



HEXAVEST

International Equities

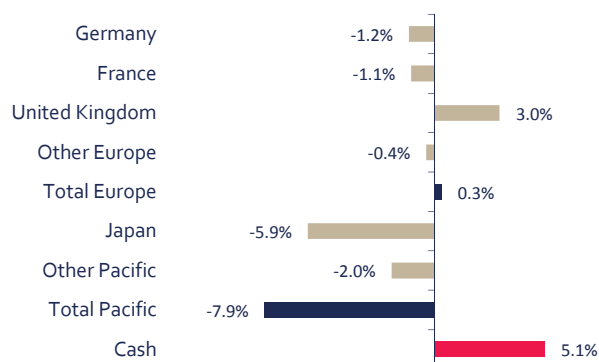
Performance (CAD)

Annualized	3 months	YTD	1 year	3 years	5 years	10 years	Since inception
Hexavest Composite	-0.73%	0.67%	3.47%	5.89%	8.63%	7.48%	7.84%
MSCI EAFE (net)	-0.41%	1.69%	6.18%	7.91%	9.31%	7.46%	5.88%
VALUE ADDED	-0.32%	-1.02%	-2.71%	-2.02%	-0.68%	0.02%	1.96%

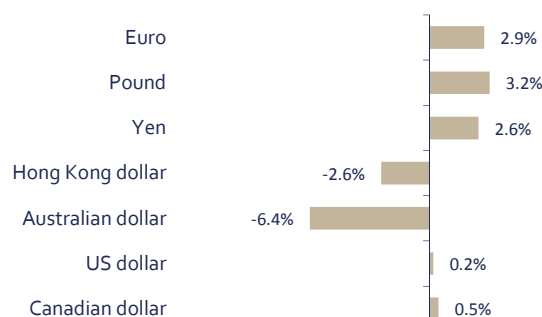
Ten last years	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Hexavest Composite	-14.83%	11.39%	0.85%	-6.48%	11.93%	29.64%	4.93%	18.96%	0.67%	10.20%
MSCI EAFE (net)	-29.18%	11.91%	2.13%	-9.97%	14.72%	31.02%	3.67%	18.95%	-2.49%	16.82%
VALUE ADDED	14.35%	-0.52%	-1.28%	3.49%	-2.79%	-1.38%	1.26%	0.01%	3.16%	-6.62%

Positioning (Model Portfolio)

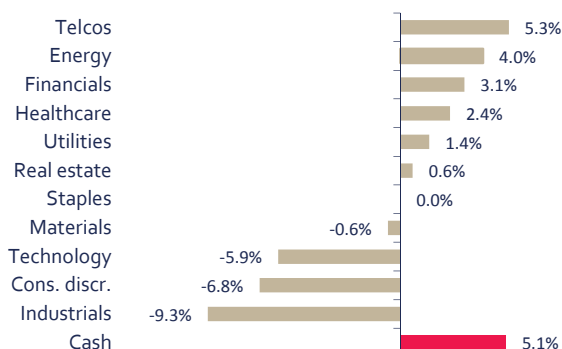
COUNTRY DEVIATIONS VS. MSCI EAFE



CURRENCY DEVIATIONS VS. MSCI EAFE



SECTOR DEVIATIONS VS. MSCI EAFE



TOP 10 STOCK HOLDINGS

STOCK	COUNTRY	SECTOR	WEIGHT
ROYAL DUTCH SHELL PLC-A	UK	Energy	2.8%
NOVARTIS AG-REG	Switzerland	Healthcare	2.3%
NESTLE SA-REG	Switzerland	Staples	2.2%
ROCHE HOLDING	Switzerland	Healthcare	2.2%
BP PLC	UK	Energy	2.0%
TOTAL	France	Energy	1.9%
BNP PARIBAS	France	Financials	1.8%
SUMITOMO MITSUI FIN. GR	Japan	Financials	1.6%
SANOFI-AVENTIS	France	Healthcare	1.6%
ING GROEP N.V.	Netherlands	Financials	1.6%

Market Outlook

MACROECONOMIC
ENVIRONMENT

VALUATION

SENTIMENT

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Given our highly negative analysis of the Valuation and Sentiment vectors, we believe the risk of a market correction is high over our investment horizon. We are therefore maintaining a defensive positioning that includes a high cash level and an overweight in defensive sectors.

International Equities

Summary

Benchmark	MSCI EAFE (net)
Value added objective	2% (4-year rolling periods)
Active risk	3% to 5%
Number of holdings	200 to 250 (higher if exposure to EM)
Currency management	Active
Maximum cash exposure	10%

DEVIATIONS VS. BENCHMARK

Regions:	+/- 15%
Countries:	+/- 15%
Currencies:	+/- 15%
Sectors:	+/- 10%

MANAGEMENT FEES

Commingled vehicle		Separate accounts	
First \$10 million:	0.60%	First \$20 million:	0.70%
Next \$30 million:	0.50%	Next \$30 million:	0.60%
> \$40 million:	0.40%	Next \$50 million:	0.50%
		Next \$100 million:	0.40%
		> \$200 million:	0.30%
Administrative fees:	0.07%		
(2017)			

Investment Team

Strategy Team

Vital Proulx, CFA
Co-CIO & Chairman of the Board

Vincent Delisle, CFA
Co-CIO

Emerging Markets

Jean-Pierre Couture, M.Sc.
Chief Economist & Portfolio Manager

Jean-Benoit Leblanc, M.Sc., CFA
Portfolio Manager

Jean-Christophe Lermusiaux, MBA
Portfolio Manager

Quantitative Research

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Vice President, Quantitative Analysis & IT

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Kevin LeBlanc, CFA
Portfolio Manager

Mathieu Roy, M.Sc., CFA
Portfolio Manager

Europe

Christian Crête, CFA
Portfolio Manager

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President & Portfolio Manager

Catherine Bilodeau
Analyst

Asia Pacific

Etienne Durocher-Dumais, CFA
Portfolio Manager

Chester Ntonfor
Analyst

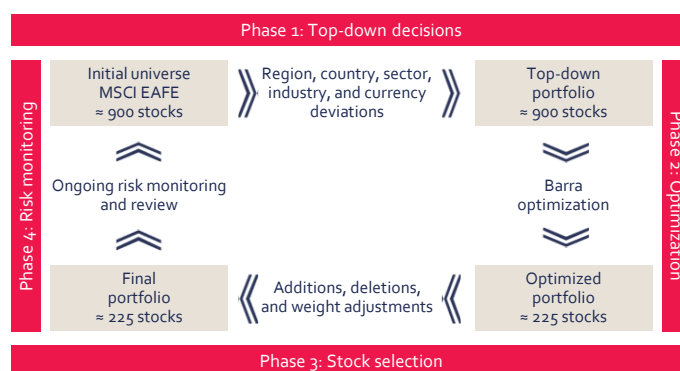
Multi-Region

Julien Tousignant, M.Sc., CFA
Economist

Investment Approach

- Top-down, team-driven process
- Diversified “core” portfolio with value bias
- Contrarian style
- Strong focus on downside protection
- Diversified sources of alpha (regions, countries, currencies, sectors, industries, stocks)
- Clearly defined process applied consistently over the past 25+ years

Investment Process



Contact Us

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The performance shown is that of a composite of international equity mandates managed by Mr. Vital Proulx and his team at St. Lawrence Financial Consultants (1991 to 1996), Kogeva (1997 to 1998), Natcan (1998 to 2004), and Hexavest (since May 2004). Accounts in the composite may have investment guidelines that differ from those of the model portfolio. The inception date of the composite is May 1, 1991. Performance results are presented gross of management and custodial fees but net of all trading commissions. Returns for periods greater than 12 months are annualized. Past performance is not necessarily indicative of future performance.

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