

# U.S. Small Cap Value

## U.S. Small Cap Value Composite Annual Performance Disclosures

Year End	Total Firm	Composite Assets		Annual Performance Results					Composite 3-Yr St Dev	Russell 2000 3-Yr St Dev	Russell 2000 Value 3-Yr St Dev
	Assets (Millions)	USD (Millions)	Number of Accounts	Composite Gross	Composite Net **	Russell 2000	Russell 2000 Value	Internal Dispersion			
2019	34,204	640	Five or fewer	24.72%	24.33%	25.52%	22.39%	N.A	15.45%	15.71%	15.68%
2018	35,505	612	Five or fewer	(13.10)%	(13.42)%	(11.01)%	(12.86)%	N.A	14.40%	15.79%	15.76%
2017	49,482	843	Five or fewer	14.27%	13.83%	14.65%	7.84%	N.A	12.40%	13.91%	13.97%
2016	42,106	669	Five or fewer	18.07%	17.61%	21.31%	31.74%	N.A	13.62%	15.76%	15.50%
2015	41,918	578	Five or fewer	(3.35)%	(3.76)%	(4.41)%	(7.47)%	N.A	13.04%	13.96%	13.46%
2014	43,617	594	6	6.32%	5.86%	4.89%	4.22%	0.2%	12.51%	13.12%	12.79%
2013	38,439	483	Five or fewer	37.70%	37.15%	38.82%	34.52%	N.A	15.53%	16.45%	15.82%
2012	24,534	377	Five or fewer	14.89%	14.42%	16.35%	18.05%	N.A	18.62%	20.20%	19.89%
2011	19,217	359	6	0.73%	0.30%	(4.18)%	(5.50)%	0.3%	21.50%	24.99%	26.05%
2010	14,326	377	7	25.65%	25.15%	26.85%	24.50%	0.1%	25.87%	27.69%	28.37%
2009	11,354	396	11	29.62%	29.11%	27.17%	20.58%	0.3%	23.54%	24.83%	25.62%
2008	5,348	267	11	(35.08)%	(35.31)%	(33.79)%	(28.92)%	0.4%	20.40%	19.85%	19.14%
2007	6,682	444	11	7.64%	6.57%	(1.57)%	(9.78)%	0.2%	10.68%	13.16%	12.59%
2006	4,408	912	13	16.18%	15.03%	18.37%	23.48%	N.A	9.32%	13.75%	12.33%
2005	2,235	387	7	5.29%	4.24%	4.56%	4.70%	N.A	9.36%	15.09%	14.09%
2004*	1,002	145	Five or fewer	20.76%	19.57%	18.32%	22.25%	N.A	N.P	N.P	N.P
2003*	--	108	Five or fewer	31.42%	30.12%	47.25%	46.02%	N.A	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.\*\*Net performance reflects the gross-of-fees return reduced by the investment management fee 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, applied on a monthly basis. N.P. - Information is not presented because 36 monthly returns are not available.

1. U.S. Small Cap Value Composite contains fully discretionary portfolios managed by Epoch using an investment strategy that pursues long-term capital appreciation by investing in a portfolio of 60-90 small-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 balances investing in our convictions with diversification and rigorous risk control. The minimum account size for this composite is \$500 thousand.
2. For comparison purposes the composite is measured against the Russell 2000 and Russell 2000 Value indices.
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 December 31, 2019. 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. Small Cap Value composite has been examined for the periods June 21, 2004 through March 31, 2019. Verification does not ensure the accuracy of any specific composite presentation. The verification and performance examination reports are available upon request.

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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 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, applied 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. Small Cap 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. Small Cap Value (Separate account minimum: \$25 million)

Assets Under Management	Fee
First \$50 million	0.80%
Next \$50 million	0.70%
Over \$100 million	0.65%

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.