

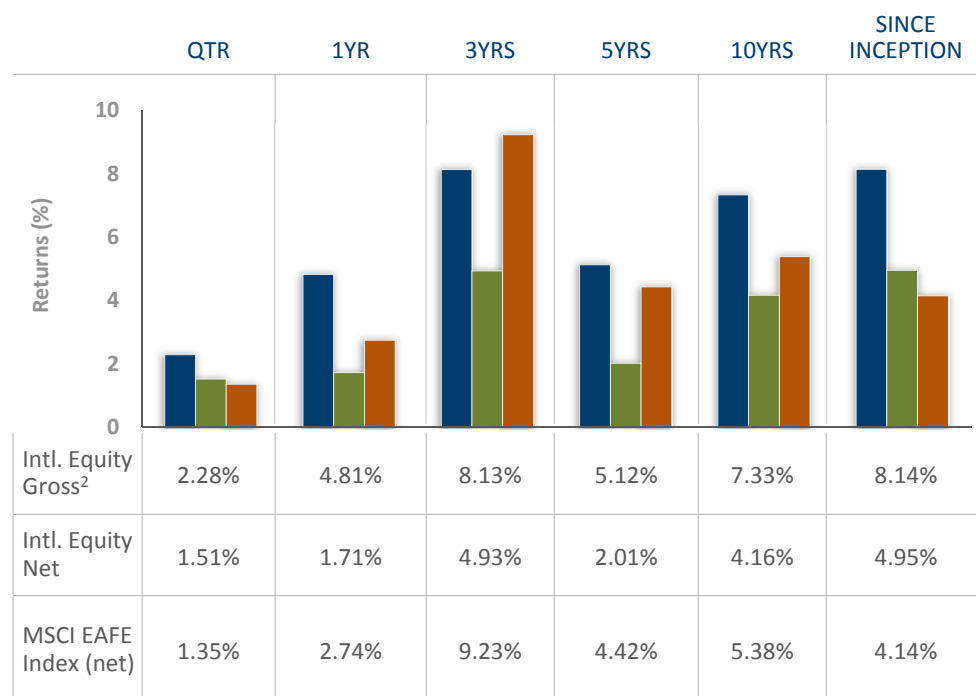


Quarter Ending September 30, 2018

## STRATEGY

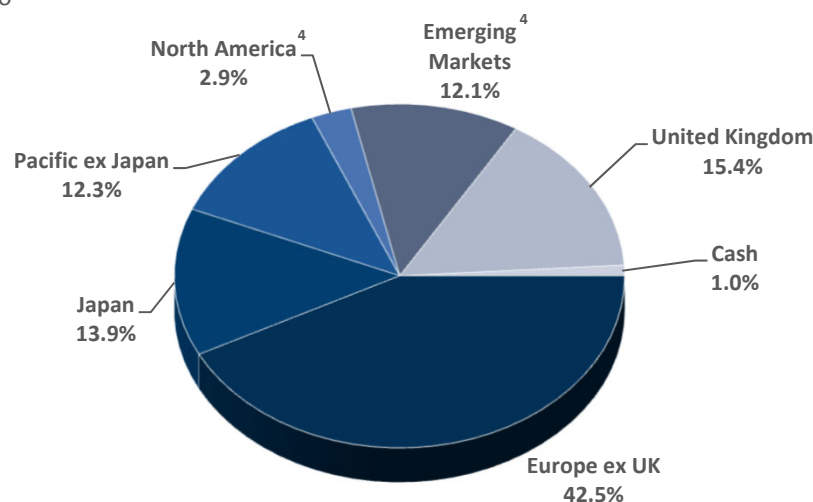
- High conviction portfolio of 30-40 international stocks
- Bottom-up research informed by top-down macro views
- Investment style is Core with a Quality and Value bias
- Cash flow based approach to valuation
- Flexibility to adapt to market conditions

## PERFORMANCE<sup>1</sup>



## REGIONAL EXPOSURE<sup>3</sup>

% of Portfolio



## STRATEGY OVERVIEW

Inception Date	January 1, 2006
Benchmark	MSCI EAFE <sup>®</sup> Index (net)
Number of Holdings	30 – 40
Expected Turnover	~50%

## PORTFOLIO CHARACTERISTICS<sup>3</sup>

	Portfolio	MSCI EAFE Index (net)
Number of Holdings	34	924
Weighted Avg. Market Cap	\$59.4b	\$41.1b
Forward Price to Earnings	10.4	14.8
Price to Cash Flow	7.8	9.8
Price to Book	1.6	1.6
Est. 3- 5 Year EPS Growth	6.6%	7.7%
Dividend Yield (net)	3.0%	3.2%

## TOP TEN HOLDINGS<sup>3</sup>

	Country	% of Port
Conch Cement H ADR	China	4.6
Sony Corp Sponsored ADR	Japan	4.2
Ashtead Group Plc ADR	U.K.	4.2
Allergan Plc ADR	U.K.	3.8
Golden Ocean Group Ltd	Norway	3.6
ASML Holding NV NY	Netherlands	3.5
DBS Group Holdings ADR	Singapore	3.4
Equinor ASA ADR	Norway	3.4
Broadcom Inc.	Singapore	3.4
Nidec Corporation ADR	Japan	3.4

## CONTACT INFORMATION

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<sup>1</sup>Inception date is January 1, 2006. Periods over one year are annualized. Please see the GIPS Compliant Presentation for more information. <sup>2</sup>Effective April 2011, gross performance is shown as "pure" gross performance, as returns have not been reduced by transaction costs. <sup>3</sup>Holdings, weights, and characteristics are from a representative account and are subject to change. Weights include cash. <sup>4</sup>Mexican holdings of 2.9% reflected in North America. **Past performance is not indicative of future results.**



## The Quarter in Review

Global equity markets outside the U.S. rose in the third quarter of 2018 after two previous negative quarters. Non-US developed markets represented by the MSCI-EAFE Index climbed +1.35% in Q3 while the Duff & Phelps International Equity Strategy outperformed the benchmark, up +2.28% (gross return). International equity markets shrugged off the U.S.-China “Trade and Tariff War” and higher interest rates, both of which had caused skittishness during the first half of the year. Instead the dominant focus the last few months was a growing consensus that global economic growth is alive and well, driven by a very strong U.S. economy. Underlying economic fundamentals remain largely positive in support of the global growth story, which served to mute the overall impact of adverse news events, which seem to appear more frequently these days.

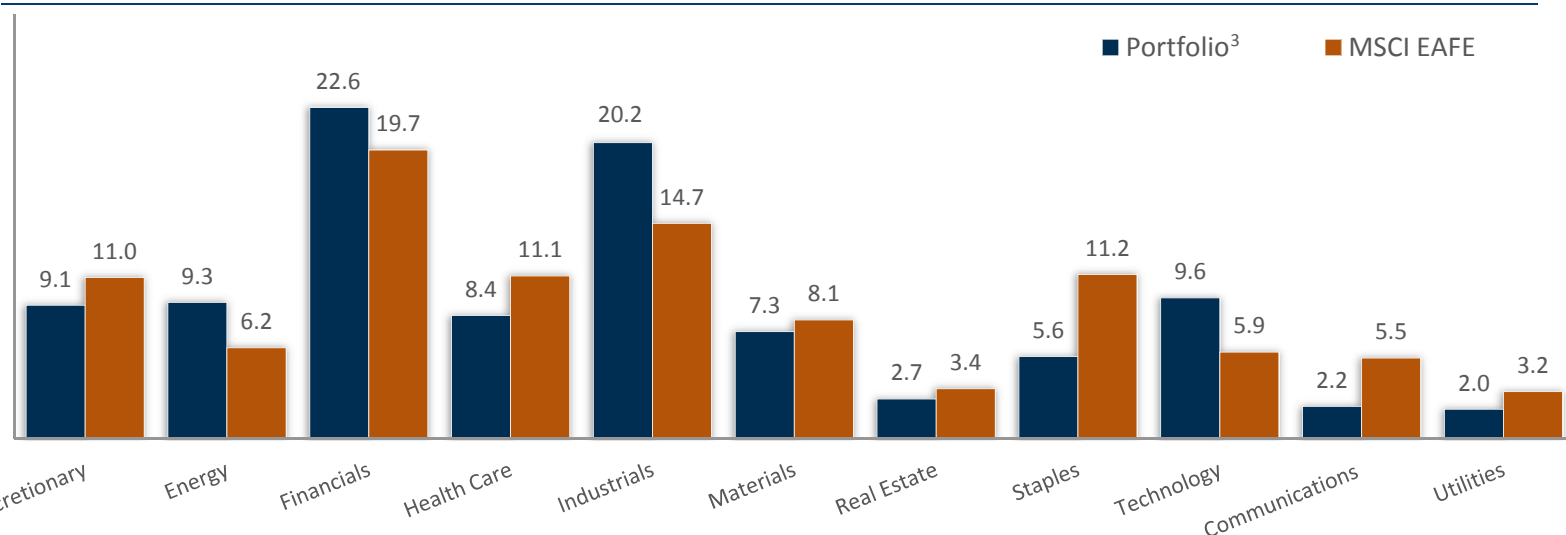
Our strategy’s outperformance in the third quarter was driven by the positive impact of stock selection, especially in the consumer staples, financials, consumer discretionary, and technology sectors. Security selection in industrials, real estate, utilities and healthcare detracted from results, but was more than offset from the positive contributions elsewhere. Sector allocation had an overall negligible impact on results, with no single sector contributing or detracting much from relative results. At the index level seven out of the eleven sectors posted positive returns, with the healthcare sector leading the pack. Only the real estate index sector fell more than 1% in the quarter, as tranquility returned to markets on the back of a positive economic backdrop.

## Portfolio Positioning

At the sector level, our most significant changes included expanding our overweight to the financials and technology sectors while moving our real estate exposure from overweight to underweight. In financials we added Ping An, a Chinese insurer, which more than offset a reduction in our exposure to Asian bank DBS Group. In technology we added ASML, a Dutch provider of photolithography systems to the semiconductor industry, and added to our exposure to Broadcom, which more than offset the elimination of our position in Check Point. In real estate, we eliminated British Land which left only Australia’s Lendlease Group as our sole holding in the sector. Other changes were an increase to our existing position in British Telecom, and a reduction of our positions in Ctrip.com and Airbus. The net effect of these changes was to increase the portfolio’s cyclical tilt given our positive outlook on ongoing secular global growth.

Regionally, we finished the quarter with our largest out of index weighting found in emerging markets, a market weight allocation to Asia ex-Japan and the UK, and underweights to Japan and Europe ex-UK. The underweight to Europe was reduced somewhat in the quarter by our purchase of ASML, but there are still many benchmark-heavy consumer-related names in Europe which do not fit our investment process at this time. Our emerging markets exposure continues to be focused in China, and is primarily a call on the region’s ongoing economic expansion and liberalization, with exposure to the financial sector (China Construction Bank and Ping An), expanding middle class travel (Ctrip.com), and the country’s capacity-constrained construction cement industry (Anhui Conch Cement). Both the Chinese stock market and currency were weak during the quarter, largely due to skittishness caused by the trade talk with Washington DC, but our view is that the positive effects of continued economic expansion in China are far more material than any headwind which may be created by escalating tariffs.

## Sector Weights (in %) as of 09/30/18





## The Market Ahead

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Global markets posted positive returns in the third quarter, returning to form after taking a negative turn during the first half of the year. Investors shrugged off U.S./China tariff escalations, a Fed tightening in the U.S. and expectations for less accommodative central bank policies worldwide, BREXIT clashes within the U.K., and trade tensions elsewhere. The Organization for Economic Co-operation and Development (OECD), the International Monetary Fund (IMF), and others, are calling attention to increasingly divergent growth rates among countries, the slowdown in trade growth, divergent central bank policies, and the natural maturing of a business cycle as causes for concern going forward. However, global growth and corporate earnings remain strong. The OECD itself currently projects global growth to remain steady at 3.7% in both 2018 and 2019.

This global growth forecast is particularly remarkable set against a backdrop of central bank tightening in the US and UK, and the beginning of QE withdrawal in the EU and Japan. The question still remains whether these moves will upend the financially-engineered reality of the past decade and test the question of whether the world economy can stand on its own. But at the most basic levels – e.g., expanding corporate profits, strong employment data, expansionary purchasing manager surveys, and buoyant consumer confidence – the building blocks for growth are at hand. Certainly different economies will take different paths from here, but it is the existence of this divergence which creates opportunities for a manager like us whose macro-awareness informs a robust bottom up stock selection process.

While many have questioned President Trump's motives and methods when it comes to trade, his more bilateral approach has been working lately. Last month he agreed to a framework with the EU to resolve trade issues between the EU and US, and this month negotiators from our southern and northern neighbors were able to hammer out an updated version of NAFTA, which is being referred to as USMCA, or the US-Mexico-Canada Agreement. It was not clear until the last moment whether or not Canada would be part of this trade agreement but in the end substance prevailed over posturing. While there is still a fair bit of brinksmanship in the tariff rhetoric with China, and much to be resolved, there is a good chance that negotiations resume after the mid-term elections. And in the mean-time, USMCA is being drawn up to be voted on and ratified in 2019, which significantly reduces uncertainty for the North American manufacturing supply-chain and lets Trump fulfill a key campaign pledge to Labor that NAFTA was a "bad deal". Bad deal or not, NAFTA was signed in 1992 by President Clinton and given the rapid pace of change in our economy, it was probably due for an update.

In the UK, rancor over BREXIT implementation details continues unresolved. Teresa May's "soft BREXIT" faction is angling to stay closely aligned with the EU to keep tariffs, border issues, and other trade deals as intact (i.e. benign) as possible. A "hard BREXIT" faction led by home secretary Boris Johnson has taken a more nationalist tone, seeking a clean break from an EU alignment which they see as being a net detriment to the UK's well-being. From an investment perspective, we remain sanguine as more than three-fourths of the revenue of the FTSE 100 constituent companies is actually generated outside the UK. As such, those companies must be evaluated in the global context both from the perspective of their stability of earnings regardless of the vagaries of BREXIT implementation.

We continue to monitor Italy's projected budget deficit and bond spreads relative to other EU government bonds, the ongoing financial crisis in Turkey and Argentina and its effect on Emerging Markets, the second round Presidential election in Brazil, and the upcoming congressional elections in the U.S. Knowledge of these events provides context for our bottom up fundamental stock selection work, and helps us guard against catching the proverbial falling knife in a particular country. But that being said, our upbeat outlook is rooted in a broad view of ongoing global economic growth and the individual stock selections we see as best suited to flourish in that environment. (cont.)



## The Market Ahead cont.

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We have found select opportunities across all major sectors of the global economy but continue to lean into cyclical sectors such as energy, financials, industrials, and technology. We also continue to be underweight in defensive sectors such as consumer staples and communication services, for both top-down and bottom-up reasons. While we are not necessarily bullish on Emerging Markets overall, we do see value in our out-of-benchmark exposure to Emerging Markets via China, where the growth story and market liberalization remains most prominent.

We are pleased to have delivered another quarter of solid performance to our investors. As always, we thank you for your continued support. Please call us directly if we can provide additional portfolio commentary to you or your clients.

FREDERICK A. BRIMBERG  
Senior Portfolio Manager

JOHN L. CRESWELL  
Executive Managing Director

#### IMPORTANT RISK CONSIDERATIONS:

**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 or medium-sized companies may enhance that risk. **Foreign & Emerging Markets:** Investing internationally, especially in emerging markets, involves additional risks such as currency, political, accounting, economic, and market risk. **Derivatives:** Investments in derivatives such as futures, options, forwards, and swaps may increase volatility or cause a loss greater than the principal investment.



## GIPS Compliant Presentation

Year-end (12/31)	Annual Composite Return (%)		Annual Benchmark Return (%)	3-Year Annualized Standard Deviation (%)		Number of Accounts	Asset-weighted Dispersion (%)	Composite Assets (US \$M)	Firm Total Assets (US \$B)	% of Bundled Fee Accounts In Composite
	Gross	Net		Composite	Benchmark					
2017	18.55	15.05	25.03	10.35	11.83	<5	n.a.	58.8	10.2	100%
2016	-0.40	-3.35	1.00	11.33	12.46	<5	n.a.	11.4	10.3	100%
2015	2.43	-0.60	-0.81	12.26	12.46	<5	n.a.	57.8	n.a. <sup>1</sup>	100%
2014	-4.04	-6.89	-4.90	12.09	13.03	<5	n.a.	54.1	n.a. <sup>1</sup>	100%
2013	15.96	12.57	22.78	14.15	16.25	<5	n.a.	12.0	n.a. <sup>1</sup>	100%
2012	16.32	12.92	17.32	16.78	19.37	<5	n.a.	10.9	n.a. <sup>1</sup>	100%
2011	-2.88	-5.77	-12.14	19.34	22.43	<5	n.a.	5.1	n.a. <sup>1</sup>	100%
2010	11.95	8.67	7.75	21.97	26.23	<5	n.a.	1.4	n.a. <sup>1</sup>	0%
2009	37.05	33.09	31.78	20.32	23.58	<5	n.a.	0.8	n.a. <sup>1</sup>	0%
2008	-28.89	-31.06	-43.38	17.89	19.24	<5	n.a.	0.5	n.a. <sup>1</sup>	0%

<sup>1</sup>Results were achieved while at a prior firm. <sup>2</sup>Effective April 2011 gross performance is shown as "Pure" gross performance for bundled fee accounts as returns have not been reduced by transaction costs and is presented as Supplemental Information.

**Duff & Phelps Investment Management Co. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Duff & Phelps Investment Management Co. has been independently verified for the periods January 1, 1993 through December 31, 2017. The verification reports are available upon request. 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. Verification does not ensure the accuracy of any specific composite presentation.**

**1. Organization** – Duff & Phelps Investment Management Co. ("Duff & Phelps" or the "firm") is a registered investment adviser and a wholly owned subsidiary of Virtus Investment Partners. Duff & Phelps manages assets on behalf of institutional and retail separate accounts and open-end and closed-end funds. Registration of an investment adviser does not imply any level of skill or training.

**2. Composite Description** – The International ADR Equity Managed Account Composite includes all fully discretionary wrap/SMA accounts from all managed account platforms (excluding UMA assets) that focus their investments in international ADR equity securities with the objective of achieving superior long-term returns through capital appreciation and dividend income as prices of such securities return to fair value. Risk is controlled by monitoring regional and sector exposures and by pursuing investments with a bias towards valuation and quality. Prior to April 2011, the Composite did not include wrap/SMA accounts and consisted of other bundled fee accounts. The inception date of the Composite is January 1, 2006 and the Composite was created on October 1, 2016.

Performance presented for the period August 1, 2012 through September 6, 2016 occurred while the Portfolio Manager was affiliated with Euclid Advisors LLC. Performance presented prior to August 1, 2012 occurred while the Portfolio Manager was affiliated with Avatar Associates. From 2006 through 2010, none of the portfolios in the Composite were fee-paying, from January 2011 through April 2011 the portfolios converted to fee-paying accounts, and effective April 30, 2011 and forward, all of the portfolios in the Composite are fee-paying. For all periods, the Portfolio Manager was the only individual responsible for selecting securities to buy and sell. This presentation conforms to the GIPS guidelines regarding the portability of investment results.

The strategy invests primarily in developed markets, including the U.S. and Canada. It may also invest up to 20% in emerging market securities.

**3. Benchmark** – The Composite Benchmark is the MSCI EAFE Index (Europe, Australasia, Far East) (net), a free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. and Canada. Benchmark returns are calculated net of non-reclaimable

withholding taxes.

**4. Calculations** – Returns are expressed in U.S. dollars and include accrued income. The Composite and Benchmark results reflect the reinvestment of dividends and other earnings. The Composite return is an asset weighted average of the performance results of all the portfolios in the Composite based on beginning of month values. The withholding tax rates used in the calculation of account performance are dependent on account domicile and/or platform methodologies. The annual composite dispersion is an asset weighted standard deviation calculated for the accounts in the composite for the entire year and is not presented for periods with 5 or fewer portfolios. The 3-year annualized ex-post standard deviation measures the variability of the Composite and the Benchmark returns over the preceding 36-month time period and is not presented for periods of less than 36 months. The table above reflects corrected 2016 Composite assets of \$11.4 million. Gross Composite performance results prior to 2012 have been restated from prior presentations, as have been the resulting net Composite results and the Composite 3-year standard deviation results for the period.

**5. Performance and Fee Information** – Investment performance returns are presented on both a gross of fee and net of fee basis. Gross returns do not reflect any deduction for investment advisory fees, custodial charges or other costs that a client might incur in connection with the management of an account. Effective April 2011, gross performance is shown as "pure" gross performance, as returns have not been reduced by transaction costs, and is presented as Supplemental Information. Net of fee performance was calculated monthly using an assumed highest bundled fee of 3.00%, the standard wrap fee schedule. Bundled fees include trading and administrative fees, investment management fees and advisory fees; and actual bundled fee rates are determined at the platform sponsor level. Returns realized by clients will be reduced by actual bundled fee rates and rates incurred by clients may vary. Index returns do not reflect the deduction of any fees.

**6. Additional Information** – Duff & Phelps's policies for valuing portfolios, calculating performance and preparing compliant presentations, as well as a complete list of composite descriptions, are available upon request.

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

This material has been prepared using sources of information generally believed to be reliable; however, its accuracy is not guaranteed. Opinions represented are subject to change and should not be considered investment advice or an offer of securities. Forward-looking statements are necessarily speculative in nature. It can be expected that some or all of the assumptions or beliefs underlying the forward-looking statements will not materialize or will vary significantly from actual results or outcomes. It should not be assumed that securities identified were or will be profitable. Portfolio holdings information is based on a representative account and does not represent all of the securities held in client portfolios. The securities identified may no longer be held in client portfolios and the holdings of any particular client portfolio may vary. The list is provided for illustrative purposes and should not be considered a recommendation to purchase or sell a particular security. A complete list of holdings and transactions for the previous twelve months is available upon request.