

## Factsheet — March 31, 2018

# SGA International SMID Cap Equity

### First Quarter Commentary

International small and mid cap equities, as measured by the MSCI EAFE Small Mid Cap Index (Net), were unable to maintain the strong rally that characterized global equities throughout 2017, returning -0.66% in the first quarter. In this environment, the SGA International SMID Cap Equity strategy underperformed the benchmark.

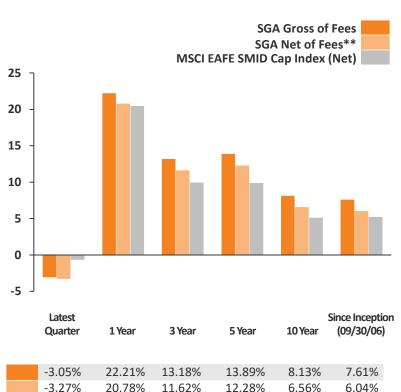
From a sector perspective, the underperformance was primarily driven by negative stock selection within sector while returns to sector allocation were also slightly negative. Industrials and Health Care were the primary sources of the negative stock selection. Weak selection in Industrials was driven by Swedish credit solutions management company Intrum Justitia AB as well as several Japanese companies that underperformed their peers, including engineering and construction company Obayashi Corporation.

From a country standpoint, the underperformance was primarily due to negative selection within country. The negative selection was driven mostly by Japan and the U.K. In Japan, the poor selection was spread across a handful of companies of which chemical producer Tosoh Corporation and toy manufacturer Tomy Company, Ltd. were the largest detractors.

The SGA Alpha Model was positive overall for the quarter among non-U.S. developed SMID cap equities. The Growth, Sentiment, and Quality categories all contributed positively while the valuation category was flat.

#### Country and Regional Diversification\* ■ Dev Europe ex-U.K. ■ United Kingdom ■ Dev PAC RIM ex-Japan 15% Japan 2% North America 4% Emerging Markets 39% Cash SGA (%) Benchmark (%) Europe 54.25 59.91 Dev Europe ex-U.K. 39.25 42.66 United Kingdom 15.00 17.25 Asia Pacific 39.27 40.09 12.04 Dev PAC RIM ex-Japan 10.19 28.05 Japan 29.08 North America 2.10 0.00 **Emerging Markets** 0.00 3.93 Cash 0.45 0.00 Portfolio Characteristics\* **SGA Benchmark** Number of Stocks 172 2,811 Price/Earnings (1-Year Forecast) 12.5x 16.2x Price/Book 1.8x 1.7x Weighted Average Market Cap \$8.3B \$7.0B Median Market Cap \$3.8B \$1.5B Estimated Annual Turnover 40-60%

## Performance as of 03/31/2018



<sup>\*\*</sup>Net of fees performance was calculated using the highest applicable annual management fee of 0.90% applied monthly effective October 1, 2017. Prior to October 1, 2017, net of fees performance was calculated using the highest applicable annual management fee of 1.50% applied monthly; actual investment advisory fees incurred by clients may vary.

9.89%

5.12%

5.22%

9.95%

All periods greater than one year have been annualized. Please see the fully compliant disclosure presentation at the end of this document.

-0.66%

20.46%



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### Top 10 Holdings with Country and Weight\*

Security Name	Country	Weight (%)
Uniper SE	Germany	1.99
Aristocrat Leisure Limited	Australia	1.88
Tosoh Corporation	Japan	1.79
UPM-Kymmene Oyj	Finland	1.68
Brother Industries, Ltd.	Japan	1.60
Covestro AG	Germany	1.59
Obayashi Corporation	Japan	1.51
3i Group plc	United Kingdom	1.46
OMV AG	Austria	1.39
Shionogi & Co., Ltd.	Japan	1.34
Total		16.23

#### Sector Diversification\*

Sector Diversification		
Sector	SGA (%)	Benchmark (%)
Consumer Discretionary	16.60	16.03
Consumer Staples	6.12	6.25
Energy	4.05	2.25
Financials	11.95	12.76
Health Care	6.83	6.58
Industrials	22.08	21.53
Information Technology	11.03	9.87
Materials	10.35	11.06
Real Estate	7.69	9.14
Telecommunication Services	0.86	1.73
Utilities	1.99	2.80
Cash	0.45	0.00

#### Performance Statistics

## Since Inception (09/30/06)

Standard Deviation	
SGA International SMID Cap Equity	18.24%
MSCI EAFE SMID Cap Index (Net)	18.33%
Market Capture	
Upside	102.33%
Downside	93.28%
Information Ratio	
SGA International SMID Cap Equity	0.68
MSCI EAFE SMID Cap Index (Net)	0.00

#### SGA PORTFOLIO MANAGEMENT TEAM

#### Cynthia Tusan, CFA

President, Senior Portfolio Manager 29 years of investment experience

#### Gary Baierl, PhD

Chief Investment Officer
20 years of investment experience

#### Mark Wimer, CFA

Senior Portfolio Manager 23 years of investment experience

#### Cherie Badri, CFA

Director of Traditional Research, Senior Portfolio Manager 23 years of investment experience

#### Brendan Skarra-Corson, CFA

Senior Portfolio Manager 11 years of investment experience

### A globally applied fundamental process that integrates proprietary systematic and traditional research

Source: FactSet, MSCI, SGA

\*Holdings, sector, country, and regional diversification represents the holdings, sectors, and country weights in the SGA International SMID Cap Equity portfolio as of the date noted. These holdings, sectors, country, and regional weights are subject to change at any time without notice. Individual account data may vary. This information is supplemental to the annual disclosure presentation.

The MSCI EAFE SMID Cap Index (Net) is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of small and mid cap securities in the developed markets excluding the U.S. and Canada. The MSCI EAFE SMID Cap Index (Net) returns include reinvestment of dividends and other earnings, and are not available for direct investment.

Investors should consider all factors, including investment objectives, fee charges, other expenses and risks carefully before investing in this product. A foreign investment offers diversifying characteristics, but also involves greater risks than investing in securities of U.S. issuers, including currency, political and stock specific risks. SGA products may have a negative return in a variety of markets whether rising or falling. The foreign security performance can be volatile and investors could lose a substantial amount of their investments. This material should not be reproduced or distributed to anyone else, but used solely by the recipient and their investment advisors. This material provides information on Strategic Global Advisors and their investment strategies and is not intended to be construed as an offer to sell or buy their products.

There is potential for shortfall in any investment process due to a variety of factors including, but not limited to, data and system imperfections, analyst judgment, and the complex nature of designing and implementing portfolio construction systems and other quantitative models. Such shortfalls in systematic or quantitative processes in particular pose broader risk because they may be more pervasive in nature. Furthermore, SGA's systems may not necessarily perform in a manner in which they have historically performed or were intended to perform. SGA recognizes that such shortfalls are inherent to both fundamental and systematic or quantitative processes, and believes that combining both approaches improves the opportunity to reduce these shortfalls. However, these efforts may not necessarily result in the identification of profitable investments or the management of risk.



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### INTERNATIONAL SMID CAP EQUITY ANNUAL DISCLOSURE PRESENTATION

		C	COMPOSITE ASSE	TS	ANNUAL PERFORMANCE RESULTS			3-YEAR ANNUALIZED EX-POST STANDARD DEVIATION***		
YEAR END	TOTAL FIRM ASSETS (MILLIONS)	USD (MILLIONS)	NO. OF ACCOUNTS	% OF WRAP ACCOUNTS	COMPOSITE GROSS**	COMPOSITE NET	MSCI EAFE SMID CAP INDEX (NET)	COMPOSITE DISPERSION	COMPOSITE GROSS	MSCI EAFE SMID CAP INDEX (NET)
2017	4,085	34	2	100%	38.33%	36.52%	30.78%	N/A	12.16%	11.78%
2016	3,023	25	2	100%	2.50%	0.98%	1.32%	N/A	12.57%	12.27%
2015	2,548	24	2	100%	11.71%	10.06%	6.61%	N/A	11.56%	11.45%
2014	1,141	22	2	100%	0.48%	-1.01%	-3.31%	N/A	12.63%	13.06%
2013	715	22	2	100%	34.20%	32.25%	26.48%	N/A	14.81%	16.08%
2012	441	16	2	100%	20.55%	18.78%	18.96%	N/A	18.01%	19.80%
2011	313	14	2	100%	-5.38%	-6.80%	-14.91%	N/A	20.98%	23.02%
2010	153	14	2	100%	20.37%	18.60%	17.37%	N/A	28.15%	28.53%
2009	145	12	2	100%	37.97%	35.96%	39.24%	N/A	26.28%	25.77%
2008	128	13	4	96%	-48.56%	-49.37%	-45.62%	N/A	N/A	N/A
2007	109	26	4	96%	3.60%	2.06%	3.49%	N/A	N/A	N/A
2006*	45	4	2	100%	11.19%	10.78%	12.27%	N/A	N/A	N/A

N/A — Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

\*Performance represents a non-annualized partial period return beginning on September 30, 2006.

\*\*Beginning January 1, 2017, pure gross returns are shown as supplemental information for bundled fee accounts and are stated gross of all fees and transaction costs.

\*\*\*The 3-year annualized ex-post standard deviation is not shown when there are not 36 monthly performance returns available.

International SMID Cap Equity Composite includes all discretionary, equity only accounts whose primary investment objective is growth, and secondarily yield, and are invested in international small and mid cap securities. The minimum account size for this composite is \$100 thousand. For comparison purposes, the composite is compared to the MSCI EAFE SMID Cap Index (Net). The International SMID Cap Equity Composite was created September 30, 2006. Prior to December 31, 2016, the International SMID Cap Equity Composite was known as the International Small-Mid

Strategic Global Advisors, LLC (SGA) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. SGA has been independently verified for the periods December 1, 2005 through December 31,

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firmwide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The International SMID Cap Equity Composite has been examined for the periods October 1, 2006 through December 31, 2017. The verification and performance examination reports are available upon request.

SGA is an independently registered investment advisor. The firm maintains a complete list and description of composites, which is available upon request. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Composite performance is presented net of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. Composite returns represent investors domiciled primarily in the United States. The MSCI EAFE SMID Cap Index (Net) uses withholding tax rates applicable to Luxembourg holding companies.

The U.S. dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fees performance was calculated using the highest applicable annual management fee of 0.90% applied monthly effective October 1, 2017. Prior to October 1, 2017, net of fees performance was calculated using the highest applicable annual management fee of 1.50% applied monthly. Bundled fee (or wrap fee) accounts are included in the composite, and those accounts pay a fee based on a percentage of assets. under management, which besides brokerage commissions, this fee includes portfolio monitoring, consulting services, and in some cases, custodial services. From September 30, 2006 through December 31, 2016, gross and net returns have been reduced by the fees for these services. Beginning January 1, 2017, pure gross returns are shown as supplemental information for bundled fee accounts and are stated gross of all fees and transaction

The annual composite dispersion presented is an asset weighted standard deviation calculated for the accounts in the composite the entire year and is only presented for periods with more than five accounts in for the entire year. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

From September 30, 2013 to March 31, 2014, composite policy included two scenarios that require the temporary removal of any portfolio due to a client initiated significant cash inflow or outflow: 1) When the cash inflow or outflow represents from over 5% to 10% of portfolio assets and it takes longer than five trading days to reduce cash levels to less than 5%, and 2) When the cash inflow or outflow represents more than 10% of portfolio assets. The temporary removal of such an account occurs at the beginning of the month in which the significant cash flow occurs and the account reenters the composite at the beginning of the month after the cash level in the portfolio is reduced to less than 5%. Additional information regarding the treatment of significant cash flows is available upon request.

Past performance is not indicative of future results.

Maximum fee is 0.90%; actual investment advisory fees incurred by clients may vary.