

# KBIGI Emerging Markets Equity Strategy

### Summary Details

Assets under Mgmt.	C\$901.3m
Inception Date	01 Aug 2010
Benchmark	MSCI Emerging Markets Net Return Index
Number of Stocks	114

### Risk Characteristics

Beta (5 Yrs)	0.93
Information Ratio (5 Yrs)	-0.33
Volatility	12.53

Portfolio Statistics	Strategy	Index
Dividend Yield	5.7%	3.4%
Dividend Payout	46.3%	37.4%
Dividend Growth	14.2%	11.0%
Total Payout Yield	5.7%	2.8%
Price to Earnings (trailing)	9.0x	12.5x
Price to Book	2.6x	3.2x
Weighted Avg Mkt Cap.	\$33.2bn	\$69.1bn
ESG Score	5.1	4.7

Source: KBI Global Investors as of 03/31/20. The risk characteristics are calculated using monthly gross returns over a 5 year period relative to the Index as at the 03/31/20. Portfolio Statistics are of a representative account and are calculated relative to the Index. The AUM listed above is Global Equity Emerging Markets AUM. Weighted Avg. Mkt. Cap figures are in US Dollars.

### Strategy Overview

<b>Objective</b>	Consistency. Downside protection. Lower risk.
<b>Style</b>	Relative value. High quality. Multi cap. Diversified.
<b>Products</b>	Global, EAFE, Emerging Markets, North America, ACWI, Eurozone.

### Investment Philosophy

We are "total return" investors.

Our conviction is that companies with the financial strength and discipline to maintain and grow their dividend commitments outperform.

Uniquely, we find such companies across all capitalisations, and in every sector and every region, even ones where dividends are low and not typically used as a method of analysis. By "looking where others don't look" we consistently find and exploit mispriced stocks.

The main reasons for outperformance are:

- Quality of information
- Better governance
- Plentiful positive earnings surprises
- Capital efficiency and financial discipline
- Lower volatility
- Better valuations

### Annualised Performance (C\$)

	3Mths	YTD	1Yr	3Yrs	Since Incep
<b>Fund (Gross)</b>	-16.6	-16.6	-12.9	-1.8	4.0
<b>Benchmark</b>	-16.1	-16.1	-12.3	0.5	4.2

Source: KBI Global Investors, Datastream, MSCI Emerging Markets Index as of 03/31/20

Returns are gross of fees in CAD. Our firm claims GIPS compliance and is annually verified by an independent verification firm to be so. The verification report from our verifier and our GIPS composite presentation are available upon request. The performance record disclosed here is that of the firm's composite for this strategy. The Emerging Markets Equity composite (formerly known as the Emerging Markets Dividend Plus composite) is a well diversified, all cap, strategy that invests across all 24 industry sub classifications of the global emerging markets as defined within the MSCI Emerging Markets benchmark. No active currency management is undertaken. The strategy invests purely in those companies that pay above average dividends relative to their industry peer group and is managed by a dedicated, specialist team of investment professionals in Dublin, Ireland. The benchmark is the MSCI Emerging Markets Index, inclusive of net income. The net index provides a better comparator for potential investors given the tax treatment on dividend income. The benchmark is designed to measure the equity market performance of emerging market countries. The benchmark is market-cap weighted. Sources of foreign exchange rates may differ between the composite and the benchmark, but not materially so. See disclaimer for further information.

### Investment Process

We summarise our process into three steps

Step 1
<ul style="list-style-type: none"> <li>• Create regional group segments from MSCI Index.</li> <li>• Eliminate stocks below segment average yield.</li> <li>• Lower yield stocks, countries, industries will qualify.</li> </ul>
Step 2
<ul style="list-style-type: none"> <li>• Eliminate stocks and segments that fail sustainability, quality and growth criteria.</li> <li>• Rank remaining stocks.</li> </ul>
Step 3
<ul style="list-style-type: none"> <li>• Create portfolio preferred financial criteria and highest ranked stocks.</li> </ul>

### Current Emerging Markets Portfolio Characteristics

Mkt. Cap \$bn	Strategy	MSCI EM Index	+/- %
<3 (small)	38.9	21.5	17.4
3-5 (mid-small)	10.3	11.1	-0.8
5-10 (mid)	14.1	13.7	0.4
10-25 (mid-large)	10.5	18.0	-7.5
>25 (large)	26.2	35.7	-9.5

Source: KBI Global Investors as of 03/31/20. Market Cap figures are based on a representative account relative to the Index. Market Cap figures are in US Dollars.

## Investment Team

Key People	Title	Investment Experience
<b>CIO</b>		
Noel O'Halloran	Chief Investment Officer	32yrs
<b>Portfolio Management Team</b>		
Gareth Maher	Head of Portfolio Management	33yrs
David Hogarty	Head of Strategy Development	29yrs
Ian Madden	Senior Portfolio Manager	19yrs
James Collery	Senior Portfolio Manager	19yrs
John Looby	Senior Portfolio Manager	30yrs
Massimiliano Tondi	Senior Portfolio Manager	16yrs
Jeanne Chow Collins	ESG & Engagement Analyst	19yrs
<b>Trading</b>		
Ultan O'Kane	Trader	14yrs

## Contact Details

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## Portfolio Positioning

### Sector Breakdown

Sector	%	Sector	%
Financials	23.9	Industrials	5.9
Information Technology	17.0	Consumer Staples	5.8
Consumer Discretionary	13.2	Real Estate	4.0
Communications	11.6	Health Care	3.4
Materials	6.7	Utilities	2.1
Energy	6.4		

### Geographical Breakdown

Region	%
Emerging Asia	79.7
Emerging EMEA	12.3
Emerging Latin America	8.0

### Top 10 Holdings

Stock	Country	%
Samsung Electronics Company Limited	South Korea	6.2
Taiwan Semiconductor Manufacturing	Taiwan	5.0
China Construction Bank	China	4.2
NCSOFT Corporation	South Korea	3.5
Home Product Center PCL	Thailand	3.1
Ping An Insurance Group Company of	China	2.7
Industrial & Commercial Bank of China	China	2.4
NetEase Inc ADR	China	2.4
ITC Ltd	India	2.2
Anhui Conch Cement Co Ltd	China	2.2

Source of all data: KBI Global Investors. Data as of 03/31/20

## Overview

Risk assets plunged into bear market territory in Quarter 1 in anticipation of an acute recession, triggered by the dual onslaught of the COVID-19 pandemic and the oil price war. Widespread national lockdowns encompassing more than one third of humanity have been implemented as remedial measures to contain the spread of the Coronavirus. This has weighed heavily on economic activity, with the initial hit being taken by more economically sensitive industry groups.

The initial knee jerk reaction by markets was swift in the "obvious" industries but over the coming quarters investors will realise that all forecasts and expectations across all industry groups are likely to be damaged by the knock-on effects. While this is initially a health crisis, it will become an unemployment crisis, a demand side shock, a supply side shock, a wealth shock and possibly a debt shock. These elements have still not been factored into markets, with a significant amount of earnings data still unchanged. Crucially, while markets have significantly discounted the impact of the pandemic on cyclically exposed sectors, they have yet to factor in the likely impact on supposedly more insulated stocks.

Unprecedented policy response and stimulus packages including fiscal expansion to the tune of \$4-5tn have been announced so far across the world in addition to a flurry of rate cuts and unlimited monetary support. Again, while there has been broad market response to the monetary changes in favour of growth, much of the fiscal stimulus will be targeted at these cyclical (value) industries which ultimately will be positive for more value-oriented investors. This fiscal stimulus could be a catalyst for a major rotation within the market.

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