



HEXAVEST

Emerging Market Equities

Performance (CAD)

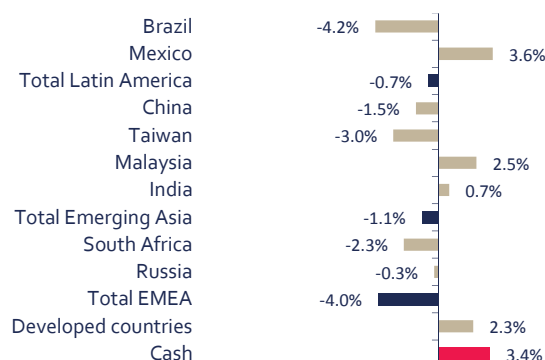
Annualized	3 months	YTD	1 year	3 years	5 years	Since inception
Hexavest Composite	-1.66%	-2.07%	5.35%	8.75%	7.23%	4.16%
MSCI Emerging Markets (net)	-2.81%	-4.76%	2.52%	11.00%	8.47%	5.09%
VALUE ADDED	1.15%	2.69%	2.83%	-2.25%	-1.24%	-0.93%

Civil years	2011*	2012	2013	2014	2015	2016	2017
Hexavest Composite	-12.05%	10.79%	4.75%	3.85%	1.87%	3.71%	24.61%
MSCI Emerging Markets (net)	-14.64%	15.61%	3.93%	6.63%	2.04%	7.34%	28.26%
VALUE ADDED	2.59%	-4.82%	0.82%	-2.78%	-0.17%	-3.63%	-3.65%

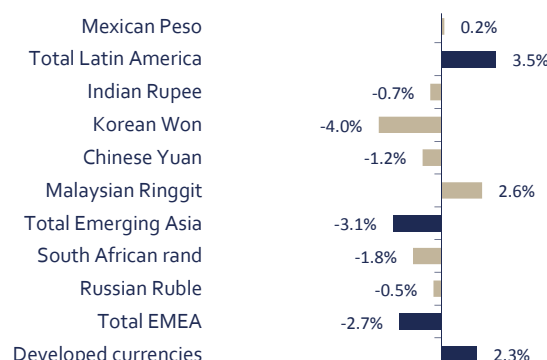
*Since inception on January 31, 2011.

Positioning (Model Portfolio)

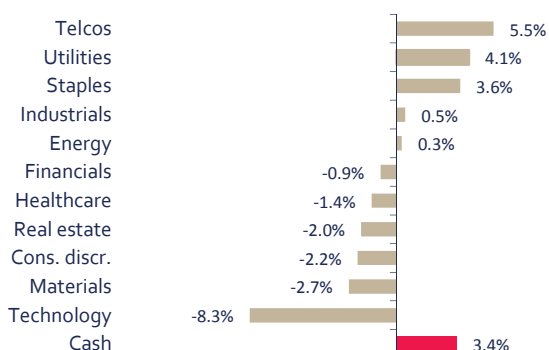
COUNTRY DEVIATIONS VS. MSCI EMERGING



CURRENCY DEVIATIONS VS. MSCI EMERGING



SECTOR DEVIATIONS VS. MSCI EMERGING



TOP 10 STOCK HOLDINGS

STOCK	COUNTRY	SECTOR	WEIGHT
TENCENT HOLDINGS LI (CN)	China	Technology	4.2%
ALIBABA GROUP HLDG	China	Technology	3.4%
SAMSUNG ELECTRONICS	South Korea	Technology	3.4%
TAIWAN SEMICON .MNFG.	Taiwan	Technology	3.0%
CHINA MOBILE LTD	China	Telcos	2.1%
WALMART DE MEXICO 'V'	Mexico	Staples	1.8%
FOMENTO ECON. MEXICANO	Mexico	Staples	1.7%
NK LUKOIL	Russia	Energy	1.7%
NASPERS	South Africa	Cons. Discr.	1.6%
PING AN INSURANCE	China	Financials	1.6%

Market Outlook

MACROECONOMIC
ENVIRONMENT

VALUATION

SENTIMENT

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Neutral

+

Valuation and sentiment are improving. However, the economic slowdown stemming in China and the pending negative revisions to global GDP and earnings growth threaten the macro vector. In our view, the current environment justifies a defensive positioning.

Emerging Market Equities

Summary

Benchmark	MSCI Emerging Markets (net)
Value added objective	2% (4-year rolling periods)
Active risk	3% to 5%
Number of holdings	130 to 170
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:	0.70%	First \$50 million:	0.75%
Next \$30 million:	0.60%	Next \$50 million:	0.60%
> \$40 million:	0.50%	Next \$100 million:	0.50%
		> \$200 million:	0.40%

Investment Team

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

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

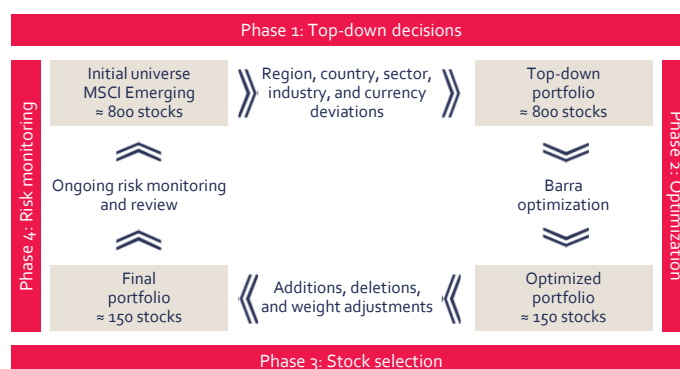
Jean-Christophe Lermusiaux, MBA
Portfolio Manager

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

Investment Process



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The performance shown is that of a composite of emerging markets equity mandates managed by Hexavest. Accounts in the composite may have investment guidelines that differ from those of the model portfolio. The inception date of the composite is February 1, 2011. 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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