

# International Equities

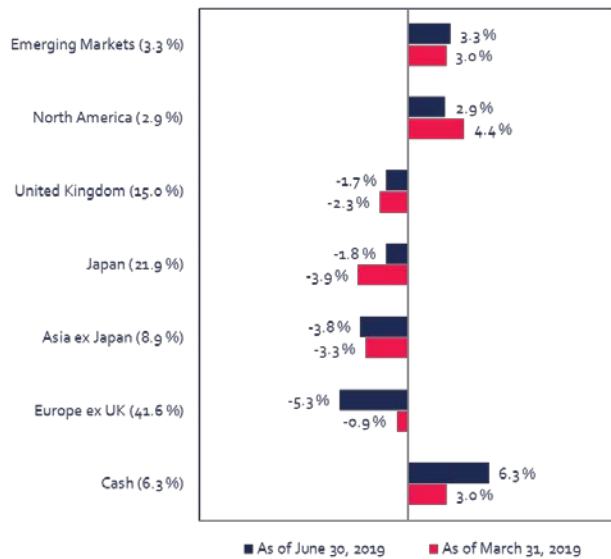
## Performance (CAD)

Annualized (%)	3 months	YTD	1 year	3 years	5 years	10 years	Since inception
Hexavest EAFE Composite	-0.29	5.58	1.50	6.70	6.52	7.70	7.71
MSCI EAFE (net)	1.41	9.10	0.41	9.33	6.51	8.17	5.75
VALUE ADDED	-1.70	-3.52	1.09	-2.63	0.01	-0.47	1.96

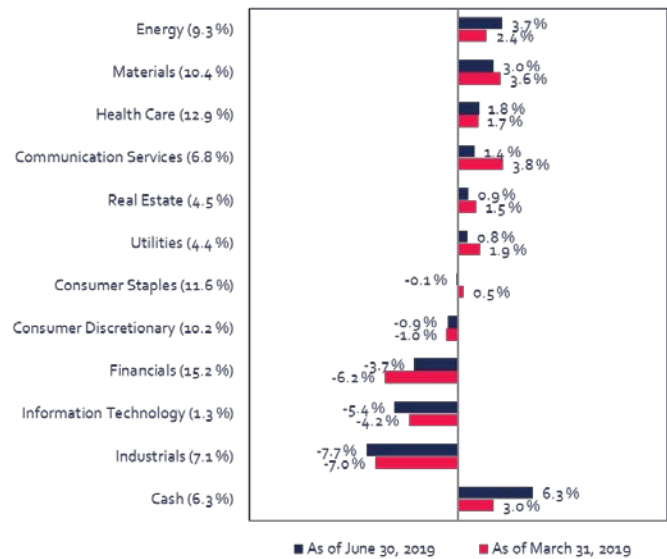
Ten last years (%)	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Hexavest EAFE Composite	11.48	0.92	-6.43	11.99	29.69	4.97	19.02	0.73	10.26	-2.51
MSCI EAFE (net)	11.91	2.13	-9.97	14.72	31.02	3.67	18.95	-2.49	16.82	-6.03
VALUE ADDED	-0.43	-1.21	3.54	-2.73	-1.33	1.30	0.07	3.22	-6.56	3.52

## Positioning (Model Portfolio)

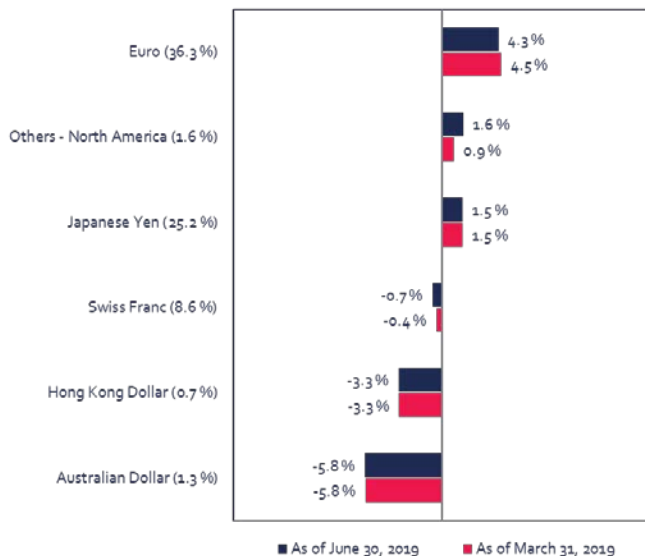
COUNTRY DEVIATIONS VS. MSCI EAFE



SECTOR DEVIATIONS VS. MSCI EAFE



CURRENCY DEVIATIONS VS. MSCI EAFE



## Market Outlook

MACROECONOMIC ENVIRONMENT	VALUATION	SENTIMENT
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Given our negative macroeconomic outlook, our portfolios still have a defensive tilt. However, recent additions in resources and financials should provide exposure to the next leadership reversal which should favour value cyclicals and emerging markets.



# International Equities

## Summary

<b>Benchmark</b>	MSCI EAFE (net)
<b>Value added objective</b>	2% (4-year rolling periods)
<b>Active risk</b>	3% to 5%
<b>Number of holdings</b>	200 to 250 (higher if exposure to EM)
<b>Currency management</b>	Active
<b>Maximum cash exposure</b>	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**  
Senior Portfolio Manager

**Jean-Christophe Lermusiaux, MBA**  
Vice President & Portfolio Manager

### Quantitative Research

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

### Asia Pacific

**Etienne Durocher-Dumais, CFA**  
Portfolio Manager

### Europe

**Christian Crête, CFA**  
Vice President & Portfolio Manager

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

**Catherine Bilodeau**  
Analyst

### North America

**Kevin LeBlanc, CFA**  
Portfolio Manager

**Mathieu Roy, M.Sc., CFA**  
Portfolio Manager

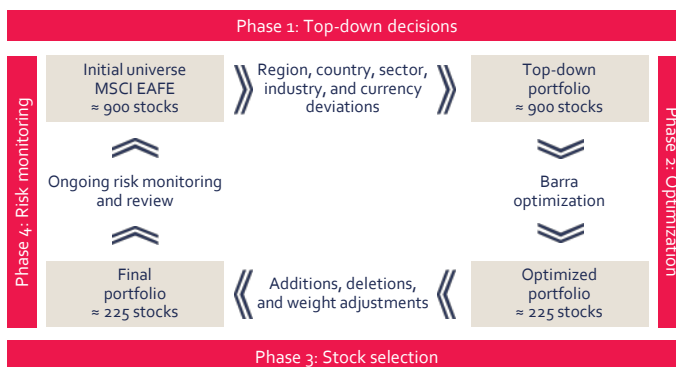
### Multi-Region

**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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