



25th October 2024

Emerging Markets Equities: Fundamental & Quant roundtable

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Emerging Markets Outlook

Positive on emerging markets – short & long term

“An unpredictable America looks more and more like an emerging market”

Source: Financial Times, 1st October, 2024

Second growth wave is coming

Rethinking the outlook for emerging markets

A story of two halves

- > Commodity boom and China growth led the 1st wave.
- > Since 2011 EM have generally underperformed – a conflux of atypical events explains this.
- > The next wave will be very different and is expected to be led by 3 trends:
 - i. Technological advancement
 - ii. The rise of India
 - iii. Economic and political ascendancy

The first wave



Source: MSCI as at end May 2011

EM has advantages in the long term

Reshaping the world's economic and geopolitical foundations



Technological Advancements:

- > EM are rapidly advancing in technology and innovation such as AI.
- > Korea / Taiwan are key global supply chain players
- > EM can tech 'leapfrog' - ability to scale faster than DM and higher adoption rates



China Plus One – diversification and risk mitigation:

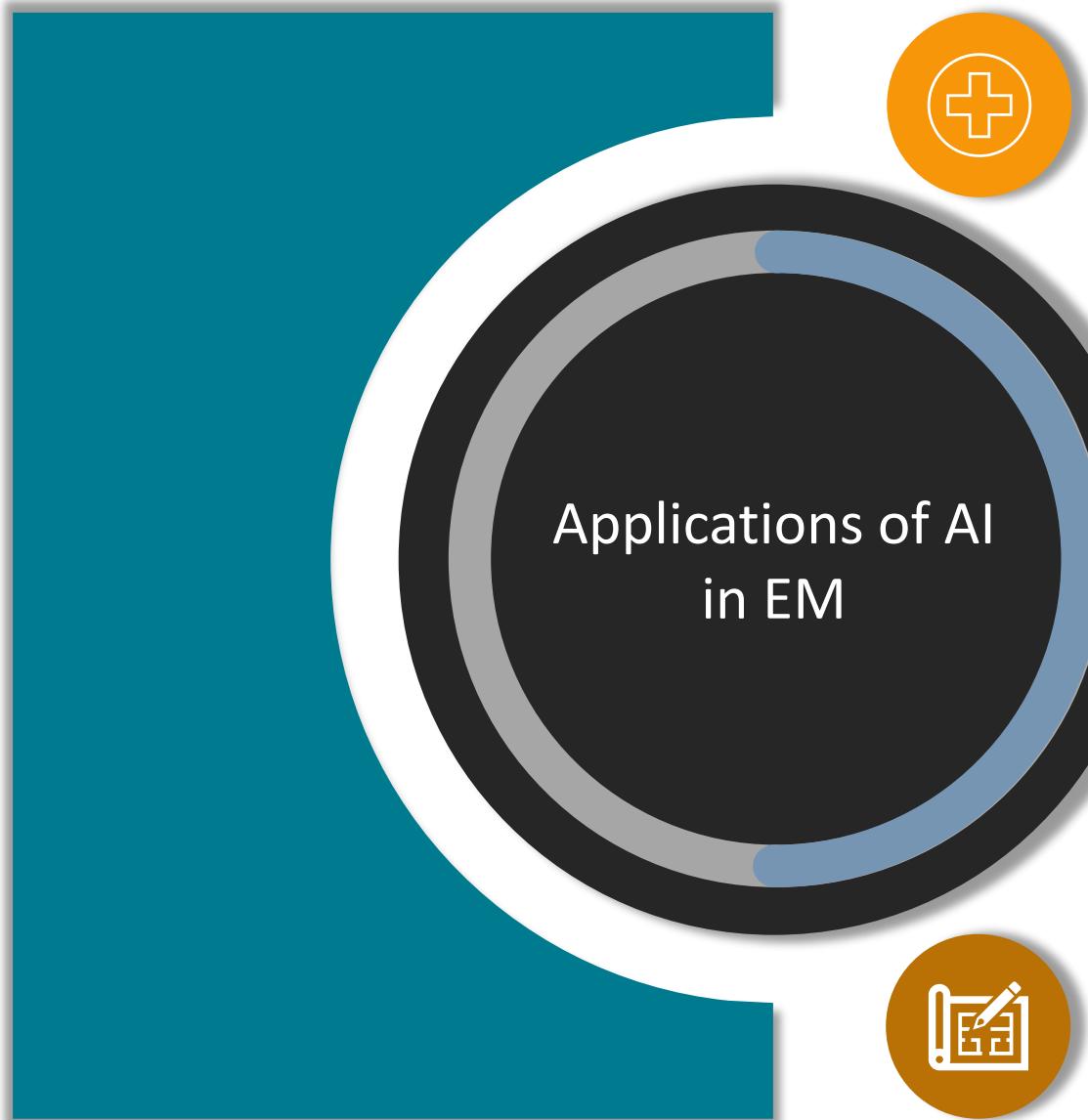
- > Offshoring
- > Near- & On-shoring
- > Friendshoring



Economic Ascendancy to continue:

- > Countries such as India, Indonesia & Brazil are overtaking the West re economic size
- > EMs possess abundant natural resources and represent large consumer markets
- > This gives them greater bargaining power and influence in global trade negotiations

AI Revolution: Transforming Emerging Markets into Global Powerhouses



Healthcare

- Diagnostics & Treatment
- Predictive Analytics
- Telemedicine

Agriculture

- Precision Farming
- Supply Chain Optimization
- Drought Prediction

Finance & Fintech

- Credit Scoring
- Fraud Detection
- Mobile Banking

Education

- Personalized Learning
- Teacher Support
- Language Learning

Infrastructure

- Smart Cities
- Resource Management
- Disaster Response

Brazil – the fintech story

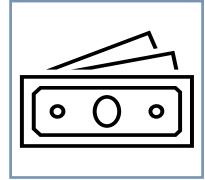
Brazilian Central Bank played a crucial role in fostering growth of fintech



Regulatory Sandboxes



Open Banking Initiative



Instant Payment System (PIX)

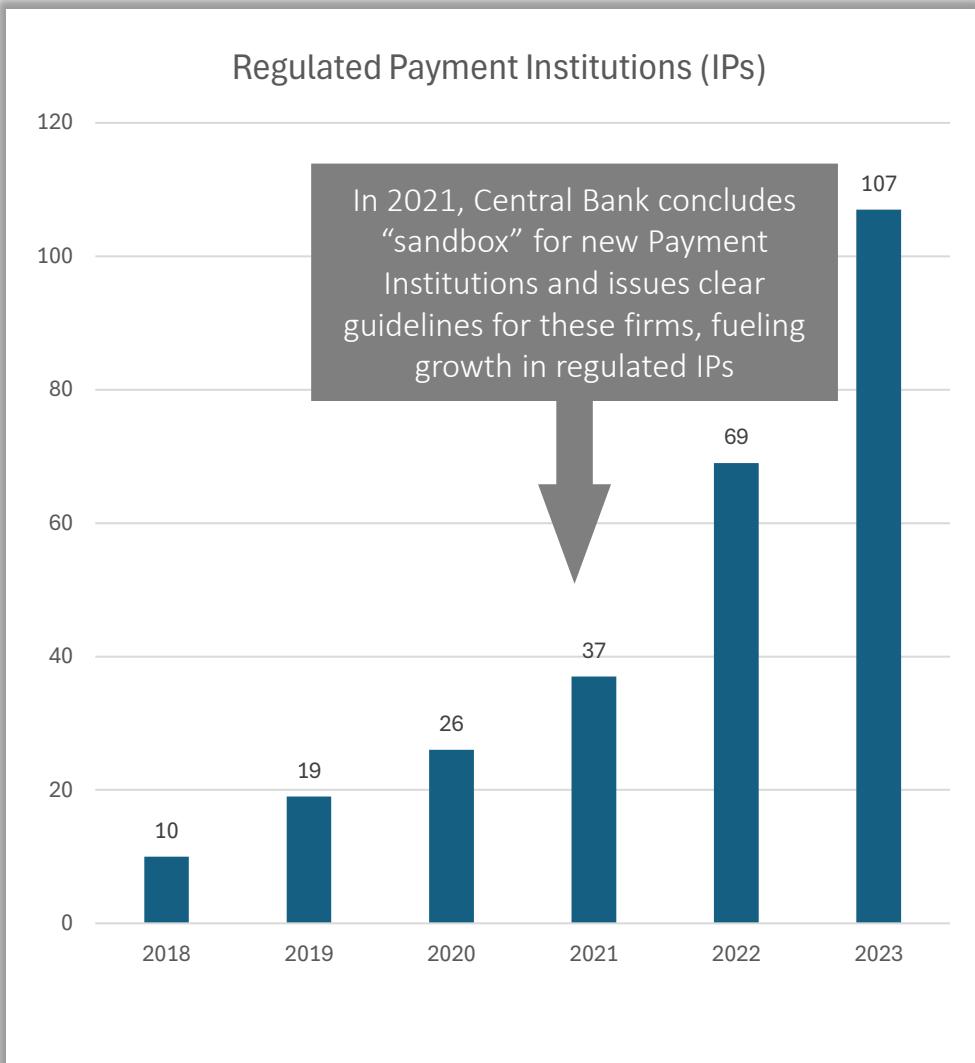


Modernizing Financial Regulations



Promoting Competition & Financial Inclusion

With a lighter regulatory burden for offering accounts and payments, new players emerged



Source: Central Bank of Brazil (2024)

Emerging markets are most at risk to climate change

But they also offer the best investment opportunities

01

High growth potential

02

Increasing energy demand

03

Policy and regulatory support

04

Global focus on sustainability

05

Opportunities for impact

High growth potential

Increasing energy demand

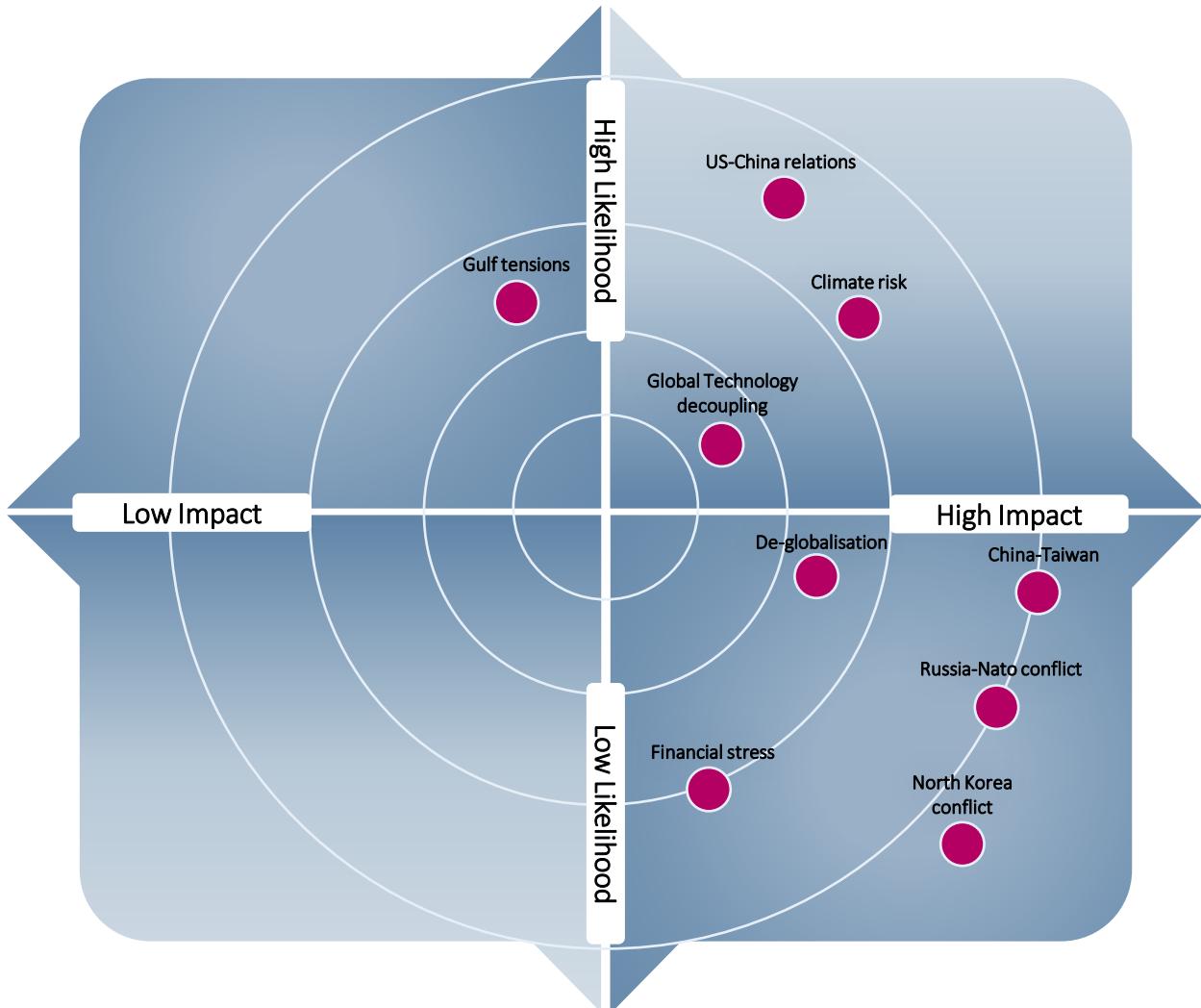
Policy and regulatory support

Global focus on sustainability

Opportunities for impact

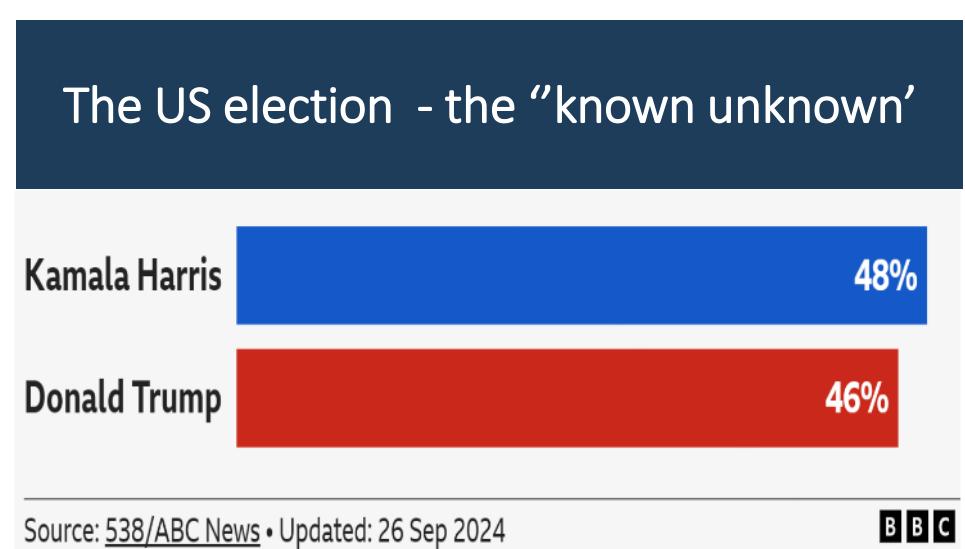
Geopolitics a much larger risk than historically

Geopolitical risk has risen significantly as the “new axis powers” (China, Russia, North Korea & Iran) forge closer ties



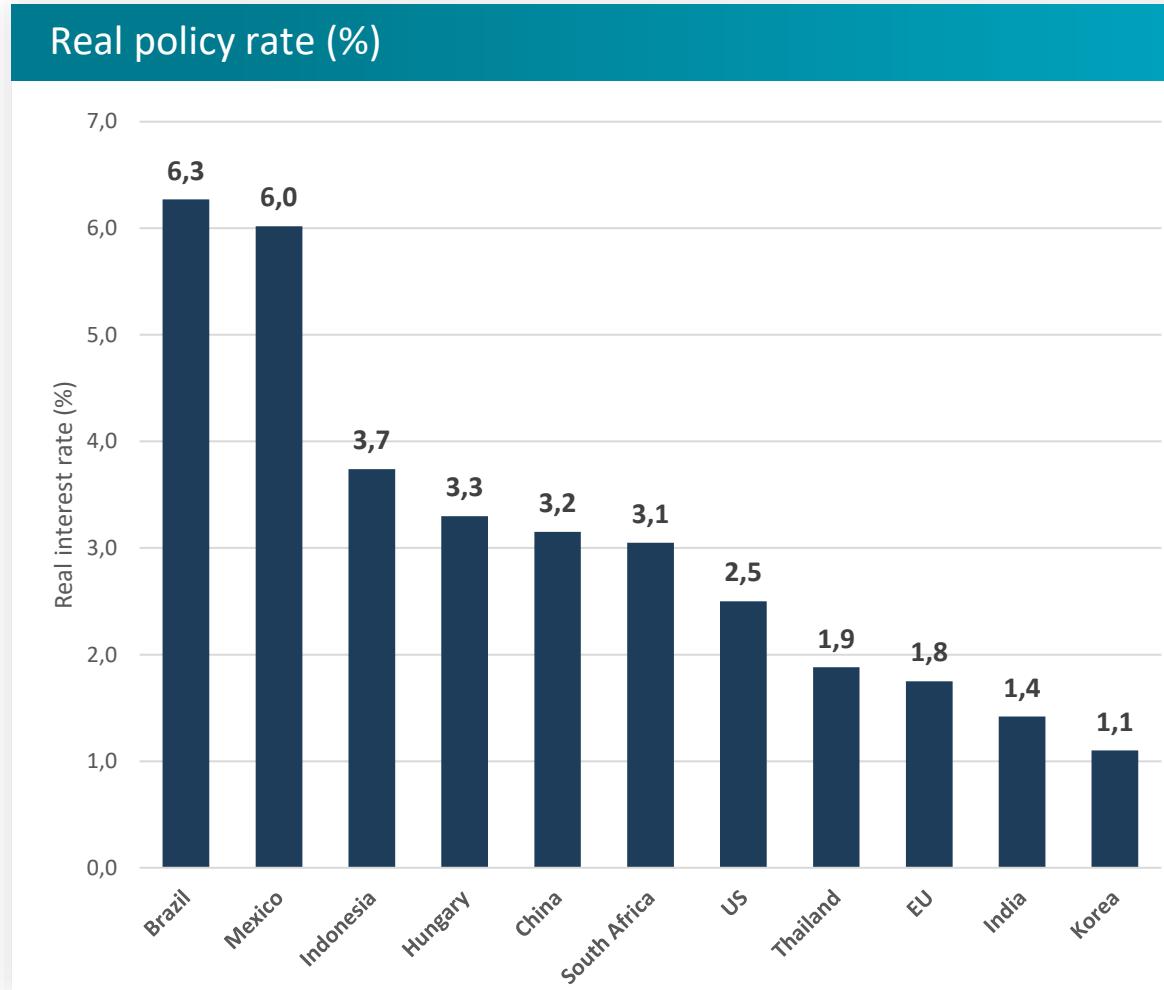
Source: EY, S&P Global, Robeco

ROBECO



More rate cuts expected across EM now that US has cut

Significant room to cut in many EM countries



Source: Trading Economics

Real policy rates calculated using latest CPI and interest rate data (August/September 2024)

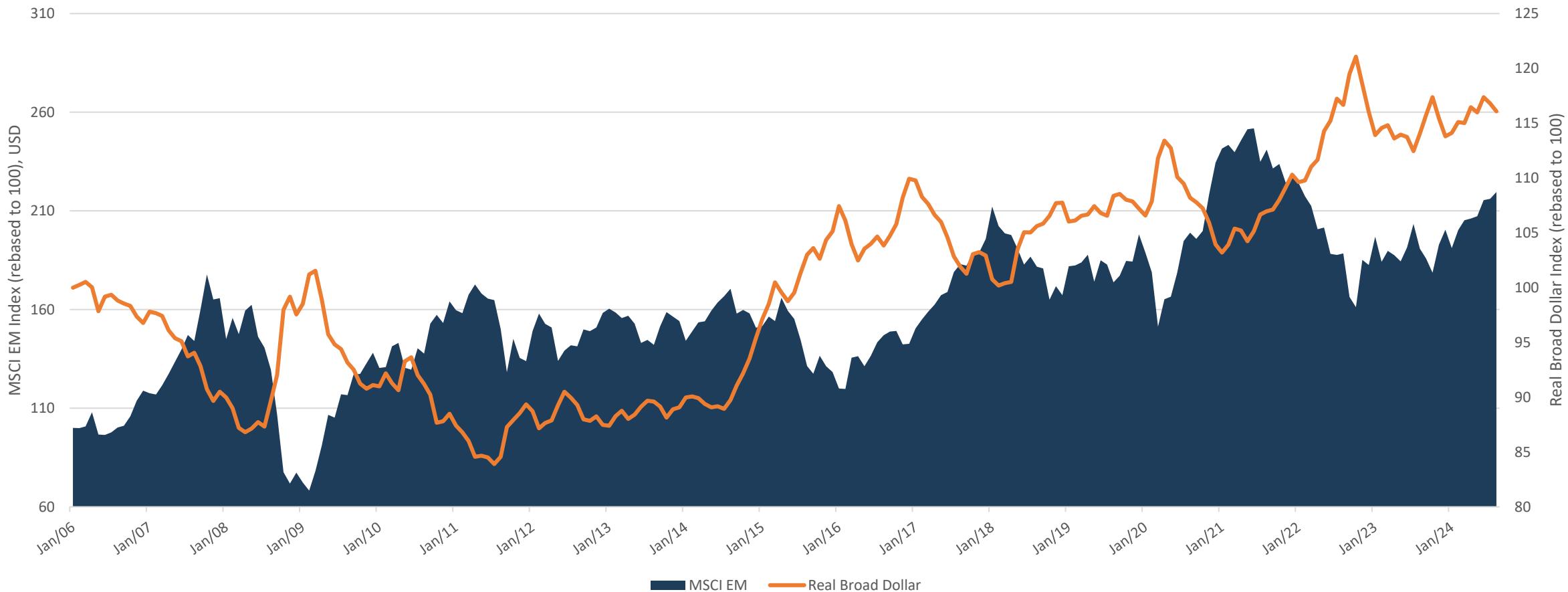
Estimates reflect subjective judgements and assumptions. There can be no assurance that developments will transpire as forecasted and that the estimates are accurate.



A historical Inverse relationship between USD and EM performance

A weakening dollar will be a positive for EM markets

Performance of MSCI EM Index v Broad Dollar Index

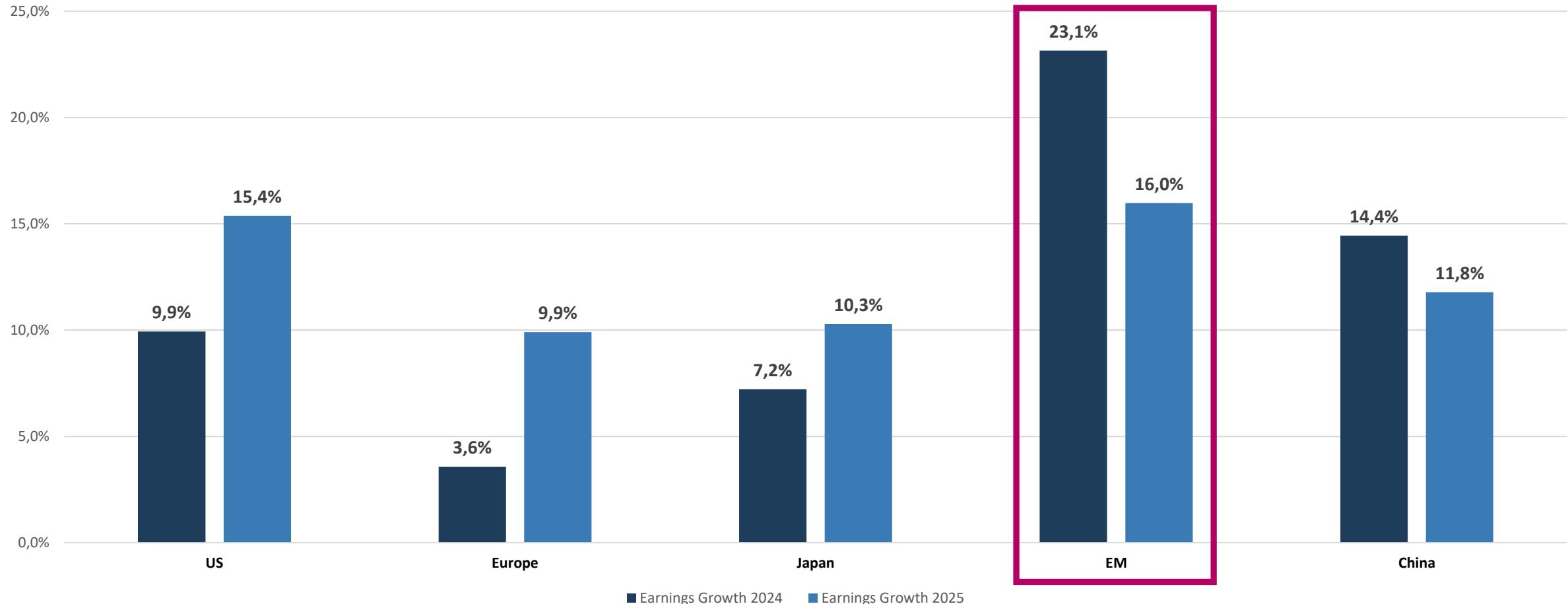


Source: Robeco, Factset as of 31 August 2024.

Earnings for EM in 2024 stronger than expected

Highest growth in 2024 and 2025 coming from EM

Earnings growth (%)



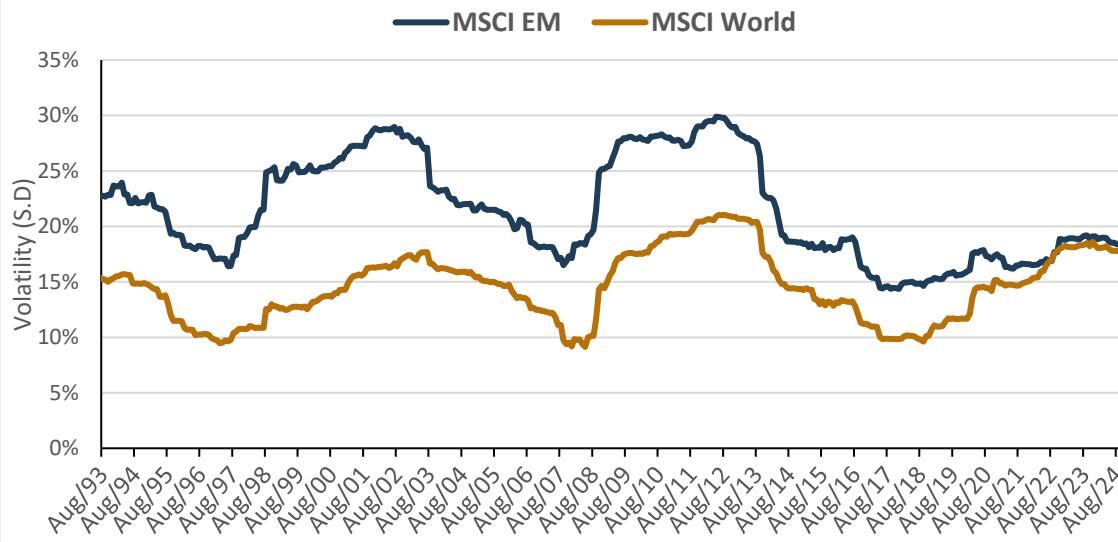
Source: MSCI, IBES, 31 August 2024.

The risk of EM needs to be re-assessed

EM now has a similar risk profile to DM but with a superior outlook – yet it trades at a large discount

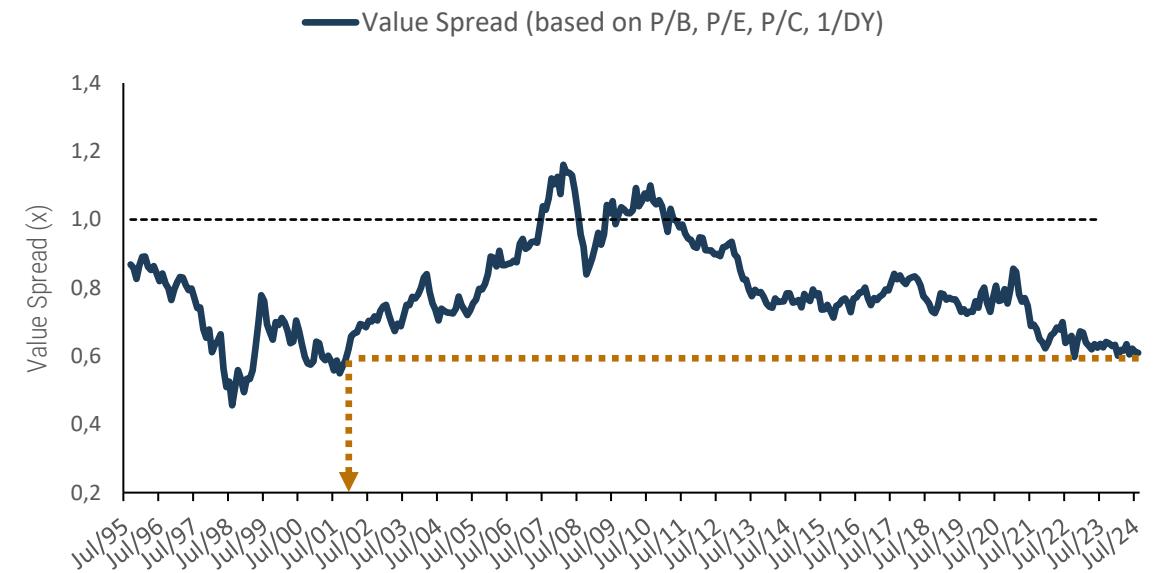
Volatility of EM is now very similar to DM

EM and DM volatility



Relative valuations are back at 2002 levels

EM/DM value spread



Source: Robeco, MSCI. The left-hand chart shows the 5Y rolling standard deviation in MSCI Emerging Market Index and the MSCI World Index. The sample period is as of 30 August 2024. All figures in USD, net total return. The center chart shows the valuation spread of the MSCI World Index vs. the MSCI Emerging Market Index. The valuation spread is based on four bottom-up-calculated multiples (price-to-book, price-to-earnings, price-to-cashflow, and price-to-dividend). For each multiple the valuation ratio of the MSCI Emerging Markets Index is divided by the same valuation ratio for the MSCI World Index.

A new contender – India's decade going forward

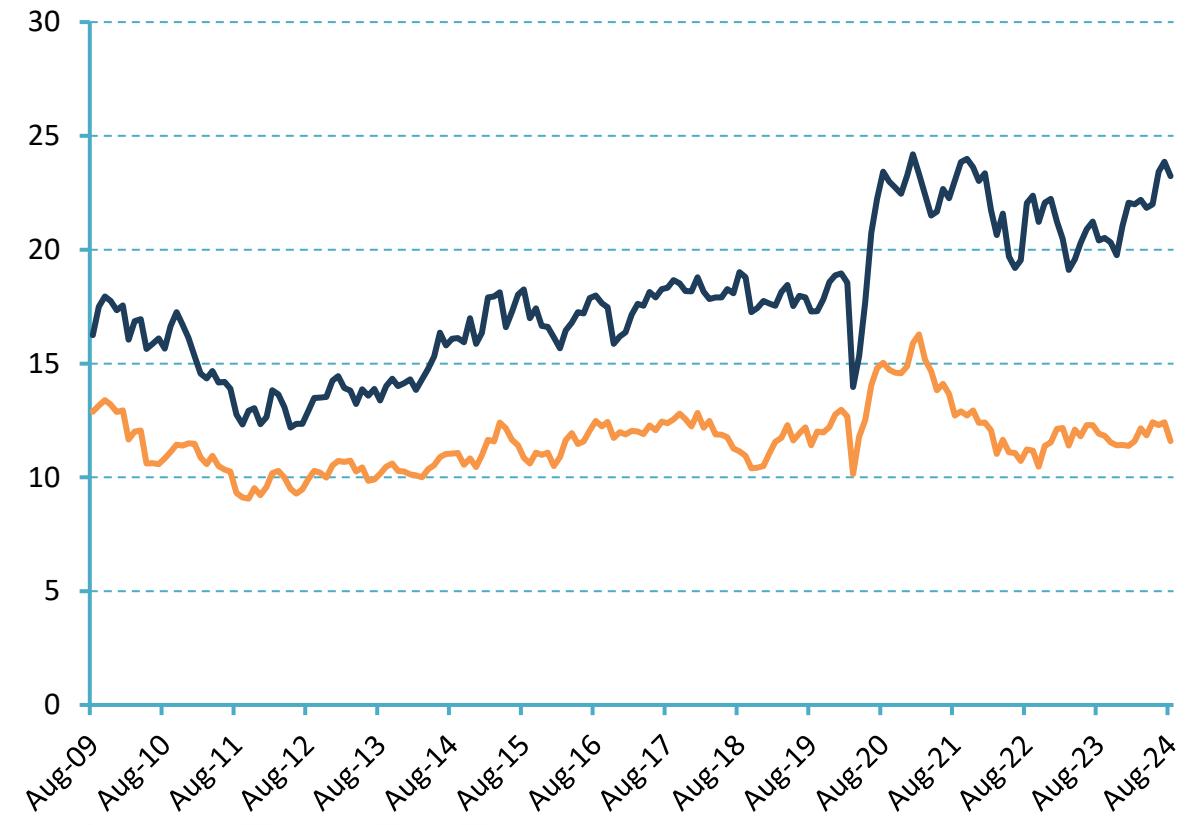
A GDP growth rate of 6% - 8% is expected over the next decade

Factors driving India going forward

- > Resilient GDP
- > Favourable demographics
- > Improving ease of doing business
- > Infrastructure development
- > Technological advancements

But valuations remain demanding

— MSCI India — MSCI EM



Source: Robeco, Factset, MSCI as at end August 2024

China has several vulnerabilities*

Valuation reflects this but there are still attractive themes

Risks

Large local government debt

- > Financial instability
- > Fiscal sustainability
- > Crowding out productive investments

Demographic Challenges

- > Aging population
- > Gender imbalances – one-child policy
- > High youth unemployment

Faltering property market

- > Overdevelopment – oversupply in many cities
- > Debt burden
- > Demographic changes – aging population

Opportunities



Consumer related



Information & Innovation



Structural Reform

MSCI 12 Month Forward PE (China v MSCI EM)



*The stimulus packages announced in late September help for shorter term growth and market sentiment, but do not solve the long-term structural issues mentioned above

Robeco Emerging Markets - Three decades of helping clients to get an edge in EM

Quant and Fundamental strategies reinforcing each other with over EUR 34bn in assets under management



Emerging markets
Harnessing opportunities
across the emerging world
since 1930



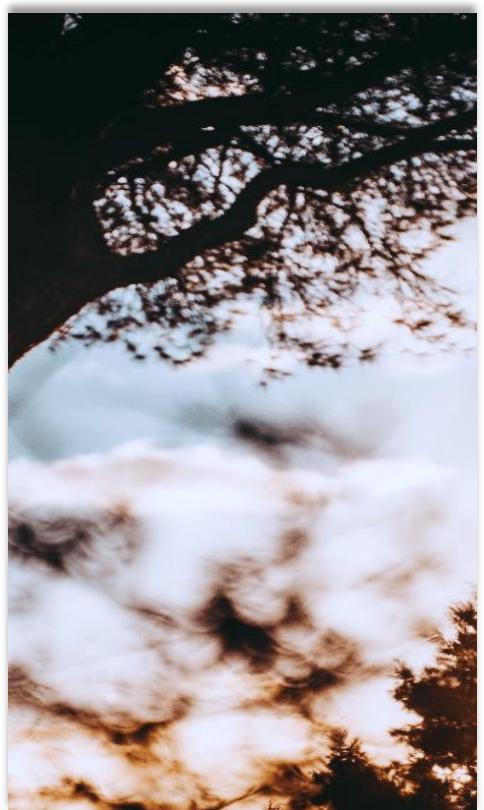
AuM: Over EUR 34bn
Growing assets in Robeco EM
Quant and Fundamental
Equity strategies



Collaborative efforts
Close interaction between
Quant and Fundamental Equity
teams



Strong performance
100% of the EM strategies have
delivered positive
excess returns since inception



Sustainability integration
Bottom-up ESG integration
across all Equity strategies

Robeco Emerging Markets equities at a glance

Delivering a wide range of proven and customizable solutions in emerging markets

Why Robeco Fundamental Equity EM

1. Longevity

- A rich source of country and stock data – information edge
- The same lead PM – no style drift & ownership of track record
- Using sustainability since 2001 and integrated since 2011

2. Performance

- Strong & consistent outperformance since inception
- Investment approach has outperformed both Growth & Value

3. Competitive edge

- 4 distinct USPs – in combination explains good performance
 - i. Country Analysis
 - ii. ESG Integration
 - iii. Use of Quant based tool in stock selection
 - iv. Value tilt approach – ‘Value with a future’

Fundamental Equities Emerging Markets

Diversified

Emerging Markets Equities
EM ex-China Equities

High
Conviction

Emerging Stars Equities

Impact

EM Climate Transition

Sustainable

Sustainable Emerging Stars Equities

Regional

Africa Equities

Country

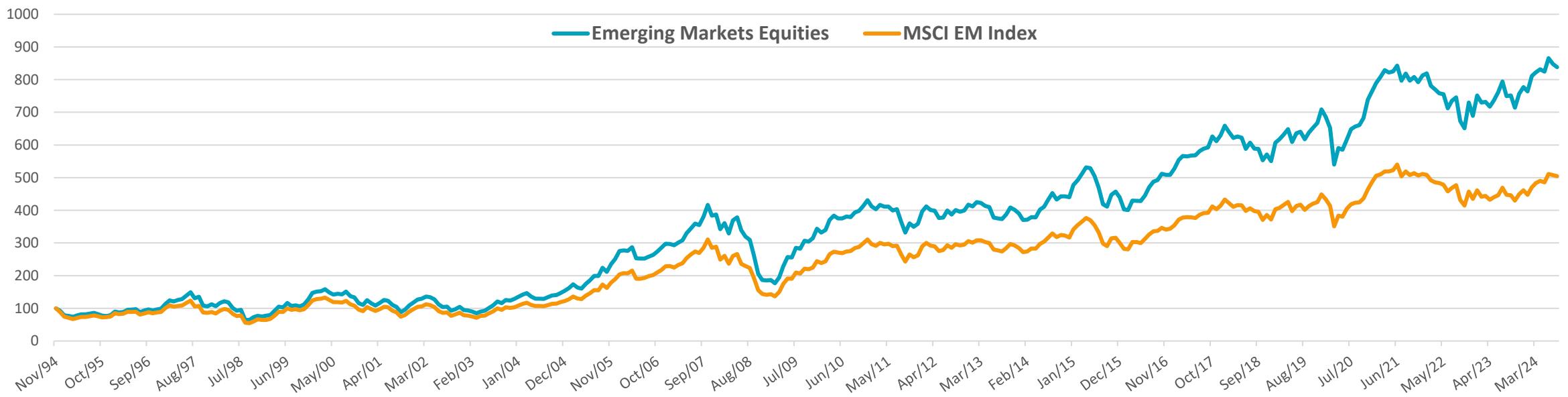
India; China & China A-share Equities

Robeco Emerging Markets Equities - Q1 ranked over 3,5 & 10 years

Annualised excess return of 1.8% since inception - 30 years

Annualized performance	YTD	1 Year	3 Years	5 Years	10 Years	Dec-94	31 August 2024
Robeco Emerging Markets Equities	7.92%	11.85%	0.80%	6.31%	6.36%	7.41%	
MSCI Emerging Markets Index	9.32%	12.83%	-0.95%	4.68%	4.36%	5.59%	
Relative performance	-1.40%	-0.99%	1.76%	1.63%	2.00%	1.82%	
Beta				1.12	1.08	1.07	1.05
Tracking error			3.84%	3.68%	3.21%	3.78%	

Cumulative return since inception versus MSCI EM Index – 334% cumulative excess return



Source: Robeco, MSCI, 31 August 2024.

Historical attribution

Performing in different market conditions

Calendar year	Portfolio Return	Excess Return	Country Allocation	Stock Selection
1995 Mexican Peso Crisis	-13.69%	1.20%	0.76%	-0.40%
1996	24.88%	6.66%	4.03%	2.87%
1997 Asia Crisis	13.43%	13.47%	8.66%	2.69%
1998 Asia Crisis / LTCM	-32.99%	-5.32%	0.63%	-5.82%
1999	95.79%	2.13%	16.92%	-14.04%
2000	-25.05%	1.63%	1.99%	-0.44%
2001 Argentine / Dot.com	6.94%	0.12%	0.43%	-0.78%
2002	-19.73%	-0.97%	0.06%	-1.09%
2003	36.14%	5.91%	0.54%	2.65%
2004	19.05%	0.58%	-2.31%	2.62%
2005	63.71%	8.59%	1.86%	8.85%
2006	18.41%	-2.09%	0.38%	-2.98%
2007 Global Financial Crisis	30.00%	3.83%	1.25%	-0.14%
2008 Global Financial Crisis	-52.15%	-1.23%	-1.11%	-0.19%
2009	85.57%	12.62%	4.23%	8.37%
2010	25.48%	-1.65%	-0.48%	-0.81%
2011 European debt crisis	-16.80%	-1.10%	-0.60%	-0.25%
2012	16.31%	-0.10%	0.07%	-0.17%
2013 'Taper tantrum'	-6.48%	0.33%	0.19%	0.14%
2014	12.78%	1.40%	0.75%	0.65%
2015 Greece defaults	-0.13%	5.10%	2.63%	2.46%
2016	15.80%	1.29%	-1.19%	2.48%
2017	23.83%	3.24%	1.92%	1.32%
2018	-12.58%	-2.31%	-1.79%	-0.52%
2019	28.75%	8.14%	2.18%	5.96%
2020 COVID	7.88%	-0.66%	1.54%	2.20%
2021 COVID	6.27%	1.41%	-0.54%	1.95%
2022 COVID / Ukraine	-15.20%	-0.35%	0.36%	-0.70%
2023 Middle East crisis	12.72%	6.61%	3.02%	3.59%
2024 YTD (August)	7.92%	-1.40%	-1.55%	0.14%
Since Jan 1995 (ann.)	7.74%	1.69%	1.13%	0.36%
Since Jan 2001 (ann.) - introduction of QR model	8.95%	1.46%	0.31%	0.99%

The currency in which the past performance is displayed may differ from the currency of your country of residence. Due to exchange rate fluctuations the performance shown may increase or decrease if converted into your local currency.

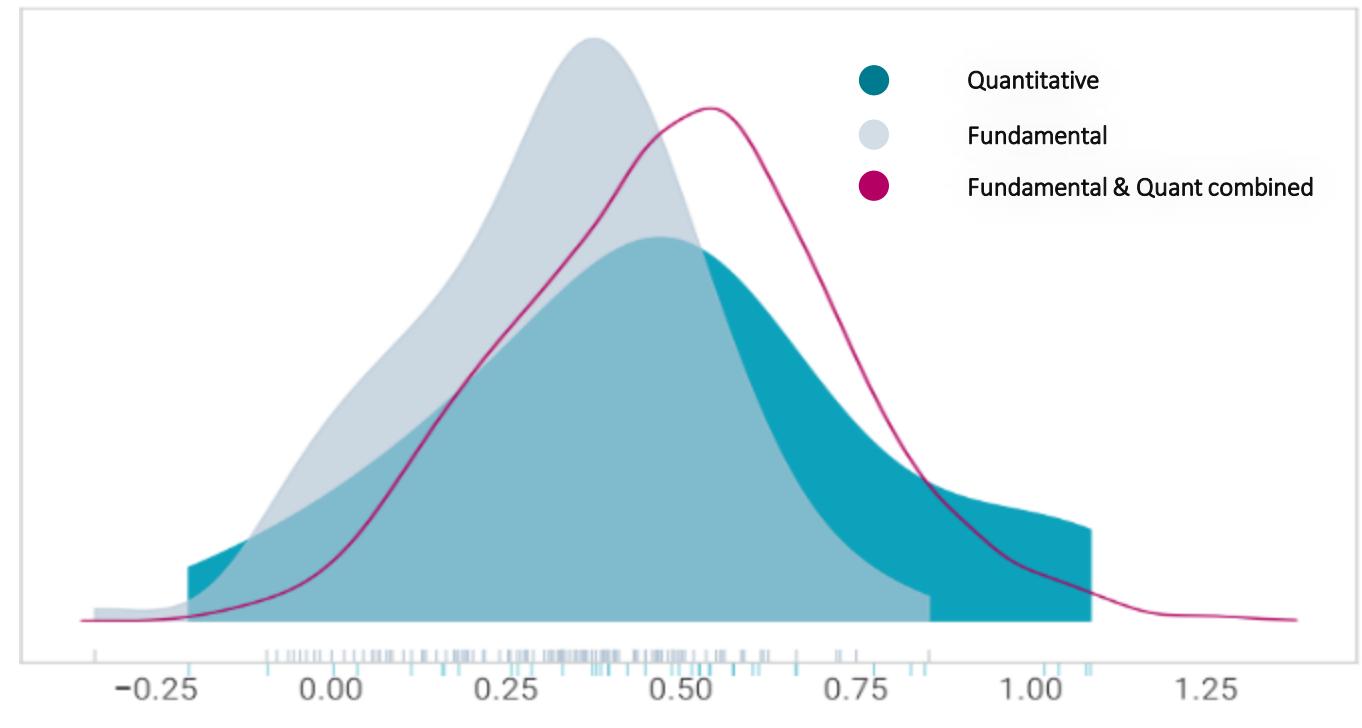
Periods shorter than one year are not annualised. The value of your investments may fluctuate. Past performance is no guarantee of future results. Returns gross of fees, based on gross asset value. In reality, costs (such as management fees and other costs) are charged. These have a negative effect on the returns shown.

Source: Robeco, MSCI. Portfolio: Robeco Emerging Markets Equities D-EUR Share Class. Index: MSCI Emerging Markets Index. All figures in EUR. Index change per 01-01-2008 from S&P IFC Composite to MSCI Emerging Markets Index. These performance numbers are single portfolio performance numbers that can be part of a GIPS composite in which case this information is supplemental to the composite report.

Embracing fundamental and quant investing in emerging markets

Combining both styles into one investment proposition improves the overall portfolio outcome

A balanced 50/50 split boosts average IR of the 2 subgroups by 25%



Fundamental & Quant
are natural complements

Source: Lohre, H., Roersma, V., Hanauer, M. (2024, January). *Embracing fundamental and quant investing in emerging markets*. White paper. LHG: The sample used for the densities includes two Robeco fundamental strategies being EM Core and EM Stars, and three quantitative strategies being EM Enhanced Indexing (EMEI), EM Active Quant (EMAQ) and EM Conservative Equities (EMCE). For a detailed description of the Robeco strategies, we refer to the Appendix of the paper. The value of your investments may fluctuate. Past performance is no guarantee of future results. Returns gross of fees, based on gross asset value. In reality costs (such as management fees and other costs) are charged. These have a negative effect on the returns shown.

Why Robeco Quant EM Equities

Defining features - USPs

Pioneers

Fundamental Insights

Innovation

Robeco is an **early proponent** of quant investing in EM – first stock selection model in **2001** and first live strategy in **2006**

Close collaboration with Fundamental EM team, while all ideas start with an **economic rationale** supported by empirical evidence

Proven track record reflected in our intellectual property such as **enhanced factor definitions** and **novel signals**

Sustainability

Customization

Client-Centric Solutions

Integration of **multiple dimensions** of sustainability (ESG, SDG, environmental footprints) in all EM strategies

Capability to tailor solutions so that they cater to **client-specific** financial and sustainability considerations

Suite of strategies that **address various client objectives** – alternatives to passive & fundamental and defensive solutions

“Every investment strategy should be research-driven”

- Wim Rauwenhoff, Robeco's first director (from 1933 to 1960)

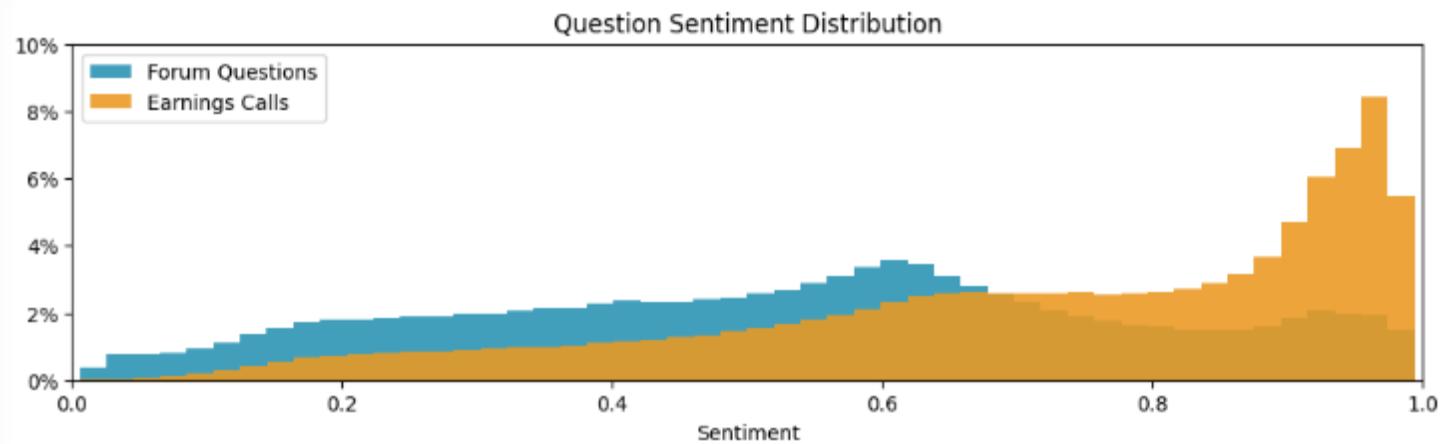
Chinese Exchange Forum Questions

NLP Sentiment

- > A legal framework requires Chinese companies to facilitate communication between investors and the company.
- > This brings the opportunity to tap into the questions and answers with our NLP capabilities.
- > Proven method on a new data source.
- > Timely information → Contains additive alpha on top of the sentiment during earnings calls.
- > Questions contain more variation in sentiment → Both can be used for inference.
- > In earnings calls: “**Update management**”.

The company displays a concerning level of arrogance, often exhibiting delays in addressing shareholders' inquiries with a rather indifferent attitude. For instance, while most listed companies readily provide precise figures regarding their shareholder count at the end of the previous month, our company consistently deflects by referring to quarterly, semi-annual, and annual reports....

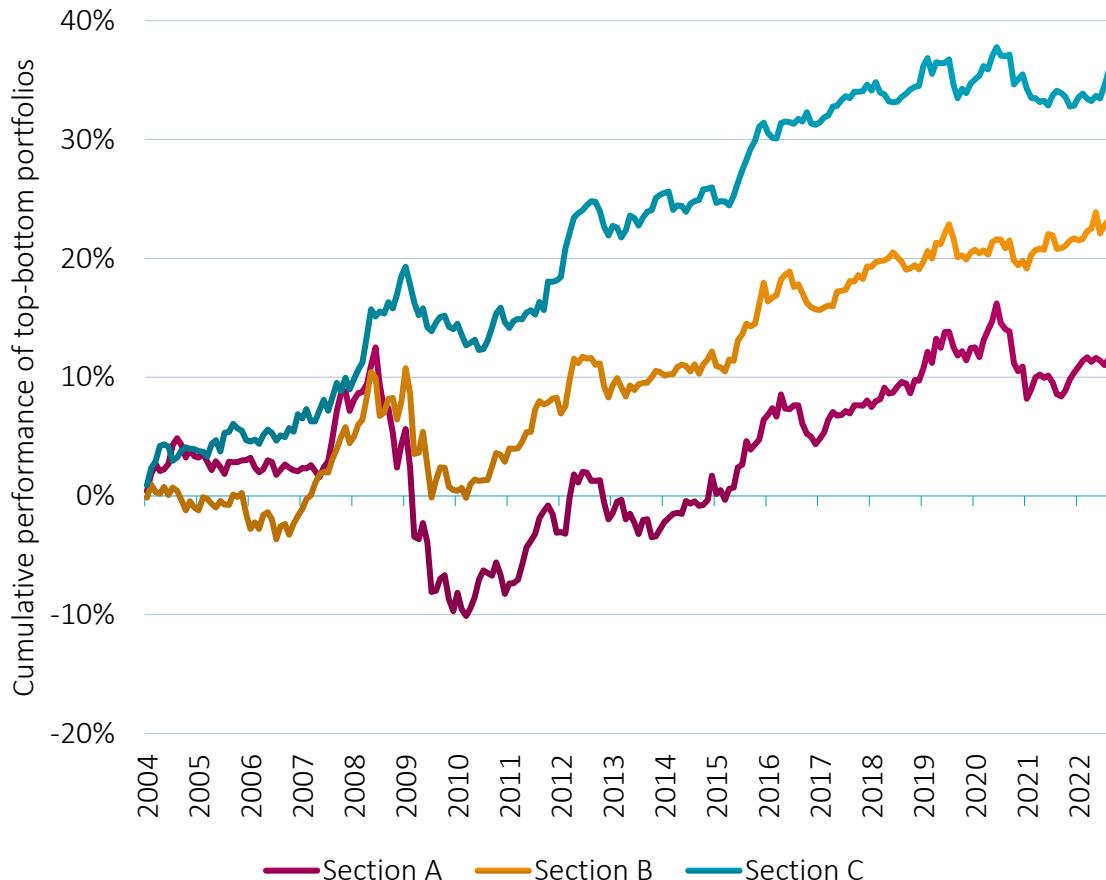
Fuxing Tan consistently demonstrates responsibility and strong executive skills. Recently, he has shown commitment by increasing his stake in the company by 5%. His approach is characterized by a lack of grandiose claims, which is commendable.



Listening in between the lines

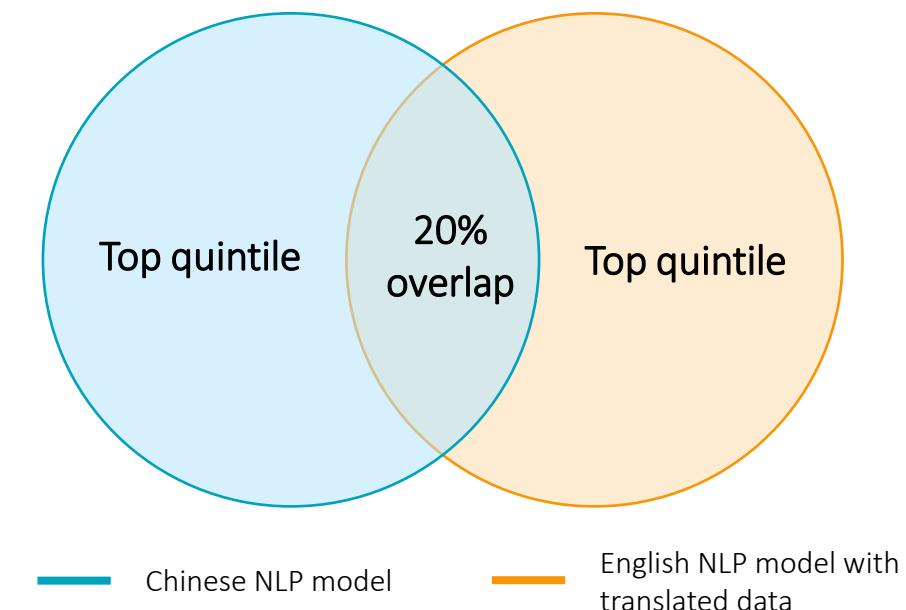
Using NLP to amplify sentiment from earnings calls

Decoding clues from objective voices and impromptu responses



Mitigating a loss in translation

- > NLP model outcomes vary based on model language and data language
- > Analysis of Chinese data with 2 different models produce different rankings
- > Combining both approaches enhances signal robustness



This is not a buy, sell or hold recommendation for any particular security. The information shown is only available for one-on-one presentations and for illustrative purposes only. No representation is made that these examples are past or current recommendations, that they should be bought or sold, nor whether they were successful or not.

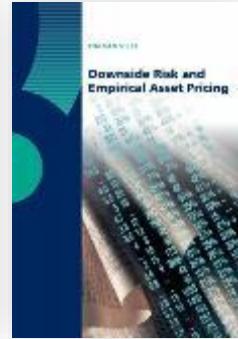
The Emerging Markets candy store: Ranking ca. 3,000 stocks

Research foundation

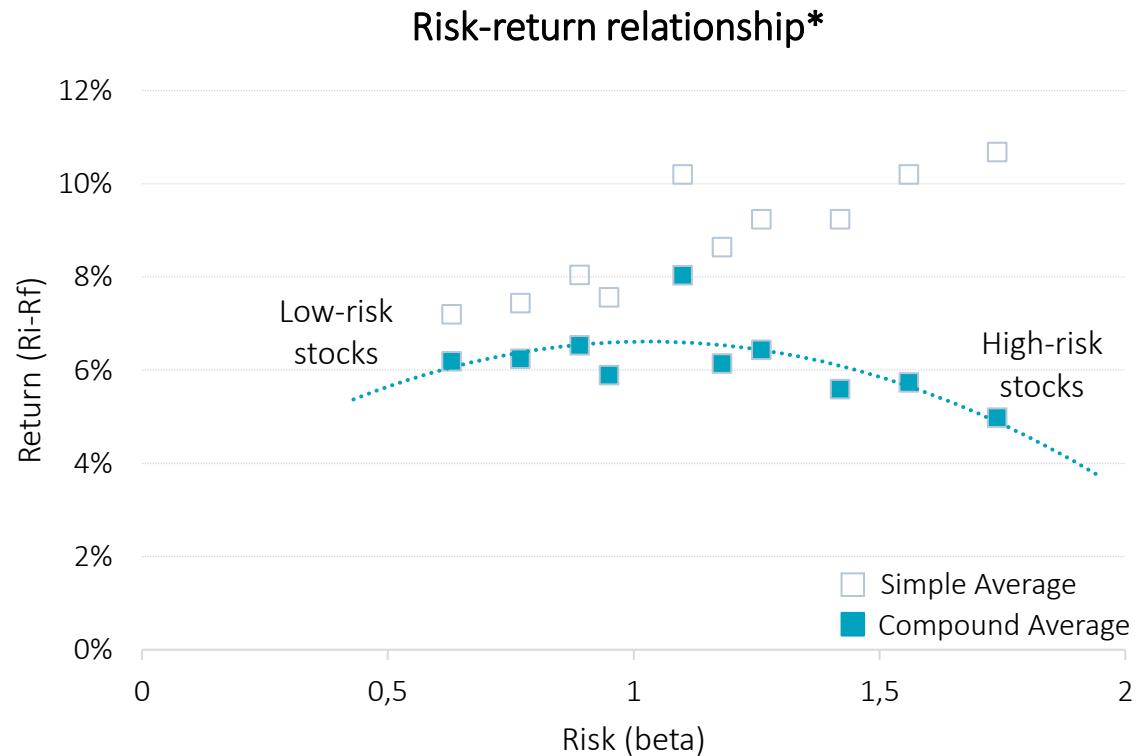
The big finance puzzle: Why is risk not rewarded ?

Conservative strategies based on a solid research foundation

PhD thesis by Pim van Vliet
confirms that risk is not rewarded
within equity markets over the
long-term*



Research by Robeco documents
the volatility effect for Global
developed and Emerging
markets**



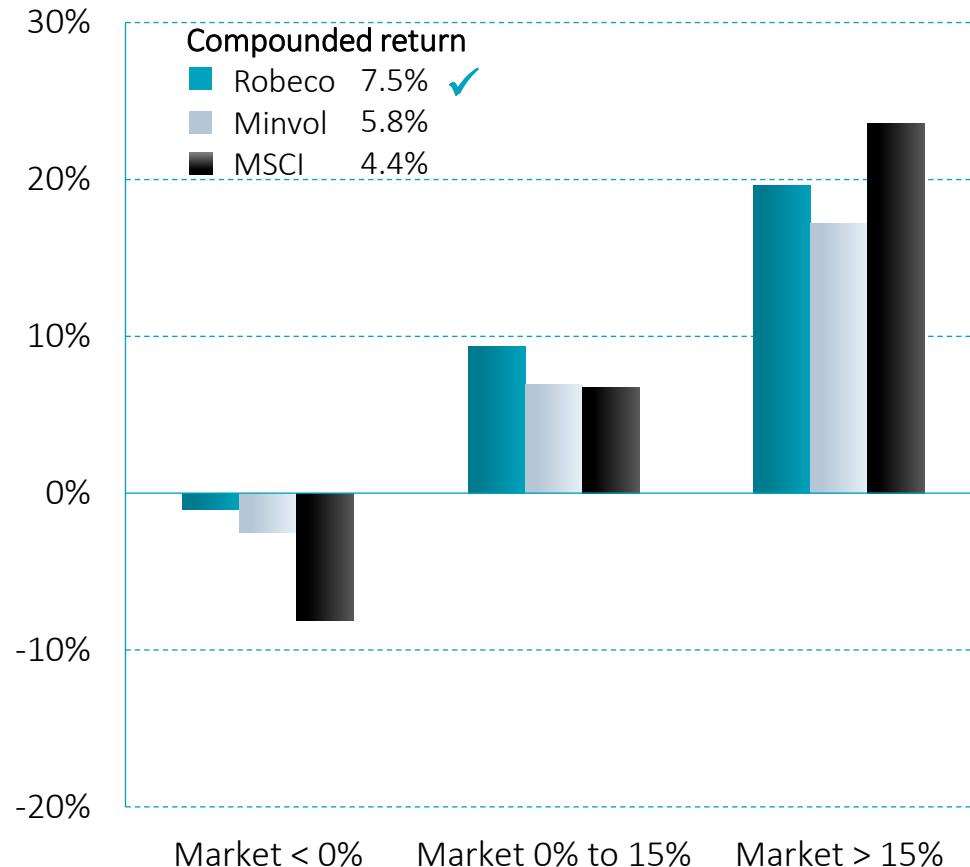
* Black, Jensen, and Scholes (1972), "The Capital Asset Pricing Model: Some Empirical Tests", *Studies in the Theory of Capital Markets*. Fama, and MacBeth (1973), "Risk, Return, and Equilibrium: Empirical Tests", *Journal of Political Economy*. Haugen, and Heins (1975), "Risk and the Rate of Return on Financial Assets: Some Old Wine in New Bottles", *Journal of Financial and Quantitative Analysis*. Van Vliet, Pim (2004), "Downside Risk and Empirical Asset Pricing", PhD thesis Erasmus School of Economics. US Sample 1931-2002.

** Blitz, David and Pim van Vliet (2007), *The Volatility Effect: Lower Risk Without Lower Return*, *Journal of Portfolio Management*. Winner of Citation of Excellence Award from Emerald Publishing (2008). Blitz, David, Juan Pang, and Pim van Vliet (2013), "The Volatility Effect in Emerging Markets", *Emerging Markets Review*. Robeco 2022 article "150+ years of Conservative Investing: Winning by losing less", gives further deep historical evidence.

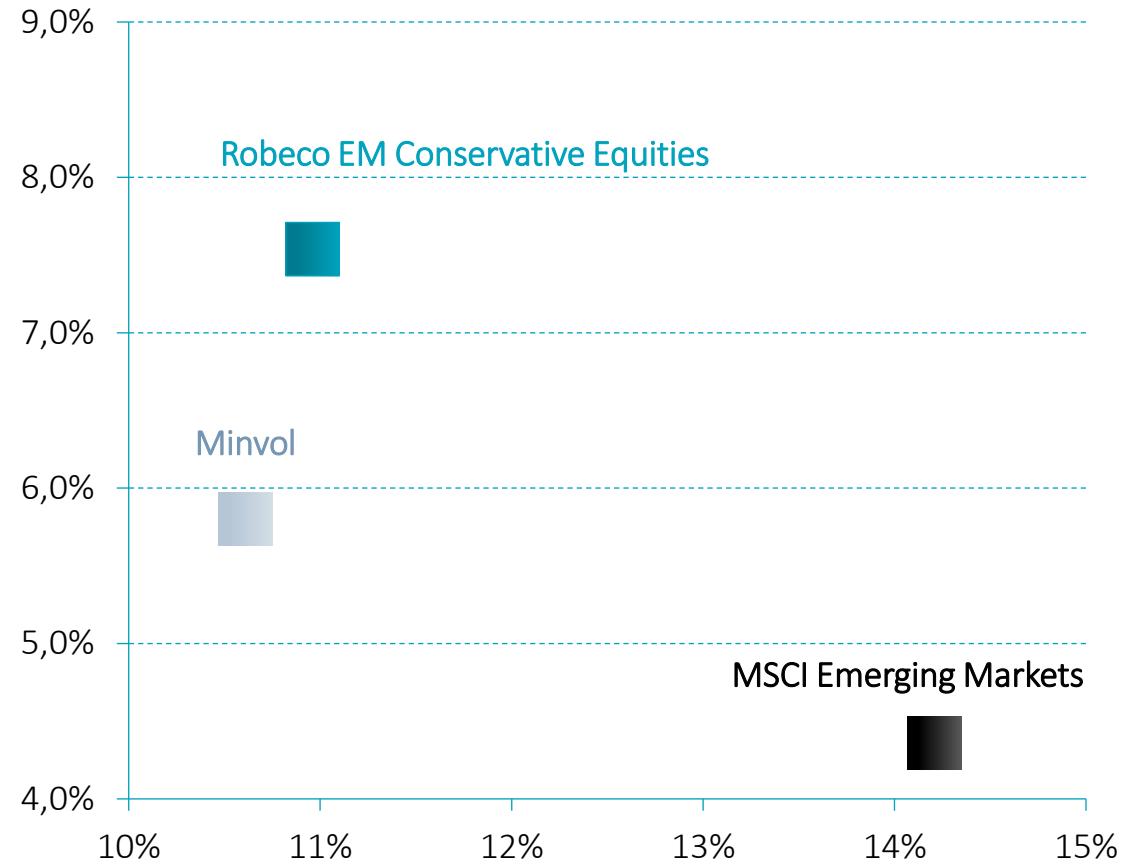
Which strategy do you prefer?

Winning by losing less since 2006

Losing less in down markets with good up capture...



...leads to higher equity returns with less volatility



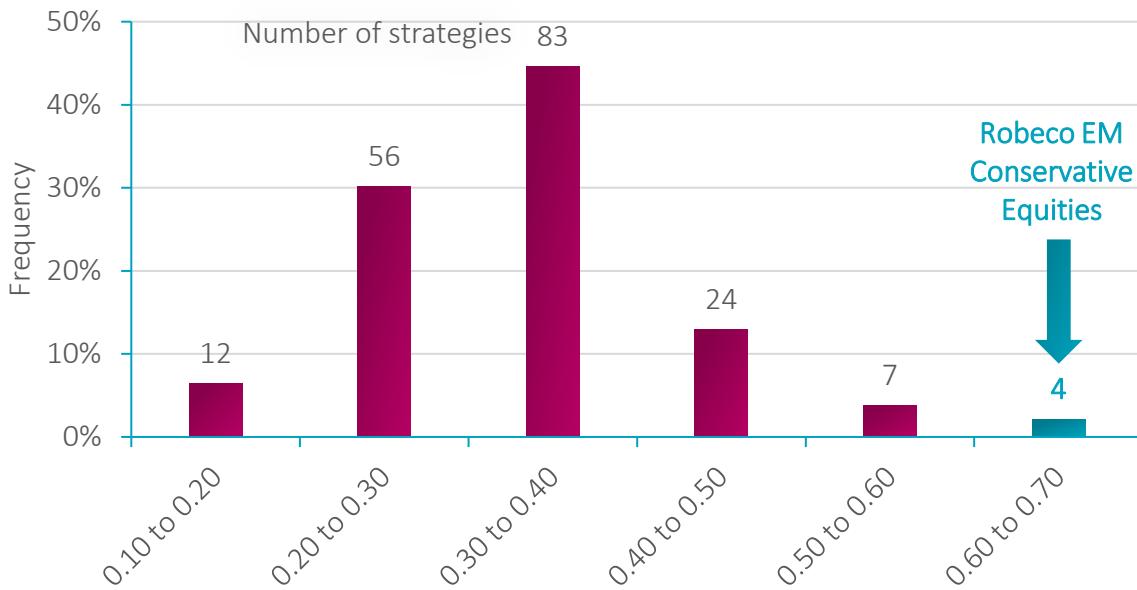
Source: Robeco Performance Measurement and MSCI as of 30 September 2024. Left-hand graph: The average 12m rolling return series. Right-hand graph: Annualized returns. All figures in EUR based on the net asset value of the representative account of the Robeco Composite Conservative Emerging Markets Equities strategy since inception (March 2011), gross of fees. In reality, costs (such as management fees, transaction- and other costs) are charged. These have a negative effect on the returns shown. The value of your investments may fluctuate. Results obtained in the past are no guarantee for the future.

Strong absolute risk-adjusted outcomes for Emerging Conservative Equities

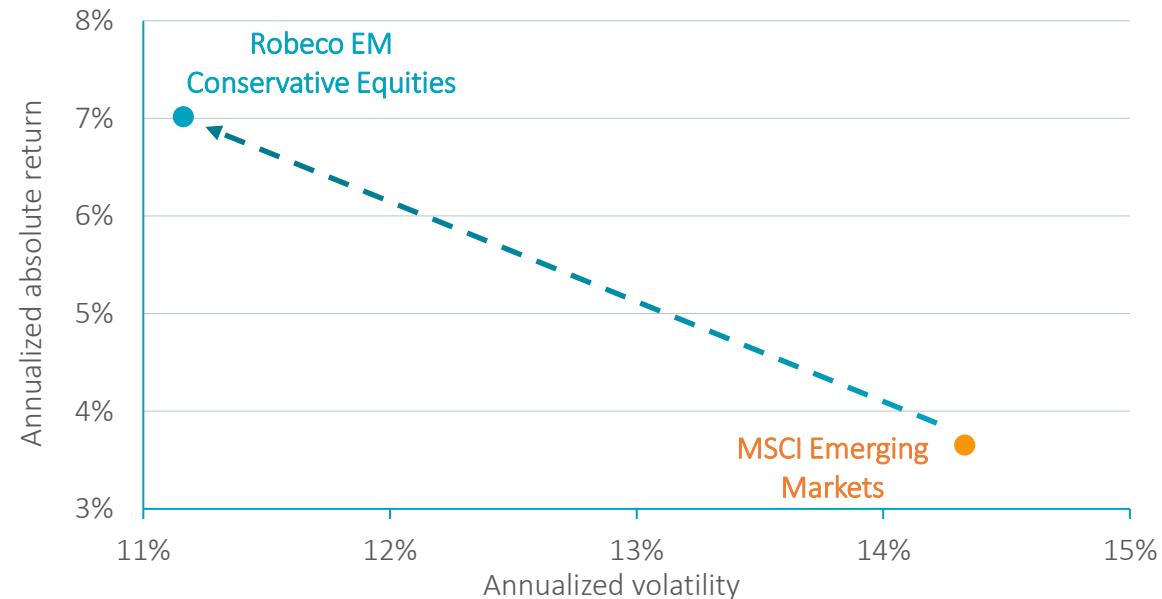
Approach reflects principle of 'winning by losing less' for more than a decade

- > Emerging Conservative Equities delivered high stable equity returns with lower (downside) absolute risk
- > With a Sharpe ratio of 0.6 since inception (2011) the strategy in the top 2% of >180 active emerging markets strategies
- > Its defensive posture has resulted in a risk reduction of 22% relative to the MSCI Emerging Markets Index

Sharpe ratio distribution for EM Conservative since April 2011



Since inception absolute return vs volatility (2011 – 2023)



Source: Robeco, eVestment, [Kenneth French data library](#). Blitz, D. (2024). *The unique alpha of Robeco Quant Equity strategies*. Robeco article. Left graph: The figure shows the frequency distribution of annualized Sharpe ratios for the Robeco Composite Conservative Emerging Markets Equities strategy (inception in April 2011) and its peers. The peer cohorts consists of all the non-single-country and non-single sector (REITs) equity strategies with tracking error levels $\geq 0.5\%$, use the MSCI Emerging Markets Index or a comparable broad EM index as benchmark and track records starting no later than April 2011 in their base currency, excluding EM small-cap strategies for comparability. This totals 186 strategies. Data as per 31 December 2023. Graph right: Since inception annualized absolute returns and volatility of the Robeco Composite Conservative Emerging Markets Equities and its benchmark, MSCI Emerging Markets Index (net dividends reinvested). The risk reduction goal for EM Conservative is 20%.

Conservative Equities model

Identifying the most attractive low-volatility stocks

Low-risk: statistical and forward-looking factors

Volatility

Short-term and long-term stock price variation

Beta

Short-term and long-term correlation with markets

Distress risk

Probability of default and credit spreads

Return factors: upside potential

Income - value & quality

Dividend yield, profits, net share buybacks, sustainability

Sentiment - momentum & revisions

Momentum, residual momentum, analyst revisions, news sentiment

Combination of multiple risk dimensions leads to most robust prediction of downside risk

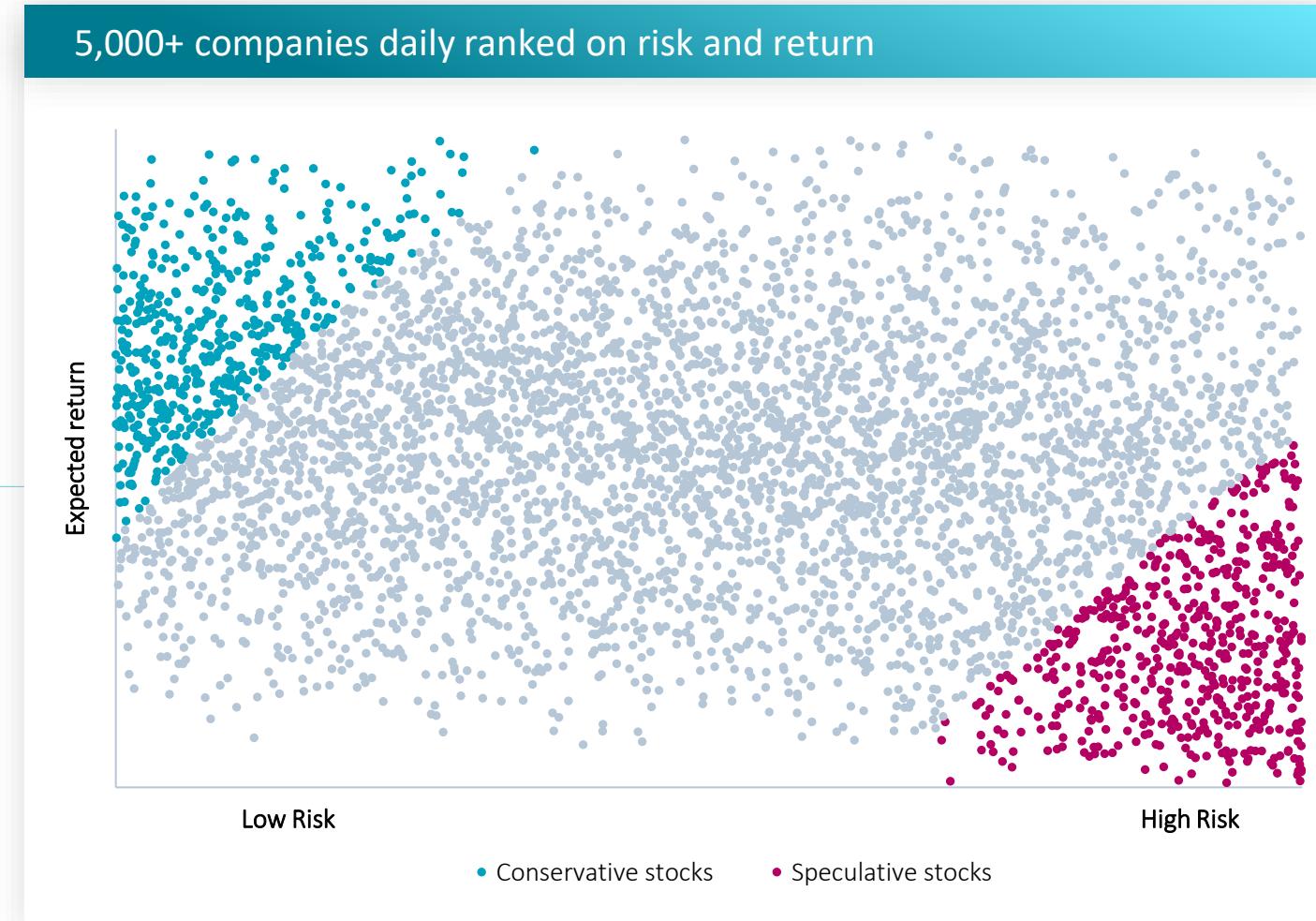
Highest expected return per unit of risk with proprietary return factors

Conservative Equities model with integrated return factors is designed to identify the most attractive low-risk stocks

Conservative Equities model

Identifying the most attractive low-volatility stocks

	Telecom Stock	Universe
Risk (Statistical & Distress)		
Beta 1-year	0.46	1.00
Beta 3-year	0.59	1.00
Beta 5-year	0.58	1.00
Volatility 1-year	23%	41%
Volatility 3-year	25%	45%
Volatility 5-year	21%	38%
Distance to Default	5.4	3.9
Credit spread	71	154
Income (Value & Quality)		
Dividend yield	3.6%	2.4%
Payout yield	4.0%	3.3%
P/E	13.0	19.1
EV/EBITDA	6.8	8.7
Gross profit/assets	21.4%	27.7%
Sentiment (Momentum & Revisions)		
Price momentum	21%	-9%
Residual momentum	25%	2%
News sentiment	19%	21%
Revisions	38%	-1%
Residual revisions	37%	6%



	Airline Stock	Universe
Risk (Statistical & Distress)		
Beta 1-year	1.09	1.00
Beta 3-year	1.83	1.00
Beta 5-year	1.57	1.00
Volatility 1-year	50%	41%
Volatility 3-year	69%	45%
Volatility 5-year	54%	38%
Distance to Default	2.1	3.9
Credit spread	495	154
Income (Value & Quality)		
Dividend yield	0.0%	2.4%
Payout yield	2.1%	3.3%
P/E	-2.8	19.1
EV/EBITDA	-6.3	8.7
Gross profit/assets	0.4%	27.7%
Sentiment (Momentum & Revisions)		
Price momentum	-35%	-9%
Residual momentum	-10%	2%
News sentiment	-17%	21%
Revisions	-19%	-1%
Residual revisions	8%	6%

Source Robeco: Telecom and airline stock examples are based on data as of 30 September 2022. Sample of large Emerging Markets stocks. This is not a buy, sell or hold recommendation for any particular security. The information shown is only available for one-on-one presentations and for illustrative purposes only. No representation is made that these examples are past or current recommendations, that they should be bought or sold, nor whether they were successful or not.

Stock ranking

Simplified ranking example based on a selection of variables

	Model	Low-risk				Valuation		Momentum			
Selection of variables	Rank 0-100%	Volatility	...	Beta	...	Distance-to-default	...	Dividend yield	...	Price momentum	...
Top-ranked stocks											
Huaku Development	0.5%	22%	...	0.46	...	10.43	...	8.85	...	10%	
Trakya Cam Sanayii A.S.	0.9%	27%		1.07		7.43		2.93		61%	
Gigabyte Technology	1.2%	24%	...	0.69	...	7.50	...	7.12	...	22%	
Formosa Petrochemical	1.8%	20%	...	0.86	...	11.06	...	3.20	...	5%	
Oracle Financial Services Software	2.5%	18%	...	0.23	...	9.40	...	8.85	...	2%	
FIBRA Macquarie Mexico	3.1%	18%	...	0.26	...	8.85	...	3.56	...	11%	
Formosa Plastics	3.3%	17%	...	0.87	...	12.76	...	3.32	...	5%	
Dubai Islamic Bank	3.7%	18%	...	0.46	...	7.1	...	4.1	...	-0.1%	
Asustek Computer	4.2%	21%	...	0.63	...	8.68	...	5.92	...	-2%	
Koh Young Technology	4.8%	28%	...	0.46	...	6.66	...	0.70	...	74%	
Dialog Group Bhd.	5.2%	17%	...	0.43	...	8.46	...	1.29	...	41%	
Reunert	5.8%	20%	...	0.62	...	7.36	...	6.22	...	-3%	
Bottom-ranked stocks											
LG Innotek	76.5%	35%	...	0.78	...	3.41	...	0.28	...	22%	
Delta Electronics.	80.3%	25%	...	1.13	...	8.33	...	3.53	...	-12%	
Sun Pharmaceutical Industries	87.2%	32%	...	0.58	...	4.85	...	0.26	...	-22%	
Daewoo Engineering & Construction	96.7%	39%	...	0.96	...	3.72	...	0.00	...	-22%	
Doosan Heavy Industries & Construction	98.0%	42%	...	1.41	...	3.52	...	3.22	...	-35%	
HTC Corporation	99.5%	53%	...	1.79	...	5.01	...	0.24	...	-13%	
National Bank of Greece S.A.	99.8%	103%	...	3.19	...	2.13	...	0.00	...	5%	

Source: Robeco. Sample of Emerging Markets stocks. This is not a buy, sell or hold recommendation for any particular security. The information shown is only available for one-on-one presentations and for illustrative purposes only. No representation is made that these examples are past or current recommendations, that they should be bought or sold, nor whether they were successful or not.

Stock example: SK Hynix from an anecdotal perspective

The Korean chipmaker has been on the rise as it is seen as an AI-winner



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SK Hynix Tops \$100 Billion in Market Value on AI-Powered Rally

- Key Nvidia supplier's shares have doubled in the past year
- South Korea's second-largest stock has outpaced No. 1 Samsung

TECHNOLOGY | Company News | News Wire

SK Hynix Plans \$14.6 Billion Chip Expansion to Meet AI Demand

Yoolim Lee, Bloomberg News



Apr 24, 2024

Nvidia supplier SK Hynix says HBM chips almost sold out for 2025

By Joyce Lee and Heekyong Yang

May 2, 2024 8:05 AM CDT+2 · Updated a month ago



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Please note that this example is only an illustrative representation for explanatory purposes.

Stock example: SK Hynix from a quantitative perspective

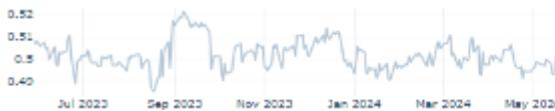
What does our model say about SK Hynix?



Highlighted: one of our conservative model signals captured the positive trend in sentiment as the company is seen as a future winner in the AI-frenzy while having low distress risk and volatility.



More examples of model signals on SK Hynix through time:



Please note that this example is only an illustrative representation for explanatory purposes.

Additional keys of success for Robeco Quant

Collaboration leading to tangible results

- > Robeco is an early proponent of quant investing in EM – first stock selection model in 2001 and first live strategy in 2006
- > Emerging Markets Quant investing has its roots with the Fundamental team, and while all ideas start with an economic rationale, they are supported by empirical evidence and practical investment experience
- > **Close cooperation continues to this day**, where valuable insights may lead to higher alpha



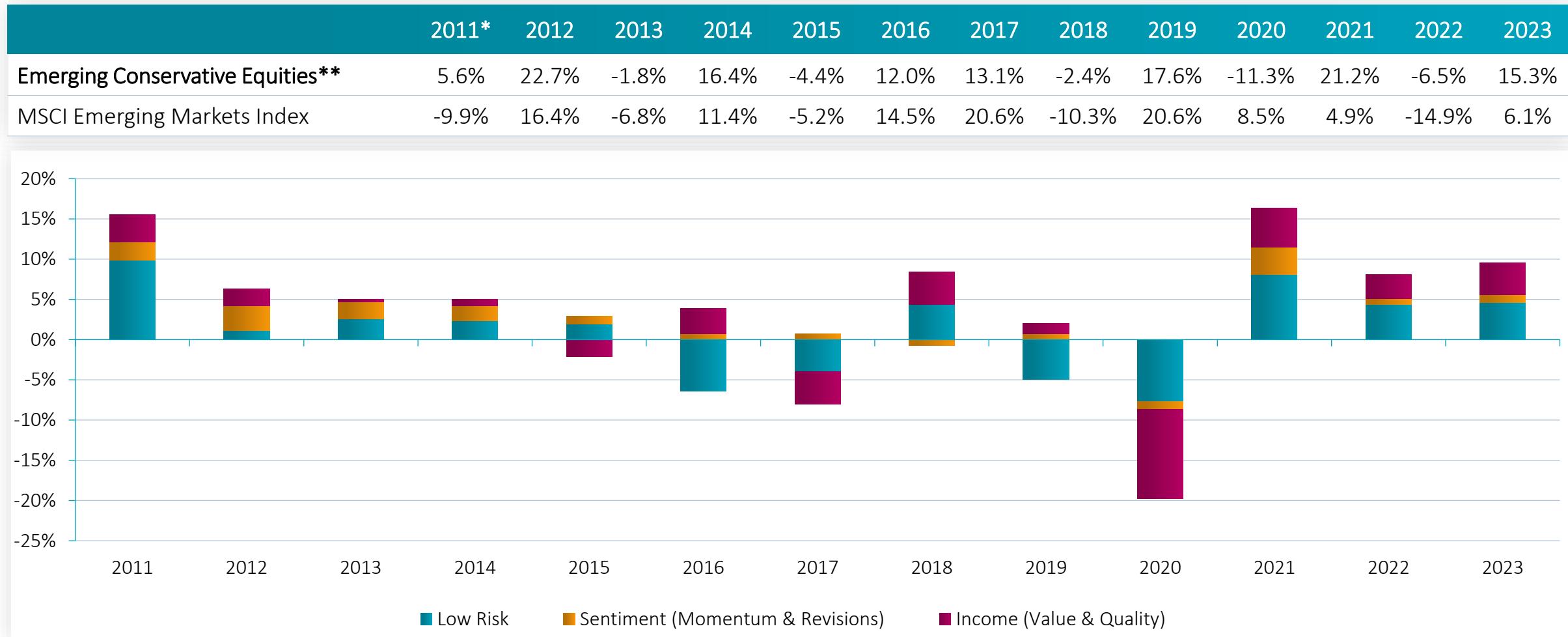
Every basis point counts

- > Company events with potential portfolio impact may be detected at earlier stages by our Fundamental EM team, facilitating a timely intervention over the portfolio management human overview process, where the model is blind, **reducing risk and costs**



Robeco Quant Conservative Emerging Markets Equities

Strong 10+ years of track record. Prudent and systematic process with low turnover, enhancing long term returns

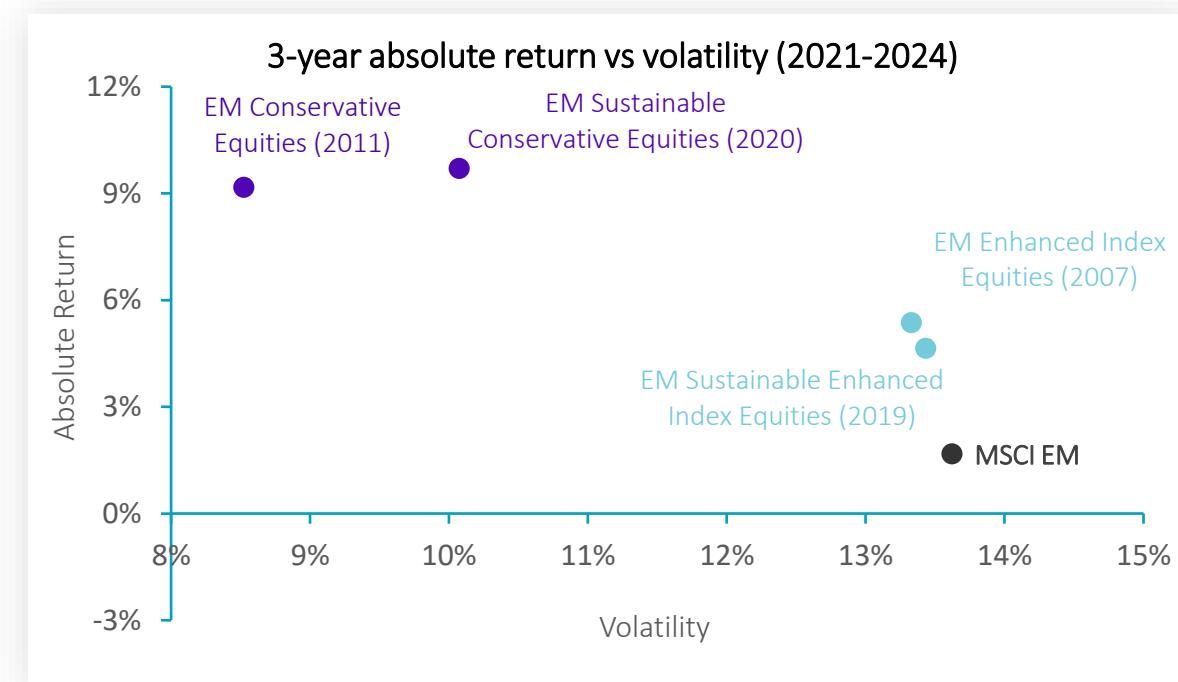
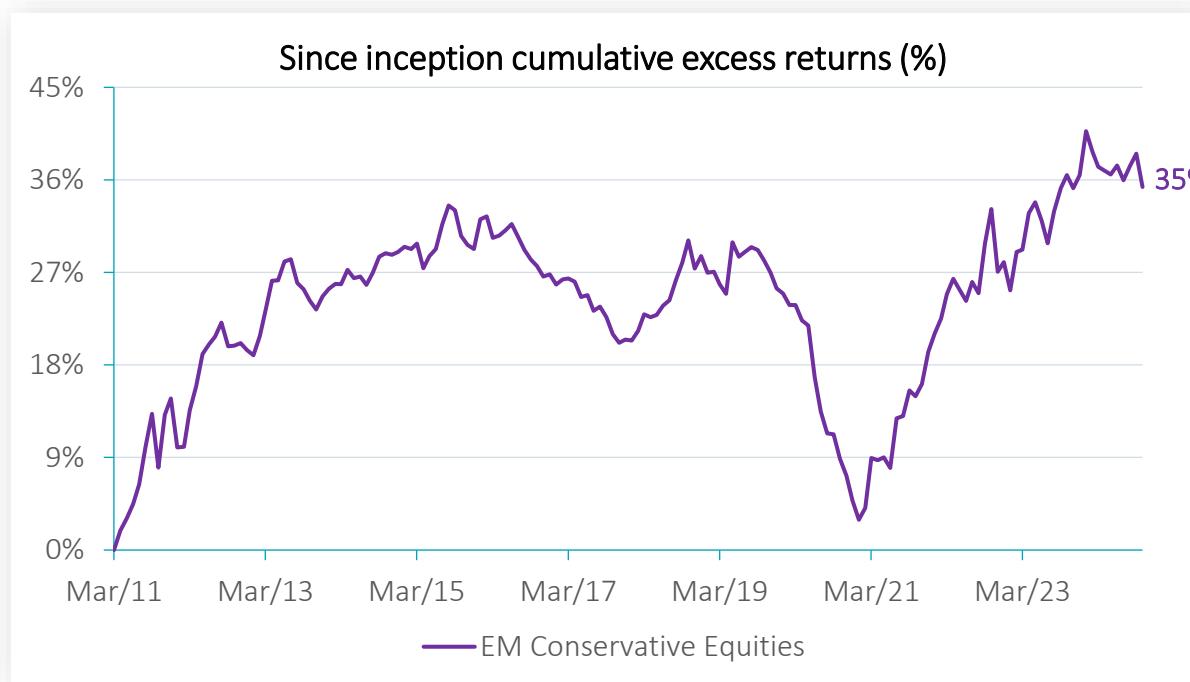


Source: Robeco, MSCI. The figure shows excess portfolio returns versus the market index. Excess return is the sum of the allocation effect and the stock selection contribution, excluding cash & other. The excess return is fully attributed to three underlying Robeco factors low-risk, value, and momentum as explained in the white paper 'Factor Performance Attribution', April 2016. *Monthly data since inception March-11, gross of fees, based on gross asset value of the **Robeco QI Emerging Conservative Equities Fund. The value of your investments may fluctuate. All figures are in EUR. Results obtained in the past are no guarantee for the future.

Long-standing experience in Quantitative Emerging Markets investing

Realizing investment goals since 2007

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Emerging Markets Enhanced Indexing	✓		✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓
Emerging Market Active Quant	NA		✓	✓	✓	✓	✓	✓		✓	✓	✓	✓		✓	✓	✓
Emerging Conservative	NA	NA	NA	NA	✓	✓	✓	✓	✓			✓		✓	✓	✓	✓



Source: Robeco Performance Measurement and MSCI. Investment targets are defined as outperformance for Quant EM Enhanced and Conservative strategies. Goal for EM Conservative is 10% risk reduction. Strategy inception dates stated between parenthesis. Left-hand graph: Cumulative excess returns since inception, as of September 2024. Right-hand graph: 3-year annualized returns and volatility as of September 2024. All figures gross of fees in EUR. In reality, costs (such as management fees, transaction- and other costs) are charged. These have a negative effect on the returns shown. The value of your investments may fluctuate. Results obtained in the past are no guarantee for the future.

Important information

Robeco Institutional Asset Management B.V.

Important information

Robeco Institutional Asset Management B.V. has a license as manager of Undertakings for Collective Investment in Transferable Securities (UCITS) and Alternative Investment Funds (AIFs) ("Fund(s)") from the Netherlands Authority for the Financial Markets in Amsterdam.

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The Fund information, if any, contained in this document is qualified in its entirety by reference to the prospectus, and this

document should, at all times, be read in conjunction with the prospectus. Detailed information on the Fund and associated risks is contained in the prospectus. The prospectus and the Key Information Document (PRIIP) for the Robeco Funds can all be obtained free of charge from Robeco's websites.

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Important information

Robeco Institutional Asset Management B.V.

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The Fund may not be offered or sold to the public in Brazil. Accordingly, the Fund has not been nor will be registered with the Brazilian Securities Commission (CVM), nor has it been submitted to the foregoing agency for approval. Documents relating to the Fund, as well as the information contained therein, may not be supplied to the public in Brazil, as the offering of the Fund is not a public offering of securities in Brazil, nor may they be used in connection with any offer for subscription or sale of securities to the public in Brazil.

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Additional information for investors with residence or seat in Canada

No securities commission or similar authority in Canada has reviewed or in any way passed upon this document or the merits of the securities described herein, and any representation to the contrary is an offence. Robeco Institutional Asset Management B.V. relies on the international dealer and international adviser exemption in Quebec and has appointed McCarthy Tétrault LLP as its agent for service in Quebec.

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This document does not constitute a public offer in the Republic of Colombia. The offer of the fund is addressed to less than one hundred specifically identified investors. The fund may not be promoted or marketed in Colombia or to Colombian residents, unless such promotion and marketing is made in compliance with Decree 2555 of 2010 and other applicable rules and regulations related to the promotion of foreign funds in Colombia. The distribution of this Prospectus and the offering of Shares may be restricted in certain jurisdictions.

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Important information

Robeco Institutional Asset Management B.V.

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The sale of the Fund qualifies as a private placement pursuant to section 2 of Uruguayan law 18,627. The Fund must not be offered or sold to the public in Uruguay, except under circumstances which do not constitute a public offering or distribution under Uruguayan laws and regulations. The Fund is not and will not be registered with the Financial Services Superintendence of the Central Bank of Uruguay. The Fund corresponds to investment funds that are not investment funds regulated by Uruguayan law 16,774 dated 27 September 1996, as amended.