

## GLOBAL EQUITIES

Performance (see notes on reverse side)

As of 12/31/06 (US\$)	QTR	1 year	3 years	5 years
Hexavest Composite	5.79%	19.16%	16.30%	15.75%
MSCI World Net	8.37%	20.07%	14.68%	9.97%
Value added	-2.58%	-0.91%	1.62%	5.78%

### Positive factors (Quarter)

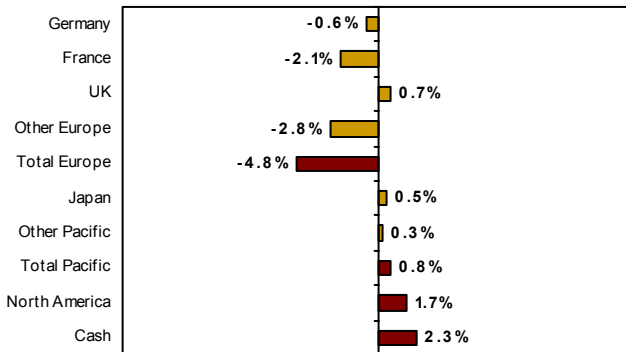
- Regional allocation: Elimination of the underweight position in the Pacific region.
- Sector allocation: Overweight position in Telecoms (second best performing sector).

### Negative factors (Quarter)

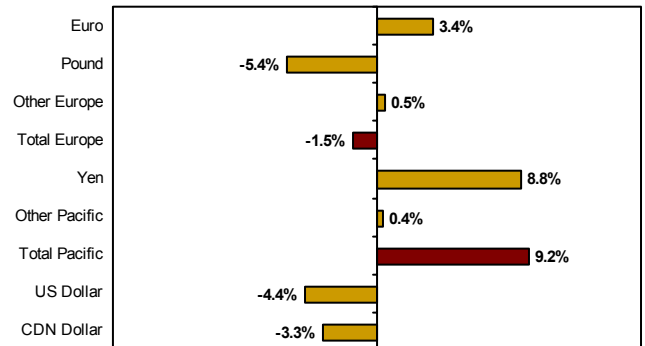
- Currency allocation: Underweight position in the British Pound against an overweight position in the Yen.
- Sector allocation: Overweight position in Health Care (worst performing sector).
- Stock selection: Bendigo Mining in Materials, and Coles Group and Seven & I in Consumer Staples.

## Model Portfolio

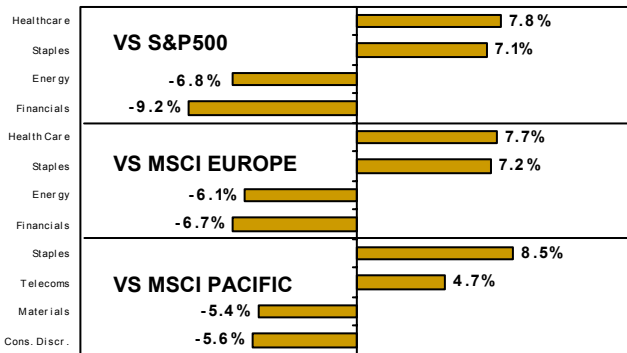
### COUNTRY DEVIATIONS VS MSCI WORLD



### CURRENCY DEVIATIONS VS MSCI WORLD



### MAJOR SECTOR DEVIATIONS (EX. CASH)



### TOP 10 STOCK HOLDINGS

Description	Country/Region	% of Portfolio
Pfizer	United States	2.2%
Intel	United States	2.2%
Altria Group	United States	1.9%
Johnson & Johnson	United States	1.7%
General Electric	United States	1.5%
Merck & Co.	United States	1.3%
Kimberly-Clark	United States	1.2%
Emerson Electric	United States	1.1%
Time Warner	United States	1.1%
Abbott Labs	United States	1.1%

## Strategy

- Since the market lows of late 2002 and early 2003, the MSCI US, MSCI Canada, MSCI Europe, and MSCI Pacific indices are up by 85%, 127%, 123%, and 128%, respectively. This stunning progression – without any significant correction – is one of the longest in stock market history. We believe such performance induces complacency and leads investors to raise their risk tolerance. In this environment, we doubt markets will be strong in 2007 and, therefore, **we are maintaining the defensive bias of the portfolio.**
- Last November we eliminated our underweight position in Japan.** Japanese consumers reduced their spending in 2006 due to temporary factors such as last summer's bad weather, a heavier fiscal burden, and small wage increases. In 2007, scarcity of labor and record profits of Japanese companies should lead to better compensation for Japanese workers, which in turn will bolster confidence and increase consumer spending. Furthermore, profit expectations for 2006 are very conservative and upward earnings revisions should be in great numbers.
- We made very few changes to our sector allocation strategy since the end of the third quarter.** Our largest overweight position remains in Consumer Staples across all regions. For the first time in five years, earnings momentum (Upgrades vs Downgrades) is positive and has a beta of 0.48 against the MSCI World index; clear indications this sector has defensive characteristics.
- Greatly helped by the hedge fund industry, capital flows dominated fundamentals in currency movements last year. The low interest rate environment in Japan continued to favor carry-trades and played against the Yen. Given the high probability that the Bank of Japan increases its rates in 2007 and given the large discount of the Yen from a valuation standpoint, **we are maintaining our overweight position in this currency.**

## GLOBAL EQUITIES

### Investment Team



*Vital Proulx, CFA*  
Overall Portfolio  
Strategy



*Marc Veilleux, Ph. D.*  
Pacific Rim  
Director of Research  
Currency Management  
Quantitative Models



*Denis Rivest, CFA*  
Europe  
Risk Management



*Frédéric Imbeault, M.Sc., CFA*  
Japan  
Quantitative Models



*Marc Lavoie, M.Sc., CA, CFA*  
Europe



*Jean-René Adam, M.Sc., CFA*  
North America



*Robert Brunelle, ASA, CFA*  
Chair of Investment Committee  
Client Servicing

### Distinctive Elements

#### Exceptional performance and risk/return profile

#### Experienced, stable and highly motivated team

- Team built steadily over 15 years
- All portfolio managers are shareholders

#### Clearly defined Philosophy and Style

- Consistently applied for over 10 years

#### Proprietary process, rigorous and well tested

- Fundamental research supported by proprietary quantitative models
- Continuous risk management
- Internally developed

#### Client servicing suited to your needs

### Philosophy



### Style

We believe that by actively managing all drivers of performance we maximize our chances of success and diversify our risks.



**Core portfolio**

We strive to protect the capital of our clients.



**Value bias**

Our competitive edge lies in our analysis of macro-economic factors.



**Top-down approach**

The vast quantity of economic and financial data requires a structured process.



**Proprietary quantitative models supporting fundamental research**

### Summary

Benchmark:	MSCI WORLD
Value added objective:	2% (4-year moving periods)
Tracking error:	3% to 5%
# of holdings:	325 on average
Derivatives exposure:	0% to 40%
Active currency management:	Yes
Cash:	0% to 10%

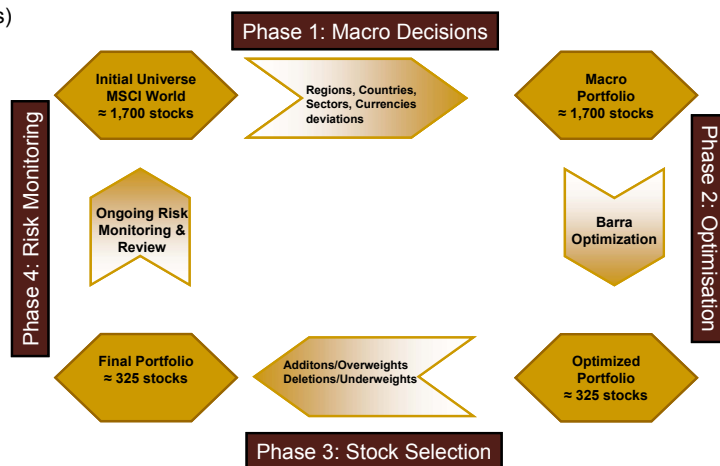
#### Deviations vs Benchmark

Regions:	± 15%*
Countries:	± 15%*
Currencies:	± 15%*
Sectors:	± 10%*

\* With minor variations as outlined in the investment guidelines.

For more information, please contact Robert Brunelle at (514) 390-1225 or [rbrunelle@hexavest.com](mailto:rbrunelle@hexavest.com)

### Process



### Notes on performance

The performance shown is that of a composite of Global Equity mandates managed by Mr. Vital Proulx and his team at Natcan (1999 to 2004) and Hexavest (since May 2004). Performance results are presented gross of investment management fees.

The inception date of the composite is January 1, 1999.

Hexavest is a registered investment adviser specializing in international equity investment management. Hexavest claims compliance with the Global Investment Performance Standards (GIPS®). To receive a complete list and description of Hexavest's composite and/or presentation that complies with the GIPS, contact Robert Brunelle at 514-390-1225.