

# + Mid-Cap Value Equity

**CEREDEX**  
VALUE ADVISORS®

## INVESTMENT PROCESS

We apply a disciplined and methodical bottom-up stock selection process based on fundamental research and analysis on a company-by-company basis to identify catalysts that we believe may indicate upside potential. We select stocks with the most attractive risk/reward prospects and apply an economic overlay to support fundamental momentum.

### 1. Screening

- Screen companies on market capitalization parameters and dividend screens
- Narrow universe to exchange-traded, dividend-paying stocks

### 2. Valuations

- Examine valuations relative to historical value, peers, and the market. Apply specific valuation metrics including price-to-book and price-to-sales
- Narrow universe to stocks trading in the lower third of historical valuation, relative to peers, industry, and the markets

### 3. Fundamentals Analysis

- Apply traditional fundamental analysis, evaluating financial statements and looking for positive catalysts
- Narrow universe to stocks with well-defined dividend policies that display characteristics of financial strength and positive catalysts

### 4. Construct and Monitor Portfolio

- Construct a portfolio of 50–70 dividend-paying stocks with attractive valuations, and fundamental catalysts that improve the likelihood of successful stock selection

## KEY ELEMENTS OF OUR APPROACH

### + Dividend-Paying Companies

Companies with well-defined dividend policies provide an important source of total return, offer tangible proof of a company's earnings potential, and may lower overall volatility in declining markets. Ceredex only invests in companies that pay a dividend.

### + Relative and Absolute Valuations

We seek low expectation stocks trading in the lower end of their historical valuation, relative to their industry peers and the market, based on the premise that valuation disconnects tend to revert back to their mean.

### + Positive Catalysts Leading to Improving Stock Prices

The investment team looks for catalysts that have the potential to drive meaningful price appreciation over a 12- to 24-month time frame. Positive catalysts may include management changes, restructuring, or new product introductions.



## PORTFOLIO MANAGER

### Don Wordell, CFA

Chief Investment Officer, Portfolio Manager  
Industry start date: 1996  
Start date with firm: 1996

## FIRM FACTS

- Value equity investing roots trace back to 1989
- \$9.1 billion in AUM\*  
in three primary strategies
- Headquartered in Orlando, Florida
- 13 investment professionals\*
- Composite strategy inception: 2002

\* As of 9/30/2019

## INVESTMENT PHILOSOPHY

We believe that under-valued, dividend-paying stocks with positive catalysts will yield consistent long-term investment results for our clients.

## INVESTMENT OBJECTIVE

The strategy seeks to provide long-term capital appreciation and income by investing primarily in U.S. companies with market capitalizations similar to the companies in the Russell Midcap® Index, and which the managers believe are undervalued in the market place at the time of purchase.

## INVESTMENT STYLE

- Active management
- Mid-cap value equity
- Bottom-up stock selection
- Fundamental research driven
- Benchmark: Russell Midcap® Value Index

**PORTFOLIO CHARACTERISTICS AS OF 9/30/2019**

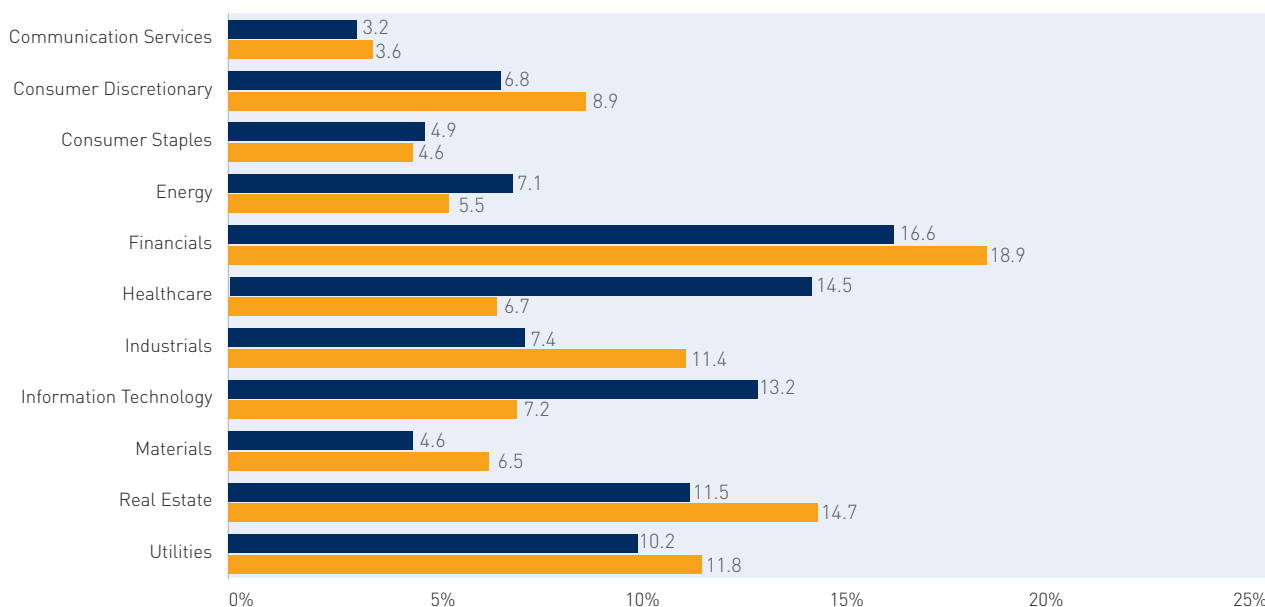
	Portfolio	Russell Midcap® Index
Market Cap (\$bil)	18.3	15.1
Dividend Yield	2.3%	2.4%
Trailing P/E Ex-Negative Earnings	18.3x	17.5x
Price-to-Book	2.2x	1.9x
Price-to-Sales	1.3x	1.3x
Assets Size (\$mil)	4,169	—

**TOP 10 HOLDINGS AS OF 9/30/2019**

	% of Equity
Zimmer Biomet Holdings, Inc.	5.0
Humana Inc.	4.5
Energizer Holdings Inc.	3.8
Pinnacle Financial Partners, Inc.	2.9
Public Service Enterprise Group Inc.	2.8
Hartford Financial Services Group, Inc.	2.8
Western Digital Corp.	2.7
Diamondback Energy, Inc.	2.6
FirstEnergy Corp.	2.6
Cousins Properties Inc.	2.4

**SECTOR CONCENTRATION AS OF 9/30/2019**

■ Ceredex Mid-Cap Value Equity (% Equity) ■ Russell Midcap® Value Index



**HOLDINGS DISCLOSURE** The information provided in this report should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain in an account's portfolio at the time you receive this report or that securities sold have not been repurchased. The securities discussed do not represent an account's entire portfolio and in the aggregate may represent only a small percentage of an account's portfolio holdings. It should not be assumed that any of the securities transactions or holdings discussed were or will prove to be profitable, or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein.

Holdings and sector weightings are subject to change.

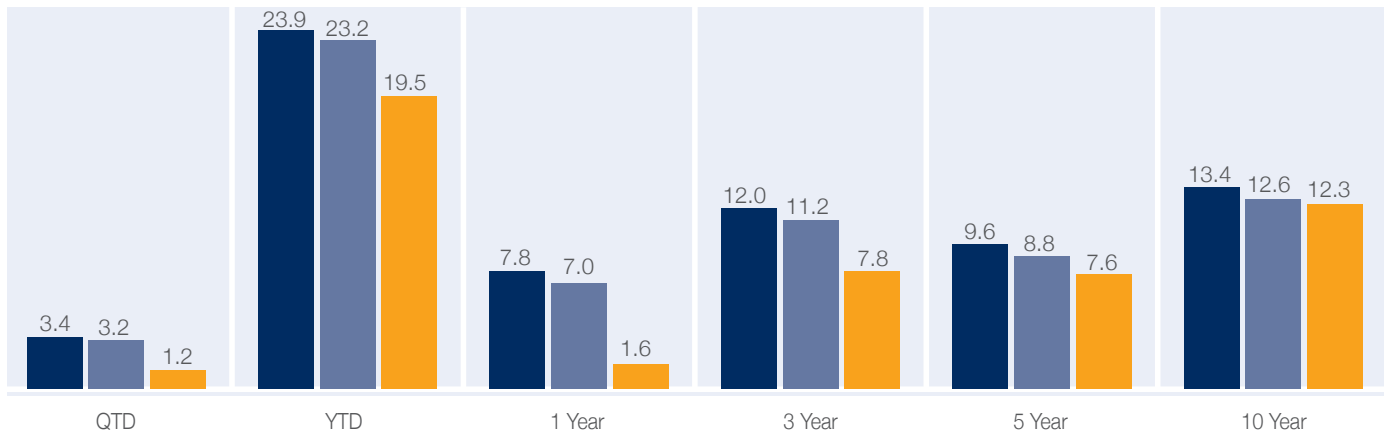
Source: FactSet. **Past performance is not indicative of future results.** Portfolio characteristics, sector analysis, and holdings excluding cash may change at any time without notice. This presentation is solely for SUPPLEMENTAL INFORMATION purposes, intended for institutional investors and may not be provided unless accompanied or preceded by the fully compliant GIPS Composite Presentation. Complete information regarding Ceredex returns is included on the GIPS Composite Presentation can be found on page 4.

# + Mid-Cap Value Equity



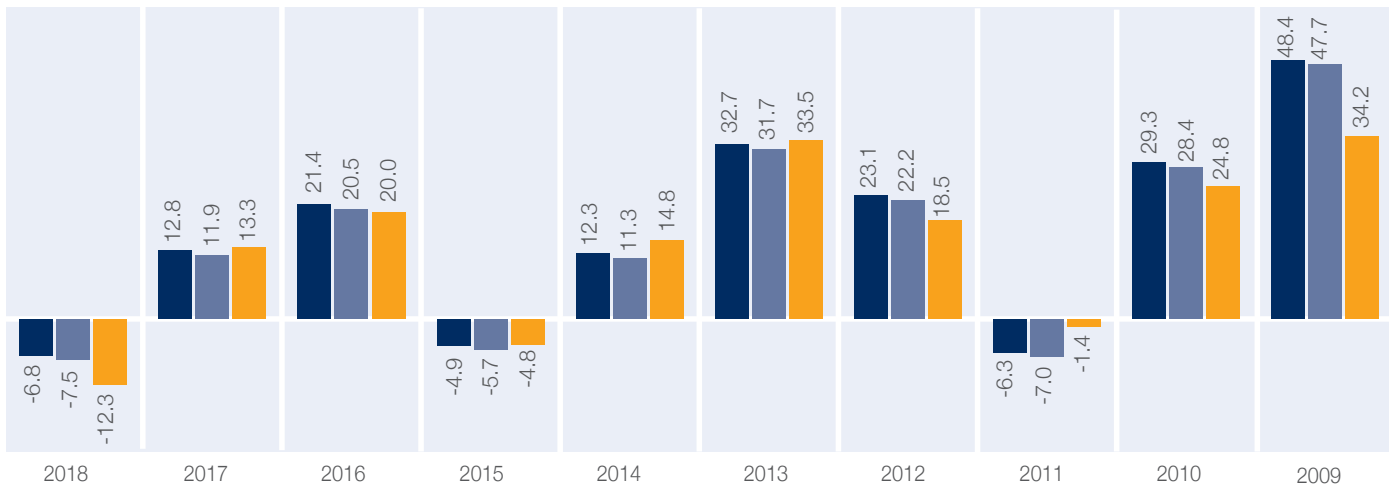
## ANNUALIZED PERFORMANCE (%) AS OF 9/30/2019

■ Portfolio (Gross) ■ Portfolio (Net) ■ Russell Midcap® Value Index



## CALENDAR YEAR PERFORMANCE (%)

■ Portfolio (Gross) ■ Portfolio (Net) ■ Russell Midcap® Value Index



**Past performance is not indicative of future results.** The above information is shown as supplemental information only and complements the fully compliant presentations. Periods greater than one year are annualized.

**For information, contact:**  
 Ceredex Value Advisors LLC | 407-674-1270 | [www.ceredexvalue.com](http://www.ceredexvalue.com)

## Mid-Cap Value Equity Composite Data

Performance Inception Date April 1, 2002 | Report Date September 30, 2019

Year End	Gross of Fee Return (%)	Net of Fee Return (%)	Benchmark Return (%)	Number of Portfolios	Composite Dispersion (%)	3-Year Standard Deviation		Total Composite Assets at End of Period (USD Millions)	Total Firm Assets (USD Millions)
						Composite	Benchmark		
2019 YTD	23.91	23.23	19.47	7	N/A	13.41	13.21	4,169	8,706
2018	-6.84	-7.54	-12.29	10	0.04	12.02	11.96	3,149	7,722
2017	12.75	11.91	13.34	11	0.14	11.55	10.32	3,664	10,095
2016	21.40	20.51	20.00	10	0.21	12.62	11.30	3,763	10,845
2015	-4.94	-5.65	-4.78	12	0.08	11.77	10.71	4,274	10,227
2014	12.26	11.33	14.75	12	0.06	10.83	9.81	5,027	12,269
2013	32.65	31.68	33.46	12	0.15	16.52	13.69	4,432	11,693
2012	23.07	22.15	18.51	9	N/A	20.63	16.76	2,857	8,740
2011	-6.31	-7.01	-1.38	4	N/A	23.75	22.78	1,940	6,493
2010	29.32	28.37	24.75	3	N/A	26.50	27.11	1,587	4,691
2009	48.43	47.68	34.21	3	N/A	23.53	25.01	696	3,082

Ceredex Value Advisors LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Ceredex has been independently verified for the period March 31, 2008 (the date of the Firm's founding) through December 31, 2018. A copy of the verification report is 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 GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.

- Ceredex Value Advisors LLC ("Ceredex") is an SEC-registered investment adviser and is a wholly owned subsidiary of Virtus Partners, Inc., a wholly owned subsidiary of Virtus Investment Partners, Inc. ("Virtus"). Registration of an investment adviser does not imply any level of skill or training. Ceredex manages assets on behalf of institutional and retail separate accounts and mutual funds. Ceredex became an affiliate of Virtus effective June 1, 2017, when Virtus acquired RidgeWorth Capital Management LLC and RidgeWorth Investments ("RidgeWorth"). Ceredex was created March 31, 2008, when all of the investment decision-makers associated with the value equity investment strategies of RidgeWorth became employees of Ceredex. The staff and decision making process remained intact and independent within Ceredex. For composite reporting purposes, the Firm is defined as all equity portfolios managed by Ceredex. Composite performance results are linked to performance history generated at RidgeWorth.
- The Mid-Cap Value Strategy composite includes all fully discretionary separately managed investment accounts and registered mutual funds managed in accordance with the mid cap value style with the objective of producing long-term capital appreciation and income. Under normal circumstances, Mid-Cap Value Portfolios will have at least 80% of their net assets invested in U.S. traded equity securities of mid-cap companies. U.S. traded equity securities may include American Depositary Receipts ("ADRs"). Ceredex considers mid-cap companies to be companies with market capitalizations similar to those of companies in the Russell Midcap® Value Index. In selecting investments for the portfolios, Ceredex chooses companies that it believes are undervalued in the market relative to the industry sector and the company's own valuation history. Prior to September 1, 2015, the gross of fee return for the mutual fund was calculated by adding back the fund's published total operating expense ratio to the net of fee mutual fund performance; we now use the gross of fee return of the underlying portfolio. A complete description of the composite is available on request.
- The benchmark for the Mid-Cap Value Strategy composite is the Russell Midcap® Value Index. The Russell Midcap® Value Index is an unmanaged index which measures the performance of those securities found in the Russell Midcap universe with lower price-to-book ratios and lower forecasted growth values. The stocks are also members of the Russell 1000® Value Index. The index is calculated on a total-return basis with dividends reinvested. Index returns do not reflect the deduction of any fees or expenses.
- The three-year annualized standard deviations for the composite and the benchmark index are calculated using monthly returns.
- Valuations and returns are computed and stated in U.S. Dollars.
- Beginning March 31, 2008, composite policy requires the temporary removal of any portfolio incurring a client initiated significant cash inflow or outflow of 10% or greater of portfolio assets.
- The dispersion of annual returns is measured by the standard deviation across equal-weighted portfolio returns represented within the composite for the full year. No dispersion is reported for periods with five or fewer portfolios (shown as N/A).
- Returns are calculated based on total return which (a) includes cash returns, realized and unrealized gains plus income; (b) utilizes trade date and accrual accounting; and (c) is after the deduction of actual trading fees and expenses. Portfolio returns are calculated utilizing daily valuation. Composite returns, calculated monthly, are the weighted average return of the underlying portfolios using beginning-of-period market values. Composite gross of fee 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. Composite net of fee performance is calculated assuming a fee of 0.75%, the highest fee for this type of investment account.
- The standard management fee schedule applicable to mid-cap value accounts is as follows: 0.75% on the first \$25 million, 0.65% on the next \$25 million, 0.55% on the next \$50 million, and 0.50% on all over \$100 million. The minimum annual fee is \$15,000. Actual investment advisory fees incurred by clients may vary.
- This composite was created March 31, 2008, the inception date of Ceredex, and continues the investment strategy of a composite originally created in 2007. The composite has performance history with an inception date of April 1, 2002.
- The minimum portfolio size for the Mid Cap Value Strategy composite is \$1 million. For further information on investment management fees, please refer to Form ADV Part 2.
- Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
- A complete list and description of firm composites and performance results is available upon request.
- Past performance is not indicative of future results and no investment is guaranteed for return of principal and/or return on investments. Results may vary among accounts. All information provided and used in calculations is believed to be correct, but accuracy cannot be guaranteed. Please consult with a financial professional before investing.

### 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. **Value Stocks:** Value stocks are subject to the risk that the broad market may not recognize their intrinsic value.

### GLOSSARY

**Avg. Weighted Market Cap (bn):** The total dollar market value of all of a company's outstanding shares. **Trailing P/E Ex-Negative Earnings:** Per share stock price divided by the latest 12-months earnings per share. **Price-to-Book Value:** A ratio used to compare a stock's market value to its book value. **Price-to-Sales:** A valuation ratio that compares a company's stock price to its revenues.

**Index:** The Russell Midcap® Value Index is a market capitalization-weighted index of medium-capitalization, value-oriented stocks of U.S. companies. The index is calculated on a total return basis with dividends reinvested. The index is unmanaged, its returns do not reflect any fees, expenses, or sales charges, and is not available for direct investment.