second waves of the Coronavirus during the 2H as the weather changes. We are also closely monitoring developments in Brazil and India where healthcare infrastructure lags many Asian countries and the case counts remain at elevated levels.

While the United States has finally reached the point where the Federal Government has become the marginal lender and spender of last resort, we are not alone. Planned stimulus measures across Europe and Asia are likely to dwarf those undertaken during the global financial crisis of 2008/2009. While policy support is very much warranted, investors will be dealing with the intended and unintended consequences of these actions for many years. We believe that the Coronavirus is accelerating the digital transformation of business models and will lead to consolidation of industries with excess capacity. Corporate balance sheet deleveraging will be a focus with many companies issuing equity as markets thawed during April and into the early summer period.

#### **Portfolio Positioning**

As a result of buys and sells and market action, our weightings in Brazil, Mexico, South Africa, and Russia increased during the quarter. The portfolio's weighting in Poland, Hong Kong, Taiwan, and Colombia decreased during the quarter.

From a sector perspective, our weightings in Consumer Discretionary, Materials, Health Care, and Communication Services increased during the quarter. The portfolio's weighting in Financials, Industrials, Utilities, and Energy decreased during the period.

#### Contributors to Performance

During the quarter, the portfolio experienced strong absolute performance, but underperformed the MSCI Emerging Markets Small Mid benchmark. This was driven by both stock selection and allocation effect. The best performing countries (total effect) were Singapore, Indonesia, Saudi Arabia, South Africa, and Mexico. The portfolio underperformed in Hong Kong, South Korea, Taiwan, and Poland. The portfolio is overweight information technology, consumer discretionary, and communication services while being underweight to health care, financials, and consumer staples.

We believe that our opportunity set of high quality attractively valued businesses is amongst the highest it has been in many years. While we have experienced a V shaped recovery in financial assets through the summer from the March lows, we still see a slow and gradual recovery as imbalances and unintended consequences are addressed. We expect to see a realignment of global supply chains to support local markets over the coming years and we will seek to align our portfolio accordingly. We expect market volatility to remain and will look to the upcoming earnings season to better gauge company outlooks and their visibility on economic recovery during the second half of the year.

# 2Q20 EMERGING MARKETS OPPORTUNITIES PORTFOLIO

# MODEL PORTFOLIO ATTRIBUTION (GROSS RETURNS)

	Portfolio		MSCI EM SMID Cap Index		Variation			Attribution Analysis				
S&P GICS SECTOR	Avg Wt	Tot Ret	Contrib To Ret	Avg Wt	Tot Ret	Contrib To Ret	Avg Wt	Tot Ret	Contrib To Ret	Allocation Effect	Selection + Interaction	Total Effect
Communication Services	5.35	20.90	1.20	4.77	29.38	1.40	0.58	-8.41	-0.19	-0.02	-0.28	-0.30
Consumer Discretionary	15.70	23.58	3.51	11.64	30.39	3.44	4.06	-6.84	0.07	0.12	-0.93	-0.83
Consumer Staples	5.35	12.32	0.72	8.27	19.46	1.70	-2.92	-7.14	-0.97	0.17	-0.34	-0.20
Energy	3.41	15.24	0.51	2.70	20.72	0.61	0.71	-5.53	-0.10	-0.01	-0.30	-0.30
Financials	10.91	12.07	1.27	10.52	15.65	1.69	0.40	-4.05	-0.43	-0.14	-0.56	-0.75
Health Care	2.59	179.06	2.98	10.35	36.32	3.53	-7.76	145.45	-0.55	-0.65	2.17	1.50
Industrials	12.99	18.60	2.62	13.45	21.82	3.05	-0.46	-3.42	-0.42	0.03	-0.39	-0.37
Information Technology	21.10	26.90	5.62	15.52	33.99	5.03	5.58	-7.16	0.60	0.33	-1.12	-0.85
Materials	8.31	32.01	2.54	11.74	29.67	3.47	-3.43	2.34	-0.93	-0.17	0.22	0.05
Real Estate	4.17	12.40	0.42	6.51	12.24	0.85	-2.34	-0.85	-0.42	0.35	-0.08	0.25
Utilities	5.75	18.33	1.29	4.51	22.46	1.05	1.24	-3.83	0.24	-0.03	-0.20	-0.22
[Cash]	4.36	0.10	0.01				4.36	0.21	0.01	-1.29		-1.07
Total	100.00	22.69	22.69	100.00	25.81	25.81		-3.10	-3.10	-1.31	-1.81	-3.10

The above information is intended to provide a summary of how Vaughan Nelson's strategy model performed over the referenced period. Client-specific portfolios may differ mean-ingfully from this summary due to client-directed portfolio constraints that may include, but are not limited to, tax considerations, socially responsible restrictions and sector/position limitations. See additional disclosures on last page.

# **PORTFOLIO CHARACTERISTICS1**

	Portfolio	MSCI EM SMID Cap Index
No. of Holdings	77	2,198
Wtd. Avg. Mkt. Cap (\$B)	4.1	2.9
Price/Book	1.57	1.28
Price/Cash Flow	6.87	5.78
P/E NTM	11.16	12.53
ROA (%)	7.94	5.62
ROE (%)	14.89	11.31
Dividend Yield (%)	3.62	2.95
Net Debt/Equity	-0.02	0.66
Beta <sup>*</sup>	0.93	1.00
Sharpe Ratio*	-0.30	-0.16
Information Ratio*	-0.50	N/A
R-Square*	0.93	1.00
Std. Deviation*	19.97%	20.77%

<sup>1</sup> This information is provided as supplemental information to the Emerging Markets Opportunities compliant presentation. Data as of 7/17/20 for 6/30/20.
 \* Annualized 3-year ending 6/30/20.

## **TOP TEN HOLDINGS**

	Country	Sector	% of Total Portfolio*
Micro-Star International	Taiwan	Information Technology	1.91
Detsky mir PJSC	Russia	Consumer Discretionary	1.86
Riverstone Holdings	Singapore	Health Care	1.84
WPG Holding Taiwan		Information Technology	1.81
KWG Group Holdings Hong Kong		Real Estate	1.79
JSE Limited South Africa		Financials	1.78
Polymetal International Plc	United Kingdom	Materials	1.75
Tripod Technology	Taiwan	Information Technology	1.72
Getac Technology	Taiwan	Information Technology	1.71
Puregold Price Club	Philippines	Consumer Staples	1.70

This information is provided as supplemental to the GIPS compliant presentation. \* Excludes 5.43% cash.

#### PORTFOLIO SECTOR WEIGHTINGS (%)\*1

	Portfolio	MSCI EM SMID Cap Index
Technology	20.74	15.79
Consumer Discretionary	18.61	12.37
Industrials	11.92	12.84
Financials	10.44	10.91
Materials	10.22	11.65
Communication Services	5.74	4.73
Consumer Staples	5.70	7.62
Real Estate	4.98	6.35
Health Care	4.24	10.78
Utilities	4.21	4.27
Energy	3.20	2.69

\* Excludes 5.43% cash.

<sup>1</sup> This information is provided as supplemental information to the Emerging Markets Opportunities compliant presentation.

# PORTFOLIO GEOGRAPHIC WEIGHTINGS (%)\*1

	Portfolio	MSCI EM SMID Cap Index
Taiwan	18.63	18.55
China/Hong Kong	17.83	17.15
South Korea	15.69	13.46
Europe	10.98	5.63
Brazil	9.02	8.23
India	8.64	8.58
Other Asia*	6.20	10.95
Other Americas*	4.24	2.36
Mexico	3.56	2.90
Other Africa*	3.41	6.18
Indonesia	1.80	1.77
Thailand	0.00	3.61
United Arab Emirate	0.00	0.63

\* For Emerging Markets Opportunities: Other Asia - Singapore, Philip pines, Turkey, Other Americas: Canada, United States, Chile, Other Africa - South Africa

This information is provided as supplemental information to the Emerging Markets Opportunities compliant presentation. Excludes 5.43% cash.

# PORTFOLIO MANAGERS



# Marco Priani, CFA, CPA, FRM

Senior Portfolio Manager - International Equity • Began his financial and investment career in 2001

- Joined Vaughan Nelson in 2019
- MBA, The University of Chicago-Graduate School of Business, 2005
- LLM, Northwestern University School of Law, 2006
- MSF, Universidad Del CEMA, 1999
- JD, Universidad De Buenos Aires-School of Law, magna cum laude, 1987

## Kevin Ross, CFA

- Senior Portfolio Manager International Equity
  - Began his financial and investment career in 2006
  - Joined Vaughan Nelson in 2019
    MBA, The University of Chicago Booth School of Business,
  - 2014 • BSBA, Washington University, 2006

#### RESEARCH

# Q

- Masa Matsumura, Ph.D. Senior Equity Analyst - International Equity
  - Began his financial and investment career in 2010
  - Joined Vaughan Nelson in 2020
  - MBA, The University of Chicago Booth School of Business, 2014
  - Ph.D., University of Alabama at Birmingham, 2001
  - MS, University of Alabama at Birmingham, 2005

#### ABOUT VAUGHAN NELSON

Vaughan Nelson Investment Management specializes in value equity investing with a focus on a targeted return. The firm employs a bottom-up, fundamental research process that seeks to capitalize on information and liquidity inefficiencies in the equity universe. The firm's long-term, consistent investment approach draws on its in-depth research capabilities.

- Headquarters: Houston, Texas
- Founded: 1970
- Firm Assets: \$11.4 Billion\*
- Domestic equity, international equity, and fixed income strategies
- 45 employees
- 18 investment team professionals
- 11 Chartered Financial Analyst designations
- 3 PhDs
- \* Number includes assets where Vaughan Nelson Investment Management does not have full unconditional trading authority. The assets consist of model portfolio relationships with third party platforms and totaled \$1.1 billion as of June 30, 2020.

# **VAUGHAN NELSON EQUITY STRATEGIES**



• Generally 40 to 80 positions

# **OUR MISSION**

To provide for the **financial wellbeing** of our **clients** and **employees** through **superior performance** consistent

with our values.

#### Emerging Markets Opportunities Composite Returns (11/30/13 - 6/30/20)

Year	Composite	Composite	Benchmark	Number of Portfolios	Dispersion at End-of-Period	Composite Assets at End-of-Period	Total Firm Assets† (ex. model assets)	Entity Assets*†	Std Dev. Composite	Std Dev. Benchmark
	(Gross)	(Net)			(Std Dev)	(\$MM-USD)	(\$MM-USD)	(\$MM-USD)	(3-Yr Annlzd)	(3-Yr Annlzd)
YTD 2020	-14.44%	-15.03%	-13.28%	Fewer than 6	N/A	22	10,301	11,437	19.97%	20.77%
2019	9.14%	7.72%	12.80%	Fewer than 6	N/A	25	11,346	13,064	13.39%	13.07%
2018	-17.90%	-19.01%	-15.51%	Fewer than 6	N/A	129	N/A	N/A	13.97%	14.13%
2017	32.34%	30.63%	34.93%	Fewer than 6	N/A	161	N/A	N/A	13.74%	14.53%
2016	11.87%	10.41%	3.82%	Fewer than 6	N/A	28	N/A	N/A	14.40%	14.72%
2015	-9.31%	-10.52%	-9.85%	Fewer than 6	N/A	28	N/A	N/A	N/A	N/A
2014	1.39%	0.07%	-0.54%	Fewer than 6	N/A	25	N/A	N/A	N/A	N/A
2013**	-0.58%	-0.69%	-0.74%	Fewer than 6	N/A	12	N/A	N/A	N/A	N/A

\* Number includes assets where Vaughan Nelson Investment Management does not have full unconditional trading authority. The assets consist of model portfolio relationships with third party platforms and totaled \$1.1 billion as of June 30, 2020. This information is presented as supplemental information to the Emerging Markets Opportunities compliant presentation.

\*\* Partial year.
 † Total Firm Assets and Entity Assets are shown as N/A as the strategy was previously managed at Advisory Research, Inc. These disclosures for the predecessor firm would not be meaningful and, the strategy did not contribute to Vaughan Nelson's assets historically.

#### NOTES AND DISCLOSURES

#### NOTES

**COMPOSITE DESCRIPTION**. Effective 10/1/2019, this composite is comprised of all fee-paying, discretionary Emerging Markets Opportunities portfolios in excess of \$1 million under management. Prior to 10/1/19, the composite consisted of all non-restricted, fully discretionary, taxable and tax-exempt accounts which were managed in accordance with the Emerging Markets Opportunities strategy at Advisory Research, Inc. The Emerging Markets Opportunities strategy primarily invests in non-U.S. equities and principally in emerging markets with a market capitalization generally within the range of the MSCI Emerging Markets SMID Cap Index. The MSCI Emerging Markets SMID Cap Index captures mid and small cap representation across 26 Emerging Markets countries. With 2,276 constituents, the index covers approximately 29% of the free float-adjusted market capitalization in each country. Emerging Markets Opportunities countries include Argentina, Brazil, Chile, China, Colombia, Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Pakistan, Peru, Philippines, Poland, Qatar, Russia, Saudi Arabia, South Africa, Taiwan, Thailand, Turkey and United Arab Emirates. MSCI is the source and owner of MSCI Index data contained herein. Any further dissemination of the data is strictly prohibited. MSCI is not responsible for any inaccuracy in this presentation. The composite creation date is 11/30/13.

FIRM DEFINITION. Vaughan Nelson Investment Management ("Vaughan Nelson") is an equity, fixed-income and balanced portfolio investment manager. Vaughan Nelson is defined as an independent investment advisory firm and is affiliated with Natixis Investment Managers.

FEES. Emerging Markets Opportunities Fee Schedule: 1.10% on the first \$25 million, 1.00% on amounts over \$25 million.

OTHER NOTES. Performance results are presented before management fees. Results for the full historical period are time weighted. Accounts have been valued daily and portfolio returns have been weighted by using beginning-of-month market values plus daily weighted cash flow. Inception date is 11/30/13. The dispersion calculation is based on a dollar-weighted average of portfolios within the composite for the entire period. The dispersion percent of N/A indicates that the number of portfolios for the entire year were equal to five or fewer or periods of less than one year. The benchmark source is FactSet. The valuation source is Intercontinental Exchange (ICE) through Advent Software. Benchmark returns are not covered by the report of independent verifiers.

#### DISCLOSURES

BASIS OF PRESENTATION. The attached information and index performance has been developed internally and/or obtained from sources, which Vaughan Nelson believes to be reliable; however, Vaughan Nelson does not guarantee the accuracy, adequacy or completeness of such information, nor does it guarantee the appropriateness of any strategy referred to for any particular investor. This document is provided for informational purposes only and should not be construed as advice or a recommendation for purchase or sale of securities. Past performance is not indicative of future results. The strategy is managed by Marco Priani and Kevin Ross from 11/30/13. Performance prior to 10/1/19 was generated by Messrs. Priani and Ross while employed by Advisory Research Inc.

**COMPOSITE NOTES.** Effective 10/1/19, the composite for each investment strategy has specific criteria in terms of minimum portfolio size, tax status, and discretion. Portfolios meeting the stated criteria are added to the composite as of the first full quarter of investment in that composite's style. Similarly, accounts are removed from the composite after the last full quarter of management under the composite style. A complete list and descriptions of composites is available upon request. The composite results portrayed reflect the reinvestment of dividends, capital gains, and other earnings when appropriate. The U.S. dollar is the currency used to express performance.

CALCULATION METHODOLOGY. The composite performance results are time-weighted total returns net of commissions and transaction costs. Valuations and returns are expressed in U.S. dollars. Vaughan Nelson consistently values all portfolios each month on a trade date basis. Additional information regarding policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. No composite accounts hold foreign denominated securities. Net-of-fee returns are calculated utilizing the highest annual fee paid by a client in the strategy. This fee is divided by 12 and subtracted from the gross composite return on a monthly basis to calculate monthly net of fee returns. Quarterly and annual net-of-fee returns are calculated by geometrically linking these monthly returns.

**COMPLIANT STATEMENT.** Vaughan Nelson claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® Standards. Vaughan Nelson has been independently verified for the periods 12/31/97 through 3/31/20. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. The Emerging Markets Opportunities composite has been examined for the periods 11/30/13 to 12/31/19. The verification and performance examination reports are available upon request.

