

WHAT ARE EMERGING MARKETS & WHERE DO THEY FIT IN YOUR PORTFOLIO?

Agenda

- What are emerging markets?
- Why consider emerging market investments?
 - Too big to ignore
 - Transformations create opportunities
 - Attractive valuations

What is an Emerging Market?

A country that is transitioning from a low income, often pre-industrial economy toward a modern industrial economy with higher standard of living.

Different Index Provider Definitions

MSCI		FTSE		JPM EMBI	
■ China: 28%	•Qatar: 1%	•China: 31%	•Qatar: 1%	■S. Arabia: 6%	S. Africa: 3%
■Taiwan: 20%	■Poland: 1%	■India: 22%	■Kuwait: 1%	■Mexico: 6%	■Egypt: 3%
■India: 9%	•Kuwait: 1%	■Taiwan: 20%	■Philippines: 1%	■Turkey: 5%	■Romania: 3%
•Korea: 9%	■Turkey: 1%	S. Arabia: 5%	■Greece: 1%	■Indonesia: 5%	■Peru: 3%
S. Arabia: 4%	■Philippines: 1%	■Brazil: 4%	■Chile: 1%	■UAE: 5%	Panama: 3%
■Brazil: 4%	•Greece: 0%	S. Africa: 3%	■Hungary: 0%	■Indonesia: 5%	■Bahrain: 3%
S. Africa: 3%	■ Chile: 0%	■Mexico: 2%	■Czech Rep.: 0%	■Qatar: 4%	■Hungary: 3%
■Mexico: 2%	■Peru: 0%	■Malaysia: 2%	■Romania: 0%	■Brazil: 3%	■Uruguay: 2%
■Malaysia: 2%	■Hungary: 0%	■Thailand: 2%	■Colombia: 0%	■Philippines: 3%	Nigeria: 2%
■Indonesia: 1%	■Czech Rep.: 0%	■UAE: 2%	■Iceland: 0%	■ Chile: 3%	■Malaysia: 1%
■Thailand: 1%	■Colombia: 0%	■Indonesia: 2%	■ Egypt: 0%	■Poland: 3%	Ecuador: 1%
■UAE: 1%	■Egypt: 0%	■Turkey: 1%		■Oman: 3%	■Ukraine: 1%
				■Colombia: 3%	Angola: 1%
				■Dom. Rep. : 3%	Costa Rica: 1%
				•Argentina: 3%	Other: 12%

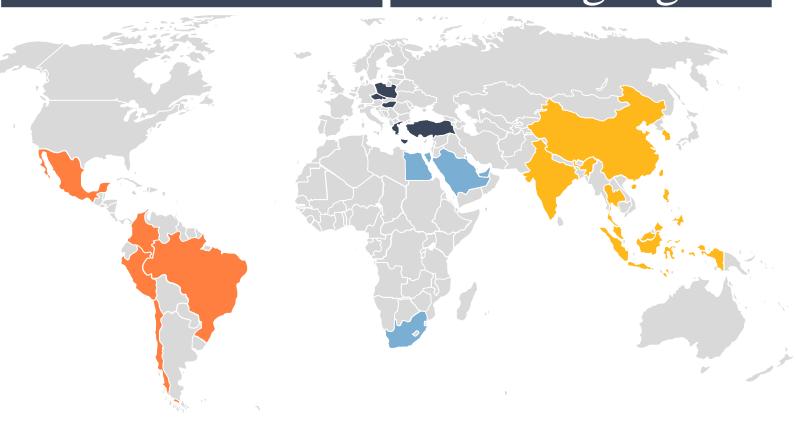
No Such Thing as One Emerging Markets

24 Countries

5 Continents

16 Languages

- Different economies
- Different politics
- Different market dynamics
- Different regulations
- Different types of transformations



Why Consider an Investment in Emerging Markets?

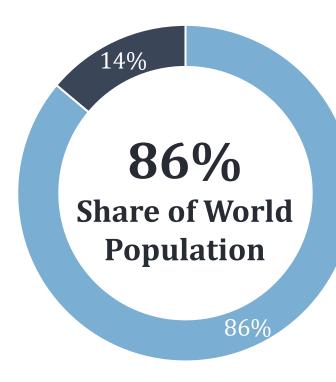
Why Are
Emerging
Markets a
Staple in
Investor
Portfolios?

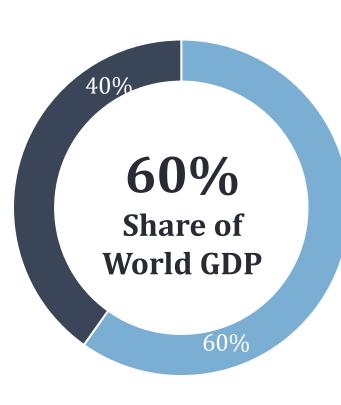
EM as % of Total Pension Equity Allocation

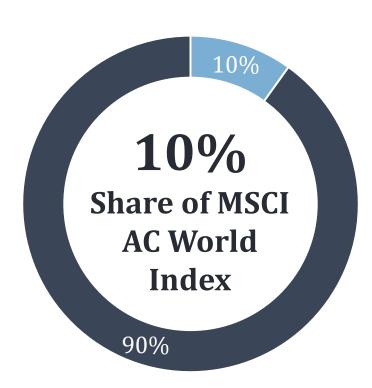


2013 2014 2015 2016 2017 2018 2019 2020 2021 2022

Too Big to Ignore



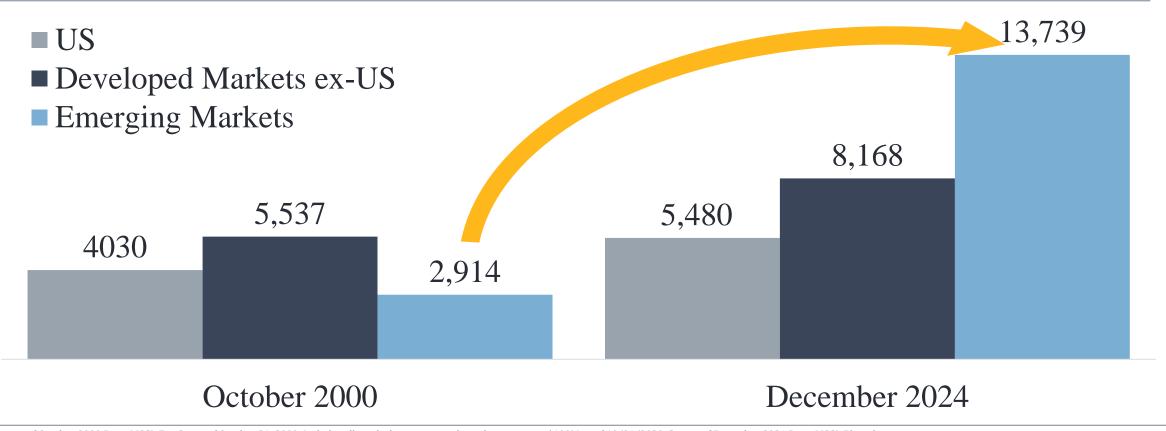




- Developed Markets
- Emerging Markets

Equity Market Growth Has Also Been Meaningful

Stock Universe: 2000 vs 2024



Transformation Creates Opportunities

Transformation,
Emergence &
Growth

Domestic Consumption

Opportunities for Businesses

Reforms Help Along the Way

Indonesia: Transformation of the Grocery Retail Market

Traditional Markets

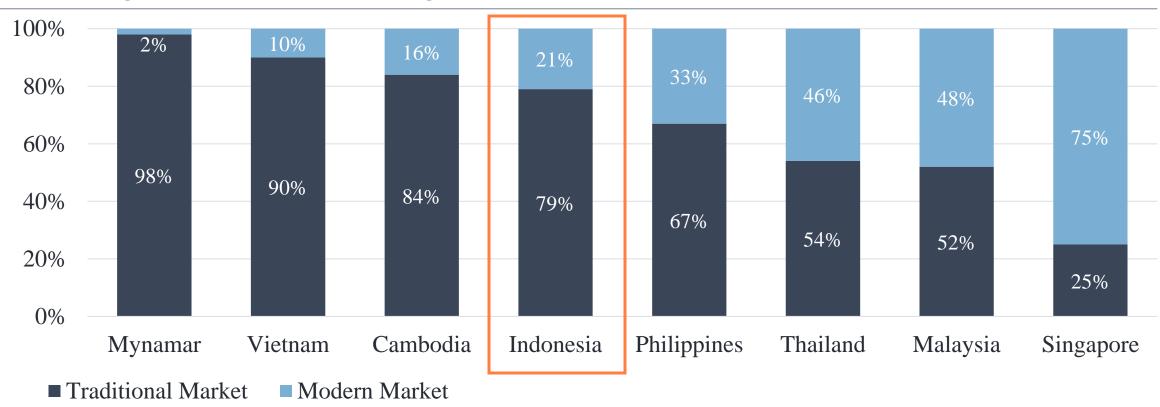


Modern Markets



Indonesia: Transformation of the Grocery Retail Market

Grocery Retail Market by Format



Saudi Arabia: Women Take the Wheel



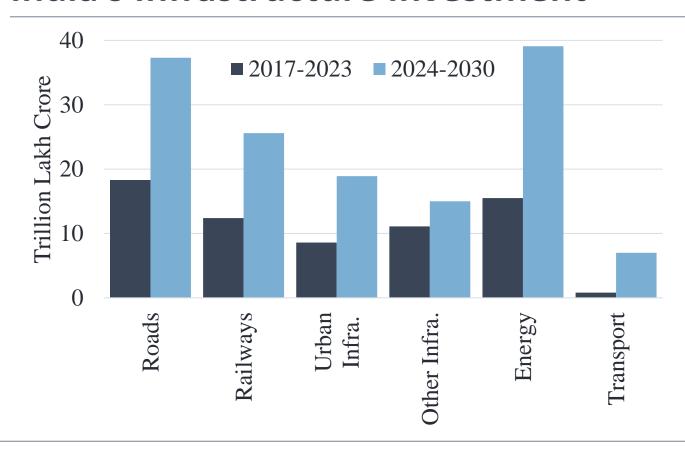


Saudi Arabia's **2.5 million** female drivers are expected to increase car sales by **9%** per year through 2025



India: Infrastructure Boom

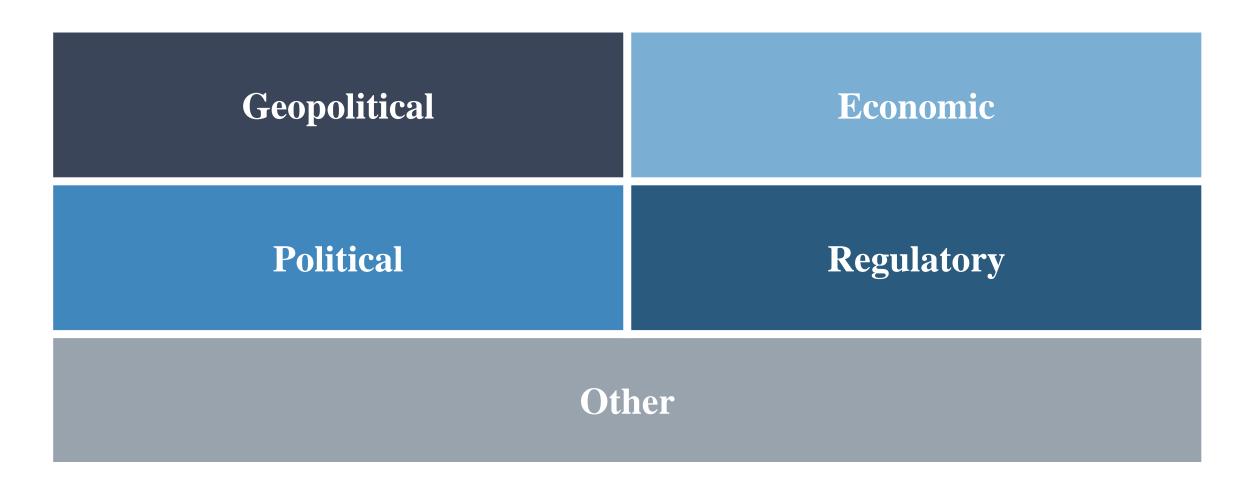
India's Infrastructure Investment





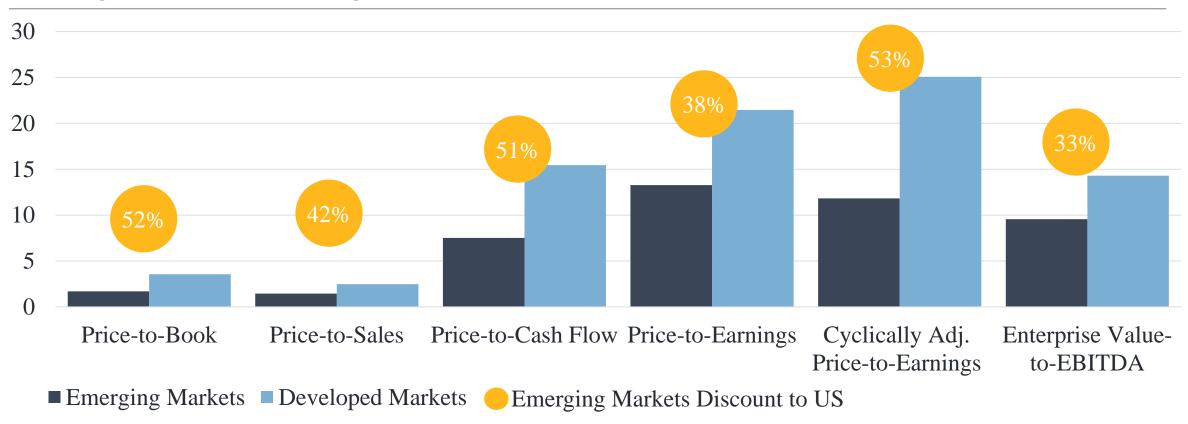
Infrastructure spending to double growing from Rs 66.7 to Rs143 lakh crore

What About Risks?



Valuations Remain Attractive

Cheap Across Multiple Valuation Metrics



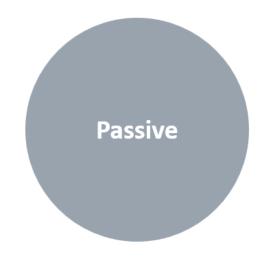
Diversification in the Context of Global Portfolio



Accessing the Emerging Market Opportunity

How to access an opportunity this large, diverse and complex?

Different Investment Approaches



Traditional
Global EM
Active
Management

Local Specialist Active Management

Closing Thoughts

- Emerging markets are a collection of 24 countries going through meaningful transformations
- These countries are too large to ignore
- Their structural transformations generate <u>unique and diverse</u> <u>investment opportunities</u>
- Attractive valuations make the opportunity especially compelling today

Additional Notes & Disclosures

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