

## NFJ Investment Group, LLC

2100 Ross Avenue, Suite 700  
Dallas, Texas 75201

Style: US Mid Cap Value  
Sub-Style: Discount Value  
Firm AUM: \$3.7 billion  
Firm Strategy AUM: \$1.4 billion

Year Founded: 2021  
GIMA Status: Approved  
Program Inception Date: 03/24/2022  
Strategy Minimum: \$50,000

### STRATEGY OVERVIEW

The Virtus NFJ Mid-Cap Value strategy seeks capital growth and income by investing at the intersection of value, high quality and shareholder yield in mid-capitalization companies with superior competitive positions and consistent financial output. Within this framework, we also opportunistically identify companies with low market expectations and seek to diversify across industries. The Virtus NFJ Mid-Cap Value Strategy inception date is 07/01/2009. The date the Strategy became available in the Morgan Stanley Select UMA program was 03/24/2022.

### TARGET PORTFOLIO CHARACTERISTICS

Number of security holdings: 90 to 125  
P/E ratio: Below the S&P 500  
Cash level over market cycle: 0 to 10%  
Risk (standard deviation): Similar to/Above the S&P 500  
Average turnover rate: 40 to 60%  
Use ADRs: 0 to 15%  
Capitalization: —

### PORTFOLIO STATISTICS

	03/22	09/21	
Virtus	Index***	Virtus	
Number of security holdings	103	698	—
Dividend Yield	1.6%	1.8%	—
Distribution Rate	—	—	—
Wtd avg P/E ratio <sup>1</sup>	16.90x	16.40x	—
Wtd avg portfolio beta	—	—	—
Mega capitalization +	0.0%	0.0%	0.0%
Large capitalization +	0.0%	72.8%	0.0%
Medium capitalization +	100.0%	26.7%	0.0%
Small capitalization +	0.0%	0.3%	0.0%
Micro capitalization +	0.0%	0.0%	0.0%

### PORTFOLIO'S EQUITY SECTOR WEIGHTINGS <sup>+</sup>

Sector	03/22	09/21	
	Virtus	Index***	Virtus
Energy	2.72	7.25	1.27
Materials	7.12	8.10	7.76
Industrials	16.45	14.05	13.68
Consumer Discretionary	14.61	9.32	10.58
Consumer Staples	0.80	4.74	3.48
Health Care	10.99	7.87	9.62
Financials	13.84	16.43	17.46
Information Technology	15.83	9.44	14.14
Communication Services	1.92	3.54	3.65
Utilities	6.76	7.75	11.10
Real Estate/REITs	5.03	11.52	7.26
Cash/Cash Equivalents	3.93	0.00	0.00

### PORTFOLIO'S TOP FIVE SECURITY HOLDINGS

	%
Cash	3.9
WEC Energy Group Inc	2.0
Veeva Systems Inc Class A	2.0
First Republic Bank	2.0
Stanley Black & Decker, Inc.	1.4

### % PROCESS BASED ON

- 0 Asset allocation - cash vs. stock
- 0 Industry or sector weighting
- 0 Stock Selection

### MANAGER'S INVESTMENT STRATEGY

- Top-down / portfolio structures based on economic trends
- Bottom-up / portfolio structure based on individual securities

<sup>1</sup>The P/E used here is calculated by the harmonic mean.

<sup>+</sup>Total may not equal 100% due to rounding.

<sup>\*\*\*</sup>Index : Russell Mid Cap VI

MANAGER'S INVESTMENT PROCESS		RISK CONSIDERATIONS	PORTFOLIO'S ALLOCATION HISTORY (%) <sup>+</sup>				
			03/22	12/21	09/21	06/21	
• Initial Parameters: The team begins its search for investment candidates among companies with market capitalizations between \$3 billion and the greater of \$50 billion or the capitalization of the largest company held in the Russell Midcap Index. From there, the team focuses on stocks that pay a dividend, have positive earnings and trade at attractive valuations versus the market, versus peers and/or versus a stock's own history. We seek to avoid stocks that exhibit extremely poor price momentum. These initial parameters and emphasis on positive fundamental characteristics naturally extend into the fundamental research stage of our investment process.		Equity securities prices may fluctuate in response to specific situations for each company, industry, market conditions and general economic environment. Companies paying dividends can reduce or cut payouts at any time. Strategies that invest a large percentage of assets in only one industry sector (or in only a few sectors) are more vulnerable to price fluctuation than portfolios that diversify among a broad range of sectors. Investing in securities entails risks, including: The stocks of medium-sized companies are often associated with higher risk than stocks of larger companies, including higher volatility. Investing in smaller/mid-cap companies involves greater risks not associated with investing in more established companies, such as business risk, significant stock price fluctuations and illiquidity. Value investing involves the risk that the market may not recognize that securities are undervalued and they may not appreciate as anticipated. When investing in value securities, the market may not necessarily have the same value assessment as the manager, and, therefore, the performance of the securities may decline. Growth investing does not guarantee a profit or eliminate risk. The stocks of these companies can have relatively high valuations. Because of these high valuations, an investment in a growth stock can be more risky than an investment in a company with more modest growth expectations. Value investing does not guarantee a profit or eliminate risk. Not all companies whose stocks are considered to be value stocks are able to turn their business around or successfully employ corrective strategies which would result in stock prices that do not rise as initially expected. Bonds rated below investment grade may have speculative characteristics and present significant risks beyond those of other securities, including greater credit risk and price volatility in the secondary market. Investors should be careful to consider these risks alongside their individual circumstances, objectives and risk tolerance before investing in high-yield bonds. If a strategy expects to hold a concentrated portfolio of a limited number of securities, it should be noted that a decline in the value of these investments would cause the portfolio's overall value to decline to a greater degree than that of a less concentrated portfolio.	U.S. Stocks	94	96	98	96
• Fundamental Research: After our initial parameters have narrowed the investable universe, the team conducts traditional, fundamental research on the remaining investment candidates, evaluating each stock on an industry-by-industry basis. Our fundamental research contrasts a company's financial stability and business prospects with its valuation. In this way, we believe our valuation analysis naturally leads into a better understanding of a company's business, earnings power, discrepancies between cash flow and earnings, marketplace concerns, competitive advantages, etc. We focus on the stability of a company's earnings, including the historical trajectory of earnings and confirmation of cash flows. The team pays close attention to earnings before interest, taxes, depreciation and amortization (EBITDA), in addition to simple earnings, to get a more complete picture of a company's overall financial performance and profitability. A history of returning value to shareholders and dividend growth characteristics are also taken into consideration. We also place a strong emphasis on quality, and focus research efforts on balance sheets, cash flow statements and return on invested capital. The team is looking for areas of concern or poor quality and pays close attention to leverage and off-balance sheet debt, as well as short interest. We look at a variety of metrics in order to gauge the true amount of short interest on the stock. For example, we may look at the short interest number reported by local exchanges (if available), absolute value of the current short position as a percentage of market cap, and/or what percentage of lendable shares are currently being shorted. The team may also examine company presentations, earnings calls, sell-side and third-party analysis to determine the level and sustainability of any competitive advantages a candidate may hold with regard to their relationships with competitors, customers, suppliers and substitute products.		Non-U.S. Stocks	2	0	0	0	
		Cash/Cash Equivalents	4	4	1	4	

<sup>1</sup>The P/E used here is calculated by the harmonic mean.

<sup>2</sup>Total may not equal 100% due to rounding.

<sup>3</sup>Index : Russell Mid Cap VI

- Portfolio Construction: Buy Discipline: The NFJ Mid Cap Value strategy typically holds 100+ stocks, generally weighted at  $\leq 1\%$  at time of purchase. In order to maintain diversification and mitigate risk, the team generally limits industry allocations to 25%. Sell Discipline: Our sell discipline is designed to prevent human emotion from factoring into the portfolio. While there are no automatic sales of securities, potential reasons for selling a security are: High absolute and/or relative valuation (substantially exceeds the broader universe, peer group or security's history), Quality deterioration and Extremely poor price momentum.

See important notes and disclosures pages for a discussion of the sources of the performance data used to calculate the performance results and related analyses shown above.

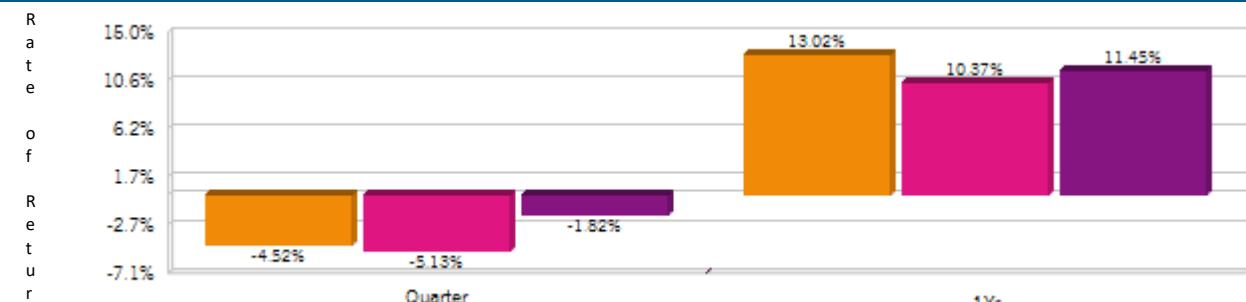
*If this profile shows related performance, see the section titled "Related Performance" in the disclosures for important information about the performance shown prior to the inception of the Morgan Stanley Select UMA Program. The subsequent pages contain important disclosures and a glossary of terms. Information as of March 31, 2022, unless otherwise noted and is subject to change.*

Morgan Stanley Composite Start Date: —  
Strategy Inception Date: 07/01/2009

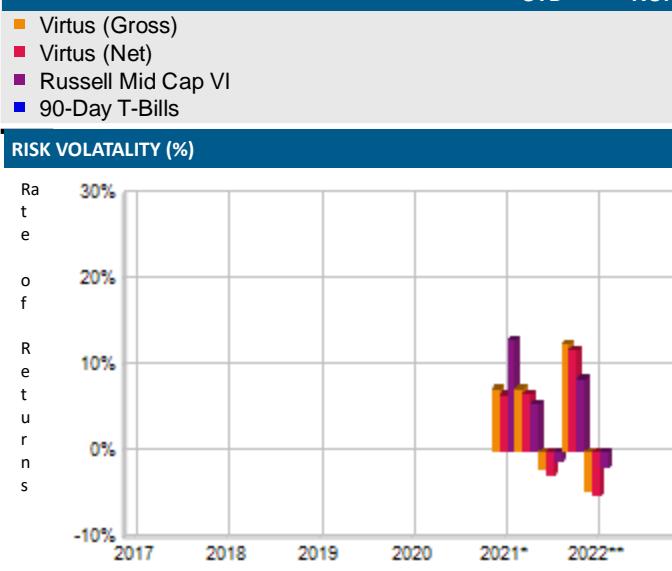
## RISK/RETURN ANALYSIS - 3 YEARS ENDING 03/31/22

Unable to produce graph. Insufficient track record

## AVERAGE ANNUAL TOTAL RETURN (%) - PERIODS ENDING 03/31/22



## RISK VOLATILITY (%)



\*

\*\*01/01/22-03/31/22

	Number Of	Up Qtrs.	Down Qtrs.
Virtus (Gross)	3	2	1
Virtus (Net)	3	2	1
Russell Mid Cap VI	3	2	1

## INVESTMENT RESULTS

	Annual Rates of Return (%)			1 Year - Ending 03/31/22		
	2021	Annual	Std. Dev.	2021	Annual	Std. Dev.
Virtus (Gross)				27.03	13.02	0.00
Virtus (Net)				24.08	10.37	0.00
Russell Mid Cap VI				28.34	11.45	0.00

## PORTFOLIO'S QUARTERLY RETURNS (%)

	Quarter1		Quarter2		Quarter3		Quarter4	
	Gross	Net	Gross	Net	Gross	Net	Gross	Net
2021	7.32	6.65	7.33	6.72	-2.05	-2.62	12.59	11.95
2022	-4.52	-5.13						

Related

Select UMA

## PORTFOLIO'S RISK STATISTICS - PERIODS ENDING 03/31/22<sup>1,2</sup>

	3 Year	5 Year
Standard Deviation	N/A	N/A
Standard Deviation of Primary Benchmark	N/A	N/A
Sharpe Ratio	N/A	N/A
Sharpe Ratio of Primary Benchmark	N/A	N/A
Alpha	N/A	N/A
Beta	N/A	N/A
Downside Risk	N/A	N/A
R-Squared	N/A	N/A
Tracking Error	N/A	N/A
Information Ratio	N/A	N/A

1. Statistics are calculated using gross of fee performance only.

2. Russell Mid Cap VI was used as the primary benchmark and the 90-Day T-Bills Index as the risk-free benchmark.

## PORTFOLIO DIVERSIFICATION - R<sup>2</sup>(INCEPTION THROUGH 12/14)+

Virtus vs. Russell Mid Cap VI	R <sup>2</sup>	N/A

+Statistics are calculated using gross of fee performance only.

## IMPORTANT NOTES AND DISCLOSURES

### COMPOSITE DISCLOSURES

The disclosures provided below apply to performance information in this profile, if any. Past performance is not a guarantee of future results. Actual individual account results may differ from the performance shown in this profile. There is no guarantee that this investment strategy will achieve its intended results under all market conditions. Do not rely upon this profile as the sole basis for your investment decisions.

Performance results in this profile are calculated assuming reinvestment of dividends and income. Returns for more than one calendar year are annualized and based on quarterly data. Returns for periods of less than a calendar year show the total return for the period and are not annualized. No representation is being made that any portfolio will or is likely to achieve profits or losses similar to those shown. Returns will fluctuate and an investment upon redemption may be worth more or less than its original value. Performance shown does not reflect the impact of fees and expenses of the underlying mutual fund and ETFs, as applicable.

**Sources of Performance Results and Other Data:** The performance data and certain other information for this strategy (including the data on page 1 of this profile) may include one or more of the following: (i) the performance results of a composite of Morgan Stanley accounts managed by the third party investment manager, (ii) the performance results for accounts and investment products managed by the third party investment manager, in the same or a substantially similar investment strategy outside of the applicable Morgan Stanley program, and/or (iii) in the case of Model Portfolio Strategies, the Model Portfolio Provider's results in managing accounts outside of the Morgan Stanley Select UMA program prior to Model Portfolio Strategy's inception in the Morgan Stanley Select UMA program. For periods through June 2012, the Fiduciary Services program operated through two channels – the Morgan Stanley channel and the Smith Barney channel and any performance and other data relating to Fiduciary Services accounts shown here for these periods is calculated using accounts in only one of these channels.) Please note that the Fiduciary Services program was closed on January 2, 2018. Although the Fiduciary Services and Select UMA programs are both Morgan Stanley managed account programs, the performance results and other features of similar investment strategies in the two programs may differ due to investment and operational differences. Performance in one program is not indicative of potential performance in the other. For example, the individual investment strategies in Select UMA program accounts may contain fewer securities, which would lead to a more concentrated portfolio. The automatic rebalancing, wash sale loss and tax harvesting features of the Select UMA program, which are not available in Fiduciary Services, also could cause differences in performance. In addition, any performance results included in this profile that are based on a third party investment manager's accounts that are not part of the Morgan Stanley program accounts or institutional accounts that are part of the Model Portfolio strategy may differ due to investment and operational differences as well. As such, performance results of the third party investment manager's composites and the third party Model Portfolio Strategies may differ from those of Select UMA accounts managed in the same or a substantially similar investment strategy. For example, in the case of Model Portfolio Strategies, Morgan Stanley, as the investment manager, may deviate from the Third Party Model Portfolios.

### Related Performance:

The NFJ Mid Cap Value Wrap Composite (the "Composite") is calculated by SEI on behalf of NFJ Investment Group and consists of portfolios that invest in a diversified group of mid capitalization stocks considered to have attractive valuations and return value to shareholders. 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.

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 quarterly basis.

### Morgan Stanley Performance:

**Gross Performance:** Virtus's gross results do not reflect a deduction of any investment advisory fees or program fees, charged by Virtus or Morgan Stanley, but are net of commissions charged on securities transactions.

**Net Performance for all Periods:** Net performance results reflect a deduction of 0.6225% quarterly. This consists of three components: 0.5% maximum quarterly MS Advisory Fee and 0.0175% maximum quarterly Program Overlay Fee (which, together cover the services provided by Morgan Stanley), plus 0.0875% quarterly SMA Manager Fees (being the fee currently charged by Virtus to new clients for managing their assets in the Select UMA program). The SMA Manager Fees may differ from manager to manager, and managers may change their fee to new clients from time to time. If you select this manager for your account, check the SMA Manager Fees specified in the written client agreement, in case these have changed since you received this profile. Historical net fees reflect the Advisory Fee Schedule as of October 1, 2018.

Morgan Stanley program fees are calculated quarterly for the performance illustrated in this profile, and have a compounding effect on performance. The Morgan Stanley program fee, which differs among programs and clients, is described in the applicable Morgan Stanley ADV brochure, which is available at [www.morganstanley.com/ADV](http://www.morganstanley.com/ADV) or on request from your Financial Advisor or Private Wealth Advisor.

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### Focus List, Approved List, and Watch Status:

Global Investment Manager Analysis ("GIMA") uses two methods to evaluate investment products in applicable advisory programs. In general, strategies that have passed a more thorough evaluation may be placed on the "Focus List", while strategies that have passed through a different and less comprehensive evaluation process may be placed on the "Approved List". Sometimes an investment product may be evaluated using the Focus List process but then placed on the Approved List instead of the Focus List.

Investment products may move from the Focus List to the Approved List, or vice versa. GIMA may also determine that an investment product no longer meets the criteria under either evaluation process and will no longer be recommended in investment advisory programs (in which case the investment product is given a "Not Approved" status).

GIMA has a "Watch" policy and may describe a Focus List or Approved List investment product as being on "Watch" if GIMA identifies specific areas that (a) merit further evaluation by GIMA and (b) may, but are not certain to, result in the investment product becoming "Not Approved". The Watch period depends on the length of time needed for GIMA to conduct its evaluation and for the investment manager to address any concerns. GIMA may, but is not obligated to, note the Watch status in this report with a "W" or "Watch" on the cover page.

For more information on the Focus List, Approved List, and Watch processes, please see the applicable Morgan Stanley ADV brochure ([www.ms.com/adv](http://www.ms.com/adv)). Your Financial Advisor or Private Wealth Advisor can provide on request a copy of a paper entitled "GIMA: At A Glance".

## ADDITIONAL DISCLOSURES

Actual account holdings, performance and other data will vary depending on the size of an account, cash flows within an account, and restrictions on an account. Holdings are subject to change daily. The information in this profile is not a recommendation to buy, hold or sell securities.

Actual portfolio statistics may vary from target portfolio characteristics.

The Top Five Portfolio Holdings listed herein are provided for informational purposes only and should not be deemed to be a recommendation to purchase or sell the securities mentioned. Portfolio characteristics in this profile are based on an allocation weight in the strategy model. There are no guarantees that any of the securities mentioned will be held in a client's account. It should not be assumed that the securities transactions or holdings discussed were or will prove to be profitable.

The Model Portfolio Provider or Investment Manager may use the same or substantially similar investment strategies, and may hold similar portfolios of investments, in other portfolios or products it manages (including mutual funds). These may be available at Morgan Stanley or elsewhere, and may cost an investor more or less than this strategy in Morgan Stanley's Select UMA program.

Overlay Managers or Executing Sub-Managers in some of Morgan Stanley's Separately Managed Account programs may affect transactions through broker-dealers other than Morgan Stanley or our affiliates. If your manager trades with another firm, you may be assessed costs by the other firm in addition to Morgan Stanley's fees. Those costs will be included in the net price of the security, not separately reported on trade confirmations or account statements. Certain managers have historically directed most, if not all, of their trades to outside firms. Information provided by managers concerning trade execution away from Morgan Stanley is summarized at:

[www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/sotresponse.pdf](http://www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/sotresponse.pdf). For more information on trading and costs, please refer to the ADV Brochure for your program(s), available at [www.morganstanley.com/ADV](http://www.morganstanley.com/ADV), or contact your Financial Advisor/Private Wealth Advisor.

The portfolio may, at times, invest in exchange-traded funds (ETFs), which are a form of equity security in seeking to maintain continued full exposure to the broad equity market.

Morgan Stanley investment advisory programs may require a minimum asset level and, depending on your specific investment objectives and financial position, may not be suitable for you. Investment advisory program accounts are opened pursuant to a written client agreement.

Consulting Group's unified managed account program, Select UMA, allows Financial Advisors to combine separately managed accounts (SMAs), mutual funds and exchange-traded funds (ETFs) within a single investment advisory account for clients.

Certain strategies managed or sub-advised by us or our affiliates, including but not limited to Morgan Stanley Investment Management and Eaton Vance Management and its investment affiliates, may be included in your account. Morgan Stanley Global Investment Manager Analysis evaluates certain investment products for the purposes of some – but not all – of Morgan Stanley Smith Barney LLC's investment advisory programs. Please contact your Morgan Stanley team and/or see the applicable Form ADV, which can be accessed at [www.morganstanley.com/adv](http://www.morganstanley.com/adv), for information about affiliated investment products that are not reviewed or evaluated by GIMA, as well as additional disclosures applicable to affiliated products, that could be included in this strategy.

Diversification does not guarantee a profit or protect against a loss.

### *No obligation to notify*

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### *Sources of information*

Material in this profile has been obtained from sources that we believe to be reliable, but we do not guarantee its accuracy, completeness or timeliness. Third party data providers make no warranties or representations relating to the accuracy, completeness or timeliness of the data they provide and are not liable for any damages relating to this data.

### *No tax advice*

Morgan Stanley and its affiliates do not render advice on legal, tax and/or tax accounting matters to clients. Each client should consult his/her personal tax and/or legal advisor to learn about any potential tax or other implications that may result from acting on a particular recommendation.

### *Not an ERISA fiduciary*

Morgan Stanley is not acting as a fiduciary under either the Employee Retirement Income Security Act of 1974, as amended, or under section 4975 of the Internal Revenue Code of 1986, as amended, in providing the information in this profile.

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## INDEX DESCRIPTIONS

## 90-Day T-Bills

The 90-Day Treasury Bill is a short-term obligation issued by the United States government. T-bills are purchased at a discount to the full face value, and the investor receives the full value when they mature. The difference of discount is the interest earned. T-bills are issued in denominations of \$10,000 auction and \$1,000 increments thereafter.

## Russell Mid Cap VI

The Russell Mid Cap Value Index contains Russell Midcap companies with lower price-to-book ratios and lower forecasted growth values. The stocks are also members of the Russell 1000 Value Index.

## S&P 500

The S&P 500 Total Return has been widely regarded as the best single gauge of the large cap U.S. equities market since the index was first published in 1957. The index has over \$5.58 trillion benchmarked, with index assets comprising approximately \$1.31 trillion of this total. The index includes 500 leading companies in leading industries of the U.S. economy, capturing 75% coverage of U.S. equities. This index includes dividend reinvestment.

**Indices are unmanaged and have no expenses. You cannot invest directly in an index.**

## GLOSSARY OF TERMS

**Alpha** is a mathematical estimate of risk-adjusted return expected from a portfolio above and beyond the benchmark return at any point in time.

**American Depository Receipts (ADRs)** are receipts for shares of a foreign-based corporation held in the vault of a U.S. bank.

**Average Portfolio Beta** is a measure of the sensitivity of a benchmark or portfolio's rates of return to changes against a market return. The market return is the S&P 500 Index. It is the coefficient measuring a stock or a portfolio's relative volatility.

**Beta** is a measure of the sensitivity of a portfolio's rates of return to changes in the market return. It is the coefficient measuring a stock or a portfolio's relative volatility.

**Bottom-Up Stock Selection** Emphasis primarily on individual stock selection. Considerations of economic and industry factors are of secondary importance in the investment decision-making process.

**Capitalization** is defined as the following: Mega (Above \$100 billion), Large (\$12 to \$100 billion), Medium (\$2.5 - \$12 billion), Small (\$.50 - \$2.5 billion) and Micro (below \$.50 billion).

**Distribution Rate** is defined as the most recent distribution paid, annualized, and then divided by the current market price. Distribution rate may consist of investment income, short-term capital gains, long-term capital gains, and /or returns of capital.

**Dividend** a portion of a company's profit paid to common and preferred shareholders.

**Dividend Yield** annual dividend per share divided by price per share. Dividend Yield for the portfolio is a weighted average of the results for the individual stocks in the portfolio.

**Downside Risk** is a measure of the risk associated with achieving a specific target return. This statistic separates portfolio volatility into downside risk and upside uncertainty. The downside considers all returns below the target return, while the upside considers all returns equal to or above the target return.

**Duration** is a measure of price sensitivity expressed in years.

**High Grade Corporate Bonds** corporate bonds from issuers with credit ratings of AA or AAA.

**Information Ratio** is a measure of the investment manager's skill to add active value against a given benchmark relative to how stable that active return has been. Essentially, the information ratio explains how significant a manager's alpha is. Therefore, the higher the information ratio, the more significant the alpha.

**Investment Grade Bonds** are those rated by Standard & Poor's AAA (highest rated), AA, A or BBB (or equivalent rating by other rating agencies or, in the case of securities not rated, by the investment manager).

**Morgan Stanley Composite Start Date** is the date when Morgan Stanley was able to start to calculate the composite performance of the strategy using qualifying advisory accounts.

**Performance Inception Date** is the date that the Investment Advisor started to calculate the performance of the strategy.

**Program Inception Date** is the date that the strategy was launched into the Select UMA program.

**Price/Book Ratio (P/B)** weighted average of the stocks' price divided by book value per share. Book value per share is defined as common equity, including intangibles, divided by shares outstanding times the adjustment factor.

**Price/Cash Flow Ratio** a ratio used to compare a company's market value to its cash flow. It is calculated by dividing the company's market cap by the company' operating cash flow in the most recent fiscal year (or the most recent four fiscal quarters); or, equivalently, divide the per-share stock price by the per-share operating cash flow.

**Price/Earnings Ratio (P/E Ratio)** shows the multiple of earnings at which a stock sells. Determined by dividing current stock price by current earnings per share (adjusted for stock splits). Earnings per share for the P/E ratio are determined by dividing earnings for past 12 months by the number of common shares outstanding. The P/E ratio shown here is calculated by the harmonic mean.

**Price/Sales Ratio** determined by dividing current stock price by revenue per share (adjusted for stock splits). Revenue per share for the P/S ratio is determined by dividing revenue for past 12 months by number of shares outstanding.

**R2 (R-Squared)/Portfolio Diversification** indicates the proportion of a security's total variance that is benchmark-related or is explained by variations in the benchmark.

**Sharpe Ratio** measures the efficiency, or excess return per unit of volatility, of a manager's returns. It evaluates managers' performance on a volatility-adjusted basis.

**Standard Deviation** is a statistical measure of historical variability or spread of returns around a mathematical average return that was produced by the investment manager over a given measurement period. The higher the standard deviation, the greater the variability in the investment manager's returns relative to its average return.

**Top-Down/Economic Analysis** Emphasis primarily on macroeconomic trends as opposed to bottom-up stock selection.

**Tracking Error** represents the standard deviation of the difference between the performance of the investment strategy and the benchmark. This provides a historical measure of the variability of the investment strategy's returns relative to its benchmark.

**U.S. Treasury Bonds** a marketable, fixed interest U.S. government debt security with a maturity of more than 10 years. Treasury bonds make interest payments semi-annually and the income that holders receive is only taxed at the federal level.

**Volatility** a measure of risk based on the standard deviation of the asset return. Volatility is a variable that appears in option pricing formulas, where it denotes the volatility of the underlying asset return from now to the expiration of the option. There are volatility indexes. Such as a scale of 1-9; a higher rating means higher risk.