

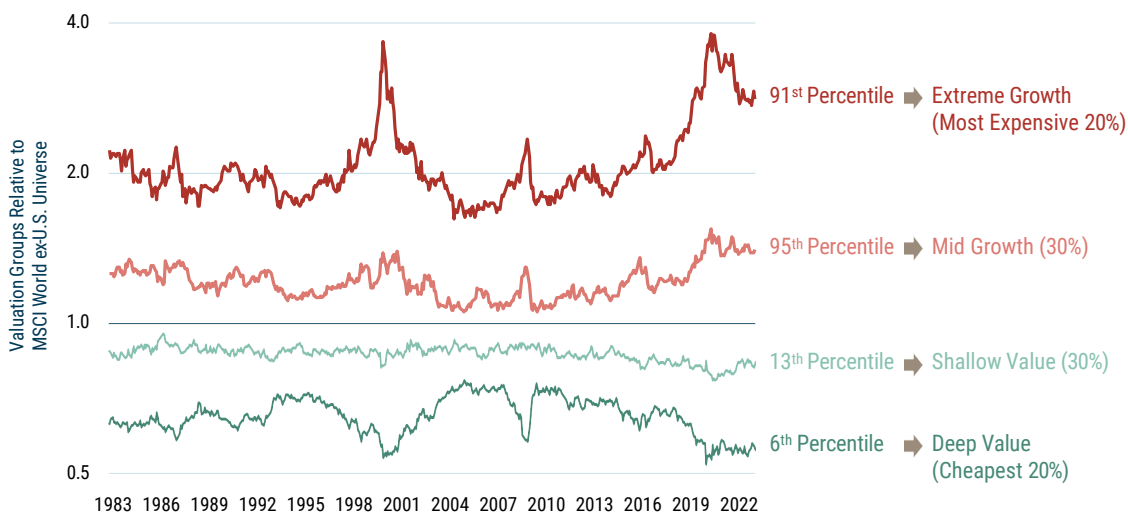
# INTERNATIONAL OPPORTUNISTIC VALUE STRATEGY

## *The Opportunity*

A decade of low rates and tepid growth led investors to aggressively bid up the relative valuations of Growth stocks. This preference intensified in the Covid environment, catapulting fast-growing company valuations to bubble levels. Value investors have seen some relief recently as the 12-month period ending September 30, 2022 was the best for Value relative to Growth globally since the fall of 2001.

Despite these recent moves, the current valuation spread between Value and Growth remains wide. But all Value stocks are not equal in today's environment. In developed markets outside the U.S., "Deep Value" stocks are extraordinarily cheap relative to their historical valuations. Given this dislocation, we believe that opportunistic investors can benefit from employing a strategy that concentrates its exposure in international "Deep Value" stocks.

## IN DEVELOPED MARKETS EX-U.S., "DEEP VALUE" (CHEAPEST 20%) IS EXTREMELY CHEAP *Valuation groups in MSCI World ex-U.S. universe*



### **Key Points**

- While Value stocks remain broadly attractive, "Deep Value" is a distinct opportunity to add value.
- Deep Value is diversified, with representation across sectors, industries, and the market cap spectrum.

As of 4/30/2023 | Source: GMO

Composite Valuation Measure is composed of Price/Sales, Price/Gross Profit, Price/Book, and Price/Economic Book. Groups of value and market are weighted by square root of market cap. All groups have the same country exposure as the universe.

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We expect that many of the Value managers who managed to survive Value's long dark winter since 2007 may have done so by diversifying their portfolios beyond Deep Value. While a multifactor approach to Value is sensible over a market cycle, for investors with the risk tolerance to be opportunistic, the current opportunity is explicitly in the cheapest tier of developed market stocks outside the U.S. and requires a more focused Deep Value approach.

## The GMO Solution

### EFFECTIVELY EXPLOITING THE DEEP VALUE OPPORTUNITY

GMO's International Opportunistic Value Strategy seeks to profit from our insight that Deep Value stocks are very cheap relative to their historic valuations. This actively managed strategy avoids the Shallow Value stocks and focuses solely on the Deep Value names.

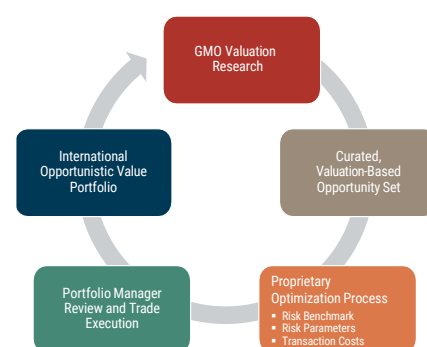
### DIALING INTO GMO VALUE, NOT INDEX VALUE

With this strategy, we focus on developed market stocks outside the U.S. that GMO has identified as the most undervalued, recognizing that relying on reported financials and index definitions of Value can lead investors to misjudge the opportunity.

- GMO Economic Fundamentals restates balance sheets and returns to better reflect economic reality, adding the value of intangible assets.
- GMO Value incorporates Economic Fundamentals along with a company's quality and growth prospects to identify mispricings rather than the low-quality or low-growth companies favored by Value indexes.

### A DIVERSIFIED VALUE PORTFOLIO

The Value opportunity set, as defined by GMO's Systematic Equity models, reflects a curated cross section of the developed markets equity universe outside the U.S. After identifying Deep Value stocks, we apply reasonable risk constraints that allow the portfolio to both remain diversified and focus on the current valuation opportunity. We are willing to take meaningful overweight positions in the stocks, industries, and sectors that we believe are undervalued. We also actively avoid holding expensive Growth stocks and are willing to eschew entirely positions in expensive industries and sectors.



## The Client Fit

We believe the GMO International Opportunistic Value Strategy can be used strategically in a diversified investment program that seeks exposure to equities in developed markets outside the U.S. The Strategy can also be deployed tactically to take advantage of the compelling opportunity that now exists in the cheapest international Deep Value stocks.

## Who We Are

Founded in 1977, GMO is a private partnership whose sole business is investment management. The firm manages global portfolios with offices and clients around the world. Investment offerings include equity, fixed income, multi-asset class, and alternative strategies. GMO is known for blended fundamental and quantitative investment research expertise and a long-term orientation toward value opportunities.

## The Team

The Strategy is co-managed by GMO's Asset Allocation and Systematic Equity teams, who have a long history of collaboration on both research projects and investment strategies. Each group has built a deep team with diverse areas of expertise.

GMO's Asset Allocation team has been managing broad-based asset allocation portfolios formally since 1988 and has developed a specialty in valuing asset classes.

GMO's Systematic Equity team is a pioneer in quantitative investing for institutions, building on decades of accumulated research on how to best capture valuation opportunities and other mispricings.

## RISK

Risks associated with investing in the Strategy may include Market Risk - Equities, Management and Operational Risk, Non-U.S. Investment Risk, Currency Risk, Focused Investment Risk, and Illiquidity Risk.