

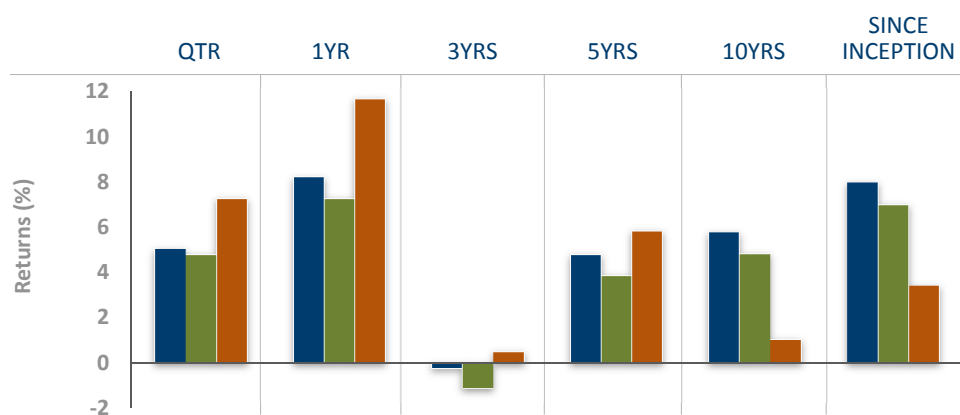
Quarter Ending March 31, 2017

### STRATEGY

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



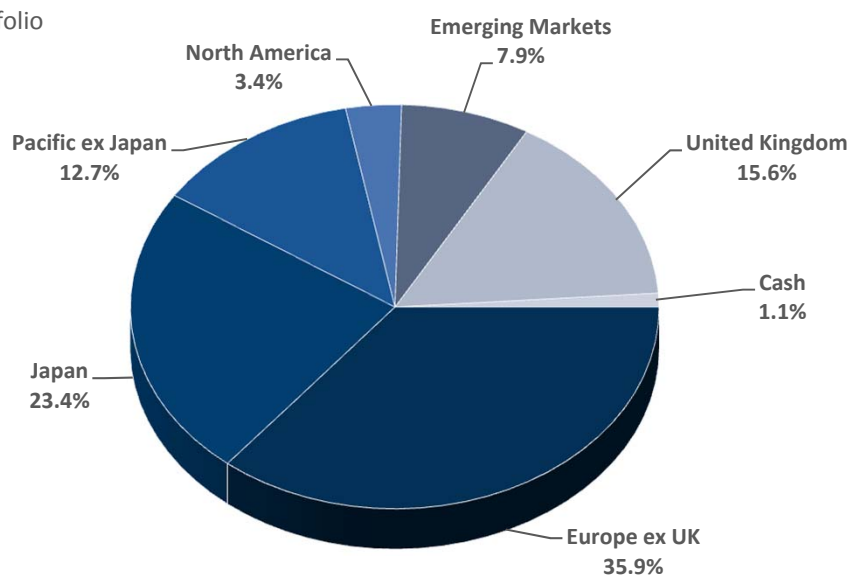
### PERFORMANCE<sup>1</sup>



	QTR	1YR	3YRS	5YRS	10YRS	SINCE INCEPTION
Intl. Equity Gross	5.04%	8.21%	-0.22%	4.80%	5.77%	7.97%
Intl. Equity Net	4.80%	7.25%	-1.11%	3.87%	4.82%	7.00%
MSCI EAFE Index (net)	7.25%	11.67%	0.50%	5.83%	1.05%	3.42%

### REGIONAL EXPOSURE<sup>2</sup>

% of Portfolio



### STRATEGY OVERVIEW

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

### PORTFOLIO CHARACTERISTICS<sup>2</sup>

	Portfolio	MSCI EAFE Index (net)
Number of Holdings	33	929
Weighted Avg. Market Cap	\$39.5B	\$46.5B
Forward Price to Earnings	13.6	15.4
Price to Cash Flow	7.6	8.4
Price to Book	1.5	1.7
Est. 3-5 Yr EPS Growth	9.9%	11.8%
Dividend Yield (net)	2.1%	2.6%

### TOP TEN HOLDINGS<sup>2</sup>

	Country	% of Port
DBS Group Holdings	Singapore	3.9
Ashtead Group plc	U.K.	3.8
SAP SE	Germany	3.6
Lendlease Group	Australia	3.4
Airbus Group SE	Netherlands	3.4
IMAX Corporation	Canada	3.4
Nidec Corporation	Japan	3.3
Societe Generale S.A.	France	3.2
Sony Corporation	Japan	3.2
Broadcom Limited	Singapore	3.1

### CONTACT INFORMATION

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1. Inception date is January 1, 2006. Periods over one year are annualized.

2. Holdings, weights, and characteristics are from a representative account and are subject to change. This information is considered supplemental and complements the Duff & Phelps International ADR Equity Institutional Composite Disclosure Presentation included at the end of this presentation.

Past performance is not indicative of future results.



## The Quarter in Review

Worldwide equity investors received strong gains in the first quarter of 2017 as investors shook off political uncertainty, choosing to focus instead on a succession of positive economic data which suggested that global GDP growth is accelerating. Purchasing manager surveys, consumer sentiment indicators, employment data, upward earnings revisions, and steepening yield curves collectively buttressed the global growth story. Reform agendas in Japan and Brazil began to bear fruit, and the ECB reiterated a lower-for-longer stance to further drive deflation.

As had been the case leading up to the US election in 4Q 2016, politics continued to dominate the news headlines in the first quarter. The populist movement seemed to lose some momentum, as the centrist candidate won the Dutch election and France's right-wing candidate Le Pen seems to have a difficult path to victory in that country's upcoming vote. Furthermore, Donald Trump's efforts to reform US Healthcare hit a legislative impasse. The market largely shrugged off these developments, a nod in favor of a status quo that is starting to feel like a broad based global economic expansion.

International stocks represented by the MSCI-EAFE Index ended the first quarter with a gain of 7.25% while the Duff & Phelps International Equity Strategy lagged the benchmark return. The majority of the Q1 underperformance was the result of stock selection in Financials, Consumer Discretionary, and Energy. Stock selection in Information Technology, Real Estate, and Materials contributed positively to relative and absolute performance. On a sector basis overall, asset allocation was a minor contributing factor.

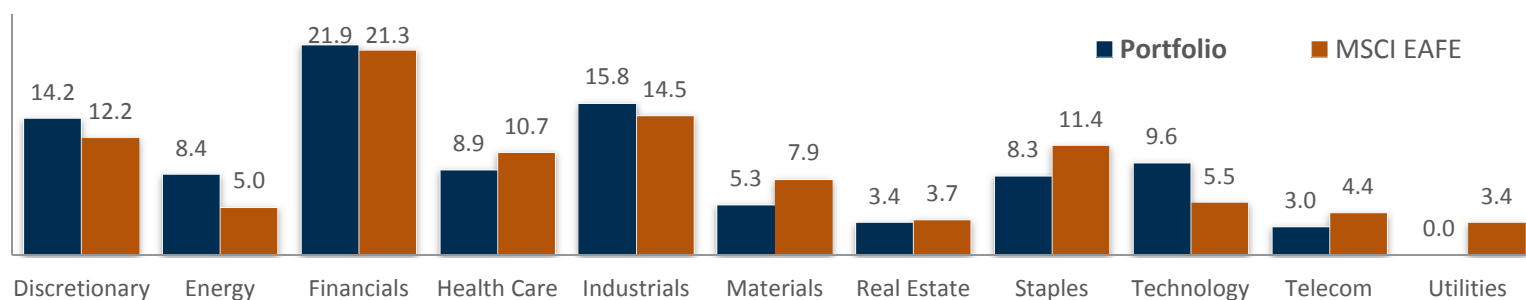
Looking back on the quarter, we—like anybody else—don't like to underperform. Some good perspective is to remember that we have historically run the portfolio to an 0.8 to 0.9 beta, and have typically not kept up with an equity market that raced ahead more than 5% in a quarter. We have made our name (and our long term outperformance) delivering a more consistent, lower-volatility return over the longer run.

## Portfolio Positioning

During the third and fourth quarters of 2016 we began to position the portfolio in a more bullish, pro-cyclical stance. This involved reducing our cash position and exposure to defensive sectors and eliminating our holdings in gold miners. In the first quarter of 2017 we continued this evolution, with a particular focus on the European banks whose prospects had turned notably better versus a year ago. We expect positive GDP trends to stimulate demand for business credit and reduce non-performing loan risk. We recognize that European banks have strengthened their capital ratios in the wake of the 2008 financial crisis. We anticipate the next round of European regulations (Basel IV) to be less restrictive than originally anticipated. And we see steepening yield curves driving more favorable net interest margins.

Against this backdrop we added Barclays, BNP Paribas, and ING to the portfolio. These joined existing holdings Societe Generale, DBS Group, and ORIX to take us to an overweight stance in Financials by quarter end. Outside of Financials, we also found compelling opportunities in Japanese industrial Hitachi as well as Brazilian educational services provider Kroton. We also added to our existing holdings in Shire and iron ore miner Fortescue. We eliminated Safran, KEPCO, AIG, WPP Group, KDDI, Spark, and Bridgestone, and also reduced our position in Toray. The net effect of these moves is that the portfolio is generally overweight the cyclical sectors (e.g., Consumer Discretionary, Energy, Financials, Industrials, and Information Technology) while being underweight defensive sectors such as Healthcare, Telecommunications, Utilities, and Consumer Staples. We continue to wrestle with new ideas in the Materials sector, which we remain underweight.

## Sector Weights<sup>2</sup> (in %) as of 03/31/17





## Portfolio Positioning (con't)

Regionally, our added exposure to the European banks helped to reduce but not eliminate our underweight to Europe ex-UK. We also remain modestly underweight the UK and roughly neutral in Japan and Asia ex-Japan. We maintain a 7-8% exposure in Emerging Markets via Brazil. And we have aggressively reduced our cash position down to 1.1% at quarter end.

## The Market Ahead

The global economy continues to deliver solid performance that is forcing investors to take deflation seriously. That said, election uncertainty remains in France, and North Korea continues to be a concern. Our belief is that political “tail risk” will mitigate somewhat, enabling markets to react more favorably to what appears to be a solidifying global GDP growth picture.

We have become more constructive on Europe and recognize that the region’s economic momentum is improving. We observe strengthening EU consumer demand, expansion in the EU manufacturing and service sectors, and an increase in the percentage of the working class population employed. Eurozone PMI indicators are at their highest levels in nearly six years, and monetary policy remains accommodative. Corporate unit labor costs have been reduced and earnings forecasts have stabilized. And lastly the weak Euro provides an export advantage. This positive backdrop creates the possibility that 2017 could be the year European equities finally outperform the US, a long-overdue reversion to the mean.

We like what we see in Japan as well. Fourth quarter GDP was revised upward in March, and we see an inflection point in the factors which have long fueled deflation there. Property values are rising, corporate deleveraging has waned, unemployment claims are at a 25 year low, and the aging population has shifted from saving to spending mode. The Abe administration’s fiscal stimulus boost and the BOJ’s yield curve control policies are bearing fruit. The yen has taken a meandering path to end up at basically the same level it was a year ago. However, as bond yields increase in other major economies, capital outflow could apply downward pressure on the yen and boost the Japanese export economy.

The outlook for emerging markets has begun to decouple from developed markets, largely over uncertainty relating to potential US trade and foreign policy reforms. However, rising global growth in general is good for emerging markets, and emerging market equities did indeed outperform developed equities in Q1. Furthermore, the potential for enacted US policy to be less protectionist than feared could provide a further catalyst to the EM story. We continue to favor Brazil not only as an attractive source of bottom-up emerging market stock ideas, but also against a backdrop of political reform that we expect to drive a reversal of GDP growth from negative in 2016 to positive in 2017 and accelerating thereafter.

China’s spike in fixed asset investment during early 2016 clearly has aided Emerging Markets and commodities since then, and we will continue to watch how this effect ripples through markets and how sustainable it is.

Overall, we have done a significant amount of repositioning in the portfolio post-Brexit as the world went from defensive to cyclical in what seemed like a few short months last summer. It is essential that our lineup represents our best ideas at a given time while also providing the desired sector and geographic exposure. In addition, we have always prided ourselves on being adaptive to our environment. The last six months have been challenging to say the least, but we are very happy with the balance we have struck between quality, growth, value, and cyclicity. At quarter end our portfolio had a lower Price-Earnings ratio and lower Beta than our index with a Return on Equity about the same as our index. In these uncertain times, to have a basket of 30-40 of our best ideas, with less sensitivity to the market and similar quality, is a portfolio we can be proud of and have conviction in.

As always, we appreciate your continued support of our strategy and team.

**FREDERICK A. BRIMBERG**  
Senior Managing Director  
Senior Equity Portfolio Manager

**JOHN L. CRESWELL**  
Executive Managing Director



## Performance Disclosure International ADR Equity Institutional Composite

Year	Total Firm Assets (\$B)	Total Composite Assets (\$M)	Accounts at Year End	Percent of Bundled Fee Accounts in Composite	Gross Annual Return (%) <sup>2</sup>	Net Annual Return (%)	MSCI EAFE® Index (net) Annual Return (%)	Composite 3 Year Standard Deviation Gross (%)	Benchmark 3 Year Standard Deviation (%)	Composite Dispersion
2016	10.3	119.3	15	10%	-0.21	-1.10	1.00	11.26	12.46	N/A
2015	N/A <sup>1</sup>	105.1	5 or fewer	<1%	2.48	1.56	-0.81	12.29	12.46	N/A
2014	N/A <sup>1</sup>	112.8	7	3%	-4.66	-5.51	-4.90	12.28	13.03	0.10%
2013	N/A <sup>1</sup>	121.4	7	3%	15.55	14.52	22.78	14.19	16.25	0.16%
2012	N/A <sup>1</sup>	3.8	5 or fewer	100%	16.49	15.46	17.32	16.93	19.37	N/A
2011	N/A <sup>1</sup>	3.4	7	100%	-2.49	-3.37	-12.14	19.43	22.43	N/A
2010	N/A <sup>1</sup>	1.4	5 or fewer	0%	11.89	10.89	7.75	22.49	26.23	N/A
2009	N/A <sup>1</sup>	0.8	5 or fewer	0%	36.83	35.64	31.78	20.51	23.58	N/A
2008	N/A <sup>1</sup>	0.5	5 or fewer	0%	-27.84	-28.50	-43.38	18.05	19.24	N/A
2007	N/A <sup>1</sup>	0.6	5 or fewer	0%	23.26	22.17	11.17	N/A	N/A	N/A

(1) Results were achieved while at a prior firm. (2) 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 September 30, 2016. 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 Institutional Composite includes all fully discretionary accounts, excluding wrap/SMA accounts 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. The Composite includes bundled fee accounts (excluding wrap/SMA accounts). The inception date of the Composite is January 1, 2006 and the Composite was created on September 30, 2016. Prior to September 7, 2016, performance results were achieved at other firms; performance for the period January 1, 2006 through July 31, 2012 was achieved at Avatar Associates and performance for the period August 1, 2012 through September 6, 2016 was achieved at Euclid Advisors LLC.

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), 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.

Several accounts in the Composite utilize a systematic prospective fair value methodology triggered by significant events (such as significant movements in U.S. markets following international markets' closings). The Benchmark does not utilize such a methodology. Composite returns and 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 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.

**5. Performance and Fee Information** – Investment performance returns are presented on both a gross of fee and net of fee basis. 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; other periods and accounts calculate gross composite returns net of trading costs. 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. The firm's fee schedule for management of institutional separate International ADR Equity accounts is: .90% on assets up to \$10 million, .75% on the next \$10 million, .65% on the next \$30 million, and .55% on amounts in excess of \$50 million. Returns realized by clients will be reduced by these costs. Actual investment advisory fees incurred by clients may vary. Initial minimum account size for institutional accounts is \$2 million. Net composite returns are calculated by subtracting the highest separate account investment management fee, in effect for the period for the respective management style, from gross composite results on a monthly basis. 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.