

# Natixis/Vaughan Nelson Select Strategy

Q3 | September 30, 2020

## Manager Overview

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

### Founded: 1970

AUM: \$10.1 billion (as of 6/30/20)

### Portfolio team:

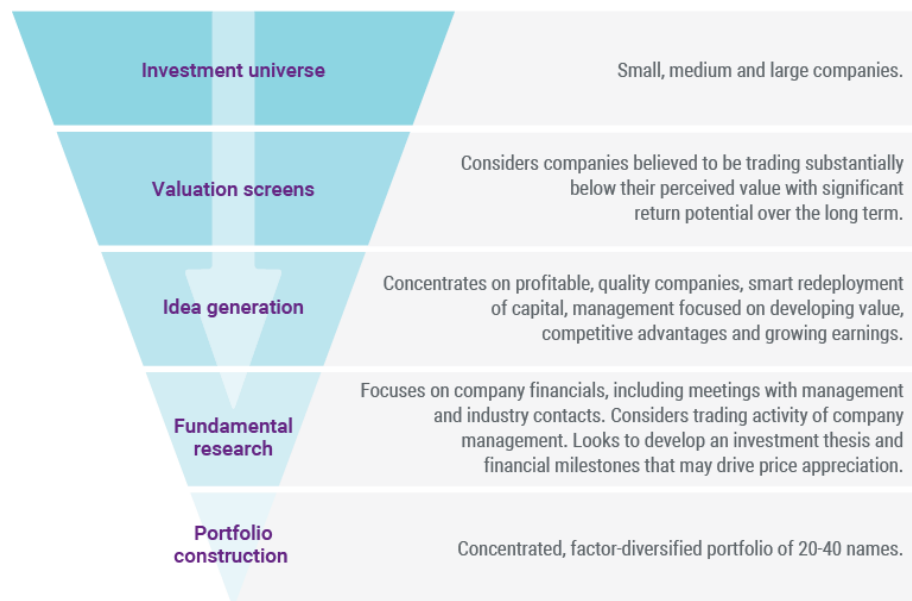
**Chris Wallis, CFA®**, CEO, CIO, Senior Portfolio Manager; BBA, Baylor University; MBA, Harvard Business School; began investment career in 1998; joined Vaughan Nelson in 1999.

**Scott J. Weber, CFA®**, Lead Senior Portfolio Manager; BS, University of the South; MBA, Tulane University – A.B. Freeman School of Business; began investment career in 1997; joined Vaughan Nelson in 2003.

## Strategy Overview – Investment Philosophy

The portfolio team believes information and liquidity gaps in the small-, mid-, and large-cap universe can create value opportunities and conducts extensive research to determine

- whether a company’s balance sheet supports its current valuation
- if they believe company management can deliver on stated strategy
- how the company creates value



## The Natixis approach

Natixis Advisors, L.P. ("Natixis Advisors") manages portfolios based on the specific models and recommendations of Vaughan Nelson Investment Management, the strategy’s model portfolio provider. Vaughan Nelson Investment Management adjusts these recommendations based on the availability of value and changing market conditions. Our goal is to mirror these recommendations in portfolios that can be customized to address the tax and cash flow considerations of each investor.

Natixis Investment Managers serves financial professionals with more insightful ways to construct portfolios. Powered by the expertise of more than 20 specialized investment managers globally, we apply **Active Thinking®** to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis ranks among the world’s largest asset management firms<sup>1</sup> (\$1,017.7 billion AUM).<sup>2</sup>

<sup>1</sup> Cerulli Quantitative Update: Global Markets 2020 ranked Natixis Investment Managers as the 17th largest asset manager in the world based on assets under management as of December 31, 2019.

<sup>2</sup> Net asset value as of June 30, 2020. Assets under management ("AUM"), as reported, may include notional assets, assets serviced, gross assets, assets of minority-owned affiliated entities and other types of non-regulatory AUM managed or serviced by firms affiliated with Natixis Investment Managers

Natixis Advisors, L.P. is one of the independent affiliated asset managers comprising Natixis Investment Managers.

PERFORMANCE OVERVIEW (AS OF 9/30/20)

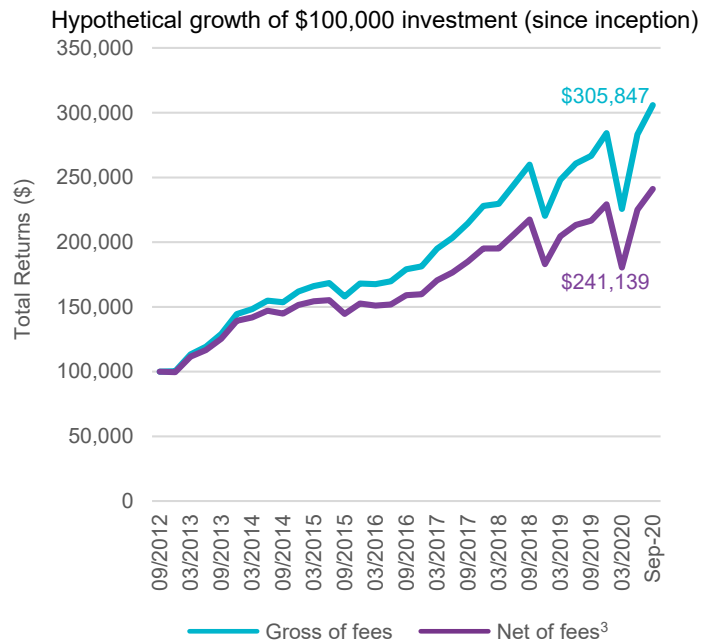
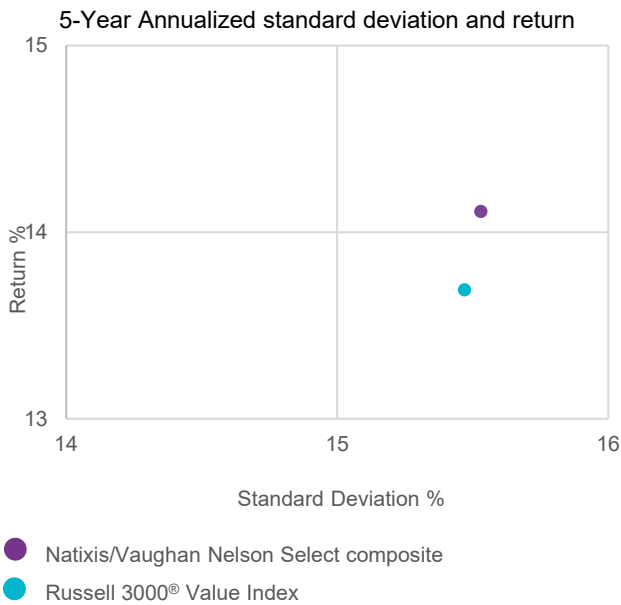
Natixis/Vaughan Nelson Select wrap composite<sup>1</sup>

Annualized returns<sup>2</sup> %

	3 month	YTD	1 Year	3 years	5 years	Since inception (9/1/2012)
Gross of fees	7.97	7.60	14.69	12.54	14.11	15.08
Net of fees <sup>3</sup>	7.18	5.21	11.32	9.24	10.76	11.71
Russell 3000® Value Index	9.21	5.41	15.00	11.65	13.69	13.47

Calendar year returns<sup>2</sup> %

	2012 <sup>4</sup>	2013	2014	2015	2016	2017	2018	2019
Gross of fees	2.14	43.95	12.01	3.79	7.94	25.72	-3.35	28.99
Net of fees <sup>3</sup>	1.12	39.81	8.72	0.73	4.76	22.07	-6.22	25.25
Russell 3000® Value Index	2.88	33.55	12.56	0.48	12.74	21.13	-5.24	31.02



**Performance data shown represents past performance and is no guarantee of, and not necessarily indicative of, future results.** Returns shown are considered to be preliminary and are subject to change. Gross performance does not take into account transaction costs, investment advisory fees, custody fees, or other expenses that were charged to clients' accounts, or deductions for income taxes. Such fees will reduce investment performance over time. Standard deviation measures the risk of a portfolio or market. Indexes are not investments and do not incur fees and expenses and are not professionally managed. It is not possible to invest directly in an index.

<sup>1</sup> Please see the back page for important disclosures and performance information about the Natixis/Vaughan Nelson Select wrap composite.

<sup>2</sup> Performance for less than one year is not annualized.

<sup>3</sup> Net-of-fees performance reflects deduction of a 3% annual fee, the highest wrap program fee applicable to a client account.

<sup>4</sup> Represents partial period starting 9/1/2012 and ending 12/31/2012.

## PORTFOLIO HOLDINGS AND CHARACTERISTICS (AS OF 9/30/20)

### Natixis/Vaughan Nelson Select Strategy

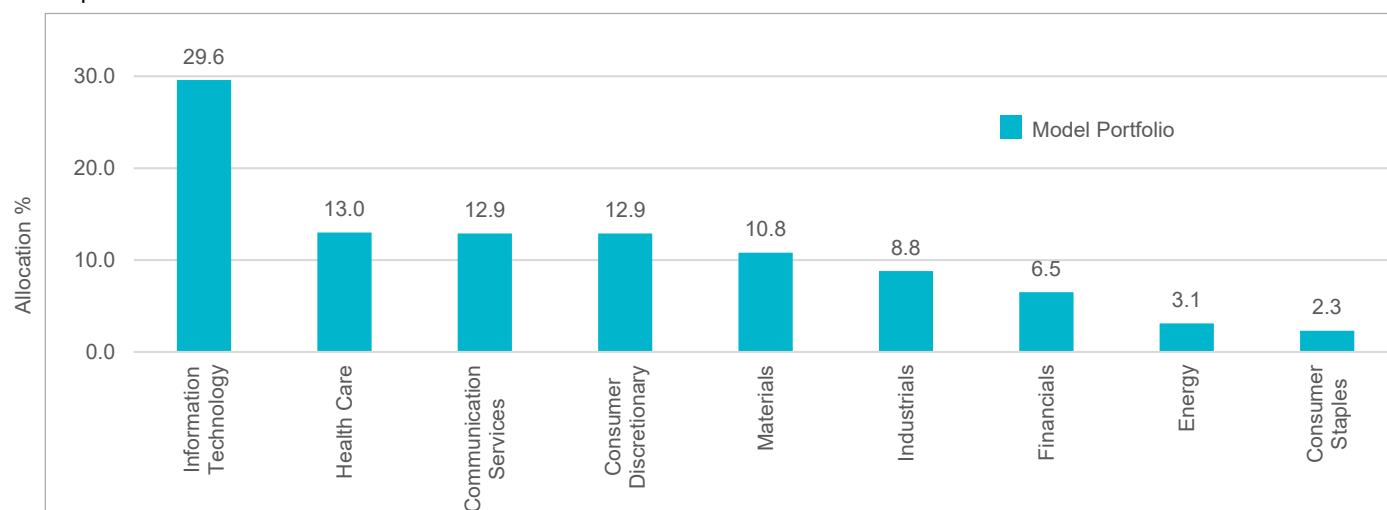
#### Model portfolio top ten holdings

Company	Percentage of total portfolio
Microsoft Corp	6.22
Facebook Inc	5.98
Amazon.Com Inc	5.78
Electronic Arts Inc	5.33
Union Pacific Corp	5.30
Sherwin-Williams Co	5.23
Texas Instruments Inc	5.07
Unitedhealth Group Inc	4.84
Home Depot Inc	4.82
Mastercard Inc	4.67

#### Model portfolio characteristics

	Model Portfolio
Number of holdings	30
Weighted average market cap (\$ billions)	312.54
Price/earnings ratio (x) (forward 12 months)	25.10
Price/book ratio (x)	4.21
Average dividend yield %	1.34
EPS growth rate % (3-5 year estimate)	12.17
Turnover rate (2019) %	35.11

#### Model portfolio sector allocations %



Source: FactSet.

The above information is for the Natixis/Vaughan Nelson Select model portfolio composite. The model portfolio represents the investment recommendations of the portfolio team as of the date indicated. The holdings, characteristics and performance of your portfolio may be different from the holdings, characteristics and performance information presented in this report. As the portfolio is actively managed, holdings are subject to change. At any date any particular account may include securities not held in the model portfolio. This information should not be considered a recommendation or solicitation by Natixis Advisors or the model portfolio provider to buy or sell any security shown. Investors should not assume that any of the holdings were or will be profitable. Recommendations over the last year are available on request. Indexes do not incur expenses and are not available for direct investment. Significant dispersion may occur among the holdings and performance of the model portfolio, the client accounts managed by Natixis Advisors using the model portfolio, and the accounts managed by the model portfolio provider on a discretionary basis included in the institutional composite for a variety of reasons. Such reasons include differing account sizes, differing cash flows, the timing and terms of execution of trades, individual client needs, and differing tax situations. The characteristics shown are for illustrative purposes only. The projected characteristics are based upon estimates and reflect subjective judgments and assumptions. There can be no assurance that developments will transpire as forecasted and that the estimates are accurate.

Natixis/Vaughan Nelson Select wrap composite (as of 12/31/19)

Year	Total return (gross of fees) %	Total return (net of fees) %	Russell 3000® Value Index %	Number of portfolios in composite	Total composite assets at end of period (\$ mm)	Standard deviation of account returns %	Percentage of total firm assets %
2019	28.99	25.25	31.02	767	739.3	0.81	2.64
2018	-3.35	-6.22	-5.24	722	517.7	0.62	2.43
2017	25.72	22.07	21.13	525	410.0	0.46	1.84
2016	7.94	4.76	12.74	395	254.8	0.40	1.38
2015	3.79	0.73	0.48	233	112.1	0.33	0.68
2014	12.01	8.72	12.56	95	36.5	0.17	0.26
2013	43.95	39.81	33.55	51	18.1	0.22	0.16
2012 <sup>1</sup>	2.14	1.12	2.88	7	1.7	N/A	0.02

1 Performance is that of a partial year beginning 9/1/12 and ending 12/31/12.

Returns shown are preliminary and are subject to change. Performance for periods of less than one year is not annualized. The composite was created in September 2012. **The Natixis/Vaughan Nelson Select wrap composite includes all fully discretionary separate account wrap portfolios managed in the Vaughan Nelson Select style.** Natixis Advisors, L.P. defines fully discretionary accounts as accounts in which Natixis Advisors has the unrestricted ability to create and maintain an investment program for each account in a manner consistent with the client investment objectives. Accounts are included in the composite in the first full calendar month after management begins. Closed accounts remain in the composite through the last full month under management. The composite includes all discretionary separately managed accounts (i.e., wrap or non-commission-paying accounts) managed in the Natixis/Vaughan Nelson Select strategy and subadvised by Vaughan Nelson Investment Management. All accounts are included regardless of size, tax status, or client-imposed restrictions. Performance is expressed in US dollars. Returns are calculated on a total-return basis (appreciation and income), include cash equivalents, and are time weighted using average capital base monthly valuations. Quarterly returns are calculated by linking monthly composite returns through compound multiplication, and annual returns are calculated by linking quarterly returns. Leverage is not used in the composite. Gross performance does not take into account transaction costs, investment advisory fees, custody fees, or other expenses that were charged to clients' accounts or deductions for income taxes. Such fees will reduce investment performance over time. Net returns reflect the deduction of a 3% annual fee, which is the highest wrap program fee applicable to a client account. Standard deviation measures the consistency of the composite's performance results with respect to the individual portfolio returns within the composite. Only portfolios that have been managed for the full year are included in the standard deviation calculation. A complete list and description of the firm's composites are available upon request.

**Performance data shown represents past performance and is no guarantee of, and not necessarily indicative of, future results.** Performance of the Natixis/ Vaughan Nelson Select wrap composite and the Russell 3000® Value Index reflects the reinvestment of dividends and other earnings. The Russell 3000® Value Index measures the performance of the broad value segment of the US equity value universe. It includes those Russell 3000® Index companies with lower price-to-book ratios and lower forecasted growth values. The Russell 3000® Value Index is constructed to provide a comprehensive, unbiased, and stable barometer of the broad value market. The Index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect value characteristics. The securities holdings of the composite may differ materially from those of the index used for comparative purposes. Indexes are not investments and do not incur fees and expenses and are not professionally managed. It is not possible to invest directly in an index. Natixis Advisors will combine the investment recommendations from the model portfolio provider with the ability to customize individual portfolios to meet clients' specific needs, such as cash flows, tax issues and other considerations. In most cases, Natixis Advisors expects to invest substantially in line with the recommendations provided by the model portfolio provider in an effort to seek best overall execution. Significant dispersion may occur among the holdings and performance of the model portfolio, the client accounts managed by Natixis Advisors using the model portfolio, and the accounts managed by the model portfolio provider on a discretionary basis included in the institutional composite for a variety of reasons. Such reasons include differing account sizes, differing cash flows, the timing and terms of execution of trades, individual client needs, and differing tax situations.

**Investment Risks:** All securities are subject to risk, including possible loss of principal. Please read the risks associated with each investment prior to investing. Detailed discussions of each investment's risks are included in Part 2A of each firm's respective Form ADV. The investments highlighted in this presentation may be subject to certain additional risks. The views and opinions expressed may change based on market and other conditions. This material is provided for informational purposes only and should not be construed as investment advice. There can be no assurance that developments will transpire as forecasted. Actual results may vary. This document may contain references to third party copyrights, indexes, and trademarks, each of which is the property of its respective owner. Such owner is not affiliated with Natixis Investment Managers or any of its related or affiliated companies (collectively "Natixis") and does not sponsor, endorse or participate in the provision of any Natixis services, funds or other financial products. The index information contained herein is derived from third parties and is provided on an "as is" basis. The user of this information assumes the entire risk of use of this information. Each of the third party entities involved in compiling, computing or creating index information disclaims all warranties (including, without limitation, any warranties of originality, accuracy, completeness, timeliness, non-infringement, merchantability and fitness for a particular purpose) with respect to such information.

It is important to note that under the agreement between the model portfolio provider and Natixis Advisors, pursuant to which the model portfolio provider supplies the model portfolio, the model portfolio provider's role is limited to assembling the model portfolios and under certain circumstances, trading certain securities. Portfolio transactions will be effected either by Natixis Advisors or the model portfolio provider. When effected by the model portfolio provider, transactions will be aggregated with transactions of the model portfolio provider's other clients when feasible, in an effort to seek best overall execution. All other investment tasks are the responsibility of Natixis Advisors, the investment advisor, including the discretion of what portion of client accounts will be invested using the model portfolio. Accordingly, the information shown may not be representative of the performance of client accounts managed by Natixis Advisors. For more information, please see Part 2 of Natixis Advisors' most recent Form ADV. The information presented in this report has been developed internally and/or obtained from sources believed to be reliable; however, neither Natixis Advisors, L.P. nor the model portfolio provider guarantees the accuracy, adequacy, or completeness of such information nor do we guarantee the appropriateness of any strategy referred to in this report for any particular investor. This report is provided for information purposes only and is not to be construed as advice or a recommendation for the purchase or sale of any security.

Natixis Advisors, L.P. provides advisory services through its divisions Active Index Advisors® and Managed Portfolio Advisors®. Advisory services are generally provided with the assistance of model portfolio providers, some of which are affiliates of Natixis Investment Managers, LLC.

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