

# RBC Emerging Markets Equity Are we at a turning point?

Citywire Wealth Manager Retreat 2024 17<sup>th</sup> & 18<sup>th</sup> October 2024

Marketing communication

Laurence Bensafi, Deputy Head of Emerging Markets Equity Dijana Jelic, Product Specialist of Emerging Markets Equity

## Learning Objectives

## Introduction to RBC EM Equities franchise and team

Understanding of how our Portfolio Managers make investment decisions when evaluating stocks within EM markets

Gain an updated EM Equities outlook



## RBC BlueBay – some things you should know!

Royal Bank of Canada is the 9<sup>th</sup> largest bank in the world

RBC Global Asset Management has around \$660bn in AuM

RBC BlueBay is the Asset Management brand outside of North America.

RBC Emerging Markets team manage c\$20bn – the largest EM team you have never heard of!



## Presenters



#### Laurence Bensafi

**Deputy Head of Emerging Markets Equity** 26 years of experience

Joined RBC Global Asset Management in 2013. Prior to this Laurence headed the Emerging Markets team of a leading U.K. asset manager



Dijana Jelic Product Specialist 13 years of experience

Joined RBC Global Asset Management in 2018. Dijana joined from a global bank where she was a VP in the managed investments division





## **RBC Emerging Markets Equity Team**

## The Funds

The Opportunity



## RBC Emerging Markets Equity capabilities Team AUM: US\$ 19.1 bn

	EM Equity	EM Small Cap Equity	EM Equity Focus	EM ex-China Equity	EM Value Equity
Lead manager	Philippe Langham	Guido Giammattei	Philippe Langham Christoffer Enemaerke	Philippe Langham Veronique Erb Ashna Yarashi-Shah	Laurence Bensafi
AUM	US\$ 14,427 m	US\$ 636 m	US\$ 1,908 m	US\$ 190 m	US\$ 1,390 m
Benchmark	MSCI Emerging Markets Net Index	MSCI Emerging Markets Small Cap Net Index	MSCI Emerging Markets Net Index	MSCI Emerging Markets ex-China Net Index	MSCI Emerging Markets Net Index
Objectives	3% outperformance of benchmark before fees	3% outperformance of benchmark before fees	3.5% outperformance of benchmark before fees	3% outperformance of benchmark before fees	3% outperformance of benchmark before fees
Strategy launch	April 2010	July 2013	December 2018	March 2020	July 2013
Vehicles	Segregated Account, SICAV, US '40 Act Fund, US 3C7, Canadian Mutual Fund	Segregated Account, SICAV, Canadian Mutual Fund	Segregated Account, SICAV, US 3C7, CIT, Canadian Mutual Fund	Segregated Account, SICAV, US 3C7, US '40 Act Fund	Segregated Account, SICAV, US '40 Act Fund, Canadian Mutual Fund
Team location	London	London	London	London	London

AUM includes all accounts managed in this strategy, this includes accounts which do not appear in the composite.



## **Investment team**

#### Centralised, diverse, research-focused



igham

Philippe Langham Head of Emerging Markets Equity 32 years of experience



Laurence Bensafi Deputy Head of Emerging Markets Equity 26 years of experience



Guido Giammattei Portfolio Manager Taiwan & CEE<sup>1</sup> 26 years of experience



Veronique Erb Portfolio Manager Southeast Asia & Saudi Arabia 24 years of experience



Richard Farrell Portfolio Manager China 18 years of experience



Christoffer Enemaerke Portfolio Manager Latin America 14 years of experience



Ashna Yarashi-Shah Portfolio Manager India subcontinent 12 years of experience



Dijana Jelic Product Specialist 13 years of experience



James Bateson Portfolio Engineer 7 years of experience



Angel Su Associate Portfolio Manager 5 years of experience



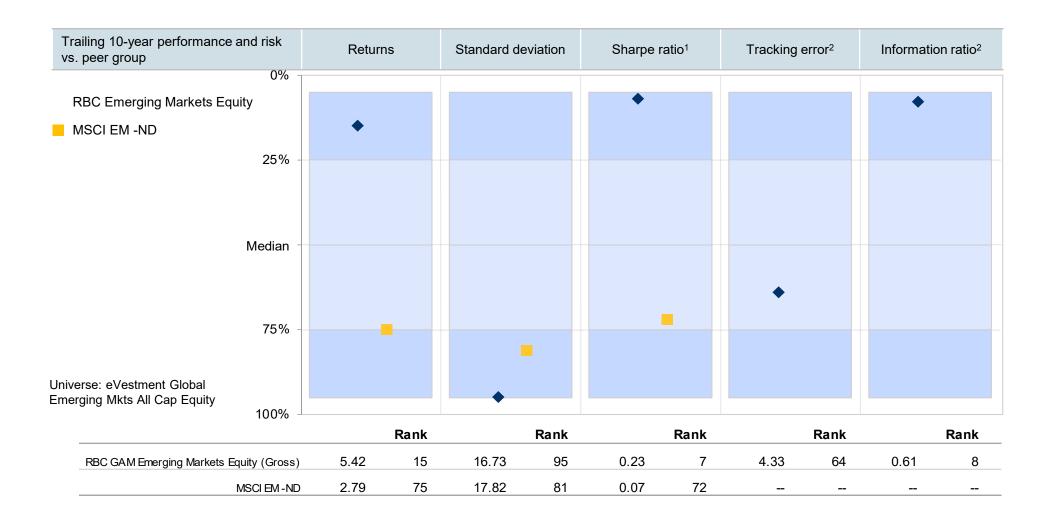
Will Hayes Senior Analyst South Africa & Korea 9 years of experience

Source: RBC Global Asset Management. <sup>1</sup>Central & Eastern Europe. September 2024.



## Performance

#### Outperformance relative to benchmark and peers



Past performance is not indicative of future results and is calculated in USD. Returns may increase or decrease as a result of currency fluctuations.

Last 10 years through to 30.06.2024. Created on 24.07.2024 from a universe of 341. <sup>1</sup>FTSE 3-Month T-Bill; <sup>2</sup>MSCI EM-ND.

All categories not necessarily included, totals may not equal 100%. Returns are presented gross of management fees and include the reinvestment of all income. Net calendar returns can be viewed in the GIPS Appendix. Inception of the GIPS performance record is 01.04.2010. Performance is presented as supplemental to the "GIPS ® Composite Report" which contains additional information regarding calculation of performance data. The net dividend (ND) index is calculated with net dividend reinvestment.



## Investment philosophy

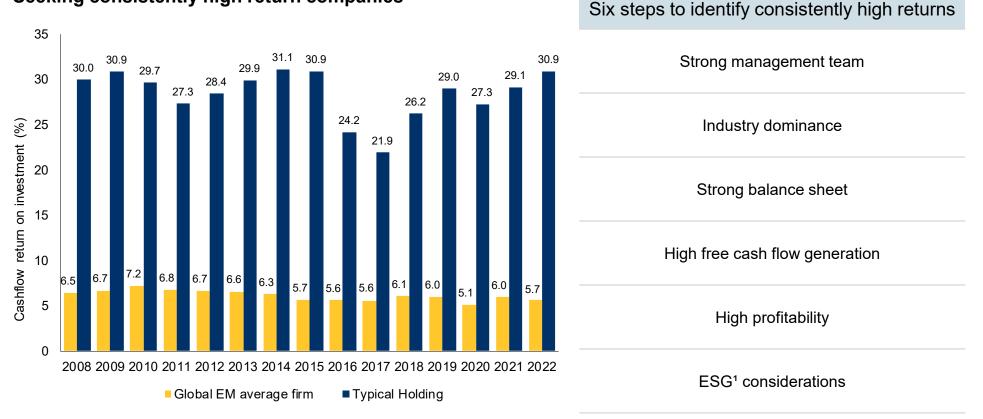
Investing in quality companies with consistently high returns





## **Investment Philosophy**

### Seeking high quality compounders



#### Seeking consistently high return companies

Past performance is not indicative of future results.

Source: Credit Suisse HOLT®, RBC Global Asset Management, December 2023. Global EM all firms: based on a weighted aggregate of the CFROI of all Global Emerging Markets companies in the HOLT® database. For illustration purposes only.

Environmental, Social and Corporate Governance. Excess Shareholder Return is the CFROI<sup>®</sup> minus the cost of capital of a company. CFROI<sup>®</sup> is a registered trademark in the United States and other countries (excluding the United Kingdom) of Credit Suisse Group AG or its affiliates. Excess Shareholder Return is the CFROI<sup>®</sup> minus the cost of capital of a company. CFROI<sup>®</sup> is a registered trademark in the United States and other countries (excluding the United Kingdom) of Credit Suisse Group AG or its affiliates.

<sup>1</sup>The term Environmental, social and governance (ESG) refers to a set of aspects, environmental, social and governance related, that may be considered in investment. Environmental factors refer to how the company interacts with the environment, and vice versa. Examples include climate change and natural resource management. Social factors refer to how the company interacts with its employees, customers, and communities. Examples include labour practices and community relations. Governance factors refer to how the company governs itself. Examples include board structure and independence, and bribery and corruption. This refers to ESG integration/analysis and relates to equity holdings. Certain asset types, such as cash or cash equivalents, do not integrate ESG factors. Further details available within this document.



## **Investment Process**

Top-down thematic overlay complements rigorous stock selection

Top-down	Stock	Portfolio
overlay	selection	construction
<ul><li>Thematic research</li><li>20 - 40% contribution</li></ul>	<ul><li>Quality emphasis</li><li>60 - 80% contribution</li></ul>	<ul><li>High conviction</li><li>45 - 50 holdings</li></ul>



## **Portfolio Themes**

Long-term thematic research drives top-down views

Investment Themes	Ways to play
Domestic Consumption	<ul> <li>Value Conscious</li> <li>Local brands</li> <li>Aspiration</li> </ul>
Financialisation	<ul> <li>Deposit franchises</li> <li>Behavioural insurance</li> <li>Capital markets</li> </ul>
Digitalisation	<ul> <li>Software and services</li> <li>AI</li> <li>Smart manufacturing</li> </ul>
Health & Wellness	<ul> <li>Healthy living</li> <li>Drugstores</li> <li>Medical services</li> </ul>
Green Infrastructure	<ul> <li>Electric vehicles</li> <li>Renewables</li> <li>Transition materials</li> </ul>



## **Stock Selection**

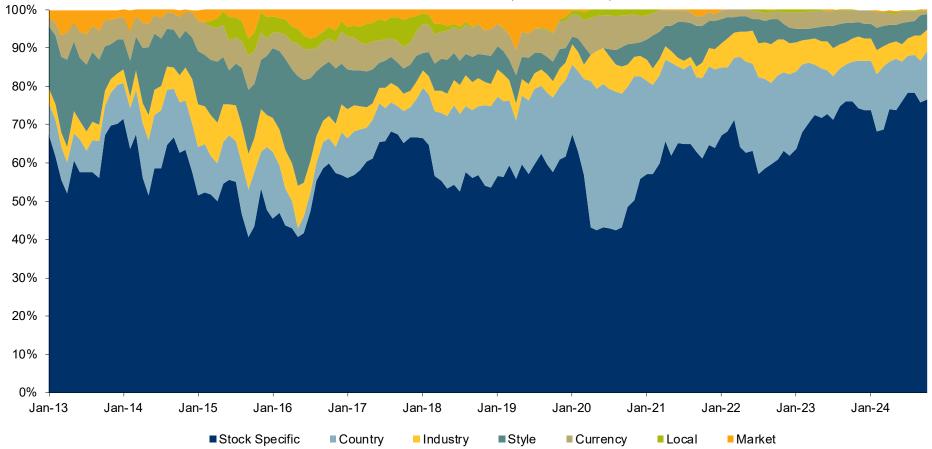
Rigorous and repeatable process





## Active risk positioning

### Stock specific factors drive portfolio risk



Share of total portfolio active variance (%) vs. MSCI EM Index (Axioma WW4)

As at 30.09.2024

Source: RBC Global Asset Management, Axioma, Barra. Annualised Excess Returns in USD. Figures since inception are available upon request.





## **RBC Emerging Markets Equity Team**

## The Funds

The Opportunity

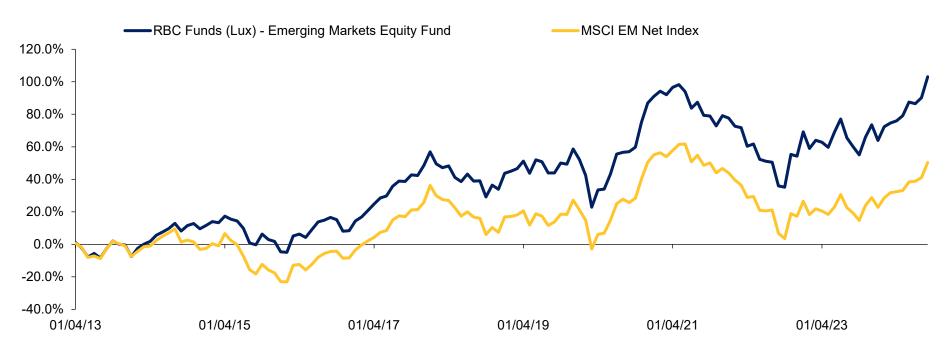


## RBC Funds (Lux) - Emerging Markets Equity Fund Fund Facts

Fund Manager: Philippe Langham Launch Date: March 2013 Fund Size: \$517m Fund type: Lux domiciled UCITS

SFDR: Article 8

#### Benchmark: MSCI Emerging Markets Total Return Net Index



Past performance is not indicative of future results and is calculated in USD. Returns may increase or decrease as a result of currency fluctuations.

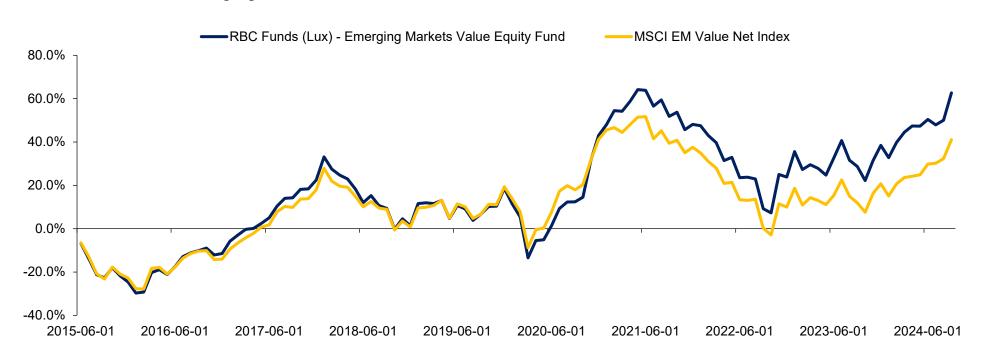
As at 30.09.2024. Monthly Cumulative Returns Since Inception

Source: RBC Global Asset Management, MSCI. Returns are presented gross of management fees and include the reinvestment of all income. All returns for periods greater than one year are shown on an annualised basis. The MSCI EM Net Index is the benchmark for the strategy.



## RBC Funds (Lux) - Emerging Markets Value Equity Fund Fund Facts

Fund Manager: Laurence Bensafi Launch Date: April 2015 Fund Size: \$146m Fund type: Lux domiciled UCITS SFDR: Article 8 Benchmark: MSCI Emerging Markets Total Return Net Index



Past performance is not indicative of future results and is calculated in USD. Returns may increase or decrease as a result of currency fluctuations.

As at 30.09.2024. Monthly Cumulative Since Inception

Source: RBC Global Asset Management, MSCI. Returns are presented gross of management fees and include the reinvestment of all income. All returns for periods greater than one year are shown on an annualised basis. The MSCI EM Value Net Index is the benchmark for the strategy.



## **RBC Emerging Markets Equity**

### A differentiated approach

- A focus on consistently high return companies
- Distinctive blend of top-down thematic and fundamental company research
- Centralised and diverse team dedicated to proprietary and differentiated research
- Durability and ESG is an important part of the investment process
- Emphasis on long-term capital preservation with low volatility and downside protection
- A high conviction, quality-biased, long-term portfolio





## RBC Emerging Markets Equity Team

## The Funds

The Opportunity



## Super cycle phases

#### Are we at a turning point?

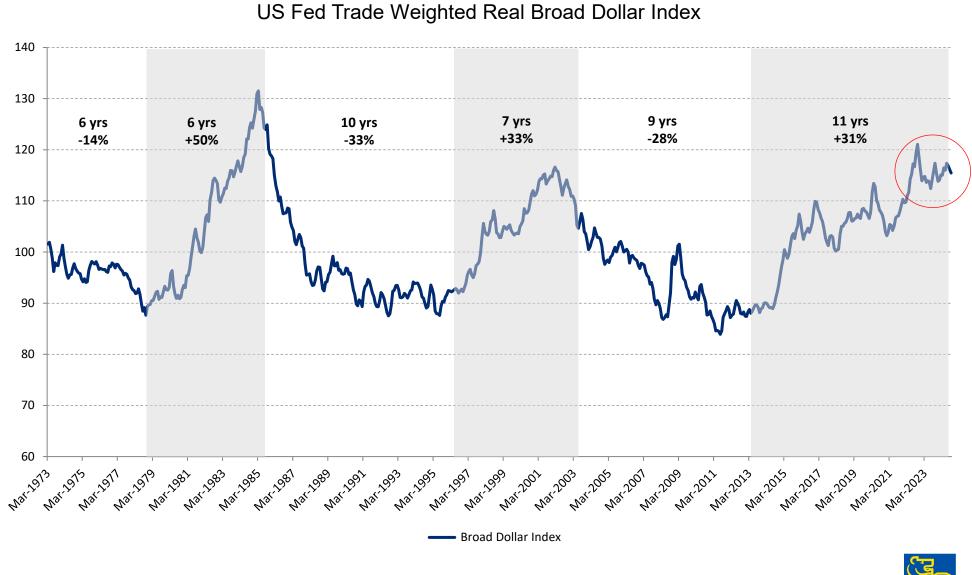


— MSCI Emerging Markets Index/MSCI World Index



Source: MSCI, Bloomberg, September 2024.

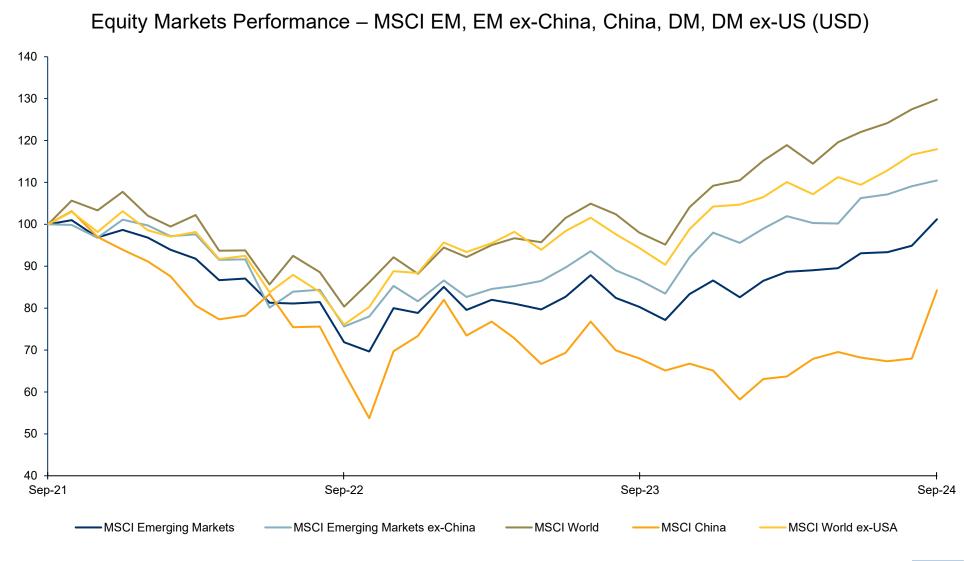
## US dollar Has the US dollar peaked?



Source: Federal Reserve, September 2024.

## Equity market performance

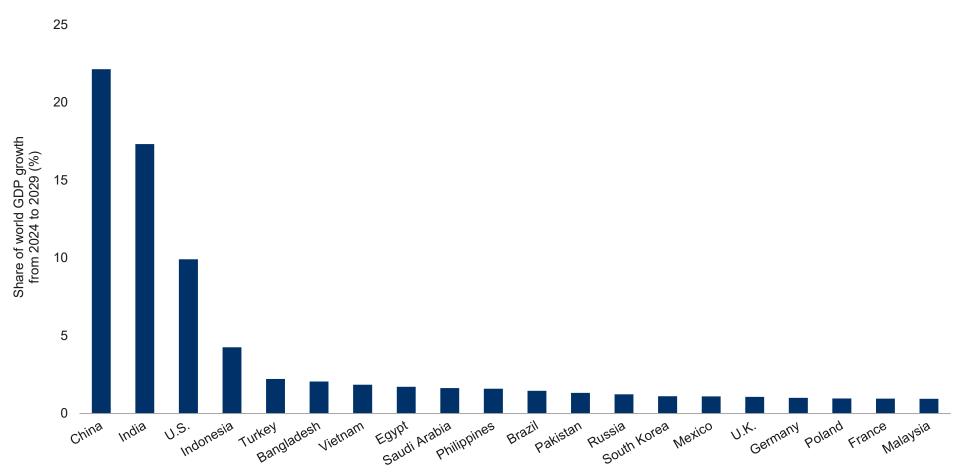
#### Story of two extremes - China and the US



Source: MSCI, September 2024.

## GDP growth outlook

70% of GDP growth set to come from EM countries



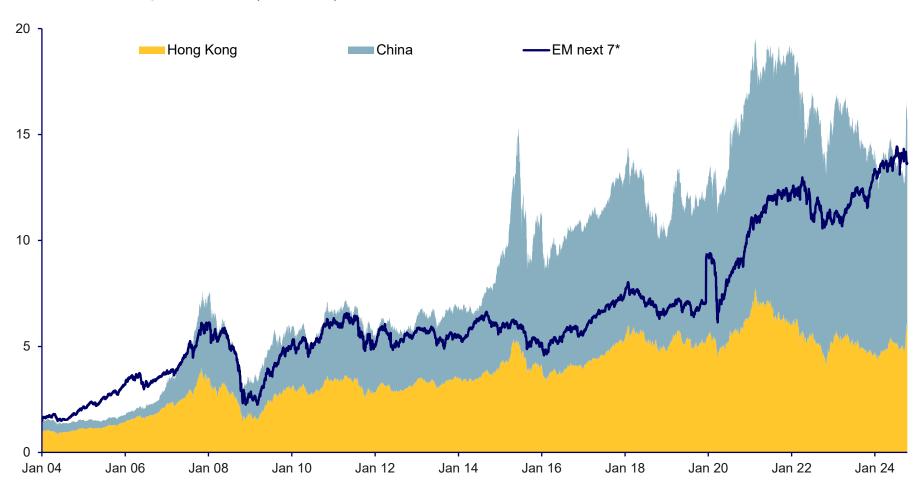
Share of world GDP growth by country (2024-2029)

Note: Based on IMF forecast from 2024 to 2029. Source: IMF World Economic Outlook, Apr 2024, Macrobond, RBC GAM



## An expanding opportunity set

### Increasing country diversification away from China



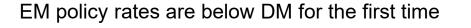
Total market capitalisation (USD trn)

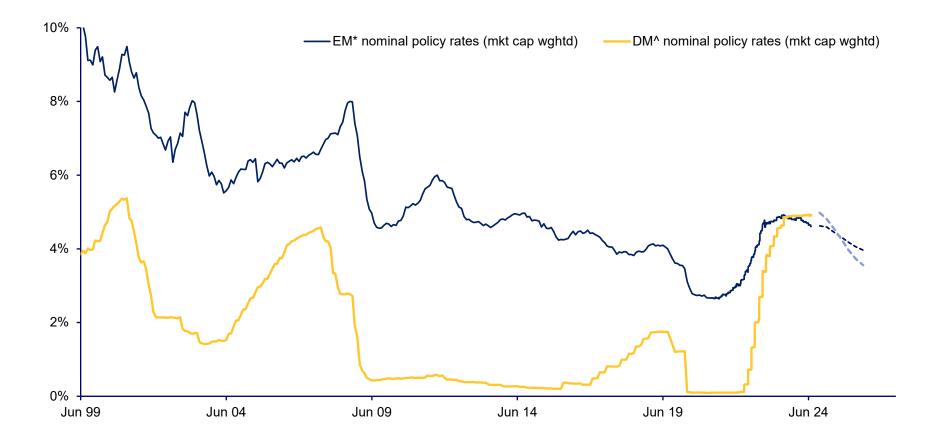
Source: CLSA, Bloomberg, September 2024. \*Brazil, India, Indonesia, South Korea, Mexico, Saudi Arabia, Taiwan.



## EM decoupling underway

#### Convergence in EM and DM policy rates





Source: CLSA, BIS, Refinitiv, MSCI, June 2024. \*BR, CN, IN, ID,KR, MX, MY, PH, PL, SA, TH, TR, TW, ZA. ^AU, EU, JP, UK, US.



## China

#### Is this the start of a stimulus rally?



Five major rallies since 2005, three of which were stimulus-driven

----- CSI 300 INDEX



Source: Gavekal Dragonomics, Bloomberg, September 2024.

## China

#### Long-term question marks remain



## 30 --China --Japan 25 20 15 10 5 0 -5

China vs Japan nominal GDP YoY (%)

-10 2000 2002 2004 2006 2008 2010 2012 2014 2016 2018 2020 2022 2024

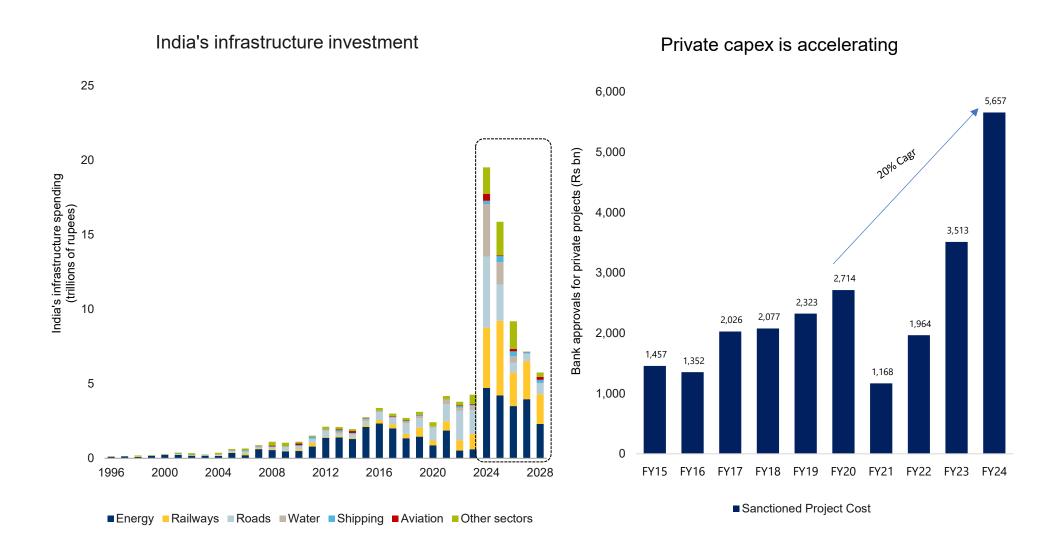
Note: As of Q2 2024. Source: China National Bureau of Statistics, Japanese Cabinet Office, Macrobond, RBC GAM



Source: CLSA, Oxford Economics, May 2024

## India

#### Infrastructure investment driving structural growth



Note: Estimated values of projected completed or due for completion. Source: Centre for Monitoring Indian Economy, Bloomberg Economics, RBC GAM

Source: RBI, Jefferies, October 2024



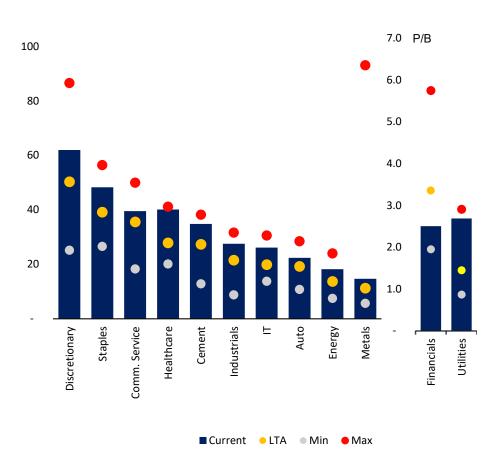
### India

Large divergence in valuation suggests selectivity is key

60 50 40 30 20 10 0 MSCI India India Large Cap India Mid Cap India Small Cap

MSCI India P/E by market cap

Nifty P/E and P/B by sector



RBC

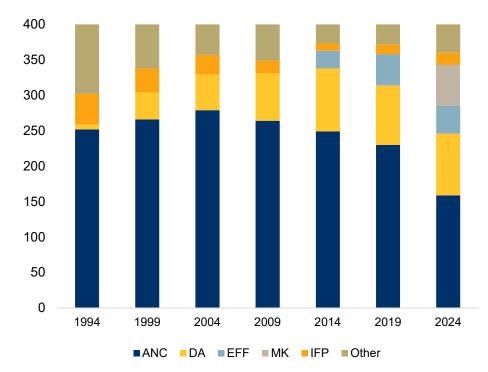
Source: MSCI, Bloomberg, RBC EM Equity, October 2024

Source: Bank of America, October 2024. \*Financials and Utilities are P/B

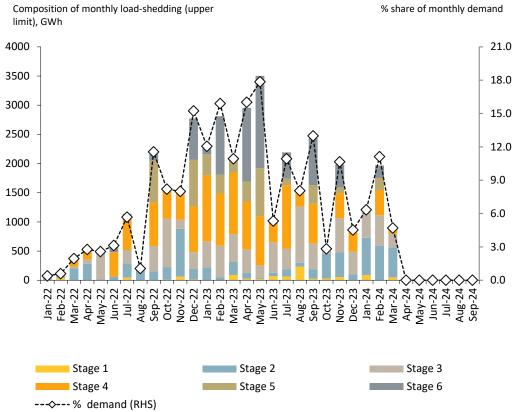
## South Africa

#### Improving political and operating environment

Breakdown of national assembly seats: the ANC won only 40% of the recent vote



## Improving energy outlook: power cuts suspended since March



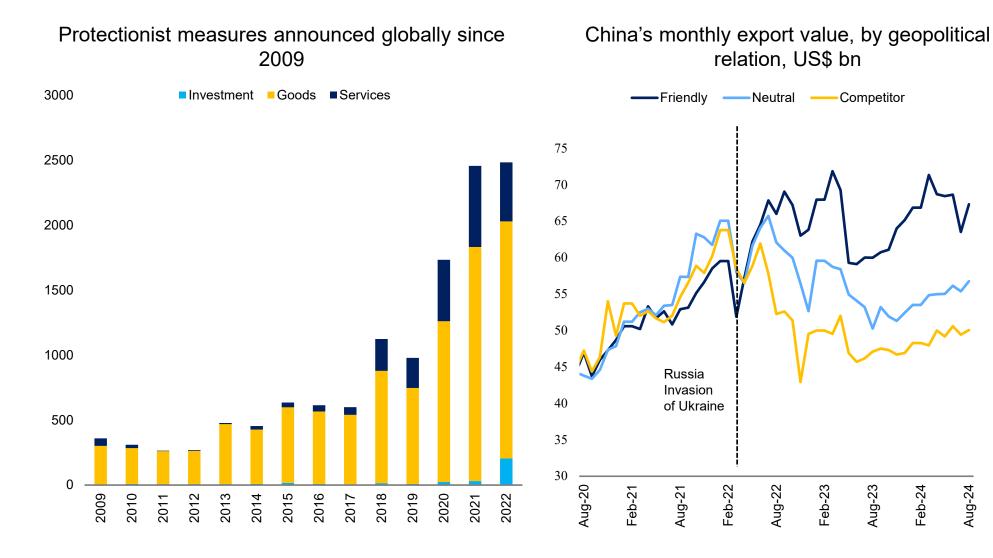
Source: Eskom, HSBC, September 2024



Source: HSBC, IEC, June 2024

## Geopolitics

#### The emergence of new trading blocks



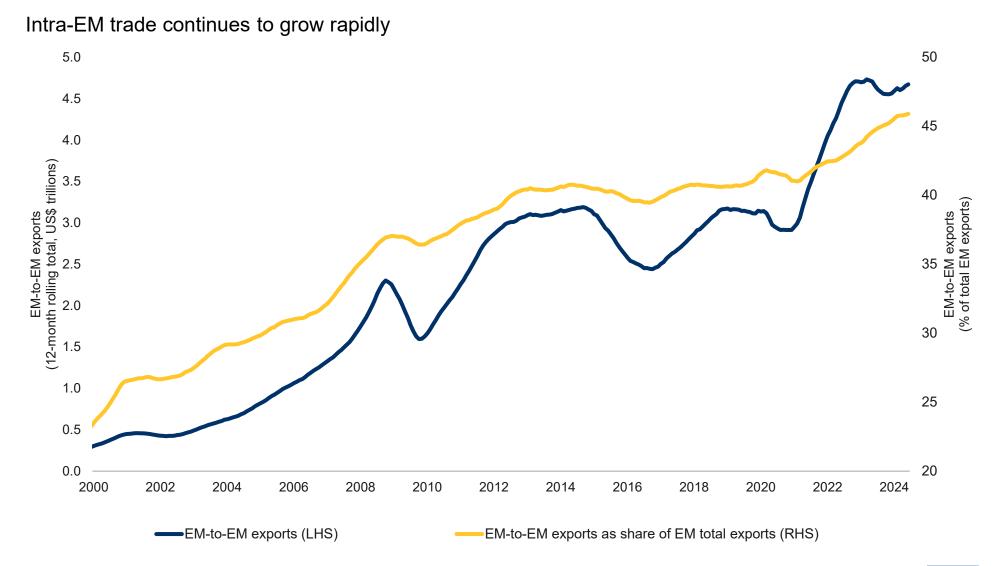
Source: Morgan Stanley, Global Trade Alert, IMF, 2022

Source: Morgan Stanley, CEIC, August 2024



## **Decoupling of EM trade**

#### Increasing trade between EM countries



RBC

Source: IMF, Macrobond, RBC GAM, June 2024

## ... Are we at a turning point?

#### YES!

After a lost decade, we believe that this could be a turning point for EM EM will be the driver of global GDP growth EM represents an expanding and increasingly diverse opportunity set – no longer all about China!

<u>The Funds:</u> **RBC Emerging Markets Equity Fund** 45–50 holdings – focus on quality companies delivering sustainable growth **RBC Emerging Markets Value Equity Fund** 60-80 holdings - Emphasis on undervalued companies with catalyst for rerating



## **Learning Objectives**

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Gain an updated EM Equities outlook



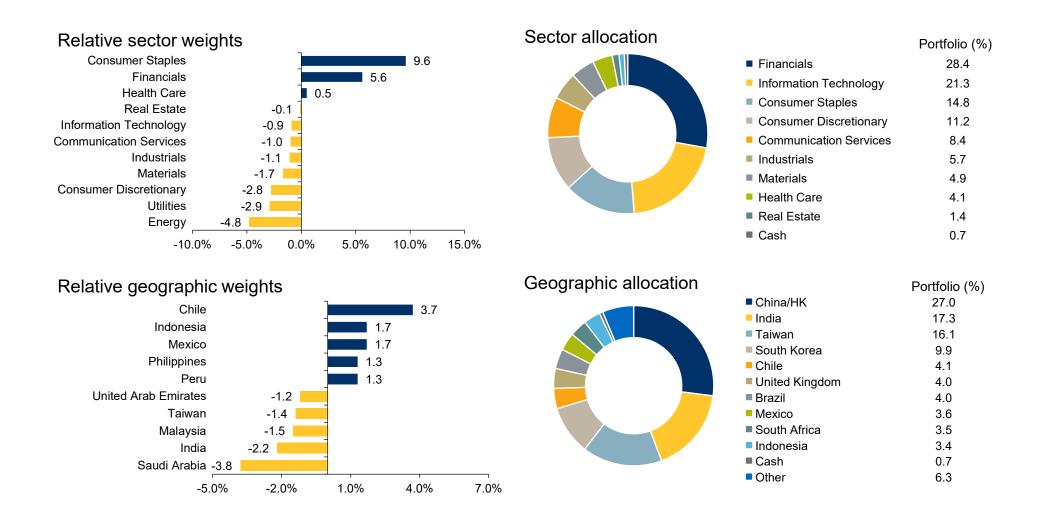


RBC BlueBay Asset Management

# Appendix

## Country and sector positioning

### Stable positioning focused on areas of domestic growth



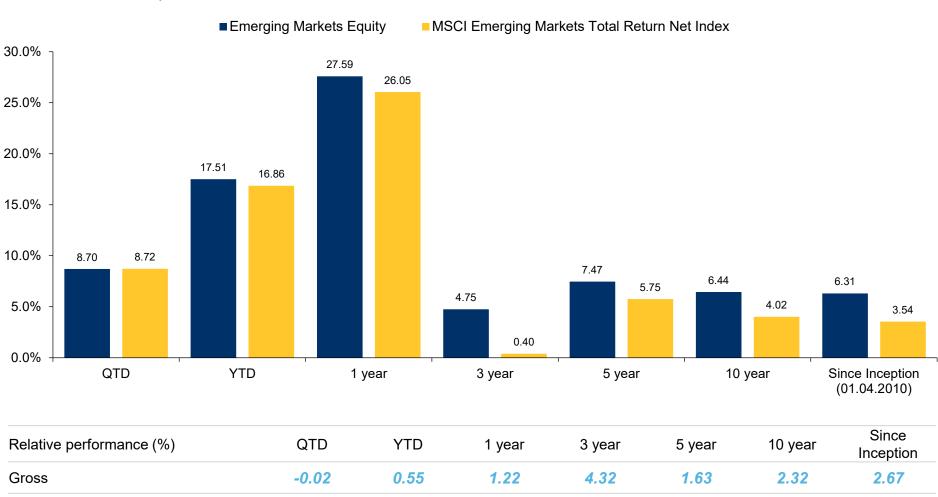
#### As at 30.09.2024

Source: RBC Global Asset Management, MSCI. The MSCI EM Net Index is the benchmark for the strategy. 'Other' represents remaining geographies for Geographic allocation. Figures may not sum to 100% due to rounding. Portfolio Characteristics presented above are those of a representative account in the strategy. The information is supplemental to the GIPS® Composite Report in the appendix.



## Performance

### Consistently strong absolute and relative returns



Annualised returns, USD

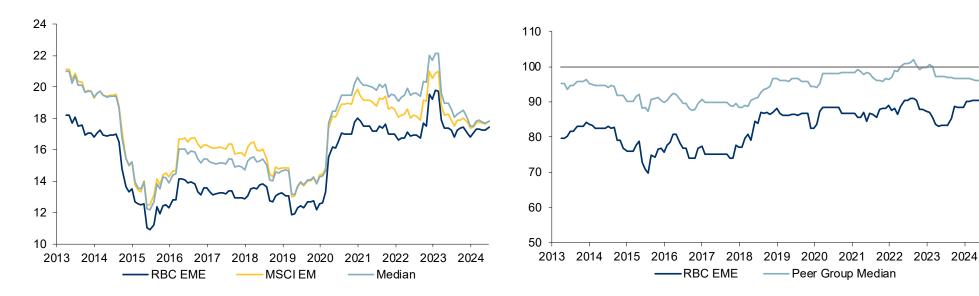
Past performance is not indicative of future results and is calculated in USD. Returns may increase or decrease as a result of currency fluctuations. As at 30.09.2024

Source: RBC Global Asset Management, MSCI. Returns are presented gross of management fees and include the reinvestment of all income. All returns for periods greater than one year are shown on an annualised basis. Net calendar returns can be viewed in the GIPS<sup>®</sup> Appendix. Performance is presented as supplemental to the "GIPS<sup>®</sup> Composite Report" which contains additional information regarding calculation of performance data.



## Risk

### Consistent implementation of investment philosophy



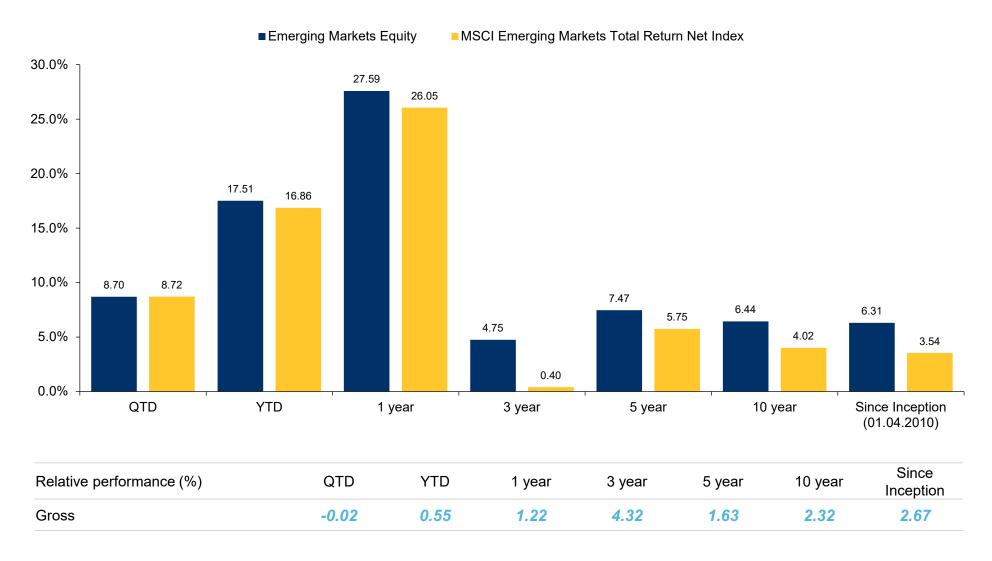
#### Standard deviation (3 year) monthly rolling since inception Downside market capture ratio (3 year) monthly rolling s.i.\*

Source: Data as at 30.06.2024 unless stated. eVestment data. N.B. Peer Group defined as eVestment Global Emerging Markets All Cap Equity Peer Group. The MSCI EM Net Index is the benchmark for the strategy. \* Since inception.



## Annualised returns

### Consistently strong absolute and relative returns



Past performance is not indicative of future results and is calculated in USD. Returns may increase or decrease as a result of currency fluctuations.

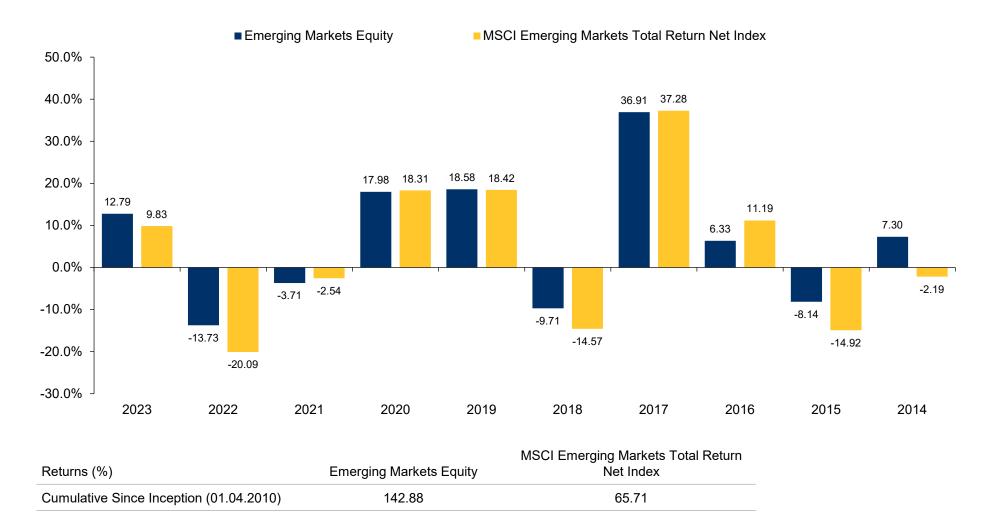
As at 30.09.2024

Source: RBC Global Asset Management, MSCI. Returns are presented gross of management fees and include the reinvestment of all income. All returns for periods greater than one year are shown on an annualised basis. Net calendar returns can be viewed in the GIPS<sup>®</sup> Appendix. Performance is presented as supplemental to the "GIPS<sup>®</sup> Composite Report" which contains additional information regarding calculation of performance data.



## Calendar year returns

### Emerging Markets Equity



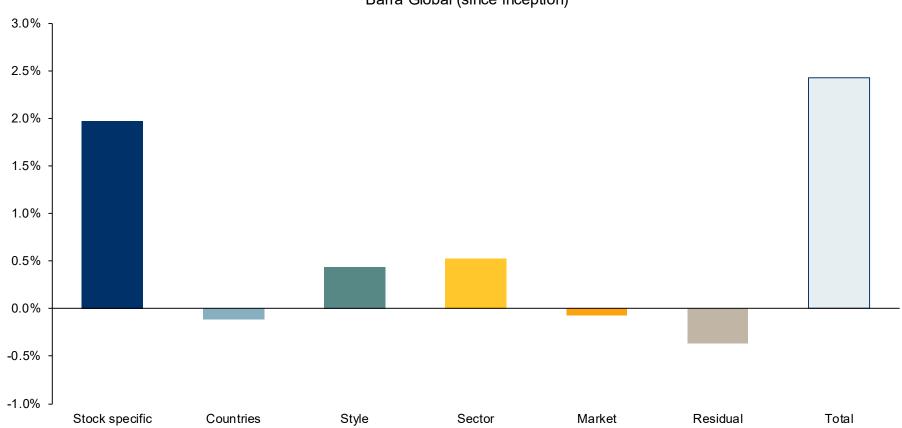
Past performance is not indicative of future results and is calculated in USD. Returns may increase or decrease as a result of currency fluctuations. As at 30.09.2024

Source: RBC Global Asset Management, MSCI. Returns are presented gross of management fees and include the reinvestment of all income. Net calendar returns can be viewed in the GIPS<sup>®</sup> Appendix. Inception of the GIPS<sup>®</sup> performance record is 01.04.2010. Performance is presented as supplemental to the "GIPS<sup>®</sup> Composite Report" which contains additional information regarding calculation of performance data.



## **Performance** attribution

Stock selection is the main driver of relative returns



#### RBC Emerging Markets Equity annualised attribution Barra Global (since inception)

As at 30.09.2024 Source: RBC Global Asset Management, Axioma, Barra. Annualised Excess Returns in USD.



## Top ten holdings

### High conviction portfolio

Issuer	Country	Sector	Portfolio	Benchmark <sup>1</sup>
TSMC	Taiwan	Information Technology	8.4	9.0
Tencent	China/HK	Communication Services	6.6	4.5
HDFC Bank	India	Financials	6.2	1.1
Antofagasta	Chile	Materials	4.1	0.0
Tata Consultancy Services	India	Information Technology	4.0	0.6
Mahindra & Mahindra	India	Consumer Discretionary	3.8	0.4
AIA	China/HK	Financials	3.3	0.0
Unilever	United Kingdom	Consumer Staples	3.2	0.0
Samsung Electronics	South Korea	Information Technology	3.2	3.1
Fomento Economico Mexicano	Mexico	Consumer Staples	2.7	0.2
Total (%)			45.6	18.9

#### As at 30.09.2024

Source: RBC Global Asset Management. Based on a representative account of this strategy. Weights reflect actual positions, cash positions not shown. Some of the holdings may be listed in developed markets but their primary source of revenue and/or business is located in Emerging Markets. Supplemental information on this page complements the "GIPS<sup>®</sup> Composite Report" appendix to these materials. <sup>1</sup>The MSCI EM Net Index is the benchmark for the strategy.



## Holdings by theme

#### **Emerging Markets Equity**

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	10		0	0	
		10		5	

Advantech	Digitalisation
Delta Electronics	Digitalisation
MediaTek	Digitalisation
MercadoLibre	Digitalisation
NetEase	Digitalisation
Samsung Electronics	Digitalisation
Shenzhen Inovance Technology	Digitalisation
SK Hynix	Digitalisation
Tata Consultancy Services	Digitalisation
Telkom Indonesia Persero	Digitalisation
Tencent	Digitalisation
TSMC	Digitalisation
Alibaba	Domestic Consumption
Dino Polska	Domestic Consumption
Fomento Economico Mexicano	Domestic Consumption
Mahindra & Mahindra	Domestic Consumption
Midea	Domestic Consumption
President Chain Store	Domestic Consumption
SM Investments	Domestic Consumption
Unilever	Domestic Consumption

#### lssuer

Uni-President Enterprises	Domestic Consumption
Wal-Mart de Mexico	Domestic Consumption
Yum China	Domestic Consumption
AIA	Financialisation
Axis Bank	Financialisation
B3 - Brasil Bolsa Balcao	Financialisation
Bank Central Asia	Financialisation
Credicorp	Financialisation
Discovery	Financialisation
E.Sun Financial	Financialisation
HDFC Bank	Financialisation
Hong Kong Exchanges &	Financialisation
Clearing	T mancialisation
Kasikornbank	Financialisation
Ping An Insurance	Financialisation
Samsung Fire & Marine	Financialisation
Insurance	Tinancialisation
Shinhan Financial	Financialisation
Antofagasta	Green Infrastructure
China Resources Land	Green Infrastructure
Mondi	Green Infrastructure
NARI Technology	Green Infrastructure

#### Issuer

Voltronic Power Technology	Green Infrastru
Clicks	Health & Wellr
Dr Reddy's Laboratories	Health & Wellr
Kalbe Farma	Health & Wellr
Marico	Health & Wellr
Raia Drogasil	Health & Wellr
Shenzhen Mindray Bio-Medical	Health & Wellr
Electronics	

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As at 30.09.2024

Source: RBC Global Asset Management. Based on a representative account of this strategy. Any holding less than 0.05% is not stated. Supplemental information on this page complements the "GIPS® Composite Report" appendix to these materials. Themes are determined by the portfolio manager as part of the top-down overlay of the fundamental research process. They are subject to change at any given time.



## **GIPS®** Composite Report

### **Emerging Markets Equity**

Composite name: RBC GAM Emerging Markets Equity (USD) Inception date: April 1, 2010 Benchmark: MSCI Emerging Markets Total Return Net Index Currency: USD

#### Annual returns

Year end	Composite gross return (%)	Composite net return (%)	Benchmark return (%)	Composite 3 yr std dev (%)	Benchmark 3 yr std dev (%)	Number of portfolios	Internal dispersion (%)	Composite assets (millions)	Firm assets (millions)
YTD 2024	17.51	16.72	16.86	17.14	17.38	12	0.35	14,427.4	497,475.6
2023	12.79	11.78	9.83	16.55	17.14	12	0.16	12,175.7	427,022.8
2022	-13.73	-14.50	-20.09	18.93	20.26	12	0.17	10,711.9	385,022.7
2021	-3.71	-4.57	-2.54	16.76	18.33	14	0.50	14,196.0	481,049.3
2020	17.98	16.93	18.31	17.75	19.60	14	0.51	13,532.5	424,813.8
2019	18.58	17.52	18.42	12.36	14.17	13	0.44	10,321.9	361,400.0
2018	-9.71	-10.52	-14.57	13.05	14.60	10	0.62	6,795.5	305,983.2
2017	36.91	35.69	37.28	12.66	15.35	10	0.76	6,175.8	331,885.2
2016	6.33	5.38	11.19	13.35	16.07	5	0.30	2,702.9	289,538.6
2015	-8.14	-8.96	-14.92	12.11	14.06	5	0.82	1,913.7	276,979.3
2014	7.30	6.34	-2.19	13.32	15.00	4	1.96	1,667.4	302,064.4

#### Annualised returns (%)

Composite or benchmark	QTD	YTD	1 year	3 year	5 year	7 year	10 year
Composite – Gross of fees	8.70	17.51	27.59	4.75	7.47	5.91	6.44
Composite – Net of fees	8.45	16.72	26.45	3.81	6.51	4.97	5.48
Benchmark	8.72	16.86	26.05	0.40	5.75	3.65	4.02

The GIPS® Composite Report is incomplete without the full disclosures, continued on the next page n/a = not applicable, Std dev = Standard deviation

As at 30.09.2024



## **GIPS®** Composite Report

#### **Emerging Markets Equity**

Composite name: RBC GAM Emerging Markets Equity (USD) Inception date: April 1, 2010 Benchmark: MSCI Emerging Markets Total Return Net Index Currency: USD

Description of the Firm: For the purposes of Global Investment Performance Standards (GIPS®), RBC Global Asset Management (RBC GAM) is the asset management division of Royal Bank of Canada (RBC) that has responsibility for managing discretionary assets, and includes the following separate but affiliated subsidiaries: RBC Global Asset Management Inc. (including PH&N Institutional), RBC Global Asset Management (U.S.) Inc., RBC Indigo Asset Management Inc., RBC Global Asset Management (UK) Limited, and RBC Global Asset Management (Asia) Limited (outside of North America, RBC GAM conducts business under the brand RBC BlueBay Asset Management). RBC purchased Phillips, Hager & North Investment Management Ltd., including the assets of BonaVista Asset Management Ltd., on May 1, 2008, BlueBay Asset Management LLP on December 17, 2010, and HSBC Global Asset Management (Canada) Limited on March 28, 2024. RBC GAM's lists of composite descriptions, limited distribution pooled funds are available upon request. As of December 31, 2023, the RBC GAM group of companies manages more than C\$566 billion (US\$427 billion) in a full spectrum of asset classes and strategies.

**Compliance Statement:** RBC GAM claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. RBC GAM has been independently verified for the periods January 1, 2002 through December 31, 2022. The verification report(s) is/are available upon request. A firm that claims compliance with the GIPS® standards must establish policies and procedures for complying with all the applicable requirements of the GIPS® standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS® standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. The Emerging Markets Equity (USD) composite has been examined for the periods April 1, 2010 - December 31, 2022. The verification and performance examination reports are available upon request.

Composite Description: The Emerging Market Equity (USD) Composite includes all portfolios that invest in Emerging Market equities managed by RBC GAM directly. Reported in \$USD. Starting June 1, 2017 portfolios in this composite cannot hold more than 90% investment in another RBC Mutual Fund.

Benchmark: The benchmark is the MSCI Emerging Market net index. The Index is designed to measure the equity market performance of emerging markets. Index returns are provided for comparison purposes to represent the investment environment existing during the time periods shown. An index is fully invested, includes the reinvestment of dividends and capital gains, but does not include any transaction costs, management fees, or other costs. Holdings of each separately managed account in a composite will differ from the index. An investor may not invest directly in an index.

Gross of Fees: Gross of fees performance is presented gross of all fees, but after all trading expenses. Returns are presented net of withholding taxes on dividends, interest income and capital gains where applicable.

Net of Fees: Net of fee performance is calculated using the maximum stated annual fee of 0.90% calculated and applied monthly.

Performance Calculations: Results are based on all fully discretionary accounts meeting the composite definition, including those accounts no longer with the firm. Returns are shown in U.S. Dollars, and include the reinvestment of all income. Performance shown for the Emerging Markets Equity Composite is based on information generated by RBC Global Asset Management's internal performance systems, which may differ from the performance shown in official books and records of certain investment funds which form a part of the composite. Official books and records for certain investment funds which form a part of the fund. For the purposes of calculating the Emerging Markets Equity Composite, we prepare a separate performance stream for such funds that eliminates the impact of this fair value adjustment. This second performance stream is used to calculate performance of the composite in an effort to better align the methodology for calculating composite performance with the methodology applied to calculate the benchmark. Additional information regarding policies for valuing investments, calculating performance, and preparing GIPS® Report is available upon request. Past performance is not indicative of future results.

**Composite Dispersion**: The composite dispersion of annual returns is indicated by the performance of individual accounts representing the equal weighted standard deviation of returns. Dispersion of returns is calculated for portfolios included in the composite for the full year. Calculations are based on gross portfolio returns if gross composite returns are presented. If only net composite returns are presented, then net portfolio returns are used in the composite returns are presented, then net portfolio returns are presented, then net composite returns are presented. If only net composite returns are presented, then net composite returns are presented, then net composite returns are used in the calculation.

Derivatives, Leverage and Short Positions: The portfolios may use derivatives for hedging purposes, and may also use derivatives such as options, futures, forwards and swaps for non-hedging purposes as a substitute for direct investment, as long as the portfolio's use of derivatives is consistent with its investment objectives. Currency hedging is used primarily as a risk management tool to limit the volatility of portfolio returns and may be used tactically to enhance returns. Currency hedge ratios can range between 0-100%, depending on asset class and mandate. No leverage has been used in any of the portfolios contained in the composite.

Fee Schedule: The standard management fee schedule for the portfolios in this composite: 0.90% per annum on the first \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the first \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the first \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the first \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the first \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the first \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the first \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the first \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the next \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the next \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the next \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the next \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$50 million and 0.70% per annum on the next \$25 million, 0.80% per annum on the next \$25 million, 0.75% per annum on the next \$25 million and 0.70% per annum on the next \$25 million and 0.70% per annum on the next \$25 million and 0.70% per annum on the next \$25 million and 0.70% per annum on the next \$25 million and 0.70% per annum on the next \$25 million and 0.70% per annum on the next \$25 million and 0.70% per annum on the next \$25 million and 0.7

Minimum Account Size: Currently there is no minimum account size in order to be included in this composite. Prior to January 01, 2012 an account must be at least \$25,000,000 to be included. Creation Date: This composite was created on July 30, 2013 and has an inception date of April 1, 2010.

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