

At a glance

- **Strategy Assets:**
\$599.7m¹
- **Strategy Inception:**
Oct 01, 2013
- **Benchmark:**
JPM Next Generation Markets
- **Number of Issues:**
87
- **Average Credit Quality**
Rep Account B
- **Average Maturity**
Rep Account 6.59
- **Modified Duration**
Rep Account 3.88
- **Yield to Maturity**
Rep Account 10.59

¹Source: Aberdeen Standard Investments as at end March 2020
Please see disclosures on page 2

Why ASI for Fixed Income?

- Well-resourced, stable team with deep experience
- Intensive bottom-up approach to investing
- ESG analysis is a key input in the research process
- Risk control with a strong focus on downside protection

Strategy Summary

The Emerging Markets Frontier strategy seeks long-term total return through a bottom-up portfolio construction process that is not benchmark driven. It is a diversified strategy investing in hard currency sovereign, quasi sovereign and corporate bonds, local currency sovereigns and currencies.

Investment Philosophy

We believe successful investment in EMD requires:

- Successful investment in EMD requires intensive fundamental research
- We have an experienced, well-resourced team with diverse backgrounds enhances idea generation
- On-the-ground research and frequent country trips are important to understand the perception of risk between local and foreign investors
- Significant alpha can be derived from smaller issuers that are relatively under-researched and can often be mispriced
- ESG integration creates long-term investment value
- Constructing well-diversified portfolios can help to minimize risk over the long term

Our investment approach

- Intensive bottom up fundamental research used to identify bonds that deliver strong returns while minimizing the risk of exposure to bonds of deteriorating investment quality that may ultimately result in default
- Combination of qualitative and quantitative inputs
- Disciplined and rigorous process for managing risk - Idiosyncratic factors are the key driver of risk in Frontier debt markets and we have ample research capabilities to address the information gap that exists in the majority of frontier countries
- Country research trips are complemented by meetings with officials at the IMF/World Bank Meetings

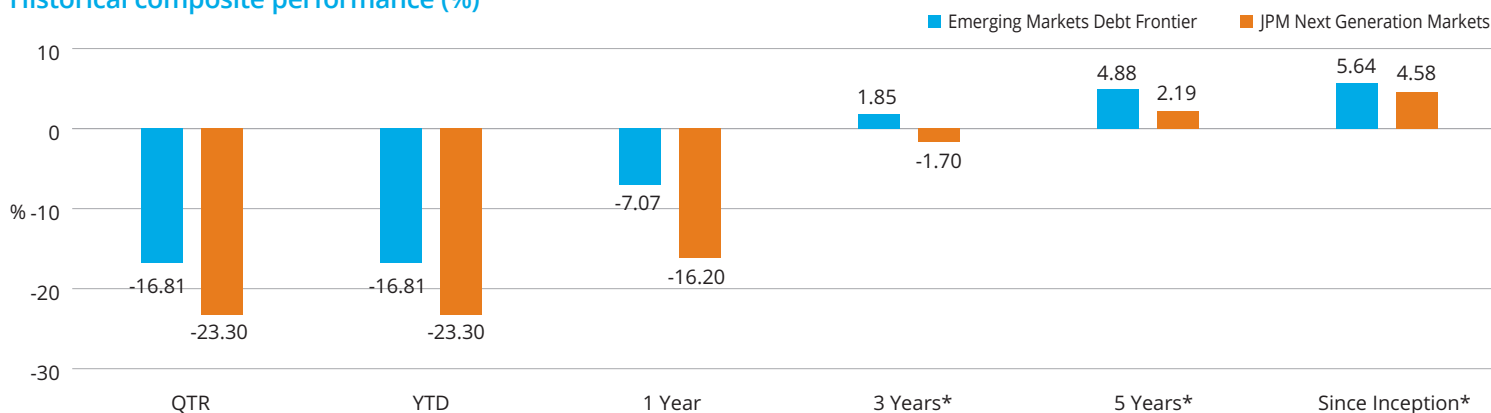
Key Differentiators

- Long track record of investing in Frontier markets going back to the early 2000s - we are one of the few managers that offer a dedicated frontier market bond strategy
- The expertise and stability of our team and longevity of our investment process sets us apart
- EMD team is primarily based in London and Singapore, and other key locations across Asia which gives us unique insights into the countries in which we invest
- Significant research capabilities to address the information gap that exists in the majority of frontier countries

Emerging Markets Debt Frontier

Q1 2020 Strategy Profile

Historical composite performance (%)



	QTR	YTD	1 year	3 years*	5 years*	Since Inception*
Emerging Markets Debt Frontier	-16.81	-16.81	-7.07	1.85	4.88	5.64
JPM Next Generation Markets	-23.30	-23.30	-16.20	-1.70	2.19	4.58
Relative Return	6.50	6.50	9.13	3.54	2.69	1.06

*Returns are annualized. Figures may appear not to add due to rounding.

Composite calendar year returns (%)

Year ending	2019	2018	2017	2016	2015	2014	2013*
Emerging Markets Debt Frontier	19.24	-3.62	16.05	15.92	-0.41	7.96	3.31
JPM Next Generation Markets	19.23	-5.81	15.67	14.76	0.70	10.58	5.10
Relative Return	0.01	2.19	0.37	1.16	-1.11	-2.63	-1.80

Source: Aberdeen Standard Investments (strategy) and Thomson Datastream (benchmark). Returns are in US Dollars. Performance is gross of fees and does not reflect advisory fees, had such fees been deducted, returns would have been lower. Net performance can be found in the composite presentation at the end of this document. **Past performance is not a guide to future performance.** The information on this page is supplemental to the Composite's GIPS Report contained at the end of this document. *Composite inception: Oct 01 2013

Country exposure - top 10 weights

Country	Hard currency		Local currency		Absolute (%)
	■ (%)	■ (%)	■ (%)	■ (%)	
Ivory Coast	6.0	0.0			6.0
Ukraine	2.9	2.8			5.7
Dominican Republic	1.0	4.4			5.4
El Salvador	4.9	0.0			4.9
Ghana	4.8	0.0			4.8
Senegal	4.1	0.0			4.1
Egypt	4.0	0.0			4.0
Kenya	3.7	0.0			3.7
Belarus	3.2	0.4			3.6
Nigeria	3.2	0.0			3.2

Source: Aberdeen Standard Investments

Representative account is an open-ended SICAV used for illustrative purposes only. The country and currency profiles are current as of the period and may change based on the activity of the portfolio manager. Your portfolio may not have the same characteristics and allocations.

Fixed income securities are subject to certain risks including, but not limited to: interest rate (changes in interest rates may cause a decline in the market value of an investment), credit (changes in the financial condition of the issuer, borrower, counterparty, or underlying collateral), prepayment (debt issuers may repay or refinance their loans or obligations earlier than anticipated), and extension (principal repayments may not occur as quickly as anticipated, causing the expected maturity of a security to increase).

In determining average credit rating, ratings from Moody's, Standard & Poor's, or Fitch will apply. Every security in the representative account is assigned an average credit rating. The higher rating will apply for split rated securities. The average credit quality is a market-weighted average of all the securities in the representative account.

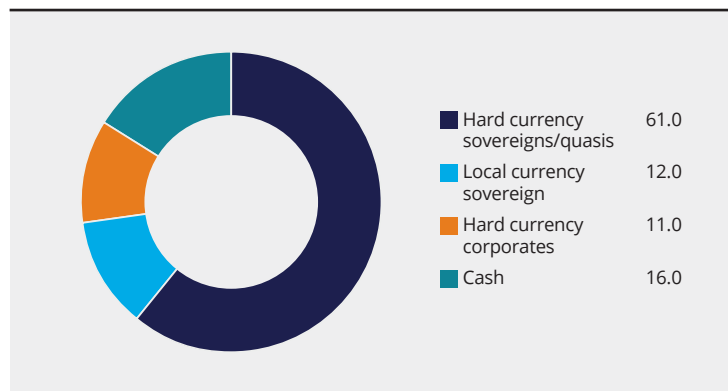
Foreign securities are more volatile, harder to price and less liquid than U.S. securities. They are subject to different accounting and regulatory standards, and political and economic risks. These risks are enhanced in emerging markets countries.

Diversification does not ensure a profit or protect against a loss in a declining market. Indexes are unmanaged and have been provided for comparison purposes only. No fees or expenses are reflected. You cannot invest directly in an index.

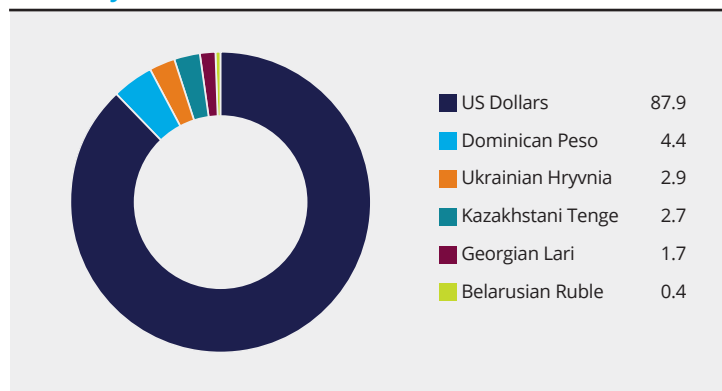
Emerging Markets Debt Frontier

Q1 2020 Strategy Profile

Sector breakdown



Currency breakdown



Top 10 country positions

Country	Rep account (%)	Hard currency (%)			Local currency sovereign (%)	FX (%)
		Sov/Quasi-sov ¹ (%)	Corporate (%)			
Ivory Coast	6.0	6.0				
Ukraine	5.7	1.4	1.5		2.8	2.9
Dominican Republic	5.4	1.0			4.4	4.4
El Salvador	4.9	4.5	0.4			
Ghana	4.8	4.8				
Senegal	4.1	4.1				
Egypt	4.0	4.0				
Kenya	3.7	3.7				
Belarus	3.6	3.2			0.4	0.4
Nigeria	3.2		3.2			

Source: Aberdeen Standard Investments
1. Quasi-sovereign = 100% government-owned.

Unless stated otherwise, portfolio data and statistics are based upon the total assets of a single Representative Account which is included in the Composite for the periods shown. This account was chosen because it is unrestricted and fairly represents the overall style of the manager as described. The above information is supplemental to the Composite's GIPS® Report contained at the back of this document.

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Emerging Markets Debt Frontier

Q1 2020 Strategy Profile

Composite information

Firm: Aberdeen Standard Investments Composite Name: Emerging Markets Debt - Frontier Markets Reporting Currency: USD Composite Inception: Oct 01 2013 As of: Mar 31 2020

Year	Composite Return Gross (%)	Composite Return Net (%)	Benchmark Return (%)	Composite St Dev (%)	Benchmark St Dev (%)	No. of Portfolios*	Dispersion (%)	Market Value at end of Period	Firm Assets (%)	Total Firm Assets (Legacy History)
3 Months	-16.81	-16.96	-23.30			<=5 (<=5)		599,687,640		
Year to date	-16.81	-16.96	-23.30			<=5 (<=5)		599,687,640		
1 Year	-7.07	-7.77	-16.20			<=5 (<=5)		599,687,640		
2 Years p.a.	-2.58	-3.31	-6.53			<=5 (<=5)		599,687,640		
3 Years p.a.	1.85	1.09	-1.70	11.55	15.25	<=5 (<=5)		599,687,640		
4 Years p.a.	5.21	4.42	2.13	10.49	13.78	<=5 (<=5)		599,687,640		
5 Years p.a.	4.88	4.10	2.19	10.11	12.83	<=5 (<=5)		599,687,640		
Since inception p.a.	5.64	4.85	4.58	9.12	11.74	<=5 (<=5)		599,687,640		
2019	19.24	18.35	19.23	5.31	6.82	<=5 (<=5)		705,132,272		
2018	-3.62	-4.34	-5.81	6.32	7.28	<=5 (<=5)		181,931,116	0.03	606,245,078,792
2017	16.05	15.18	15.67	6.24	6.53	<=5 (<=5)		126,176,794	0.03	370,088,382,260
2016	15.92	15.05	14.76	6.50	7.35	<=5 (<=5)		74,100,118	0.02	338,134,038,404
2015	-0.41	-1.16	0.70			<=5 (<=5)		88,586,645	0.02	383,382,349,203
2014	7.96	7.15	10.58			<=5 (<=5)		105,886,046	0.02	460,247,164,576
2013 (Oct)	3.31	3.11	5.10			<=5 (<=5)		14,355,116	0.01	283,691,791,514

N.B. Where a calendar year return is shown the annualised standard deviation presented is of 36 monthly returns to the calendar year end.

Definition of the firm

Aberdeen Standard Investments ("ASI" or "the Firm") is defined as all portfolios managed globally by the asset management entities of Standard Life Aberdeen plc excluding Private Equity, Aberdeen Standard Capital and Lloyds Syndicate portfolios. ASI is the global brand name of the investment businesses of Aberdeen Asset Management plc and Standard Life Investments under which all products are now marketed. The Firm inception date is 1st January 2018; and includes track records that either were, or were part of, legacy compliant firms, some of which are compliant from earlier dates: Aberdeen Asset Management plc (compliant from 1st January 1996); Standard Life Investments (compliant from 1st January 1996); and Aberdeen Property (compliant from 1st January 2013). Composite returns, start date and composite and firm assets reported prior to acquisitions represent those of the legacy firm which managed the product at the time. Changes in the firm organisation, investment style or personnel have not caused alterations of historical composite performance. Compliant Presentations produced during the period between the annual period end and the date of release to the market of ASI's financial results will not contain the Firm assets or % of Firm assets for that annual period end. The total Firm assets is material non-public information before the official results release date and to release it in GIPS Compliant Presentations would be against the law: and where laws and/or regulations conflict with the GIPS standards, firms are required to comply with the laws and regulations and make full disclosure of the conflict in the compliant presentation.

GIPS compliance

ASI claims compliance with the Global Investment Performance Standards (GIPS) and has prepared and presented this report in compliance with the GIPS standards. ASI has been independently verified for the periods to 31st December 2018. The verification report is available upon request. 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. Verification does not ensure the accuracy of any specific composite presentation. The effective date of compliance is 1st January 1996. The inception date of the composite is 30/09/2013 and it was created on 22/10/2013. A complete list of the Firm's composites, and policies for valuing portfolios, calculating performance and preparing compliant presentations, is available on request.

Composite description

The composite comprises all discretionary portfolios managed to Aberdeen Asset Management's Emerging Market Debt: Frontier Markets strategy. The principal investments are Government Related bonds. Secondary investments are Corporate bonds. Bonds are principally of short and long term maturities. Investments may also be of intermediate maturities. Investments are principally in USD and Frontier Markets currencies.

Composite methodology

Returns are time-weighted total rates of return including cash and cash equivalents, income and realised and unrealised gains and losses. Returns are shown net of non-recoverable tax, whilst recoverable tax is included on a cash basis. Composites results are weighted by individual portfolio size, using start of period market values. Portfolios are valued at least monthly or on the date of any contribution/withdrawal greater than 8.49% within 1 month. Annual returns are calculated using geometric linking of monthly returns. Exchange rates used are WMR 16:00 Closing Spot Rates. Composites may contain portfolios of different base currencies, translated into a common currency for composite returns using the exchange rates stated above. A fund becomes eligible for inclusion the first full calendar month after funding. Inclusion may be deferred in cases where it has not been possible to implement the investment strategy. Terminated funds leave composites at the end of the calendar month before official notification of termination is received. Results include all discretionary, fee paying accounts of the Firm.

The dispersion of annual returns is measured by the range of the portfolio returns represented within the composite for the full period. Dispersion is not calculated for composites with less than five accounts for the whole period. Additional information on policies for calculating and reporting returns is available on request.

Presentation of results

Gross returns are presented before management, performance, custodial and other fees but after all trading expenses. Net returns are calculated after the deduction of a representative management fee.

Primary index description

JPM Next Generation Markets.

Representative fee description

Emerging Markets Debt: Frontier Markets fee: 0.75% p.a.

Derivative instruments

Derivatives maybe used for alpha generation and beta management purposes. Derivatives used include, but are not limited to, exchange traded futures, interest rate swaps, credit default swaps and forward foreign exchange contracts. Derivatives usage is governed by the appropriate level of risk to meet the return targets rather than by any net nominal implied exposure limits.

PAST PERFORMANCE IS NOT AN INDICATION OF FUTURE RESULTS.