

# U.S. Value

## U.S. Value Composite Annual Performance Disclosures

Year End	Total Firm	Composite Assets		Annual Performance Results						Composite 3-Yr St Dev	Russell 1000 3-Yr St Dev	Russell 1000 Value 3-Yr St Dev	S&P 500 3-Yr St Dev
	Assets (Millions)	USD (Millions)	Number of Accounts	Composite Gross	Composite Net**	Russell 1000	Russell 1000 Value	S&P 500	Internal Dispersion				
2017	49,482	4,428	14	20.11%	19.73%	21.69%	13.66%	21.83%	0.3%	11.05%	9.97%	10.20%	9.92%
2016	42,106	4,008	18	10.23%	9.89%	12.05%	17.34%	11.96%	0.2%	11.89%	10.69%	10.77%	10.59%
2015	41,918	4,140	20	(3.03)%	(3.36)%	0.92%	(3.83)%	1.38%	0.3%	11.14%	10.48%	10.68%	10.47%
2014	43,617	4,736	18	14.02%	13.65%	13.24%	13.45%	13.69%	0.7%	9.45%	9.12%	9.20%	8.97%
2013	38,439	4,634	23	34.49%	34.06%	33.11%	32.53%	32.39%	0.5%	12.67%	12.26%	12.70%	11.94%
2012	24,534	4,096	27	12.89%	12.52%	16.42%	17.51%	16.00%	0.3%	15.78%	15.40%	15.51%	15.09%
2011	19,217	4,063	26	1.11%	0.75%	1.50%	0.39%	2.11%	0.4%	17.70%	18.95%	20.69%	18.71%
2010	14,326	3,994	26	13.98%	13.61%	16.10%	15.51%	15.06%	0.4%	21.24%	22.29%	23.18%	21.85%
2009	11,354	2,767	25	29.55%	29.17%	28.43%	19.69%	26.46%	0.5%	18.98%	20.05%	21.10%	19.63%
2008	5,348	1,209	22	(35.82)%	(36.03)%	(37.60)%	(36.85)%	(37.00)%	0.4%	16.17%	15.56%	15.36%	15.08%
2007	6,682	1,208	20	15.45%	14.64%	5.77%	(0.17)%	5.49%	0.1%	7.80%	7.81%	8.06%	7.68%
2006	4,408	867	14	18.26%	17.44%	15.46%	22.25%	15.79%	0.6%	7.75%	7.05%	6.68%	6.82%
2005	2,235	581	11	8.19%	7.43%	6.27%	7.05%	4.91%	0.5%	8.63%	9.13%	9.46%	9.04%
2004*	1,002	421	8	21.78%	20.94%	11.39%	16.49%	10.88%	N.A	11.62%	14.72%	14.76%	14.86%
2003*	--	330	Five or fewer	28.21%	27.32%	29.90%	30.03%	28.68%	N.A	N.P	N.P	N.P	N.P
2002*	--	209	Five or fewer	(18.53)%	(19.09)%	(21.65)%	(15.52)%	(22.10)%	N.A	N.P	N.P	N.P	N.P
2001*	--	34	Five or fewer	(2.04)%	(2.32)%	(4.51)%	(4.18)%	(4.62)%	N.A	N.P	N.P	N.P	N.P

N.A. - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year. \*Information presented prior to June 21, 2004 pertains to portfolios managed by the Portfolio Management Team while affiliated with prior firms. The presentation conforms to GIPS® guidelines regarding the portability of investment results. \*Results shown for the year 2001 represent partial period performance from August 1, 2001 through December 31, 2001. \*\*Net performance reflects the gross-of-fees return reduced by the investment management fee and performance-based fee (where applicable) incurred. Effective 1/2008, net performance is calculated by deducting the actual investment management fee incurred by each portfolio in the composite. Prior to 1/2008, net-of-fee returns reflect the deduction of the highest annual management fee, calculated on a monthly basis. N.P. - Information is not presented because 36 monthly returns are not available.

1. U.S. Value Composite contains fully discretionary portfolios managed by Epoch using an investment strategy that pursues long-term capital appreciation by investing in 40-60 large capitalization U.S. companies. As fundamental investors with a long-term orientation, we select companies based on their ability to generate free cash flow and allocate it intelligently for the benefit of shareholders. Our bottom-up security selection process is balanced with diversification and risk control measures that should result in below-average portfolio volatility. The minimum account size for this composite is \$500 thousand.
2. For comparison purposes the composite is measured against the Russell 1000, Russell 1000 Value and S&P 500 indices.

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3. Epoch Investment Partners, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Epoch Investment Partners, Inc. has been independently verified for the periods June 21, 2004 through June 30, 2018. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The U.S. Value composite has been examined for the periods June 21, 2004 through June 30, 2018. The verification and performance examination reports are available upon request.
4. Epoch Investment Partners, Inc. is a wholly owned subsidiary of The Toronto Dominion Bank. Epoch Investment Partners, Inc. ("Epoch") became a registered investment adviser under the Investment Advisers Act of 1940 in June 2004. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
5. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm.
6. Effective January 1, 2008, our significant cash flow policy has been removed. This policy amendment will not be applied retroactively. Effective January 1, 2006, our significant cash flow policy had been redefined as in excess of 25% of the portfolio market value. Prior to January 1, 2006, composite policy required the temporary removal of any portfolio incurring a client initiated significant cash inflow or outflow of 10% or greater of portfolio market value. This policy was not applied to the advised Epoch mutual funds, if applicable. Additional information regarding the treatment of significant cash flows is available upon request.
7. Valuations are computed and performance is reported in U.S. dollars. Returns are presented gross and net of management fees and include the reinvestment of all income. Gross-of-fees returns are presented before management fees but after all trading expenses. Net performance reflects the gross-of-fees return reduced by the investment management fee and performance-based fee (where applicable) incurred. Effective 1/2008, net performance is calculated by deducting the actual investment management fee incurred by each portfolio in the composite. Prior to 1/2008, net-of-fee returns reflect the deduction of the highest annual management fee, calculated on a monthly basis.
8. Internal dispersion is calculated using an asset-weighted standard deviation of annual gross returns of those accounts that were included in the composite for the entire year. Internal dispersion figures that are not meaningful due to the limited number of accounts in the composite are annotated by N/A. The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period.
9. The U.S. Value Composite was created June 2004. A complete list of composite descriptions is available upon request. Performance presented prior to June 21, 2004 occurred while the Portfolio Management Team was affiliated with a prior firm and the Portfolio Management Team members were the only individuals responsible for selecting the securities to buy and sell.
10. The management fee schedule is as follows:

U.S. Value (Separate account minimum: \$25million)	
ASSETS UNDER MANAGEMENT	FEE
First \$25 million	0.70%
Next \$25 million	0.60%
Next \$50 million	0.50%
Over \$100 million	Negotiable

*Past performance is not indicative of future results. Actual investment advisory fees incurred by clients may vary. Minimum account sizes, fees and fee structure, and other conditions may be waived or modified in the future, and have been waived or modified in the past, at the discretion of Epoch.*