



STRATEGY PROFILE

# Global Equity Shareholder Yield

THIRD QUARTER 2017



## SEEKS SUPERIOR TOTAL AND RISK-ADJUSTED RETURNS WITH HIGH DIVIDEND INCOME AND BELOW-MARKET VOLATILITY

### AT A GLANCE

Our Global Equity Shareholder Yield strategy pursues attractive total returns with an above-average level of income by investing in a diversified portfolio of global companies with strong and growing free cash flow. Companies in the portfolio possess managements that focus on creating value for shareholders through consistent and rational capital allocation policies with an emphasis on cash dividends, share repurchases and debt reduction — the key components of *shareholder yield*. The portfolio generally holds between 90 and 120 stocks from equity markets worldwide, with risk controls to diversify the sources of shareholder yield and minimize volatility.

### THE GLOBAL EQUITY SHAREHOLDER YIELD OPPORTUNITY

- Access to a portfolio of high-quality global companies with attractive income and capital appreciation potential
- Portfolio holdings generate strong free cash flow and use their excess cash to provide shareholder yield — dividends, share buybacks and debt pay downs — without taking undue business risk
- Active management by an investment team with an average of over 20 years experience
- Risk management integrated with the investment process, seeking to achieve the least possible volatility for the return characteristics sought and capital preservation in down markets; the five-year average beta is 0.75
- Record of strong relative and risk-adjusted returns since inception
- Cash-flow-oriented approach and relatively low correlation with benchmark complements other managers within an overall asset allocation plan

### EPOCH'S DISTINCT INVESTMENT PHILOSOPHY AND APPROACH

The bedrock of our philosophy is that the growth and applications of free cash flow represent the best predictor of long-term shareholder return. As a result, our security selection process is focused on free-cash-flow metrics and capital allocation as opposed to traditional accounting-based metrics such as price-to-book and price-to-earnings. We look for a consistent, straightforward ability to generate free cash flow and

to allocate it effectively among internal reinvestment opportunities, acquisitions, dividends, share repurchases and debt pay downs. An essential factor is the evaluation of each company's management team to confirm their commitment to transparency and building shareholder value. The companies uncovered by this process have inherently less volatility due to their ability to generate cash flow.

This strategy uses proprietary quantitative research to identify potential investments. We look for factors including high current dividend yield, growth in cash flow, cash from operations that exceeds dividends and no dividend cancellations. Stocks are then subject to rigorous fundamental research. We develop an investment thesis as we assess the sources of the company's long-term value creation and management's ability to nurture it. Management's track record of allocating capital is scrutinized as we look for those with the discipline to return cash to shareholders if the expected return for other uses of cash does not exceed the firm's cost of capital. We select stocks that can meet our 6% shareholder yield requirements, with 4.5% coming from dividends and 1.5% coming from share buybacks and debt repayments. We also look for a 3% minimum growth rate of cash flow. Once a stock has been purchased for the portfolio, we regularly revisit our thesis and typically sell the stock if it appears the company will no longer be able to provide the required level of shareholder yield or if we see another investment with the characteristics we are looking for with less risk.

While the portfolio is constructed from the bottom up, decisions are made with consideration of the macro context. Epoch's Investment Policy Group, composed of senior members of our different strategy groups, provides insight and guidance on the global market environment and macroeconomic and industry trends.

We analyze risk as part of the portfolio construction process to monitor portfolio volatility and better ensure the delivery of the strategy's goals. A senior member of the Quantitative Research and Risk Management team is a co-portfolio manager on every strategy managed by Epoch so that portfolio managers are aware of unintended biases and the effect individual securities may have on the portfolio. The portfolio is diversified across sectors and sources of yield so that no single stock is relied on too heavily to achieve the portfolio's yield targets.

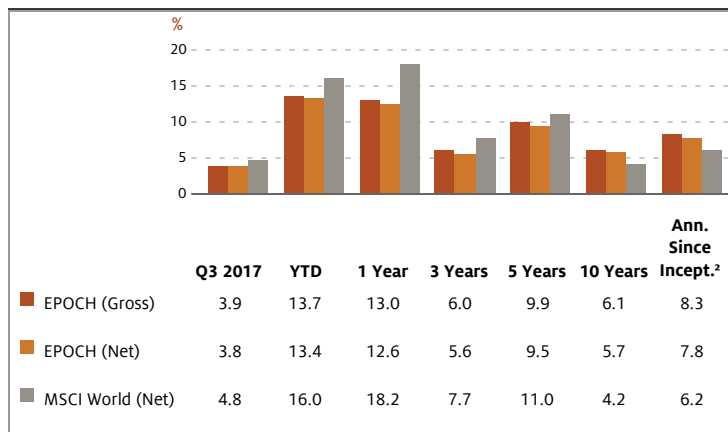
### EXPERIENCED PORTFOLIO MANAGER TEAM

		Years Experience
<b>Kera Van Valen</b>	Portfolio Manager	16
<b>John Tobin</b>	Portfolio Manager	36
<b>Mike Welhoelter</b>	Quantitative Research & Risk Management	31
<b>Bill Priest</b>	Co-Chief Investment Officer	52
Supported by a team of analysts with an average of over 20 years experience		

### RISK/RETURN PROFILE

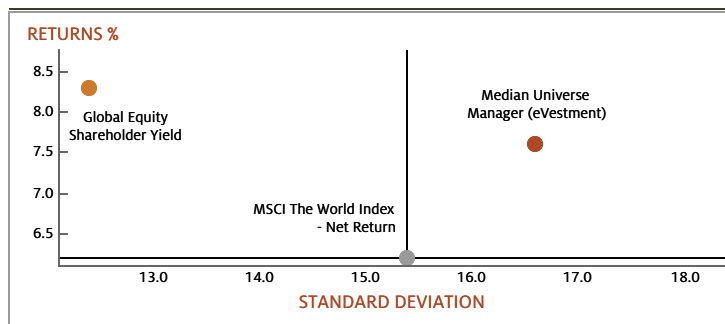
Annualized Return <sup>1,2</sup>		
Global Equity Shareholder Yield		8.3%
MSCI World (Net)		6.2%
Risk Return Metrics	Epoch	MSCI World (Net)
Standard Deviation	12.4	15.4
Sharpe Ratio	0.59	0.33

## GLOBAL EQUITY SHAREHOLDER YIELD RESULTS



	EPOCH (Gross)	EPOCH (Net)	MSCI The World Index - Net Return
2016	8.1	7.7	7.5
2015	-4.1	-4.5	-0.9
2014	7.5	7.1	4.9
2013	25.2	24.7	26.7
2012	11.5	11.1	15.8
2011	7.1	6.7	-5.5
2010	13.2	12.8	11.8
2009	25.2	24.7	30.0
2008	-31.5	-31.8	-40.7
2007	9.9	9.0	9.0

## RISK/RETURN PROFILE<sup>2,3</sup>



## RISK METRICS<sup>2</sup>

EPOCH vs.	Info. Ratio	Alpha	Beta	R <sup>2</sup>
MSCI World (Net)	0.37	3.42	0.75	0.87
		Upside Capture	Downside Capture	
Epoch Global Equity Shareholder Yield vs. MSCI World (Net)		65.9	86.6	

## CHARACTERISTICS

	Portfolio
Dividend Yield	4%
Weighted Avg Mkt Cap (\$M)	89,788
Weighted Med Mkt Cap (\$M)	65,775
Number of Equity Positions	95
12 Month Turnover	19%
66 companies in the portfolio increased their dividends YTD 2017	

## PORTFOLIO COMPOSITION

### 5 LARGEST HOLDINGS

	Portfolio %
BCE Inc.	1.9
AT&T Inc.	1.8
Imperial Brands PLC	1.8
Vodafone Group PLC	1.7
Total SA	1.7
<b>Total</b>	<b>8.8</b>

### 5 LARGEST COUNTRY WEIGHTS

	Portfolio %
United States	43.4
United Kingdom	16.1
Germany	8.6
France	8.1
Canada	5.3
<b>Total</b>	<b>81.3</b>

### SECTOR WEIGHTS

	Portfolio %
Utilities	14.7
Financials	12.8
Consumer Staples	12.8
Telecommunication Services	12.7
Health Care	10.2
Energy	9.2
Industrials	7.4
Information Technology	5.0
Real Estate	4.7
Consumer Discretionary	4.4
Materials	2.9
Cash	3.3
<b>Total</b>	<b>100.0</b>

### ADDITIONAL INFORMATION

Composite Inception	December 31, 2005
Strategy Assets	\$19,942 million
<b>Availability</b>	<b>Minimum</b>
Separate account	\$50 million
Mutual Funds	
MainStay Epoch Global Equity Yield Fund	
Ticker: EPSYX (1 Share)	\$5 million
John Hancock Global Shareholder Yield Fund	
Ticker: JGYIX (Class I)	\$250,000
Epoch Global Equity Shareholder Yield Fund	
Ticker: TDGEX (1 Share)	\$1 million
UCITS	
Epoch Global Equity Shareholder Yield Fund	
Class A	\$1 million
Class B	\$100 million
Other Commingled Vehicle	\$5 million

All data as of September 30, 2017 unless otherwise noted. Source: FactSet Research Systems, Inc.; MSCI Inc., Epoch Investment Partners, Inc.

<sup>1</sup> Excess return is the difference between annualized return (Gross-of-Fees) since inception for Epoch Global Equity Shareholder Yield and the MSCI World Index.

<sup>2</sup> Since inception - December 31, 2005. Performance for the most recent quarter is preliminary and subject to change. The risk statistics are shown for informational purposes only and are not indicative of future results.

<sup>3</sup> Manager Universe Information (as of June 30, 2017); Source: eVestment Alliance; Index: MSCI World; Global Equity - Unhedged Universe.

Past performance is no guarantee of future results. Totals may not add due to rounding.

The statements expressed herein are informed opinions, are as of the date noted, and are subject to change at any time based on market or other conditions. International investments involve special risks including currency fluctuation, long liquidity and different accounting methods and economical and political systems. Securities of smaller companies tend to be more volatile and less liquid than that of large companies. Information about indices allows for the comparison of an investment strategy's results to that of a widely recognized broad market index. There is no representation that such index is an appropriate benchmark for such comparison. Results for an index do not reflect trading commissions and costs. Index volatility may be materially different from a strategy's volatility and portfolio holdings may differ significantly from the securities comprising an index.

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