

International Equities

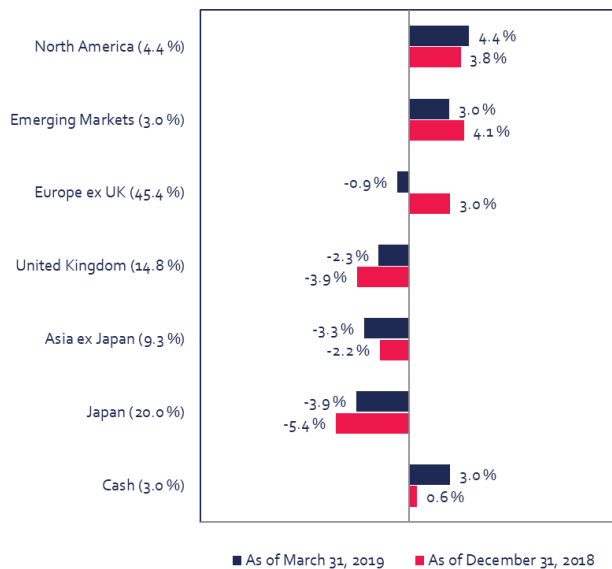
Performance (CAD)

Annualized (%)	3 months	YTD	1 year	3 years	5 years	10 years	Since inception
Hexavest EAFE Composite	5.89	5.89	1.99	7.17	6.78	9.65	7.79
MSCI EAFE (net)	7.57	7.57	-0.23	8.43	6.31	9.61	5.75
VALUE ADDED	-1.68	-1.68	2.22	-1.26	0.47	0.04	2.04

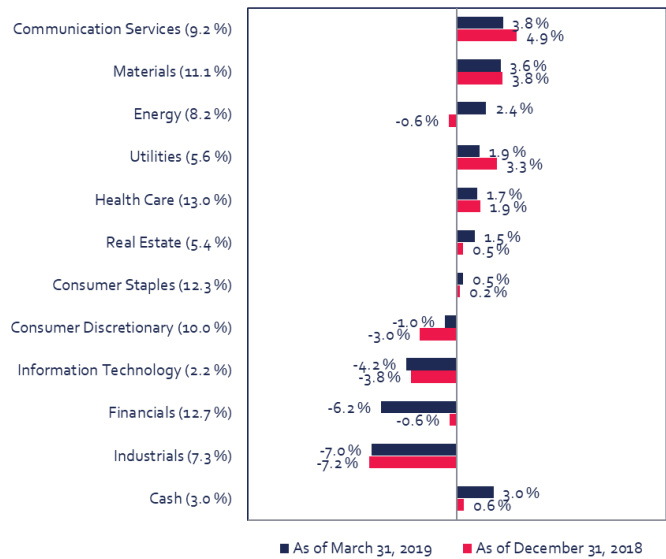
Ten last years (%)	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Hexavest EAFE Composite	11.48	0.92	-6.43	11.99	29.69	4.97	19.02	0.73	10.26	-2.51
MSCI EAFE (net)	11.91	2.13	-9.97	14.72	31.02	3.67	18.95	-2.49	16.82	-6.03
VALUE ADDED	-0.43	-1.21	3.54	-2.73	-1.33	1.30	0.07	3.22	-6.56	3.52

Positioning (Model Portfolio)

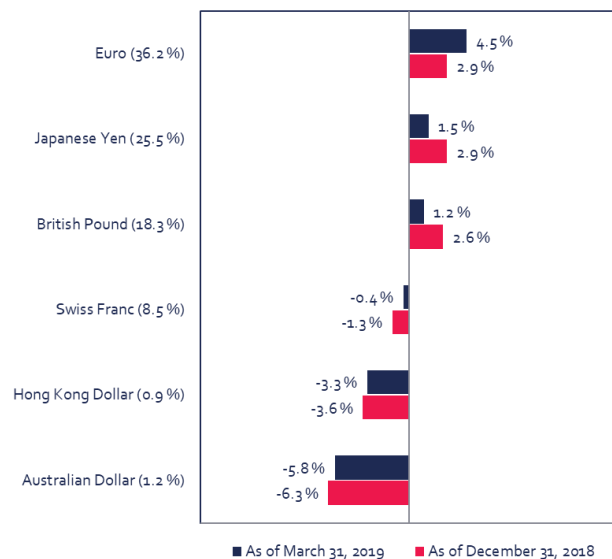
COUNTRY DEVIATIONS VS. MSCI EAFE



SECTOR DEVIATIONS VS. MSCI EAFE



CURRENCY DEVIATIONS VS. MSCI EAFE



Market Outlook

MACROECONOMIC ENVIRONMENT	VALUATION	SENTIMENT
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Given our negative outlook, we are maintaining a generally defensive strategy for the time being but will not hesitate to adapt if we see sufficient signs of a recovery. Our 2019 game plan is still geared to adding cyclical exposure in Asia (developed and emerging) as well as in Europe.



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%
Administrative fees: (2018)	0.08%	> \$200 million:	0.30%

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

Jean-François Bérubé, Ph.D.
Vice President, Quantitative Analysis & IT

Asia Pacific

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Portfolio Manager

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Christian Crête, CFA
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Marc C. Lavoie, CPA, CA, CFA
President & Portfolio Manager

Catherine Bilodeau
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North America

Kevin LeBlanc, CFA
Portfolio Manager

Mathieu Roy, M.Sc., CFA
Portfolio Manager

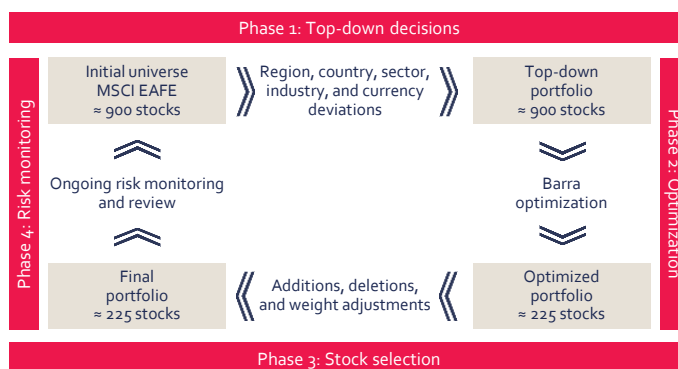
Multi-Region

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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