



# Product Review

## Robeco Global DM Conservative Equities Fund (AUD) — Hedged

### About this Review

ASSET CLASS REVIEWED	GLOBAL EQUITIES
SECTOR REVIEWED	GLOBAL LARGE CAP
SUB SECTOR REVIEWED	QUANTITATIVE - MANAGED VOLATILITY (CURRENCY HEDGED)
TOTAL FUNDS RATED	3

### About this Fund

ASIC RG240 CLASSIFIED	NO
FUND REVIEWED	ROBECO GLOBAL DM CONSERVATIVE EQUITIES FUND (AUD) - HEDGED
APIR CODE	ETL1206AU
PDS OBJECTIVE	DELIVER RETURNS EQUAL TO OR GREATER THAN THE BENCHMARK OVER A CYCLE WITH LOWER DOWNSIDE RISK THEREFORE MAXIMISING THE SHARPE RATIO
INTERNAL OBJECTIVE	MAXIMISE THE FUND'S SHARPE RATIO
STATED RISK OBJECTIVE	LOWER THAN MARKET RISK BY 20-30% OVER THE CYCLE
DISTRIBUTION FREQUENCY	SEMI-ANNUAL
FUND SIZE	\$32.2M (28 FEBRUARY 2019)
FUND INCEPTION	31-01-2018
MANAGEMENT COSTS	0.65% P.A.
RESPONSIBLE ENTITY	EQUITY TRUSTEES LIMITED

### About the Fund Manager

FUND MANAGER	ROBECO HONG KONG LIMITED
OWNERSHIP	100% ORIX CORPORATION
ASSETS MANAGED IN THIS SECTOR	\$20.7BN (DECEMBER 2018)
YEARS MANAGING THIS ASSET CLASS	12

### Investment Team

PORTFOLIO MANAGER	PIM VAN VLIET, ARLETTE VAN DITSHUIZEN, JAN SYTZE MOSELDAAR, MAARTEN POLFLEIT, ARNOULD KLEP, YAOWEI XU
INVESTMENT TEAM SIZE	23
INVESTMENT TEAM TURNOVER	LOW
STRUCTURE / LOCATION	PMS & RESEARCHERS / ROTTERDAM

### Investment process

STYLE	QUANTITATIVE
MARKET CAPITALISATION BIAS	ALL-CAP WITH SMALL-TO-MID CAP BIAS
BENCHMARK	MSCI WORLD NET RETURN INDEX (AUD HEDGED)
TYPICAL STOCK NUMBERS	150-200
STOCK LIMIT	MAX. 2% (SOFT)
SECTOR / INDUSTRY LIMIT	+/- 10% ACTIVE (SOFT)
COUNTRY / REGION LIMIT	+/- 10% ACTIVE (SOFT)
EMERGING MARKETS	NOT PERMITTED
CURRENCY EXPOSURE	FULLY HEDGED

### Fund rating history

MARCH 2019	RECOMMENDED
FEBRUARY 2018	INVESTMENT GRADE

### What this Rating means

The 'Recommended' rating indicates that Lonsec has strong conviction the financial product can generate risk adjusted returns in line with relevant objectives. The financial product is considered an appropriate entry point to this asset class or strategy.

### Strengths

- The investment team is highly experienced and has historically been stable.
- The Manager has a significant track record in managed volatility investing dating back to 2006.
- The investment process is considered logical, well developed and consistently applied.
- The Manager's investment process integrates an encouraging level of ESG awareness.

### Weaknesses

- The Fund's management cost of 0.65% p.a. is considered relatively high for a quantitative factor-based approach.
- While the Fund's distress risk factors may help limit exposure to tail risk events, this aspect is considered to link more explicitly with the portfolio's overall quality than its volatility.

### Fund Risk Characteristics

	LOW	MODERATE	HIGH
BUSINESS SUSTAINABILITY RISK	●		
CAPITAL VOLATILITY		●	
FOREIGN CURRENCY EXPOSURE	●		
SECURITY LIQUIDITY RISK	●		
SECURITY CONCENTRATION RISK	●		

Risk categories are based on Lonsec's qualitative opinion of the risks inherent in the financial product's asset class and the risks relative to other financial products in the relevant Lonsec sector universe.

### BIOmetrics

#### Aggregated risks

	1	2	3	4	5	6	7
STD RISK MEASURE	●						

A Standard Risk Measure score of 6 equates to a Risk Label of 'High' and an estimated number of negative annual returns over any 20 year period of 4 to less than 6. This is a measure of expected frequency (not magnitude) of capital losses, calculated in accordance with ASFA/FSC guidelines.

	LOW	MODERATE	HIGH
RISK TO INCOME	●		

### Features and benefits

	LOW	MODERATE	HIGH
COMPLEXITY	●		
ESG AWARENESS		●	

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## Fee profile

	LOW	MODERATE	HIGH
FEES VS. UNIVERSE	●		
FEES VS. ASSET CLASS	●		

Fee BIometrics are a function of expected total fee as a percentage of expected total return.

## What is this Fund?

- The Robeco Global DM Conservative Equities Fund (AUD) — Hedged ('the Fund') is an 'active', 'long-only', quantitative developed-markets equities strategy. The Fund focuses on 'low-volatility' stocks and aims to deliver returns equal to or greater than the MSCI World Net Return Index (AUD Hedged) ('the Benchmark) with lower risk than the market (20-30% reduction) over a cycle.
- The end portfolio is expected to hold between 150-200 securities with an expected turnover of 25% p.a., and an active share greater than 85%. While the mandate is 'all-cap', the Fund is expected to typically exhibit a small-to-mid cap bias relative to the Benchmark and has the ability to invest up to a maximum of 20% in off-Benchmark stocks. Portfolio construction is 'benchmark-unaware' and tracking error is not targeted but has historically been around 7-8% p.a.
- Analysis conducted by Robeco ('the Manager') has shown that low risk stocks (in terms of volatility and beta) are able to generate returns equal to, or greater than, the market with lower associated risks. Therefore within the stock selection process, the Manager first focuses on reducing risk and secondly on enhancing return through proprietary valuation and momentum factors.
- Robeco's stock selection model was initially designed for developed markets and has a track record dating back to 2006. Investors should note the Manager also offers an emerging markets strategy rated by Lonsec, known as the 'Robeco Emerging Conservative Equity Fund', which leverages the same process.
- The Fund also systematically integrates Environment, Social and Governance (ESG) factors within the portfolio construction process, with the model preferring those stocks with higher ESG scores. The average ESG score of the portfolio is designed to be at least as high as the ESG score of the Benchmark.
- Currency exposures are unhedged and the stock selection ranking is from a local currency perspective. The Manager conducted research into managing foreign exchange risk in low volatility strategies and concluded that from an Australian investor perspective, a fully hedged strategy offers the greatest risk reduction, while partially open foreign exchange (50/50) offers the lowest level of absolute risk. As a consequence of this research, the Fund (being hedged) has a higher relative risk objective (20-30% of the Benchmark's risk over the cycle) than its unhedged counterpart, which Lonsec also rates. Lonsec considers this appropriate given the research presented.
- As per the PDS dated 31 January 2018, the fee disclosure for the Fund is as follows: management cost of 0.65% p.a. The net transaction costs for the Fund are estimated at 0.07% of the NAV of the Fund. Net transaction costs are costs incurred in managing the fund (including explicit and implicit

costs of buying and selling assets, the cost of hedging/protection strategies and/or when there are applications or redemptions of fund units by investors) that are not covered by the buy/sell spread. The Fund's buy/sell spread is 0.22% (round-trip). Please refer to the Fund's PDS for further details.

## Using this Fund

This is General Advice only and should be read in conjunction with the Disclaimer, Disclosure and Warning on the final page.

- The Fund provides investors with exposure to global equity stock markets and accordingly may experience both positive and negative, at times sharp, movements in the value of capital invested. Lonsec recommends that equity investments, given asset class volatility, are best suited for investors with an investment time horizon of at least five years. The Fund's strategy of seeking to actively manage the 'downside risk' of equities investment through implicit beta management is also noteworthy.
- Lonsec believes the Fund's 'low volatility' or 'low Beta' investment style, coupled with the relatively benchmark unaware nature of the final portfolio and the diversity in the number of stocks (between 150 to 200 names) held may make the Fund suitable for blending with other style biased (e.g. value) global equities strategies as part of a 'growth asset' exposure in a diversified portfolio.
- The product may be especially suitable for investors who wish to participate in the potential longer-term growth of equities investments but at a reduced volatility level. The goal of this Fund is to deliver lower than market volatility and, market returns in line with that of the Benchmark, therefore seeking to achieve higher risk-adjusted returns.
- The low volatility strategy is expected to deliver superior results during falling markets and lag during strongly rising markets. Accordingly, investors should be particularly mindful of the risks associated in attempting to 'time' use of this strategy.
- Academic research supports the underlying premise of 'low beta' seeking equity strategies. Nevertheless, Lonsec believes that all investments should be primarily based in terms of price. Volatility protection (through stock implementation) is 'cheapest', on a relative basis, when volatility is low and 'defensiveness' is out of favour. That is, investors need to be (a) mindful of their future expectations regarding market volatility and (b) their tolerance for benchmark under-performance prior to investing in the product.

## Suggested Lonsec risk profile suitability

SECURE	DEFENSIVE	CONSERVATIVE	BALANCED	GROWTH	HIGH GROWTH
●	●	●	●	●	●

For guidance on appropriate asset allocations and risk profiles, refer to the latest Lonsec Strategic Asset Allocation Review and Risk Profile Definitions on our website.

## Changes Since Previous Lonsec Review

- Portfolio Manager, Yaowei Xu transferred internally to the Conservative Equities team from the Manager's fundamental Emerging Markets team in March 2018.

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- There have been no material changes to the investment process since Lonsec's previous review.

## Lonsec Opinion of this Fund

### People and resources

- The Fund is managed by Robeco's Conservative Equities team (the 'CET') who reside within the Manager's Quantitative Equities group. There are 15 portfolio managers across the group, of which six reside within the CET. The average experience and tenure of the combined portfolio management team is 19 and 15 years respectively, with the group considered to be suitably sized to manage this strategy.
- The CET is headed by Pim van Vliet who joined Robeco in 2005 as a Senior Quantitative Researcher with responsibility for asset allocation research. Lonsec has met with van Vliet and believes he is a motivated and capable investor with extensive experience in low volatility investment and research, having published several academic papers on the subject. Van Vliet, supported by Arlette van Ditshuizen, Jan Sytze Mosselaar, Arnoud Klep, Maarten Polfliet and Yaowei Xu make up the CET and are all portfolio managers ultimately responsible for the Manager's low volatility strategies and function as each other's back-up. Lonsec believes the structure of the team assists in reducing 'key-person risk'.
- The CET are considered an experienced cohort with an average of over 17 years' experience within the industry, with almost all of this attained with Robeco. The portfolio management team has been highly stable through time with the most recent addition being Xu who was internally appointed to the team as a Portfolio Manager in March 2018. Lonsec believes the retention of key investment personnel and decision makers reflects positively on Robeco's culture. Overall, Lonsec considers each portfolio manager to be experienced with complimentary skill sets and strong academic underpinnings.
- In terms of individual responsibilities, Van Vliet takes greater responsibility for ongoing academic research, influencing the research agenda and client interaction while the remaining portfolio managers are more concentrated on managing the operational aspects of the strategy including rebalancing portfolios and maintaining optimisation software and portfolio construction tools. Lonsec notes positively the team's emphasis on individual responsibilities.
- Led by David Blitz, the Quantitative Equity Research (QER) team consists of eight senior Rotterdam-based researchers, a shared research talent pool of five and 10 interns. The QER also leverages Robeco's broader credit, trade execution and allocation research teams. Lonsec believes there to be a collegiate culture within Robeco which helps foster a strong and successful working relationship between portfolio managers in the CET and the more broadly focused researchers. While the research team is considered to be suitably experienced, Lonsec notes the team's size is at the smaller end relative the majority of its quantitative peers.
- The QER team maintains strong relationships with universities which Lonsec views as important in keeping informed and up to date with the latest applicable research developments. That said, the team's research findings are typically published in well-known academic journals and Lonsec believes this has the potential to erode the benefit of these findings, allowing for differentiated research to be leveraged by other market participants and potentially arbitrated away.
- Lonsec believes that quantitative processes inherently engender a lower level of individual accountability. Despite the Fund having six designated portfolio managers, the entire investment team shares responsibility for monitoring and reviewing accounts to ensure investment guidelines are consistently followed and objectives are met.
- Lonsec considers the team's investor alignment to be moderate to high with variable remuneration highly correlated with the performance of the Fund. Pleasingly, the research team is remunerated based on performance across the suite of strategies given their holistic contribution, and deferring a set component of variable remuneration, above a certain threshold, is compulsory.

### Research and portfolio construction

- Robeco's Conservative Equity stock selection model was first implemented within developed markets in 2006. Lonsec believes that Robeco applies a disciplined and repeatable investment process, consistent with many well-executed quantitatively driven investment approaches. The investment philosophy is somewhat different to pure managed volatility strategies as the Manager combines beta, volatility and distress risk effects into a low risk theme and also aims to identify stocks with attractive valuation and positive momentum.
- Lonsec notes positively that there is a dedicated research team responsible for process and model improvements. The research agenda is formally set by the Quantitative Equities Model and Strategy Committee (QEMSC). The agenda is set annually and the QEMSC meets monthly to review research. Ideas are prioritised based on early evidence of alpha potential which is a positive for the efficient use of resources.
- A separate committee comprising of senior portfolio managers and researchers formally approve enhancements to the models which Lonsec considers to be appropriate, providing greater oversight. Factors are designed to be relatively stable with ongoing research of differentiated alpha sources considered less important. Lonsec notes that changes to the models tend to occur on a relatively infrequent basis and the enhancements are more broad based than some quantitative peers.
- Lonsec notes that the process is highly systematic and model driven. The stock selection model focuses firstly on reducing risk and evaluates a combination of statistical low risk factors including short and long-term historical volatility and beta. The Manager uses forward looking proprietary distress risk factors, which consider the probability of default, and credit spreads in order to minimise exposure to low volatility traps. Lonsec believes the Manager's distress risk factors may help limit exposure to companies experiencing extreme financial distress.

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That said, Lonsec considers this aspect to link more explicitly with the portfolio's overall quality rather than its volatility. Finally, the Manager seeks to enhance the risk-return profile by including supplementary insights such as valuation and momentum. Lonsec notes the stock selection model has not been customised for any specific region to avoid the risk of over-fitting the model.

- Stock ranking is run on a daily basis; however, the portfolio is typically implemented on a monthly cycle or as required. The Manager's buy and sell discipline is transparent and logical; the portfolio will own stocks ranked high in the model (top quintile) and will sell a stock when its rank drops to the bottom 40%. Lonsec believes there is sufficient accountability within the team given that final responsibility for trading decisions rest with the six portfolio managers. Further, Lonsec considers the portfolio construction process to be relatively intuitive seeking to preserve the model's risk and return characteristics while limiting portfolio turnover, ensuring diversification, and constraining risk.
- The portfolio managers may modify portfolio positioning as part of their 'human overview', which may be as a result of corporate actions or incidental macroeconomic developments. The incidence of overrides is expected to be relatively infrequent. Many other quantitative peers also have similarly limited portfolio management discretion and overall Lonsec is comfortable with the Manager's approach.
- Lonsec believes the Manager has a disciplined monitoring and execution process. The portfolio managers ensure compliance with investment guidelines and pleasingly there is a separate risk and compliance team who provide oversight. In addition, Lonsec has met with members of the dedicated trading team based in Rotterdam and believes Robeco's trading and dealing function to be one of the more advanced in the peer group.
- The degree of ESG integration differentiates the Manager. ESG input is sourced from RobecoSAM (a sister business). The team integrates ESG factors within the portfolio construction by ensuring the weighted sustainability score of the portfolio is at least as high as that of the index. Stocks will be selected that improve the portfolio's sustainability profile if this falls. Additionally, the Manager places a strong emphasis on governance and will often engage with companies to improve management practices. Lonsec considers this to be a positive aspect of the Manager's approach.
- Lonsec has in the past viewed Robeco's systems, many of which are proprietary, including the stock selection model, portfolio construction and trading tools and observes comparable standards and functionality to many larger quantitative peers.

### Risk management

- Risk, or the relative reduction in volatility of returns, is the essence of the strategy. Lonsec notes that risk monitoring and management is highly integrated within Robeco's quantitative investment process, in-line with other managed volatility peers.
- The Manager considers risk from an absolute perspective, as the standard deviation of investment

returns and (downside) beta rather than relative to a benchmark. Lonsec considers this risk management approach to be prudent and in-line with the Fund's investment objectives. There are formal absolute and benchmark relative constraints including a maximum stock weight of 2%, regions, countries, and sectors are also limited to a 10% relative deviation from the MSCI Index weight. These are 'hard' limits at the time of rebalancing albeit limited 'drift' intra-rebalancing can occur. While factor exposures are closely monitored, at the time of review, the portfolio had an overweight to small-to-mid cap stocks relative to the Benchmark and this is expected to be a persistent bias.

- In addition, Robeco has a separate risk management department that performs detailed monitoring of the Fund and also oversees market and liquidity risks. Further, there is a compliance department responsible for ensuring portfolio constraints are adhered to. Lonsec believes the risk management tools and procedures are appropriate for the purposes of managing the various risks of the Fund.

### Funds Under Management

- The Manager had circa \$20.7 billion in funds under management (FUM) specifically within the global developed markets conservative equities strategy as at 31 December 2018. Lonsec highlights that Robeco manage \$31.0 billion in FUM within their conservative equities sub-unit of the broader Robeco Quantitative Equities unit which collectively manages A\$79.4 billion across Core Quant, Conservative Equities and Factor Investing. Lonsec notes that after launching the developed market strategy in 2006 (Robeco's first low volatility offering), the Manager is now one of the largest fund managers investing in the space. The Manager's internal review determined the capacity for the strategy to be around \$55-70 billion. Lonsec considers this a high level given the portfolio's small-to-mid cap bias and the fewer number of stocks in the strategy relative to peers adopting a similar approach. The Manager highlights that the strategy has been designed to accommodate this level of FUM given the greater liquidity in developed markets and the penalisation of less liquid stocks in the overall ranking system. Lonsec notes however that there is considerable headroom within the strategy and will conduct greater analysis into the strategy's capacity if / when necessary.

### Performance

- The Fund aims to deliver returns equal to or greater than the MSCI World Net Return Index (AUD Hedged) ('the Benchmark) with lower risk than the market (20-30% reduction) over a cycle. While the Fund has only been available to Australian investors since 31 January 2018, Lonsec notes Robeco's EUR-hedged denominated strategy has a longer-dated track record which may be used as a proxy to frame performance expectations. Investors should note that all figures are in EUR and have been used for illustrative purposes only as the actual currency denomination can have a material impact on returns. The benchmark used is the MSCI World NR Index EUR.
- Since its inception in October 2006, the strategy has delivered an excess return of 2.1% p.a. (gross of fees)

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with 3.8% lower standard deviation than the market to 31 January 2019 (representing a 26.8% relative risk reduction).

- Over the short-term, the strategy pleasingly provided downside protection in a volatile market returning 3.5% (gross of fees) versus the market's return of 1.5% over the year to 31 January 2019. The strategy also delivered risk reduction in-line with its longer-term track record.
- Lonsec notes the Fund is generally expected to underperform in upward trending markets and outperform in down markets and should on average keep pace in moderate markets. To date, Lonsec believes the strategy has performed relatively in line with expectations.

## Overall

- Lonsec has upgraded the Fund's rating to '**Recommended**'. Lonsec considers Robeco to have a strong pedigree in low volatility investing and has a high regard for the experience and stability of the investment team. Lonsec believes the Fund offers investors a logical, well developed and consistently applied quantitative investment process centered around the low volatility anomaly with a blend of valuation and momentum insights. Moreover, Lonsec has gained comfort and conviction in Robeco's 'distress' factors as differentiated forward looking risk measures.
- That said, Lonsec is mindful of lower cost entrants and the competitiveness of the managed volatility landscape comprising a small group of fund managers with long and successful track-records in low volatility investing. Investors should be aware that the Fund may lag in strong upward trending markets or where volatility is low and 'defensiveness' is out of favour.

## People and Resources

### Corporate overview

Robeco Hong Kong (Robeco), a part of Orix Corporation Europe NV (Orix Corporation) is the Investment Manager. Robeco was founded in 1929 in Rotterdam, the Netherlands, and is a global firm managing \$264 billion (June 2018) across a broad range of asset classes. In 2013, Orix Corporation, an integrated financial services group headquartered in Tokyo, acquired a 90.01% equity stake in Robeco from Rabobank with the remaining shares obtained in 2016.

Robeco is one of six other groups under Orix Corporation; CanaraRobeco, Harbor Capital Advisors, Transtrend, RobecoSAM and Boston Partners.

Robeco has over 1,500 professionals located in 14 countries, with specialised investment centres, sales and service teams in Europe, the U.S., the Middle East and Asia. As at 31 December 2018, Robeco managed A\$31.0 billion in conservative equities strategies, including A\$20.7 billion in this strategy.

### Size and experience

NAME	POSITION	EXPERIENCE INDUSTRY / FIRM
PIM VAN VLIET	PORTFOLIO MANAGER / HEAD OF CONSERVATIVE EQUITIES	18 / 13
ARLETTE VAN DITSHUIZEN	PORTFOLIO MANAGER	21 / 21
JAN SYTZE MOSSELAAR	PORTFOLIO MANAGER	14 / 14
ARNOUD KLEP	PORTFOLIO MANAGER	17 / 17
MAARTEN POLFIET	PORTFOLIO MANAGER	19 / 13
YAOWEI XU	PORTFOLIO MANAGER	14 / 4
DAVID BLITZ	HEAD OF QUANTITATIVE EQUITY RESEARCH	23 / 23
PORTFOLIO MANAGERS (TOTAL)	N=15	19 / 16
SENIOR RESEARCHERS (TOTAL)	N=8	14 / 10

Portfolio managers and researchers listed above are included in the total

Robeco has discretionary and quantitative teams across both fixed interest and equities. The Fund is managed by Robeco's Conservative Equities team (CET) who reside within the Manager's Quantitative Equities group. There are 15 portfolio managers across the group, of which six reside within the CET. The average experience and tenure of the combined portfolio management team is 19 and 15 years respectively. Led by David Blitz, the Quantitative Equity Research team also support the strategy, consisting of eight senior Rotterdam-based researchers, a shared research talent pool of five and 10 interns. Further, the QER team leverage Robeco's broader credit, trade execution and allocation research teams. The average experience and tenure of the senior research team is 14 and 10 years, respectively.

Pim Van Vliet, who leads the CET, along with Arlette van Ditschuijen, Jan Sytze Mosselaar, Arnoud Klep, Yaowei Xu and Maarten Polfliet are the portfolio managers ultimately responsible for the Fund and function as each other's back up. The six have primary responsibility for Robeco's Conservative Equities or low volatility strategies with each being responsible for approximately ten separate accounts that bare reasonably high commonality with the Fund.

Van Vliet is the Head of the CET and joined Robeco in 2005 as a Senior Quantitative Researcher with responsibility for asset allocation research. He has published research in various academic journals, is a guest lecturer at several universities and the author of a book on low-volatility investing.

### Remuneration

Robeco investment professionals receive a compensation package comprised of a mix of salary and annual bonuses which is described as market competitive. The bonus is predominantly (90%) based on fund performance while the remaining 10% is linked to the profitability of the Manager and other subjective factors. Long-term incentives in the form of Cash Appreciation Rights are available for a select group of longstanding senior members of the team on a deferred basis.

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## Research Approach

### Overview

RESEARCH PHILOSOPHY	QUANTITATIVE, LOW-VOLATILITY
TARGET COMPANY	STOCKS THAT HAVE LOW RISK, ATTRACTIVE VALUATION AND POSITIVE MOMENTUM
MINIMUM MARKET CAPITALISATION	€500M
NO. STOCKS IN FILTERED UNIVERSE	4,000
NO. STOCKS FULLY MODELED / RESEARCHED	N/A
RESEARCH INPUTS	VARIOUS
BROKER RESEARCH	FOR CONSENSUS DATA ONLY
VALUATION OVERVIEW	VARIOUS; PRIMARILY DIVIDEND YIELD

### Universe filtering

The Manager uses a set of broad developed market indices (S&P Broad Market Index and MSCI) to establish its initial universe and minimum liquidity rules narrow this list to around 4,000 from circa 8,400. The Manager requires an average daily trading volume of at least €2 million.

### Research process

The Manager does not conduct fundamental research on companies. The dedicated Quantitative Equity Research team maintains a regular research programme into new signals and potential enhancements to the existing model.

The research agenda is set annually by the Quantitative Equities Model and Strategy Committee (QEMSC) who also meet on a monthly to review research. Ideas are prioritised based on early evidence of alpha potential. While the models are designed to be stable through time, changes will be made where these are considered to be accretive.

Recent enhancements have included a more sophisticated measure of distress risk, adjustments to the delivery of momentum insights and a positive ESG screen.

A separate committee consisting of senior portfolio managers and researchers formally approves enhancements to the models and the research agenda for upcoming quarters.

### Valuation

Various valuation metrics are used in the quantitative process; however, the Manager prefers defensive methods like dividend yield.

## Portfolio Construction

### Overview

FUND BENCHMARK	MSCI WORLD NET RETURN INDEX (AUD HEDGED)
EMERGING MARKETS PERMITTED	NO
INTERNAL RETURN OBJECTIVE	MAXIMISE THE FUND'S SHARPE-RATIO / DELIVER RETURNS EQUAL TO OR GREATER THAN THE MARKET
INTERNAL RISK OBJECTIVE	DELIVER LOWER THAN MARKET RISK BY 20-30% OVER THE CYCLE
PORTFOLIO APPROACH	BENCHMARK UNAWARE
INVESTMENT STYLE	CORE
PORTFOLIO DECISION MAKING	QUANTITATIVE
STOCK SELECTION	BOTTOM-UP
TOP-DOWN INFLUENCE	MINOR CONSIDERATION
TYPICAL NUMBER OF HOLDINGS	150-200
MARKET CAPITALISATION BIAS	SMALL-MID CAP BIAS
EXPECTED PORTFOLIO TURNOVER	<25% P.A.
OBSERVED ACTIVE SHARE	>85%
PORTFOLIO EXPOSURE IN TOP 10 HOLDINGS	11.6% (DECEMBER 2018)

### Decision making

Decisions are driven by the quantitative models which also determine the position size for each stock. Robeco's Conservative Equity stock selection model focuses firstly on reducing risk and secondly on enhancing returns. The model looks at a combination of statistical low risk factors including volatility and beta, as well as forward looking proprietary distress risk factors, which consider the probability of default, and credit spreads in order to minimise exposure to low volatility traps. To enhance the expected portfolio return, the model includes valuation and momentum factors.

The portfolio and model output is subject to regular oversight and validation. The portfolio construction process seeks to preserve the model's risk and return characteristics while limiting portfolio turnover, ensuring diversification, and constraining risk. A stock's weight is determined through this portfolio construction algorithm and a maximum weight of 2% is allowed. The model can be updated daily but monthly re-balancing is typical. In addition, when substantial transactions are received, the Manager will buy top ranked stocks or sell bottom ranked stocks in an effort to more efficiently re-balance and gain exposure to the model.

### Buy / sell drivers

The buy and sell decisions are similarly driven by the quantitative ranking and portfolio construction process. Each stock is allocated to five quintiles based on its relative rank and generally bought when it ranks in the top quintile.

At rebalancing, a position will be sold when:

- The holding limit of 2% is reached (partially sold); or
- A stock drops in rank to the bottom 40%.

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## Risk Management

### Risk limits

SEPARATE RISK MONITORING	YES
STOCK LIMIT	2% ABSOLUTE (SOFT)
SECTOR LIMITS	+/- 10% ACTIVE (SOFT)
COUNTRY LIMITS	+/- 10% ACTIVE (SOFT)
EMERGING MARKETS	NOT PERMITTED
CASH LIMIT	UP TO 10% BUT TYPICALLY CLOSE TO FULLY INVESTED

Stock, sector and country limits are 'hard' at the time of rebalancing although the Fund may deviate from these limits in the lead up to the rebalancing date. In order to limit stock-specific risk, individual stocks have a maximum portfolio weight of 2% at rebalancing. Sector and region limits will typically not exceed +/-10% relative to the Benchmark. The Fund will typically be fully invested with only residual cash accrued from time to time.

### Risk monitoring

RiskMetrics, is used by portfolio managers and the Risk Management department to monitor the absolute risk in the portfolio, which must not exceed the index (to high statistical confidence). RiskMetrics assists the portfolio managers in the assessment and interactive structuring of tactical allocations across the various stocks, countries and currencies in equity portfolios.

MSCI Barra, is an external risk management system used by the team to confirm the estimates from RiskMetrics. The system is also used to screen for other unintended portfolio biases, such as small- versus large-cap exposure.

Portfolio managers have full look through on portfolio exposures in real-time. Regular oversight is supplemented by separate risk and compliance teams.

### Currency management

Robeco's philosophy is to select stocks on their local currency volatility, and to consider the possible hedging of the resulting portfolio currency exposures as a separate investment decision.

Robeco aims to 'fully' hedge the Fund to the extent practicable using benchmark currency exposures via one month currency forwards (deliverable) with a tolerance band of +/-5%. This means that the AUD hedge is managed within a 95% – 105% bandwidth at the total portfolio level. There are also guidelines on individual currency levels. Robeco will predominantly hedge the following basket of currencies: USD, JPY, EUR, CAD, CHF and GBP.

Currency hedging is implemented separately from Robeco's portfolio management team as a dedicated function.

## Risks

An investment in the Fund carries a number of standard investment risks associated with domestic and international investment markets. These include economic, political, legal, tax and regulatory risks. These and other risks are outlined in the PDS and should be read in full and understood by investors. Lonsec considers major risks to be:

### Market risk

Companies within emerging markets generally have greater market risk (i.e. Beta). Accordingly, investors should be mindful of the potential for sharper movements in market price of these investments.

### Liquidity risk

Lonsec notes that the Fund has a bias to small-mid cap stocks relative to the Benchmark. Exposures to smaller companies can potentially give rise to heightened liquidity risk.

### Currency risk

Funds in the Global Equities – Regional Equities sector, such as this one, predominantly invest in assets that are denominated in non-A\$ currencies. A rise in the relative value of the A\$ vis-à-vis the currencies in which the assets are denominated will negatively impact the market value of the assets (and vice versa) from an Australian investor's perspective. The Fund aims to fully hedge currency risk.

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## Quantitative Performance Analysis - annualised after-fee % returns (at 31-1-2019)

### Performance metrics

	3 MTH		6 MTH		9 MTH		12 MTH	
	FUND	PEER MEDIAN	FUND	PEER MEDIAN	FUND	PEER MEDIAN	FUND	PEER MEDIAN
PERFORMANCE (% PA)	0.14	1.22	-3.64	-1.66	0.15	2.01	-	-
STANDARD DEVIATION (% PA) *	-	-	-	-	-	-	-	-
EXCESS RETURN (% PA)	0.71	1.79	1.66	3.64	0.77	2.63	-	-
OUTPERFORMANCE RATIO (% PA)	33.33	66.67	50.00	50.00	44.44	44.44	-	-
WORST DRAWDOWN (%)	-6.15	-5.52	-10.88	-7.63	-10.88	-7.63	-	-
TIME TO RECOVERY (MTHS)	NR	NR	NR	NR	NR	NR	-	-
SHARPE RATIO *	-	-	-	-	-	-	-	-
INFORMATION RATIO *	-	-	-	-	-	-	-	-
TRACKING ERROR (% PA) *	-	-	-	-	-	-	-	-

FUND: ROBECO GLOBAL DM CONSERVATIVE EQUITIES FUND (AUD) - HEDGED

LONSEC PEER GROUP: GLOBAL EQUITIES - GLOBAL LARGE CAP - QUANTITATIVE - MANAGED VOLATILITY (CURRENCY HEDGED)

BENCHMARK USED: MSCI WORLD NR INDEX (AUD HEDGED)

CASH BENCHMARK: BLOOMBERG AUSBOND BANK BILL INDEX AUD

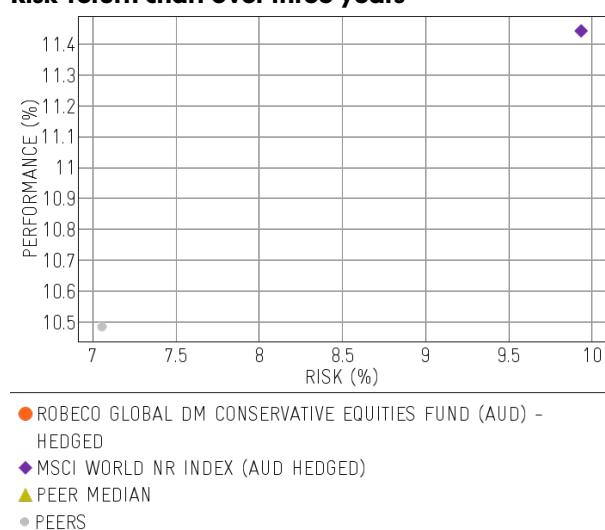
\* PERIODS LESS THAN 12 MONTHS ARE NOT CALCULATED

TIME TO RECOVERY: NR - NOT RECOVERED, DASH - NO DRAWDOWN DURING PERIOD

### Growth of \$10,000 over 11 months



### Risk-return chart over three years



# Robeco Global DM Conservative Equities Fund (AUD) — Hedged

## Glossary

**Total return** 'Top line' actual return, after fees

**Excess return** Return in excess of the benchmark return

**Standard deviation** Volatility of monthly Absolute Returns

**Tracking error** Volatility of monthly Excess Returns against the benchmark (the Standard Deviation of monthly Excess Returns)

**Sharpe ratio** Absolute reward for absolute risk taken (outperformance of the risk free return (Bank Bills) / Standard Deviation)

**Information ratio** Relative reward for relative risk taken (Excess Returns / Tracking Error)

**Worst drawdown** The worst cumulative loss ('peak to trough') experienced over the period assessed

**Time to recovery** The number of months taken to recover the Worst Drawdown

**Snail Trail** A trailing 12-month relative performance and relative risk measurement over the benchmark. The trail is generated using a 12-month rolling window over the specified period

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