## BRANDES INVESTMENT PARTNERS, L.P.

## Asia Pacific (ex-Japan) Equity Annual Performance Presentation

## As of December 31 Period End

**Reporting Currency: USD** 

	Annual Performance %			Composite Characteristics					Annualized 3 Year Standard Deviation % (2)	
	Composite	Composite		Assets	Number of	Internal	Non-Fee Paying			
Period	Gross*	Net*	Benchmark (a)	\$ Millions	Accounts	Dispersion (1)	Accounts (%)	\$ Millions	Gross	Benchmark (a)
2017	27.98	26.77	36.99	27	1	N/A	0	25,578	14.03	14.27
2016	12.08	11.02	6.75	21	1	N/A	0	22,971	14.77	14.82
2015	-8.96	-9.82	-9.37	19	1	N/A	0	20,666	13.99	13.46
2014	9.59	8.45	2.82	21	1	N/A	88	20,722	14.00	13.96
2013	18.95	17.68	3.41	24	1	N/A	68	21,464	17.04	18.38
2012	25.60	24.22	22.31	16	1	N/A	88	22,171	19.63	21.10
2011	-13.85	-14.80	-15.60	13	1	N/A	88	26,658	26.95	25.34
2010	32.30	30.84	18.13	15	1	N/A	88	38,659	36.12	31.23
2009	124.20	121.65	73.22	12	1	N/A	88	42,152	35.08	30.91
2008	-56.40	-56.89	-51.93	5	1	N/A	88	40,591	27.68	26.58

<sup>(1)</sup> The measure of dispersion is the asset-weighted standard deviation for annual period gross returns in USD of all portfolios in the composite for the full reporting period. Beginning in 2017, dispersion is not presented for periods with less than 6 accounts in the composite. Prior to 2017, dispersion is not presented for periods with less than 6 accounts in the composite.

As of 9/30/2013, Brandes Investment Partners (Asia) Pte Ltd and the Brandes Investment Partners & Co. assets sub-advised by Brandes Investment Partners, L.P.. The firm was redefined to reflect the expansion of the organization. As of 1/1/2006, Brandes Investment Partners was divided into two separate divisions: the SMA Division of Brandes Investment Partners, which acts as a discretionary manager to SMA or "wrap fee" program clients, including those who may invest in an SMA product; and the non-SMA Division of Brandes Investment Partners (Brandes), which acts as a discretionary manager for all other types of clients which may include pooled investment vehicles, institutional accounts and high net worth clients outside of wrap fee programs. Although the divisions may share portfolio management and other personnel, each division serves a particular target market, may trade in a different manner and may offer investment advice which differs from the other depending upon the individualized needs of the clients served. The performance data presented does not contain any SMA Division accounts.

This composite was created in 1997.

Prior to April 2014 accounts were removed from the composite when an account's market value falls below US\$50,000 due to capital withdrawals.

The Brandes Asia Pacific (ex-Japan) Equity Composite seeks to achieve long-term capital appreciation by investing primarily in equity securities of Asian issuers other than Japanese issuers, as well as issuers from Australia and New Zealand. There is no limitation on the market capitalization of the issuers in which the composite may invest. Emerging markets securities pose greater liquidity risks and other risks than securities of companies located in developed countries and traded in more established markets.

The Brandes Asia Pacific (ex-Japan) Equity composite results include all actual, fee-paying and non-fee-paying, fully discretionary Asia Pacific (ex-Japan) Equity accounts under management by Brandes Investment Partners after one full calendar month beginning 12/31/1996 (except for the Brandes Asia Pacific (ex-Japan) Equity pooled account which was fully invested at its inception), that have substantially the same investment objectives, policies, techniques and restrictions.

Composite performance after management fee returns are determined by reducing the gross of fee returns monthly by the highest applicable fee schedule per account.

Standard fee schedule - From \$100,000 but less than \$10 million: First \$5 million 1.00%; Next \$5 million 0.90%; From \$10 million and over: First \$25 million 0.95%; Next \$25 million 0.90%; Amounts over \$50 million 0.80%. Brandes' investment advisory fees are detailed in Part 2A of its Form ADV.

Brandes claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Brandes has been independently verified for the annual periods 1995 through 2017. Verification assesses

<sup>(2)</sup> The three-year annualized ex-post standard deviation measures the variability of the monthly gross composite returns and the benchmark returns over the preceding 36-month period. It is not presented for periods with less than 36 monthly composite returns.

<sup>\*</sup> The net and gross annual returns, calculated in USD, presented for the Brandes Asia Pacific (ex-Japan) Equity composite were calculated on a time-weighted and asset-weighted, total return basis, including reinvestment of all dividends, interest and income, realized and unrealized gains or losses and are net of brokerage commissions, execution costs, and any applicable foreign withholding taxes, without provision for federal and state income taxes, if any. Securities transactions are accounted for on the trade date. Dividend and interest income is accounted for on an accrual basis. Cash and cash equivalents are included in performance returns. Returns prior to 4/1/06 reflect the deduction of administrative fees.

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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 with the GIPS standards. The Asia Pacific (ex-Japan) Equity composite has been examined for the periods since inception through year end 2017. The verification and performance examination reports are available upon request.

The complete list and description of Brandes' composites and additional information regarding policies for valuing portfolios, calculating performance and preparing compliant presentations are available upon request. Contact client service at 800-237-7119 or write 11988 El Camino Real, Suite 600, P.O. Box 919048, San Diego, California 92191-9048 or email ClientService@Brandes.com.

Investors should not rely on prior performance results as a reliable indication of future results.

In September 2016 the strategy benchmark changed from gross of withholding tax to net of withholding tax, effective back to the inception date of the strategy. The change was made to better reflect our expectation for an investor's actual experience. Prior to 2001 net returns are not available. Thus for periods where net returns are not available, the gross is linked to net.

(a) The MSCI AC Asia Pacific ex Japan Index with net dividends captures large and mid cap representation of developed and emerging markets in the Asia Pacific region, excluding Japan. Data prior to 2001 is gross dividend and linked to the net dividend returns. MSCI has not approved, reviewed or produced this report, makes no express or implied warranties or representations and is not liable whatsoever for any data in the report. You may not redistribute the MSCI data or use it as a basis for other indices or investment products. The benchmark returns are not covered by the report of independent verifiers.