

**Performance Comparison<sup>1</sup>**

Periods Ended 9/30/18 (%)	QTR	YTD	1 Yr	3 Yr	5 Yr	S.I.*
DCM Equity Income (gross)	4.96	2.33	8.09	15.44	11.70	12.97
DCM Equity Income (net)	4.81	1.87	7.45	14.70	10.96	12.19
Russell 3000 Value	5.39	4.17	9.46	13.75	10.65	11.66

Annual Returns (%)	2017	2016	2015	2014	2013	2012	2011
DCM Equity Income (gross)	13.10	24.03	1.15	11.07	27.29	9.07	14.92
DCM Equity Income (net)	12.43	23.15	0.43	10.28	26.40	8.29	14.11
Russell 3000 Value	13.19	18.40	-4.13	12.70	32.69	17.55	-0.10

\*Inception date 1/1/2011

**At a glance:**

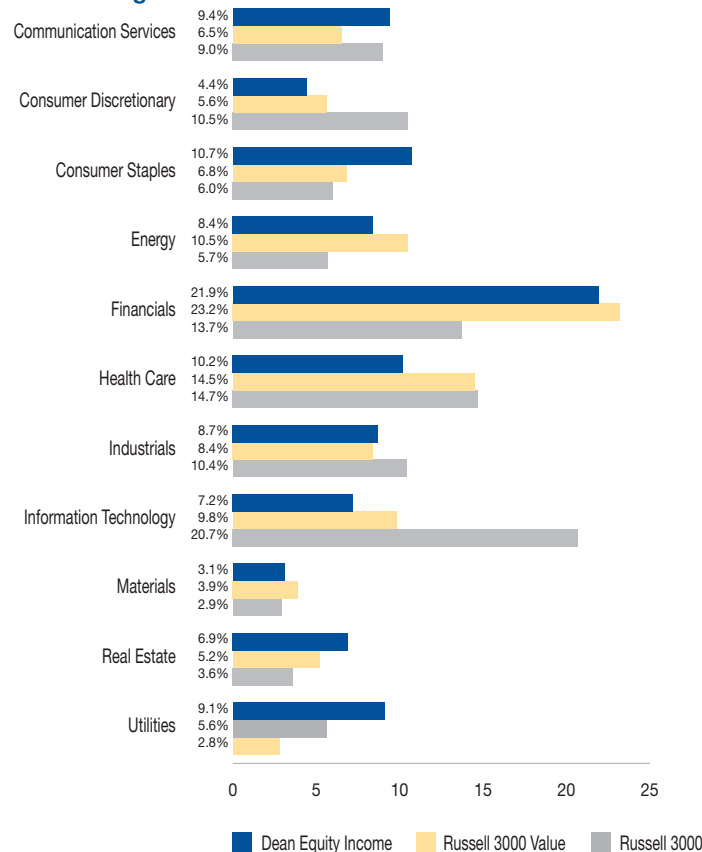
Firm Assets: \$1.036 billion  
 Strategy Assets: \$56.8 million  
 Investment Style: U.S. All Cap Value  
 Investment Approach: Bottom Up, Fundamental  
 Benchmark: Russell 3000 Value  
 Inception Date: January 1, 2011

**Portfolio Guidelines\*:**

Number of Positions: 40-60  
 Position Sizes: 1% - 5%  
 Sector Weights: ±15% of Benchmark  
 Portfolio Turnover: 15% - 35%  
 Cash Exposure: < 5%  
 Non-U.S. Exposure: < 10%

\*Typical ranges under normal market conditions

**Sector Weights<sup>2</sup>**



**Portfolio Characteristics<sup>2,4</sup>**

	DCM Equity Income	Russell 3000 Value	Russell 3000
Wtd. Avg. Mkt. Cap	\$96.7B	\$117.0B	\$207.0B
Median Mkt. Cap	\$44.2B	\$1.8B	\$1.9B
P/E (excl. negative earnings)	16.3x	17.6x	20.9x
P/E (pro. next 12 months)	14.9x	14.3x	17.0x
Price/Book	3.3x	2.1x	3.3x
Price/Cash Flow	12.4x	10.8x	14.0x
Return on Equity	19.7	12.1	16.0
Dividend Yield	3.8%	2.4%	1.8%
Number of Holdings	47	2,113	3,023
Cash & Equivalents	3.5%	0.0%	0.0%
Non-U.S.	5.6%	0.0%	0.0%
Active Share	76.58%	N/A	N/A

**Top Ten Holdings<sup>3</sup>**

Ticker	Name	Sector	Total %
XOM	Exxon Mobil Corp	Energy	4.4%
T	AT&T Inc	Communication Services	3.2%
AMGN	Amgen Inc	Health Care	3.1%
GPC	Genuine Parts Co	Consumer Discretionary	2.8%
PAYX	Paychex Inc	Information Technology	2.7%
UPS	United Parcel Service Inc	Industrials	2.6%
OMC	Omnicom Group Inc	Communication Services	2.6%
MO	Altria Group Inc	Consumer Staples	2.5%
NWE	NorthWestern Corp	Utilities	2.5%
CVX	Chevron Corp	Energy	2.5%

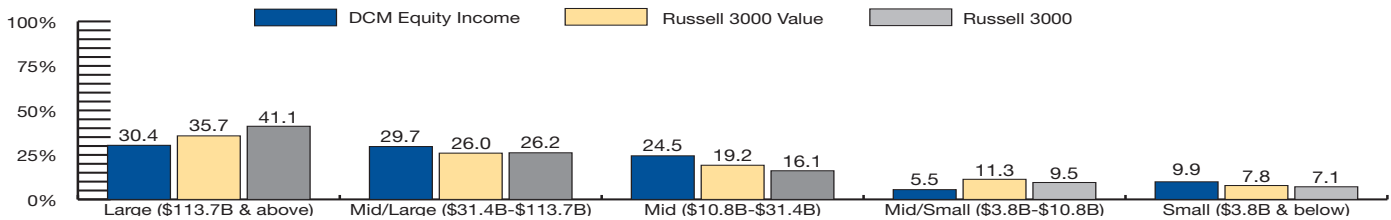
**PORTFOLIO MANAGER**

**Kevin E. Laub, CFA** Portfolio Manager

Kevin Laub is a founding member of Dean Capital Management, LLC and Portfolio Manager on the Dean Large Cap Value, Multi-Cap Value, and Equity Income strategies. He also provides research support and oversight to the firm's other investment strategies. Prior to forming DCM, Kevin was the Chief Investment Officer for C.H. Dean. Before joining Dean in 2006, Kevin worked for American Century Investments where he was an original member of the team that launched the Small Cap Value strategy in 1998, serving as a co-Portfolio Manager from 2002 through 2006. He started his professional career as a senior auditor for Deloitte & Touche, LLP, and has worked in the financial industry since 1993.

Kevin received his BA and MBA from the University of Iowa. He is a CFA charter holder and member of the CFA Institute.

**Market Capitalization<sup>2,4</sup>**

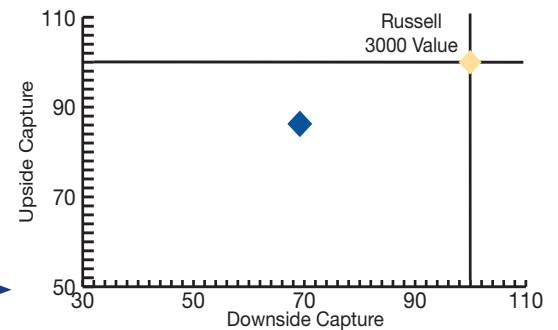


**Risk/Return Statistics<sup>4,5</sup>**

	3 Year	5 Year	Since Inception
Information Ratio:	0.42	0.26	0.26
Tracking Error:	3.98%	4.09%	5.07%
Alpha:	3.27%	2.80%	4.14%
Beta:	0.87	0.82	0.74
R-Squared:	82.63%	82.32%	79.78%
Upside Capture:	103.37%	96.81%	88.04%
Downside Capture:	86.68%	84.82%	69.77%

**Upside/Downside Capture**

Since Inception on January 1, 2011



Dean Capital Management, LLC is an independent investment management firm and manages a variety of equity and fixed income assets for institutional and individual investors. Dean Capital Management, LLC claims compliance with the Global Investment Performance Standards (GIPS®). Past performance does not guarantee future results.

The Equity Income style is a fully invested style of large, mid, and small cap stocks which ranges from 90%-100% equity. The remainder of the portfolios is typically invested in short term U.S. Treasury Bills or other cash equivalents. To obtain a GIPS compliant presentation and/or the firm's list of composite descriptions please contact us at 1.913.944.4452.

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). Equity Income performance represents all discretionary commission accounts.

Performance presents results with all dividends and interest income reinvested and is stated in U.S. Dollar terms. Leverage is not used in any portfolio in these composites. Certain accounts owned or controlled by Dean employees are non-fee paying assets and represent the following percentage of the composite: 2011: 10.6% 2012: 12.1% 2013: 10.6% 2014: 7.0% 2015: 7.6% 2016: 4.8% 2017: 4.2% 2018\*: 2.9%.

\*Performance subsequent to 6/30/18 represents preliminary performance results. Preliminary data is not subject to the error correction policy. 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, 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.

<sup>1</sup>Data is based on firm's Equity Income composite. Past performance does not guarantee future results and future performance may be lower or higher than the performance presented. See Performance Disclosure for additional performance information.

<sup>2</sup>Information is based on a representative account and is supplemental to the full disclosure presentation. The information of the representative portfolio shown may differ from that of the composite and of the other accounts in the composite.

<sup>3</sup>The specific securities identified and described do not represent all the securities purchased, sold, or recommended for clients in the composite. The reader should not assume that an investment in the securities identified was or will be profitable.

<sup>4</sup>Source: Russell and Dean Capital Management, LLC

<sup>5</sup>Source: Zephyr StyleADVISOR

**FOR MORE INFORMATION**

Patrick J. Krumm  
Founding Member/  
Director of Institutional Sales

7400 W. 130th St., Suite 350  
Overland Park, KS 66213

pkrumm@deancapgmt.com  
913-944-4452  
www.deancapgmt.com

**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.