

## Performance Comparison<sup>1</sup>

Periods Ended 3/31/18 (%)	QTR	YTD	1 Yr	3 Yr	5 Yr	S. I. <sup>1</sup>
Dean Multi-Cap Value (gross)	-3.07	-3.07	9.91	9.02	11.48	10.46
Dean Multi-Cap Value (net)	-3.22	-3.22	9.26	8.22	10.62	9.57
Russell 3000 Value	-2.82	-2.82	6.81	7.87	10.71	8.64

Periods greater than 1 year are annualized  
<sup>1</sup>DCM inception was June 30, 2008

## Performance Summary

The Dean Multi-Cap Value composite gross total return was -3.07% in the first quarter of 2018, compared with the Russell 3000 Value Index return of -2.82%.

Macro style factors contributed positively to performance this quarter when compared to our primary style benchmark, the Russell 3000 Value Index.

As has been the case for the past year, growth and momentum stocks continued to lead the market higher. Relative to our benchmark, the strategy is modestly overweight these style factors which contributed to performance. However, Dean is a traditional value manager, and the recent growth and momentum trends have been challenging, resulting in underperformance relative to the broader market. The Russell 3000 Value Index fell -2.82%, while the broad Russell 3000 Index was down slightly with a return of -0.64% during the quarter. By comparison, the Russell 3000 Growth Index gained 1.48%. In the past year the spread is even wider, with the Russell 3000 Growth up 21.06% compared with the Russell 3000 Value Index return of 6.81%.

In addition to growth and momentum, factors with a quality bias such as low volatility and higher profitability, outperformed and benefitted the strategy.

## Sector Drivers

GICS Sectors	Average Weight			Stock Level Returns		Portfolio Impact	
	Port	Bench	Active	Port	Bench	Contribution	Attribution
Information Technology	12.7%	8.9%	3.8%	7.7%	5.4%	89 bps	56 bps
Health Care	12.3%	13.2%	-0.9%	-0.8%	-1.4%	-10 bps	6 bps
Energy	8.6%	10.5%	-1.8%	-6.2%	-6.0%	-54 bps	4 bps
Industrials	10.6%	8.6%	2.0%	-3.6%	-4.2%	-38 bps	4 bps
Telecommunication Services	2.6%	2.7%	-0.1%	-8.6%	-7.2%	-23 bps	-4 bps
Real Estate	2.0%	4.8%	-2.8%	-15.3%	-7.4%	-38 bps	-8 bps
Utilities	5.8%	5.6%	0.1%	-4.7%	-3.3%	-25 bps	-8 bps
Consumer Discretionary	6.4%	7.2%	-0.7%	-5.2%	-2.7%	-33 bps	-16 bps
Consumer Staples	7.1%	7.9%	-0.7%	-11.8%	-8.3%	-88 bps	-23 bps
Financials	22.1%	27.6%	-5.5%	-1.9%	-1.0%	-43 bps	-32 bps
Materials	5.3%	3.1%	2.2%	-10.1%	-5.3%	-58 bps	-35 bps

(see disclosures)

The best performing sector relative to the benchmark was Information Technology. The sector continued its strong performance seen over the past year, and our sector overweight proved beneficial. In addition to being overweight the sector, strong performance from networking products maker Cisco Systems (CSCO), internet traffic solutions manager F5 Networks (FFIV), and computer component manufacturer Intel (INTC) also were positive contributions to performance.

The second best performing sector was Health Care. Within the Health Care sector, our significant overweight of the Health Care Equipment and Services industry contributed to performance with the sector outperforming in a down market. In addition, holdings in Encompass Health Care (discussed below) and Stryker (SYK) contributed to performance through stock selection. Stryker is medical device company with a portfolio of reconstructive joint, spine, medical, and surgical

products. After a few years of making acquisitions, the company's growth is beginning to accelerate as the synergies are realized.

Materials were the worst performing sector relative to the benchmark. The overweight of the sector had a negative impact to performance as the sector underperformed the benchmark. Stock selection also weighed on the sector's performance as Nutrien (NTR) and Compass Minerals (CMP) materially underperformed. Nutrien, a new company formed in December with the combination of Potash and Agrium, traded down with a reset in expectations as a combined entity. Compass Minerals reported a positive quarter but guided expectations 15-20% lower for 2018 on rising costs for salt supply without commensurate price increases, as well as lowered expectations in its Brazil business.

The second-worst performing sector relative to the benchmark was Financials. The underperformance was split between allocation, where we were underweight an outperforming sector, and stock selection. Two of the underperforming stocks were in the Banking industry. In general terms, banks have benefitted recently from increased loan demand and rising interest rates. With these benefits, expectations in the sector have also increased. Recently, short-term interest rates have risen faster than long-term rates, leading to a flattening of the yield curve. The impact of this flattening is different on all banks based on the assets they hold and how they are financed. For two of the banks owned, U.S. Bancorp (USB) and Capital Federal (CFFN), the flattening of the yield curve led to lower than expected net interest margin increases. Loan growth also failed to meet expectations. Life insurance company, Torchmark (TMK), was negatively impacted by a reset in earnings expectations as the impact of tax law changes becomes more evident.

### Top 10 Contributors/Detractors

	Top 10 Contributors	Average % Weight	Contribution
1	ENCOMPASS HEALTH CORP	2.65	39 bps
2	INTEL CORP	2.49	32 bps
3	CISCO SYSTEMS INC	2.61	29 bps
4	COGNIZANT TECH SOLUTIONS-A	2.06	25 bps
5	BLACKROCK INC	3.01	16 bps
6	F5 NETWORKS INC	1.71	15 bps
7	MICROSOFT CORP	2.20	14 bps
8	PNC FINANCIAL SERVICES GROUP	1.73	8 bps
9	BB&T CORP	2.02	7 bps
10	STRYKER CORP	1.61	6 bps

	Top 10 Detractors	Average % Weight	Contribution
1	CVS HEALTH CORP	2.01	-28 bps
2	ALLIANCE DATA SYSTEMS CORP	1.65	-27 bps
3	NUTRIEN LTD	1.79	-25 bps
4	EXXON MOBIL CORP	2.35	-24 bps
5	WEINGARTEN REALTY INVESTORS	0.59	-24 bps
6	VERIZON COMMUNICATIONS INC	2.59	-23 bps
7	THE PROCTER & GAMBLE CO	1.60	-22 bps
8	THE HERSHEY CO	1.64	-21 bps
9	TORCHMARK CORP	2.83	-20 bps
10	COMPASS MINERALS INTERNATION	1.17	-19 bps

### Selected Contributor(s) to Performance

The highest contributing security this quarter was Encompass Health Corporation (EHC, formerly HealthSouth). Encompass Health provides post-acute health care services on both an inpatient and outpatient basis. The company operates inpatient rehabilitation hospitals and long-term acute care hospitals. EHC was up 16.2% in the quarter. Drivers of the performance included a strong earnings report and solid guidance for 2018. The company was able to add more beds than expected

through new construction and acquisitions. Also, Encompass was able to hold on to operating margins while the top line grew 8% year over year. The portfolio continues to hold EHC.

The second highest contributing security in the quarter was Intel Corp (INTC) up 13.6%. Intel is the leading semiconductor manufacturer in the world. Intel beat earnings estimates in the quarter and guided to significantly higher than expected 2018 revenue and earnings. Intel continues to benefit from growth in mobile and cloud computing. Intel's server chips carry their highest margins and are their fastest growing line. The portfolio continues to hold INTC.

### **Selected Detractor(s) from Performance**

The largest detracting security in the first quarter was CVS Health (CVS). CVS is the nation's largest integrated health care services provider, combining one of the leading pharmaceutical services companies with the largest pharmacy chain. Once again, market fears of the company's proposed purchase of managed care provider Aetna weighed heavily on the stock price as it was down -13.7% in the quarter. The strategic combination of CVS and Aetna appears reasonable; however, it certainly widens the potential ranges of outcomes regarding earning power and returns on investment. The portfolio continues to hold CVS while keeping a close eye on the evolution of the health care environment generally and this combination specifically.

The second lowest contributing security this quarter was Alliance Data Systems (ADS). ADS was down -15.8% in the third quarter. Alliance Data Systems provides marketing, loyalty program, and private-label credit card services. Key drivers of ADS weakness were small upticks in both net charge-offs and the delinquency rate. Additionally, negative sentiment regarding the detrimental impact of internet shopping on traditional brick and mortar retailers likely does not help Alliance Data. Still, the company appears well positioned to deliver continued higher than average earnings growth at a substantial discount to its historical valuation levels, and we continue to hold ADS.

### **Current Positioning**

The portfolio is overweight Information Technology, Materials, and Industrials and underweight Financials, Real Estate, and Energy relative to the benchmark Russell 3000 Value Index. The Financial sector underweight is mostly in the banking industry. Early in the first quarter we sold Wells Fargo (WFC) and added KeyCorp (KEY) as well as added to our investment in other banks for a net addition to the space. Also, we added weight to the Utility sector despite selling Avista Corp (AVA). Avista is being purchased by Hydro One Ltd, and there was limited upside to the deal price.

In what we perceive to possibly be the later stages of the current bull market, investors are increasingly paying a large premium for growth, and valuations in many parts of the market suggest a degree of optimism that seems excessive. To be fair, the economy remains on solid footing, and we are not suggesting a recession is imminent. However, we do find the valuation gap between growth and value stocks to be too wide and as such have gravitated toward the traditional value areas of the market.

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## Disclosures

*Dean Capital Management, LLC (DCM) is an independent investment management firm owned by LLC members and entities affiliated with C.H. Dean, LLC. The firm manages a variety of equity and fixed income assets for institutional and individual investors. DCM claims compliance with the Global Investment Performance Standards (GIPS). Past performance is no guarantee of future results.*

*The information provided in this report should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain in an account at the time you receive this report or that securities sold have not been repurchased.*

*The Multi-Cap Value style uses value oriented equities across the market capitalization spectrum of small, mid, and large stocks. This style is a fully invested equity style which ranges from 90%-100% equity.*

*Future performance based on prior results should not be assumed. The Russell 3000 Index measures the performance of the 3,000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market. The Russell 3000 Value Index measures the performance of those Russell 3000 companies with lower price-to-book ratios and lower forecasted growth values. These stock indexes assume reinvestment of dividends and capital gains and assume no management, custody, transaction or other expenses. Russell statistics used in this presentation were obtained from Russell Investments ([www.russell.com](http://www.russell.com)).*

*Performance represents all fully discretionary commission accounts for the respective strategy. A complete list and description of DCM's composites and additional information regarding the calculation and reporting of returns is available upon request. To obtain a GIPS compliant presentation and/or the firm's list of composite descriptions please contact us at 1.913.944.4452.*

*The securities discussed do not represent an account's entire portfolio and in the aggregate may represent only a small percentage of an account's portfolio holdings. It should not be assumed that any of the securities' transactions or holdings discussed were or will prove to be profitable, or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein. The contributors/detractors listed do not represent all securities purchased or sold for our clients. To obtain a list showing the contribution of each holding that contributed to overall performance during the period and the calculation methodology, please call 1.913.944.4452. The detailed sector attribution table is specific to the policy portfolio for the strategy. Individual account results may vary.*

*Gross performance figures do not reflect payment of investment advisory fees, but do reflect deduction of brokerage commissions and trading expenses. Net of fee performance reflects the deduction of advisory fees, brokerage commissions, and trading and other expenses. Net results reflect the deduction of a model fee equivalent to the highest applicable advisory fee. The net compounded effect of the deduction of fees over time will be affected by the amount of the fee, the time period, and investment performance. Management fee schedules are available on Form ADV Part 2A.*

*Performance presents results with all dividend and interest income reinvested and are stated in U.S. Dollar terms. Leverage is not used in any portfolio in these composites. Certain accounts owned or controlled by DCM or C.H. Dean, LLC employees are non-fee paying assets and represent the following percentage of the composites: 2008: 47.8% 2009: 52.2%. Beginning June 1, 2010, there were no non-fee paying accounts included in the composite.*

### FOR MORE INFORMATION

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### ABOUT DEAN CAPITAL MANAGEMENT, LLC

Dean Capital Management, LLC ("DCM") is an employee-owned registered investment advisor founded in March 2008. Located in Overland Park, Kansas, DCM is a long-only, fundamental U.S. Value equity manager. DCM manages portfolios across the capitalization spectrum for institutional clients, financial intermediaries and advisors.

DCM is majority-owned by the founding principals, who also comprise the investment team. Additionally, all investment professionals maintain significant personal investments in DCM managed products, further aligning the investment team with our clients.