



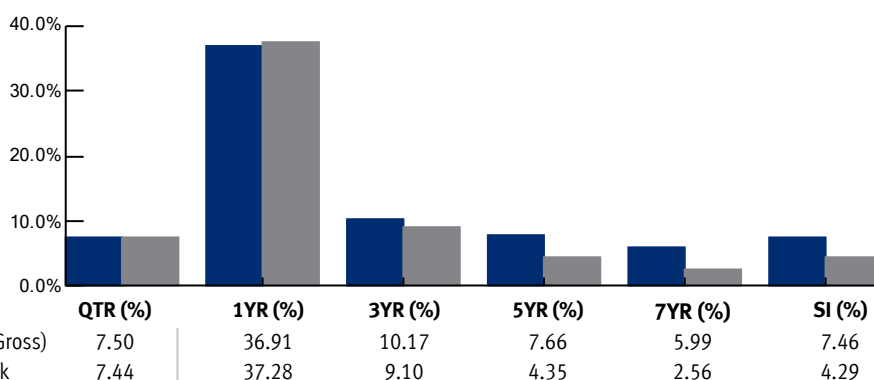
# RBC Emerging Markets Equity

## Quarterly Commentary

The RBC Emerging Markets Equity Strategy returned 7.5% in Q4 2017 versus a 7.4% return for the MSCI EM Total Return Net Index. Strong stock selection and an overweight position in South Africa contributed to overall returns, helped by positive political sentiment following Cyril Ramaphosa's election as President of the ANC. IT continued to have a negative impact on the portfolio due to the fact that we do not own Tencent and the stock rose more than 20% over the quarter.

South African companies FirstRand (+66bps) and Naspers (+65bps) were the biggest contributors to returns, and AIA Group (+28bps) benefitted from Chinese government plans to remove the limit on foreign ownership (currently capped at 50%) for life insurers after five years. Together with Tencent (-60bps), the biggest detractors from performance were Delta Electronics Thailand (-37bps) and Brazilian Bank, Banco Bradesco (-31bps). Delta Electronics' share price declined after its 3Q17 results disappointed the market, while Banco Bradesco suffered alongside the broader Brazilian market amid concerns that the government may not be able to pursue its reforms agenda.

## Investment Performance



Past performance is not indicative of future results.

Source: RBC Global Asset Management, Bloomberg, FactSet, Rimes

Returns include the reinvestment of all income. All returns for periods greater than one year are shown on an annualised basis.

Inception of the performance record is 1.4.10. Performance is presented as supplemental to the "GIPS® Compliant Presentation" which contains additional information regarding calculation of performance data.

## Portfolio Characteristics<sup>1</sup>

	Strategy	Benchmark
EBITDA Margin (ex Financials)	26.5%	17.4%
FCF Yield (ex Financials)	3.8%	3.4%
ROE (Trailing 12 mos)	16.2%	12.2%
Weighted Avg Market Cap	\$77.5bn	\$98.5bn
12-Month Turnover	18.1%	-
Active Share	77.7%	-
<b>Market Cap Distribution</b>		
> \$20 billion (Large)	56.7%	57.9%
\$10-\$20 billion (Medium/Large)	19.8%	18.0%
\$3-\$10 billion (Medium)	19.1%	20.8%
\$1.5-\$3 billion (Medium/Small)	2.5%	3.2%
<\$1.5 billion (Small)	2.0%	0.2%

## Top Ten Holdings<sup>1</sup>

Company Name	Country	Strategy (%)
Naspers	South Africa	6.2
Housing Development Finance	India	4.6
Samsung Electronics	Korea	4.5
Taiwan Semiconductor	Taiwan	4.2
Tata Consultancy Services	India	4.1
AIA Group	China/HK	3.9
Alibaba Group Holding	China/HK	3.2
SM Investments	Philippines	3.1
Banco Bradesco	Brazil	3.0
Antofagasta	United Kingdom	3.0

## Risk Characteristics

3 Years Through 31.12.17

	Alpha (%)	Beta	Standard Deviation (%)	R-Squared (%)	Upside Capture (%)	Downside Capture (%)	Sharpe Ratio
Strategy (Gross)	2.9	0.8	12.7	91.1	81.0	77.5	0.8
Benchmark	-	-	15.4	-	-	-	0.6

## Strategy Overview

- \$6,176 million Assets Under Management
- Inception: April 2010
- Benchmark: MSCI EM Net Index
- Vehicles: Segregated Account, SICAV (ISIN: LU0894190932), US '40 Act, US 3C7, Canadian Mutual Fund

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

## Investment Philosophy & Style

- Focus on sustainably high cash flow return on investment (CFROI) companies\*
- Distinctive blend of top-down thematic and fundamental company research with a built in ESG process
- High conviction, quality-biased, long-term portfolio

## Investment Process

- Distinctive and thorough top-down thematic research: 20-40% contribution
- In-depth company-level research drives security selection: 60-80% contribution
- ESG analysis embedded in investment process

## Portfolio Construction

- High conviction portfolio: 50-60 issues
- Majority of returns from stock selection
- Maximum in a single security: 7%
- Tracking error: 3-8%
- Low portfolio turnover: 10-40%

## Investment Team\*

**Philippe Langham**, Head of RBC Emerging Markets Equity, Senior Portfolio Manager  
Industry Experience: 25 years

**Laurence Bensafi, CFA**, Deputy Head of RBC Emerging Markets Equity  
Industry Experience: 17 years

**Guido Giammattei**, Head of Research, Portfolio Manager  
Industry Experience: 19 years

**Veronique Erb**, Portfolio Manager  
Industry Experience: 17 years

**Zeena Dahdaleh, CFA**, Portfolio Manager  
Industry Experience: 10 years

**Richard Farrell, CFA**, Portfolio Manager  
Industry Experience: 10 years

**Christoffer Enemaerke, CFA**, Portfolio Manager<sup>a</sup>  
Industry Experience: 7 years

**Ashna Yarashi**, Associate Portfolio Manager<sup>b</sup>  
Industry Experience: 5 years

\* As at 30.06.2017

<sup>a</sup> As at 01.01.2018

<sup>b</sup> As at 01.11.2017

## About RBC Global Asset Management

- Over \$335 billion Assets Under Management
- Offices in North America, Europe and Asia
- Over 300 investment professionals globally
- Part of Royal Bank of Canada, one of the highest rated, largest and safest banks in the world\*

\*Ratings: S&P: AA-, Moody's: A1 (Bloomberg, 31.12.2017). Ranked 5th largest bank in North America and 10th globally based on market capitalisation (Bloomberg, 31.12.2017).

Past performance is not indicative of future results. Source: RBC Global Asset Management, Bloomberg, FactSet, Rimes

<sup>1</sup>Supplemental information complements the RBC Emerging Markets Equity Composite presentation as provided in the "GIPS® Compliant Presentation". The information presented is derived from the representative account of the strategy. The representative account is the account in the composite that most closely reflects the current portfolio management style for the strategy.

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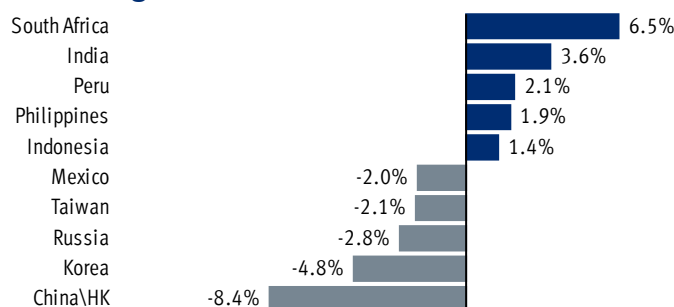
## Top Ten Benchmark Countries<sup>1</sup>

Country	Strategy (%)
China\HK	21.4
South Africa	13.6
India	12.3
Korea	10.7
Taiwan	9.1
Brazil	6.3
Indonesia	3.6
Philippines	3.1
Thailand	2.6
Peru	2.5

## Sector Allocation<sup>1</sup>

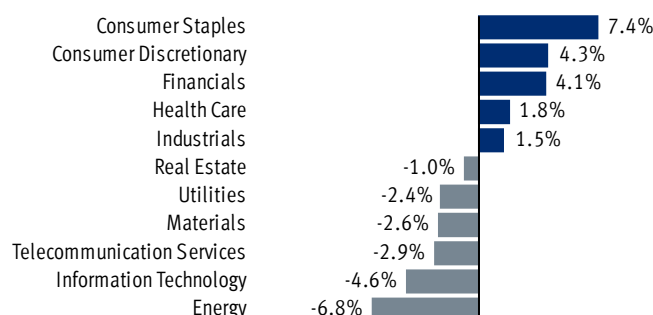
	Strategy (%)
Financials	27.6
Information Technology	23.1
Consumer Discretionary	14.5
Consumer Staples	13.9
Industrials	6.9
Materials	4.8
Health Care	4.5
Telecommunication Services	2.0
Real Estate	1.8
Cash	1.1

## Relative Weights for Benchmark Countries<sup>1</sup>



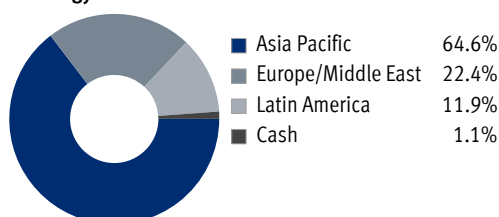
Top and bottom 5 relative weights for benchmark countries. Hong Kong is included as part of the overall China allocation although Hong Kong is not an official MSCI EM index constituent.

## Relative Sector Weights<sup>1</sup>

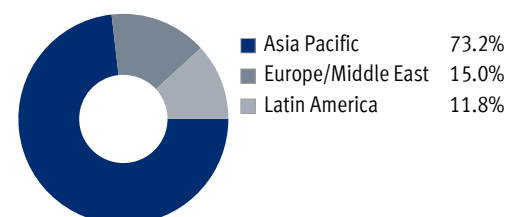


## Regional Breakdown<sup>1</sup>

### Strategy



### Benchmark



\*CFROI® is an approximation of the economic return, or an estimate of the average real internal rate of return, earned by a firm on the portfolio of projects that constitute its operating assets. HOLT® and CFROI® are trademarks of Credit Suisse Group AG or its affiliates.

# GIPS® Compliant Presentation, as at December 31, 2017

## 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 St Dev (%)	Benchmark 3-Yr St Dev (%)	Number of Portfolios	Internal Dispersion (%)	Composite Assets (millions)	Firm Assets (millions)
2010/04 - 2010/12	16.23	15.40	16.08	n/a	n/a	1	-	796.7	252,397.6
2011	-15.42	-16.22	-18.42	n/a	n/a	1	-	873.8	244,857.4
2012	22.79	21.63	18.22	n/a	n/a	2	0.74	1,505.9	279,416.3
2013	0.82	-0.13	-2.60	16.58	19.04	3	0.36	1,483.4	296,003.0
2014	7.30	6.28	-2.19	13.31	15.00	4	1.96	1,667.4	302,064.4
2015	-8.14	-9.01	-14.92	12.11	14.06	5	0.82	1,913.7	276,979.3
2016	6.33	5.33	11.19	13.35	16.07	5	0.30	2,702.9	289,538.6
2017	36.91	35.62	37.28	12.66	15.35	10	0.76	6,175.8	331,885.2

**Description of the Firm:** For the purposes of Global Investment Performance Standards (GIPS®), RBC Global Asset Management is the asset management division of Royal Bank of Canada (RBC), operating under the following brands: RBC Global Asset Management (RBC GAM) in Canada, the U.S. (institutional), the U.K. and Hong Kong; Phillips, Hager & North Investment Management (institutional); and BlueBay Asset Management (institutional). With offices around the world, RBC GAM offers a full range of global investment solutions in cash management and fixed income, equity, balanced, alternative and specialty investment strategies through mutual funds, hedge funds, pooled funds and separately managed accounts. The RBC GAM group of companies has more than C\$417 billion (US\$331 billion) in assets under management as at December 31, 2017. RBC purchased Phillips, Hager & North Investment Management, including the assets of BonaVista Asset Management, on May 1, 2008, and BlueBay Asset Management on December 17, 2010. A complete list and description of the firm's composites and performance results is available upon request.

**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, 2016. Verification assesses 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 in compliance with the GIPS® standards. The Emerging Markets Equity (USD) composite has been examined for the periods April 1, 2010 - December 31, 2016. 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 0.95% 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 composite include the impact of a fair value for market timing that is applied to certain securities as of the close of trading for 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 portfolios, calculating performance, and preparing presentations 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.

**3-Year Standard Deviation:** Periods with less than 3 years of data will show "n/a".

**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 management fee schedule is as follows: For U.S. clients: 0.95% for the first US\$50mm, 0.85% on the next US \$50mm, and 0.80% for all assets over US\$100m. Advisory fees are described on this page and on Form ADV Part 2A. RBC GAM reserves the right to negotiate all advisory fees.

**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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