# Investing in a World of Emerging Opportunities

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Matthews I Q2 2024



# Matthews Capabilities

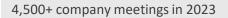
Independent, private, employee ownership drives long-term investment excellence

#### Firm Facts (As of June 30, 2024)

120+ employees

30+ investment professionals

- 10 years average firm tenure
- 18 years average EM & Asia investing



#### Assets Under Management

| Total          | US\$8.0B |
|----------------|----------|
| Regional       | US\$4.8B |
| Single-Country | US\$3.2B |

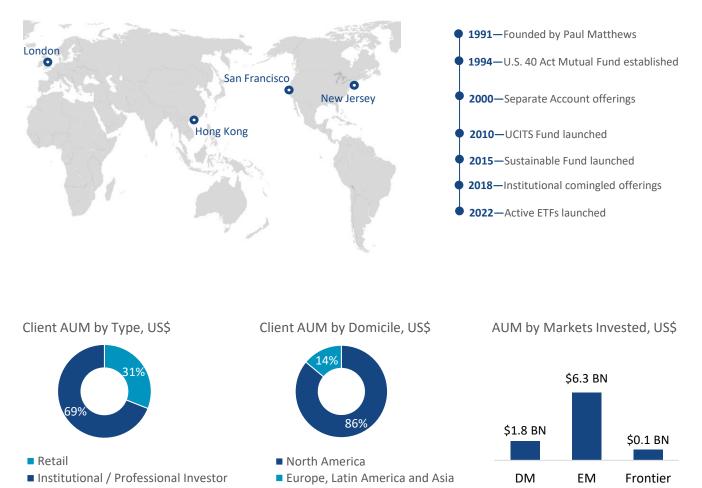
#### **Investment Vehicles**

**US Mutual Funds Exchange Traded Funds UCITS Funds** Separate Accounts Institutional Comingled

#### **Core Investment Principles**

Active Management **Emerging Markets Specialist Deep Experience High Active Share Fundamental Research Risk Management Commitment to Perform & Inform** 

#### **Office Locations**



Note: AUM by type, domicile and markets invested data as of March 31, 2024 Do not give, show or quote to any other person. This document is not for public distribution and is for institutional/professional investors use only and has not been registered with, approved by, any regulatory authority in any jurisdiction.

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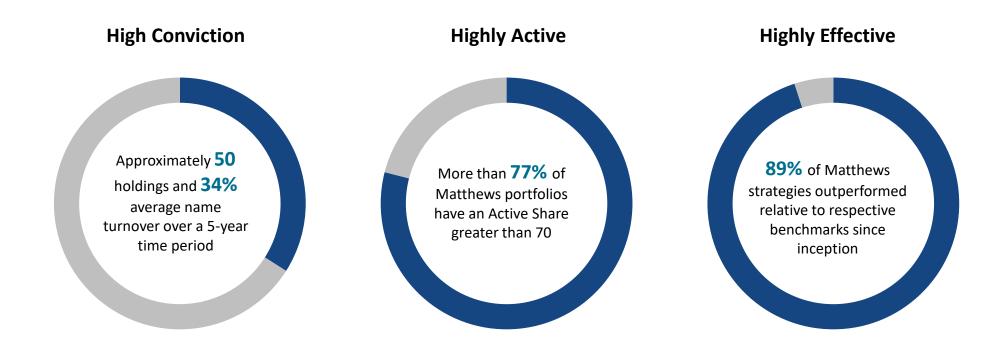
A History of Innovation

# Why Sophisticated Investors Actively Partner with Matthews

| A Trusted and Experienced Guide | Pioneer investor in Emerging Markets and Asia, with a proven 33 years track record of generating excess returns in complex markets that demand deep expertise, operational skill and risk acumen  |
|---------------------------------|---|
| Proven Active Management        | Driven by intellectual curiosity seeking unique insights to build highly differentiated portfolios that capture distinctive alpha for client outcomes   |
| Holistic Risk Management        | Dynamic approach to risk across a range of economic and geopolitical cycles which leverages proprietary insights to identify strong governance and business sustainability in higher risk markets |
| Operational Expertise           | Comprehensive operational and trading expertise developed over 30+years in opaque and complex public markets  |
| Aligned With You                | Commitment to achieving investment excellence from investment performance and deep insights to provide investment context   |



# **Proven Active Performance**



The performance, active share, and holdings data presented are of a representative portfolio across all composites managed by Matthews. Average name turnover figures represent data for U.S. registered pooled vehicles only. The performance results are net of advisory and other fees. **Past performance is no guarantee of future results, which may vary**. Indices are unmanaged and shown for comparative purposes only. It is not possible to invest directly in an index. Matthews' products and services are publicly registered or available in certain jurisdictions only. A list of composite descriptions, a list of limited distributed pooled fund descriptions, and a list of broad description pooled funds are available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. Performance, Holdings and Active Share data as of March 31, 2024; Name turnover as of December 31, 2023.

Active Share is calculated by taking the absolute value of the difference between portfolio holdings and benchmark weights, summing all of these differences, and dividing by two. The calculation will result in an active share number between 0%, which indicates the portfolio perfectly replicates the benchmark, and 100%, which indicates there is no overlap whatsoever between the portfolio and the index.



# Strategies for Investing in Emerging Markets and Asia

Matthews offers a range of public equity strategies across the risk-reward spectrum

| BING BAL EMERGING MARKETS | All Cap<br>— Emerging Markets Equity<br>— Emerging Markets Sustainable Future <sup>*</sup><br>— Emerging Markets ex China | Small and Mid Cap<br>— Emerging Markets Small Companies |
|---------------------------|---|---|
|---------------------------|---|---|

|      | PAN ASIA      | <b>All Cap</b><br>— Asia Dividend<br>— Asia Growth  |  |
|------|---------------|---|--|
| Asia | EMERGING ASIA | All Cap<br>— Asia ex Japan Total Return Equity <sup>**</sup><br>— Asian Growth and Income<br>— Asia Sustainable Future<br>— Asia Innovators<br>— Asia ex China<br>— Pacific Tiger | <b>Small and Mid Cap</b><br>— Asia Small Companies |

|         | SINGLE COUNTRY | All Cap          | Small and Mid Cap                           |
|---------|----------------|------------------|---|
| >       |                | — China          | <ul> <li>— China Small Companies</li> </ul> |
| Country |                | — China A-Share  | <ul> <li>Japan Opportunities</li> </ul>     |
| no      |                | — China Dividend |   |
|         |                | — India          |   |
| Single  |                | — Japan          |   |
| S       |                | — Korea          |   |



Matthews's products and services are publicly registered or available in certain jurisdictions only. \*Formerly known as Asia ESG \*\*Formerly known as Asia ex Japan Dividend

# **Investment Philosophy**

Asian equity markets offer investors attractive long-term growth opportunities but are inherently volatile and idiosyncratic requiring:

- Extensive on-the-ground research that results in proven company discovery and core / opportunistic investment opportunities
- An investment framework that combines country analysis with bottom-up research to generate differentiated and diversified alpha
- A disciplined and repeatable approach to portfolio construction that can adapt underlying exposure to evolving market conditions
- A deep understanding performance drivers in emerging markets: 1) earnings; 2) dividends; 3) valuations; 4) currency
- Strong risk control to manage stock, sector and country exposures in the portfolio and make active intentional risk decisions that contribute to generating compelling risk-adjusted returns

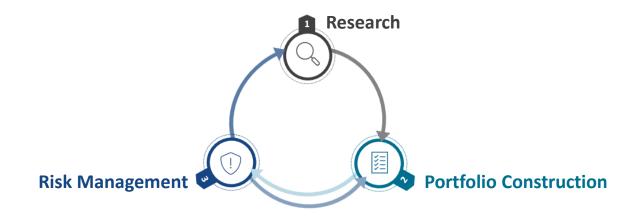
Parameters set by Matthews are subject to change. The statements above are based on the beliefs and assumptions of our portfolio management team and on the information currently available to our team at the time of such statements. Although we believe that the expectations reflected in these statements are reasonable, we can give no assurance that these expectations will prove to be correct.



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# **Investment Process**

Repeatable, disciplined process identifies opportunities, constructs portfolios and manages risk



### Research

- 1. Top-Down Analysis
  - Macro Assessment
  - Country Considerations
  - Currency
  - Themes
- 2. Fundamental Analysis
  - Quantitative Financial Analysis
  - Qualitative Business Assessment
  - On-the-ground Research
  - Management Assessment
  - Corporate Governance
- 3. Valuation Analysis
  - Determine Valuation
  - Set Price Targets

### **Portfolio Construction**

- 1. Portfolio Design
- 2. Security Selection
- 3. Continuous Assessment
- 4. Security Selection
- 5. Adjust Portfolio Exposures

### Risk Management

- 1. Structural
  - Objectives
  - Guidelines
- 2. Portfolio
  - Portfolio Management Team
  - Position Sizing/Volatility/Diversification

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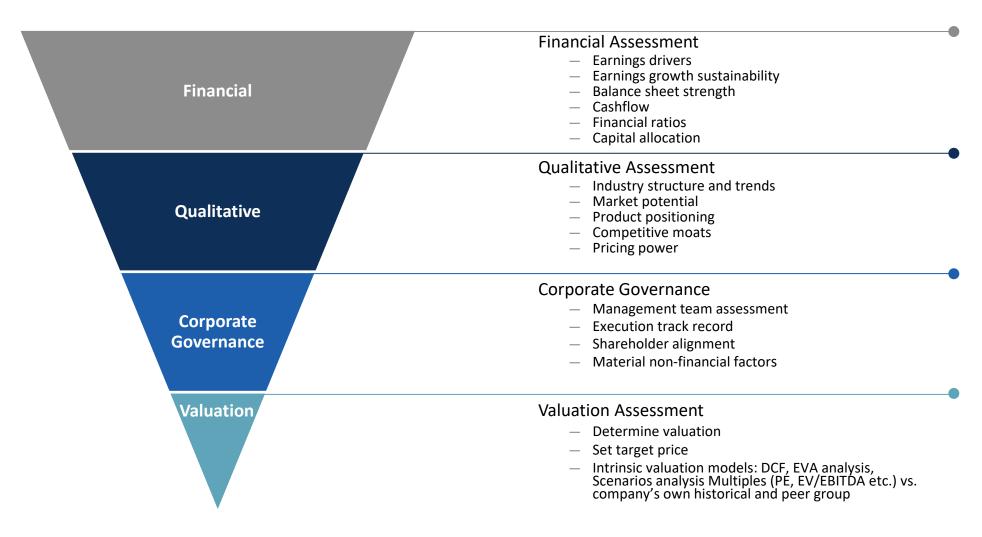
- 3. Investment Team
  - Investment Risk
  - Attribution Analysis
- 4. Independent
  - cio
  - Executive Risk Committee
  - Compliance



The portfolio risk management process represents an effort to monitor and manage risk but does not imply low risk.

# Fundamental Analysis Drives Stock Selection

Comprehensive forward-looking quantitative & qualitative assessment





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# **Disciplined Buy/ Sell Decisions**

#### DECISION FACTORS

| Buy        | How does a stock get into a portfolio?   |
|------------|--|
|            | — Bottom-up, fundamental analysis  |
|            | <ul> <li>Macroeconomic awareness incorporated to<br/>fundamental research effort</li> </ul>                                    |
|            | <ul> <li>Event-driven stock – a stock that has fallen a<br/>long way and provides a potential value<br/>opportunity</li> </ul> |
| Sell       | Why do we sell a stock?  |
|            | <ul> <li>Fundamental investment thesis played out,<br/>target price reached</li> </ul>   |
|            | <ul> <li>Macroeconomics / geopolitics impacts stock<br/>fundamentals</li> </ul>  |
|            | <ul> <li>Loss long-term competitive advantage</li> </ul>   |
|            | <ul> <li>Better relative opportunity</li> </ul>  |
| Adjustment | <ul> <li>Intact investment thesis but change in<br/>degree of conviction</li> </ul>  |

- Valuation adjustment
- Geopolitical/macroeconomic event

### **MAP RECOMMENDATION LISTS (EXAMPLES)**

| China       | Market Value % | Target Price +/- | Buy/Ho | ld Comments                 |
|-------------|----------------|------------------|--------|-----------------------------|
| Security 1  | 6.1%           | 15.0%            | BUY    | Exciting growth outlook     |
| Security 2  | 5.1%           | 7.0%             | HOLD   | Core holding                |
| Security 3  | 2.8%           | 9.0%             | HOLD   | Core holding                |
| Security 4  | 2.4%           | 7.5%             | HOLD   | Thematic exposure           |
| Security 5  | 2.0%           | 13.0%            | BUY    | Preferred thematic exposure |
| Security 6  | 2.0%           | 9.0%             | HOLD   | Core holding                |
| Security 7  | 1.5%           | 7.0%             | HOLD   | Low beta, value             |
| Security 8  | 1.1%           | 8.0%             | HOLD   | High beta sector exposure   |
| Security 9  | 1.1%           | 14.0%            | BUY    | Thematic exposure           |
| Security 10 | 1.1%           | 15.0%            | BUY    | Preferred thematic play     |
| Security 11 | 1.0%           | 15.0%            | BUY    | Preferred thematic play     |

#### Buy List

| China      | Target Price +/- | Index % | Comments                  |
|------------|------------------|---------|---------------------------|
| Security 1 | 15.0%            | 2.0%    | Thematic exposure         |
| Security 2 | 13.0%            | 1.0%    | Positive growth outlook   |
| Security 3 | 14.0%            | 1.2%    | High beta sector exposure |

#### Watchlist

| China      | Target Price +/- | Buy/Sell | Comments                                    |
|------------|------------------|----------|---|
| Security 1 | 5.0%             | BUY      | Better positioned, sector specific recovery |
| Security 2 | 7.0%             | SELL     | Earnings deterioration                      |
| Security 3 | 7.0%             | SELL     | Potential funding source                    |

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# Dedicated Investment Risk Management

Combination of dynamic risk management framework and active management

### SECURITY LEVEL RISK MANAGEMENT

- Fundamental research with detailed financial models.
- Monitor essential attributes such as free cash flow, return-on-equity, leverage and liquidity.
- Ongoing engagement with companies and management teams.
- Analyze material sustainability/ESG metrics and compare with third-party data to provide supplemental documentation.
- No limit on idiosyncratic risk within allocated risk budget.

### **INDEPENDENT LEVEL RISK MANAGEMENT**

- Independent risk analytics team with detailed monthly risk report looking at risk budgeting, style risk (factor tilts), active weight limits, liquidity, asset level risk, tail risk and ESG risk.
- Set thresholds for acceptable range of risk and requires action if severely out of range.
- Monthly discussions with other quality growth style PMs.
- Toolkit includes FactSet, Axioma Risk Model, Bloomberg Risk Model, and proprietary techniques.

### PORTFOLIO LEVEL RISK MANAGEMENT

- Monitor active risk ; typically, 2-8% active primarily driven from stock selection and secondarily from country and sector allocation.
- Discuss macro risk to capture best risk/reward opportunities by market.
- Closely observe factor and style risks.
- Monitoring country, sector, and industry diversification; allowing up to
   +/- 10% deviation per country and sector vs index.
- Ensure portfolio level liquidity : 95%+ of portfolio to be liquidated in a day as of September 30, 2023 based on 30% market participation rate.

#### COMPLIANCE

- Monitors portfolio compliance with client investment guidelines.
- Track regulatory changes that might impact trading, purchase and sales of securities.
- Identify, monitor and mitigate risks including those associated with investments in emerging markets securities/regions as well as other operational, investment and strategic risks.

The portfolio risk management process represents an effort to monitor and manage risk but does not imply low risk.



# Deep Expertise across Trading, Operations and Compliance

33 years of market understanding, relationships and execution

### **Enterprise Risk Management**

- Oversight by Matthews Enterprise Risk and Compliance Committee, comprised of members of the executive team
- Maintain a culture of risk awareness and identify/ mitigate risks that impact our business and our clients
  - Reputational
  - Investment
  - Strategic
  - Operational
  - Regulatory
  - Service Provider and Business Partner
  - Business Contingency

### **Portfolio Guidelines and Restrictions**

- Compliance Technology Platform (CTP) ensures portfolio monitoring and guideline adherence
- CTP includes automated compliance system for pre-trade and batch checks, investment guideline coding, controls for IPO trade approvals, coordination of corrective actions and periodic independent reviews

CLIENT PORTFOLIO

### **Global Compliance Monitoring**

- "Tone from the Top" starts at the executive level and flows down and across all employees to help create a positive culture of compliance at the firm
- Strong focus on governance, conflict management and risk identification with compliance policies and procedures spanning multiple jurisdictions and product types

### Deep, Proven Investment Infrastructure

- Straight-through processing from order entry through settlement and reconciliation
- Best-in-Class Technology infrastructure from trading to allocation to reconciliation and reporting

### Trade Execution and Oversight Across Global Markets

- Trade Management Oversight Committee supervises all aspects of our trading activities
- Includes broker selection, best execution, soft dollars, trade aggregation and allocation, and trade error reviews



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# Matthews: Emerging Markets, Asia and China Equity Specialist

Global client base spanning institutional, professional, family offices, private banks and high net-worth investors





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# Matthews Pacific Tiger Fund



Investing in Chinese securities involve risks. Heightened risks related to the regulatory environment and the potential actions by the Chinese government could negatively impact performance. Investments involve risks, including possible loss of principal. Investments in international, emerging and frontier markets involve risks such as economic, social and political instability, market illiquidity, currency fluctuations, high levels of volatility, and limited regulation, which may adversely affect the value of the Fund's assets. Additionally, investing in emerging and frontier securities involves greater risks than investing in securities of developed markets, as issuers in these countries generally disclose less financial and other information publicly or restrict access to certain information from review by non-domestic authorities. Emerging and frontier markets tend to have less stringent and less uniform accounting, auditing and financial reporting standards, limited regulatory or governmental oversight, and limited investor protection or rights to take action against issuers, resulting in potential material risks to investors.

Investing in small- and mid-size companies is more risky than investing in larger companies as they may be more volatile and less liquid than large companies. In addition, single-country funds may be subject to a higher degree of market risk than diversified funds because of concentration in a specific industry, sector or geographic location. Pandemics and other public health emergencies can result in market volatility and disruption.

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# Fund Profile | Matthews Pacific Tiger Fund

#### **FUND FACTS**

#### **Inception Date**

Investor Class: 9/12/94 Institutional Class: 10/29/10

#### Ticker

Investor Class: MAPTX Institutional Class: MIPTX

# Cap Range

All Cap

Number of Holdings 50 to 75

**Turnover Range** Less than 40%

#### Benchmark MSCI All Country Asia ex Japan

# **Investment Objective**

Long-term capital appreciation in Asia ex-Japan

# Approach

**INBOK SONG** 

Invest in companies located in Asia excluding Japan that are capable of sustainable growth based on the fundamental characteristics of those companies. Seek to invest in domestically oriented companies; selectively seeks globally competitive companies.

### Lead Managers



**SEAN TAYLOR** 



WINNIE CHWANG

# ANDREW

**Co Managers** 

MATTOCK, CFA





**JEREMY** SUTCH, CFA

PEEYUSH **MITTAL, CFA** 



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# Seasoned Asia Equities Team with a Long-Term Track Record

Supported by Knowledge Platforms, Strategists, and On-the-Ground Resources





#### Note: Years of industry experience as of January 2024

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# Matthews Approach to Investing

Objective: to deliver long-term appreciation of capital without taking undue risk

| Core Investment Beliefs | <br>Quality growth franchises are often overlooked/undervalued because of the short-term nature of the market participants across the region |
|-------------------------|--|
|                         | <br>If properly identified, persistency in the underlying quality of a business can continue to surprise positively                          |
| ·                       | <br>Biggest risk to investment is permanent impairment of capital – an attempt to mitigate through focus on corporate governance             |
| Investment Philosophy   | <br>Focus on identifying businesses capable of delivering above average growth in earnings/cash flow without taking undue risk               |
|                         | <br>Sustainability of growth is more important than the pace   |

Risk management is embedded in security selection

The statements above are based on the beliefs and assumptions of our portfolio management team and on the information that was available to our team at the time such statements were made. Although our portfolio management team believes that the expectations reflected in these statements are reasonable, no assurance can be given that these expectations will prove to be correct.

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# **Investment Process**

- What is Quality?
  - High economic spread (competitive moats, pricing power)
  - Positive signals of corporate governance
  - Capital allocation history
  - Corporate culture
- What is Durable Growth?
  - Multiple levers to influence growth
  - Organically driven
  - Institutionalized process for new business opportunities
  - Appropriate incentive policies
- Broad buckets of companies
  - Emerging Growth Franchises
  - Compounders
  - Special Situations

This information is solely to illustrate Matthews Asia's investment process. Parameters set by Matthews Asia are subject to change and may differ from the fundamental policy of the fund.





# Sample Stock Selection | Portfolio Construction

#### DECISION POTENTIAL TRIGGER

| Buy        | How does a stock get into a portfolio?   |
|------------|--|
|            | <ul> <li>Bottom-up, fundamental analysis</li> </ul>  |
|            | <ul> <li>Macroeconomic awareness incorporated to<br/>fundamental research effort</li> </ul>                      |
|            | <ul> <li>Event-driven stock – a stock that has fallen a<br/>long way and provides a value opportunity</li> </ul> |
| Sell       | Why do we sell a stock?  |
|            | <ul> <li>Fundamental investment thesis played out,<br/>target price reached</li> </ul>                           |
|            | <ul> <li>Macroeconomics / geopolitics impacts stock<br/>fundamentals</li> </ul>                                  |
|            | <ul> <li>Better relative opportunity</li> </ul>  |
| Adjustment | <ul> <li>Intact investment thesis but change in<br/>degree of conviction</li> </ul>                              |
|            | <ul> <li>Geopolitical/macroeconomic event</li> </ul>   |

#### COUNTRY ANALYSTS RECOMMENDATION LISTS (EXAMPLES)

| China       | Market Value % | Target price +/- | Buy/Hold | Comments                    |
|-------------|----------------|------------------|----------|-----------------------------|
| Security 1  | 6.1%           | 15.0%            | BUY      | Exciting growth outlook     |
| Security 2  | 5.1%           | 7.0%             | HOLD     | Core holding                |
| Security 3  | 2.8%           | 9.0%             | HOLD     | Core holding                |
| Security 4  | 2.4%           | 7.5%             | HOLD     | Thematic exposure           |
| Security 5  | 2.0%           | 13.0%            | BUY      | Preferred SOE bank          |
| Security 6  | 2.0%           | 9.0%             | HOLD     | Core holding                |
| Security 7  | 1.5%           | 7.0%             | HOLD     | Low beta, value             |
| Security 8  | 1.1%           | 8.0%             | HOLD     | High beta property exposure |
| Security 9  | 1.1%           | 14.0%            | BUY      | Thematic exposure           |
| Security 10 | 1.1%           | 15.0%            | BUY      | Preferred insurance play    |
| Security 11 | 1.0%           | 15.0%            | BUY      | Preferred internet play     |

#### Buy list

| China      | Target price +/- | Index % | Comments                     |  |
|------------|------------------|---------|------------------------------|--|
| Security 1 | 15.0%            | 2.0%    | Thematic exposure            |  |
| Security 2 | 13.0%            | 1.0%    | Positive growth outlook      |  |
| Security 3 | 14.0%            | 1.2%    | High beta financial exposure |  |

#### Watchlist

| China      | Target price +/- | Buy/Sell | Comments                              |
|------------|------------------|----------|---------------------------------------|
| Security 1 | 5.0%             | BUY      | Best positionned, e-commerce recovery |
| Security 2 | 7.0%             | SELL     | Earnings deterioration                |
| Security 3 | 7.0%             | SELL     | Potential funding source              |

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# Illustrative Risk Management | Marginal Contribution to Active Risk

### COUNTRY SECTOR ACTIVE WEIGHT MATRIX

Beta adjusted active weight versus benchmark

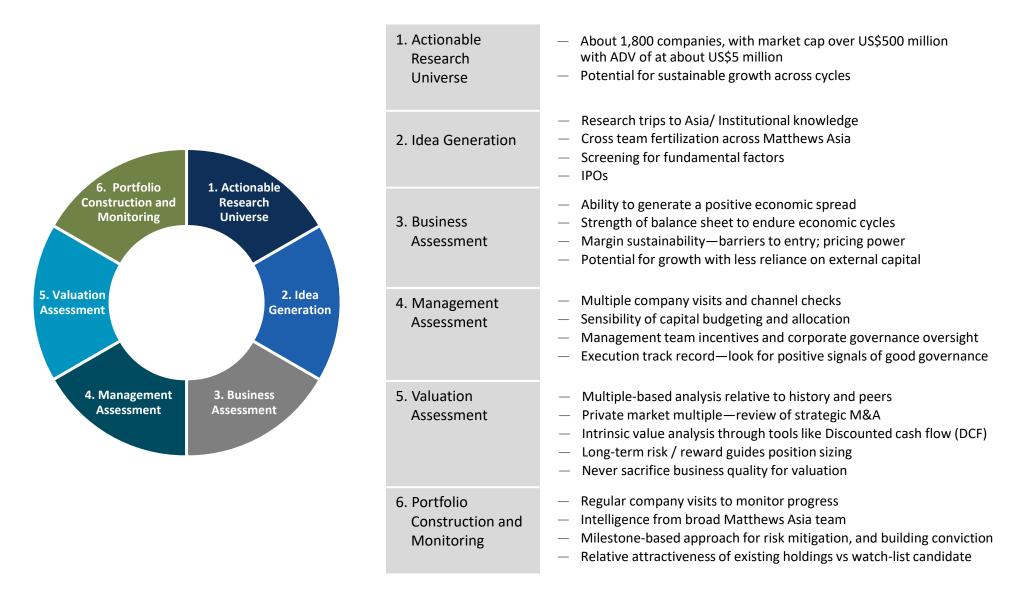
| Country     | Consumer<br>Discretionary | Consumer<br>Staples | Energy | Financials | Health<br>Care | Industrials | Information<br>Technology | Materials | Utilities | Real<br>Estate | Communication<br>Services | Total  |
|-------------|---------------------------|---------------------|--------|------------|----------------|-------------|---------------------------|-----------|-----------|----------------|---------------------------|--------|
| Vietnam     | 0.00%                     | 0.00%               | 0.00%  | 1.20%      | 0.00%          | 0.00%       | 1.00%                     | 0.00%     | 0.00%     | 0.00%          | 0.00%                     | 2.20%  |
| China       | 0.30%                     | 0.40%               | -1.00% | -5.70%     | 2.90%          | 5.90%       | -0.30%                    | -0.50%    | -1.30%    | 0.90%          | 0.50%                     | 2.10%  |
| Philippines | 0.50%                     | 0.50%               | 0.00%  | 0.70%      | 0.00%          | -0.20%      | 0.00%                     | 0.00%     | 0.00%     | -0.20%         | 0.00%                     | 1.30%  |
| Cash        |                           |                     |        |            |                |             |                           |           |           |                |                           | 0.60%  |
| Malaysia    | 2.10%                     | -0.20%              | -0.10% | -0.70%     | -0.10%         | 0.00%       | 0.00%                     | -0.10%    | -0.20%    | 0.00%          | -0.40%                    | 0.30%  |
| Thailand    | -0.20%                    | -0.30%              | -0.30% | -0.20%     | 1.80%          | -0.20%      | -0.10%                    | -0.20%    | -0.20%    | 0.40%          | -0.20%                    | 0.30%  |
| Taiwan      | -0.90%                    | -0.30%              | -0.10% | -0.60%     | 1.40%          | 1.40%       | 0.50%                     | -0.80%    | 0.00%     | 0.00%          | -0.50%                    | 0.10%  |
| Indonesia   | -0.10%                    | -0.20%              | -0.80% | 1.20%      | 0.00%          | -0.10%      | 0.00%                     | 0.10%     | 0.00%     | 0.00%          | -0.20%                    | -0.10% |
| Singapore   | -0.10%                    | -0.10%              | 0.00%  | -0.90%     | 0.00%          | 1.10%       | 0.00%                     | 0.00%     | -0.10%    | -0.50%         | -0.50%                    | -1.10% |
| South Korea | 0.60%                     | 0.70%               | -0.20% | -1.20%     | 0.00%          | -1.60%      | -0.40%                    | -0.40%    | -0.10%    | 0.00%          | -0.20%                    | -2.80% |
| India       | -0.50%                    | 0.40%               | 0.00%  | -1.90%     | -0.90%         | 1.30%       | 0.00%                     | -1.50%    | -0.70%    | 1.40%          | -0.50%                    | -2.90% |
| Total       | 1.70%                     | 0.90%               | -2.50% | -8.10%     | 5.10%          | 7.60%       | 0.70%                     | -3.40%    | -2.60%    | 2.00%          | -2.00%                    | 0.00%  |

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# Matthews Pacific Tiger Fund Investment Process



#### ROIC: Return on invested capital

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# **Equity Selection Framework**

### **GOOD BUSINESS (GB)**

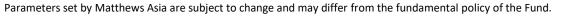
- Industry structure conducive to sustained profitability
- Secular growth
- Recurring demand
- Barriers to entry
- Self-financing

# APPROPRIATE VALUATION (AV)

- Sanity check
- Less about market timing
- Try not to overpay

### **GOOD MANAGEMENT (GM)**

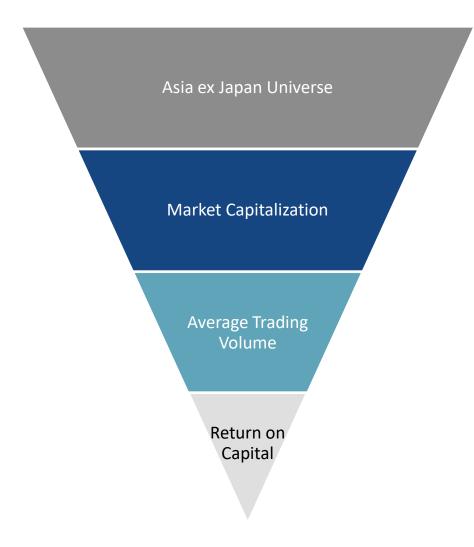
- Transparency, integrity, professionalism
- Alignment with minorities, commitment to improving on ESG factors
- Execution track record
- Deployment of capital



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# Actionable Research Universe

Opening of A-shares nearly doubles the actionable research universe



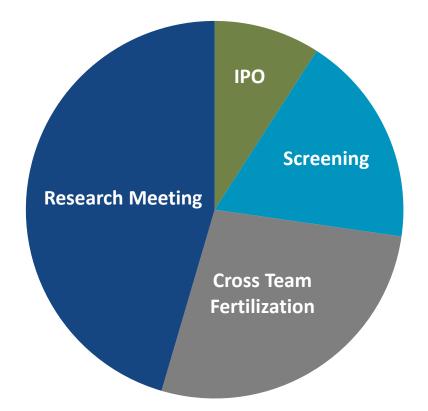
- 1. Asia ex Japan Universe
  - Total companies: 24,000
- 2. Market Capitalization
  - Market capitalization: > US\$500 MN
  - Passed companies: Approximately 7,600+
- 3. Average Trading Volume
  - Average daily volume: US\$5 MN
  - Passed companies: Approximately 4,700+
- 4. Return on Capital
  - 3-year average return on invested capital over cost of capital
  - Passed companies: Approximately 1,000



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# Idea Generation—Focused on Research Meetings and Cross Team Fertilization



This information is solely to illustrate Matthews Asia's investment process. It should not be considered a recommendation of any security listed, nor a representation as to whether a security is currently held by the Fund. The results of any possible investment in a security are not representative of the results of other investments by the Fund. Performance of the Fund and a list of current holdings as of a recent date are available at matthewsasia.com. *Past performance does not guarantee future results.* 

Source: Matthews Asia, data as of September 2018





# Business Assessment—Durability of a Business Model

A focus on domestically oriented business models to seek to raise the odds

|             | Energy | Industrial | Materials | Consumer<br>Discretion | Consumer<br>Staples | Health<br>Care | <br>  Financials | ІТ | Telecom | Utilities |
|-------------|--------|------------|-----------|------------------------|---------------------|----------------|------------------|----|---------|-----------|
| India       |        |            |           |                        |                     |                |                  |    |         |           |
| China       |        |            |           |                        |                     |                |                  |    |         |           |
| Hong Kong   |        |            |           |                        |                     |                |                  |    |         |           |
| Indonesia   |        |            |           |                        |                     |                |                  |    |         |           |
| Philippines |        |            |           |                        |                     |                |                  |    |         |           |
| Singapore   |        |            |           |                        |                     |                |                  |    |         |           |

Note: Universe represents all Asian companies as defined by FactSet that have grown more than 10% for the 2009 – 2018 time period. This information is solely to illustrate Matthews Asia's investment process. This process is subject to change. It should not be considered a recommendation of any security listed, nor a representation as to whether a security is currently held by the Fund. Such information should not be relied upon as investment advice regarding a particular investment, sector, industry or markets in general. Such information does not constitute a recommendation to buy or sell specific securities or investment vehicles.

Sources: FactSet Research Systems, Inc., Matthews Asia, data as of December 31, 2019





# Management Assessment—Qualitative Framework

Look for positive signals of good governance

- Key Financial Assessment
- Corporate Governance Track Record
  - Related-party transactions
  - Board independence
  - CEO selection process
- Management Team Incentives
  - Senior management's key performance indicators and alignment of compensation structure
  - Clear understanding of ESG considerations
  - Management ownership and changes such as insider buying and selling
  - Stock and option incentive plan coverage and criteria to implement
- Capital Budgeting and Allocation
  - Capital expenditure guidance and actual result

Parameters set by Matthews Asia are subject to change and may not reflect the fundamental policy of the Fund.



# Management Assessment—Deployment of Capital

Frequent raising of capital is a significant hurdle to investment

## Generation of cash vs. consumption of cash

### Return to shareholders

| TOTAL FIVE YEARS                  | SC     | SOURCES OF CASH |         |        | USE   | CASH    |       |                                     |
|-----------------------------------|--------|-----------------|---------|--------|-------|---------|-------|-------------------------------------|
| Capital Usage<br>(Local Currency) | Debt   | Equity          | Ops     | Div    | Acq   | Invest  | Сарех | <b>Cash</b> (Local<br>Currency, MN) |
| Titan Company Limited             | 251    |                 | 17,418  | 8,077  | _     | 588     | 8,059 | 348                                 |
| Peer 1                            | 3,696  | 1,836           | (3,842) | 176    | 0     | (349)   | 823   | 311                                 |
| Peer 2                            | 9,275  | 5,633           | (8,883) | 524    | —     | (2,133) | 1,156 | 2,563                               |
| Peer 3                            | 1,117  | —               | (14)    | 303    | —     | —       | 914   | (23)                                |
| Peer 4                            | 12,520 | 15,501          | 2,041   | 12,812 | 1,360 | 61      | 5,878 | 6,163                               |

#### Past performance does not guarantee future results.

#### Note: For five year period 2009 – 2014

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#### Sources: FactSet Research Systems, Matthews

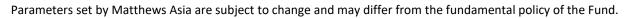


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# Valuation Assessment

Triangulation of methods to assess long-term market capitalization potential

- Intrinsic valuation models: discounted cash flow, EVA analysis
  - Scenarios analysis (Bull, Bear, Base)
- Multiples (PE, EV/EBITDA etc.) vs. company's own historical and peer group
- Private market multiples

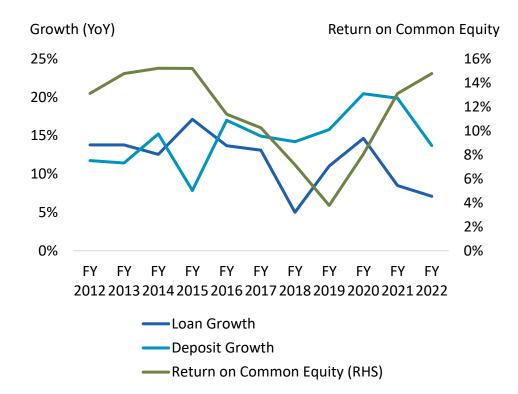






# Case Study: ICICI Bank | Prudent and Calibrated Growth

Focus on risk management, and greater accountability within the team



**IDEA GENERATION** 

Institutional knowledge

#### MILESTONES

- Normalization in credit costs from elevated levels
- Digital led growth in deposits, and better underwriting

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Sources: Matthews Asia, Bloomberg, Company Reports

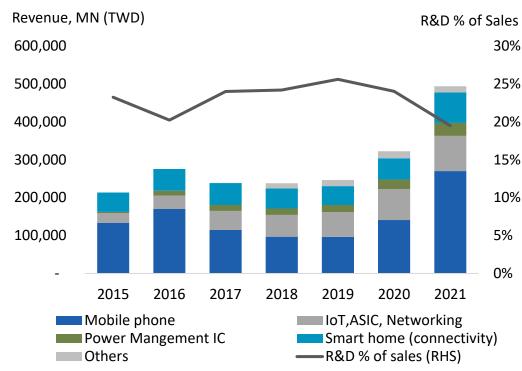


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# Case Study: Mediatek | Emerging Global Leader

Improving R&D productivity may lead to sustainably higher profitability

#### **REVENUE DIVERSIFICATION**



# **IDEA GENERATION**— Institutional knowledge

#### MILESTONES

- Increasing revenue contribution from the high-end products
- Market share gain from the key customers

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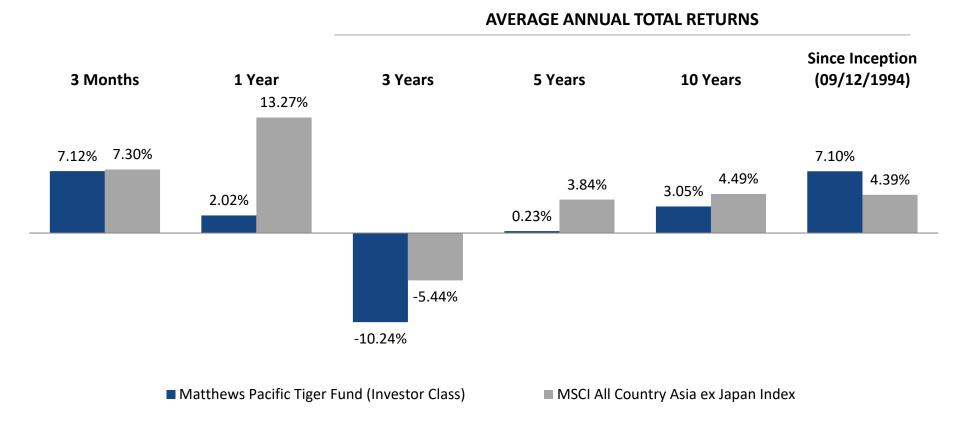
#### Sources: Matthews Asia, Company Reports



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# Investment Returns | Matthews Pacific Tiger Fund

As of June 30, 2024



Assumes reinvestment of all dividends and/or distributions before taxes. All performance quoted represents past performance and is no guarantee of future results. Investment return and principal value will fluctuate with market conditions so that when redeemed, shares may be worth more or less than their original cost. Current performance may be lower or higher than the return figures quoted. Returns would have been lower if certain of the Fund's fees and expenses had not been waived. For the Fund's most recent month-end performance visit matthewsasia.com. Indexes are unmanaged and it is not possible to invest directly in an index. Please refer to disclosures for index definition.



Index since inception value calculated from 08/31/1994 Sources: BNY Mellon Investment Servicing, Bloomberg, Matthews Asia

# Competitive Returns | Matthews Pacific Tiger Fund

As of June 30, 2024

|  | Year to Date | 1 Year | 3 Years | 5 Years | 10 Years | Since Inception    | Inception Date |
|--|--------------|--------|---------|---------|----------|--------------------|----------------|
| Investor Class (MAPTX)                           | 5.91%        | 2.02%  | -10.24% | 0.23%   | 3.05%    | 7.10%              | 9/12/94        |
| Institutional Class (MIPTX)                      | 5.91%        | 2.10%  | -10.15% | 0.35%   | 3.20%    | 3.97%              | 10/29/10       |
| MSCI All Country Asia ex Japan Index             | 9.92%        | 13.27% | -5.44%  | 3.84%   | 4.49%    | 4.39% <sup>1</sup> |                |
| Lipper Pacific ex Japan Fund Category<br>Average | 6.20%        | 6.03%  | -7.85%  | 2.58%   | 3.51%    | 5.86% <sup>1</sup> |                |

#### AVERAGE ANNUAL TOTAL RETURNS

#### <sup>1</sup> As of 08/31/1994

Assumes reinvestment of all dividends and/or distributions before taxes. All performance quoted represents past performance and is no guarantee of future results. Investment return and principal value will fluctuate with market conditions so that when redeemed, shares may be worth more or less than their original cost. Current performance may be lower or higher than the return figures quoted. Returns would have been lower if certain of the Fund's fees and expenses had not been waived. For the Fund's most recent month-end performance visit matthewsasia.com. Indexes are unmanaged and it is not possible to invest directly in an index. Please refer to disclosures for index definition.

The Lipper Category Average does not reflect sales charges and is based on total return, including reinvestment of dividends and capital gains, for the stated periods. Sources: BNY Mellon Investment Servicing, Bloomberg, Matthews Asia



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# Portfolio Characteristics | Matthews Pacific Tiger Fund

As of June 30, 2024

### **COUNTRY ALLOCATION (%)**

|  | Fund | Benchmark | Difference |
|--|------|-----------|------------|
| India                                      | 27.5 | 21.9      | 5.6        |
| China/Hong Kong                            | 26.7 | 33.1      | -6.4       |
| Taiwan                                     | 21.8 | 22.0      | -0.2       |
| South Korea                                | 14.0 | 13.9      | 0.1        |
| Singapore                                  | 2.5  | 3.4       | -0.9       |
| Vietnam                                    | 2.0  | 0.0       | 2.0        |
| Malaysia                                   | 1.6  | 1.6       | 0.0        |
| Thailand                                   | 1.3  | 1.5       | -0.2       |
| Indonesia                                  | 0.8  | 1.8       | -1.0       |
| Philippines                                | 0.3  | 0.6       | -0.3       |
| Macau                                      | 0.0  | 0.2       | -0.2       |
| Cash and Other Assets,<br>Less Liabilities | 1.4  | 0.0       | 1.4        |

### **SECTOR ALLOCATION (%)**

|  | Fund | Benchmark | Difference |
|--|------|-----------|------------|
| Information Technology                     | 33.6 | 28.5      | 5.1        |
| Financials                                 | 18.9 | 20.3      | -1.4       |
| Consumer Discretionary                     | 14.4 | 13.1      | 1.3        |
| Communication Services                     | 10.0 | 9.5       | 0.5        |
| Utilities                                  | 5.0  | 2.9       | 2.1        |
| Health Care                                | 3.9  | 3.2       | 0.7        |
| Industrials                                | 3.6  | 7.5       | -3.9       |
| Energy                                     | 3.5  | 4.0       | -0.5       |
| Consumer Staples                           | 3.1  | 4.0       | -0.9       |
| Materials                                  | 2.3  | 4.7       | -2.4       |
| Real Estate                                | 0.3  | 2.2       | -1.9       |
| Cash and Other Assets,<br>Less Liabilities | 1.4  | 0.0       | 1.4        |

#### Benchmark: MSCI All Country Asia ex Japan Index

The information contained in this presentation does not, in any way, constitute investment advice. Portfolio characteristics for the Fund may vary from time to time from what is shown. Sources: FactSet Research Systems, Inc., Matthews Asia



# Portfolio Characteristics | Matthews Pacific Tiger Fund

As of June 30, 2024

### **MARKET CAP EXPOSURE (%)**

|  | Fund | Benchmark | Difference |
|--|------|-----------|------------|
| Mega Cap (over \$25B)                      | 70.6 | 62.5      | 8.1        |
| Large Cap (\$10B-\$25B)                    | 17.4 | 20.2      | -2.8       |
| Mid Cap (\$3B-\$10B)                       | 10.6 | 16.7      | -6.1       |
| Small Cap (under \$3B)                     | 0.0  | 0.6       | -0.6       |
| Cash and Other Assets, Less<br>Liabilities | 1.4  | 0.0       | 1.4        |

### **PORTFOLIO CHARACTERISTICS**

|                             | Fund            |
|-----------------------------|-----------------|
| Assets                      | \$1.1 billion   |
| Weighted Average Market Cap | \$183.8 billion |
| P/E using FY1 Estimates*    | 15.2x           |
| P/E using FY2 Estimates*    | 13.0x           |

#### Benchmark: MSCI All Country Asia ex Japan Index

\*The P/E Ratio is the share price of a stock as of the report date, divided by the forecasted earnings per share for a 12-month period (FY1) and 24 month period (FY2). For the Fund, this is the weighted harmonic average estimated P/E ratio of all the underlying stocks in the Fund, excluding negative earners. There is no guarantee that the composition of the Fund will remain unchanged, or that forecasted earnings of a stock will be realized. Information provided is for illustrative purposes only.

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# Top Ten Holdings | Matthews Pacific Tiger Fund

As of June 30, 2024

| Company                                      | Sector                 | Country         | %     |
|--|------------------------|-----------------|-------|
| Taiwan Semiconductor Manufacturing Co., Ltd. | Information Technology | Taiwan          | 11.4  |
| Tencent Holdings, Ltd.                       | Communication Services | China/Hong Kong | 5.9   |
| Samsung Electronics Co., Ltd.                | Information Technology | South Korea     | 4.9   |
| Hyundai Motor Co.                            | Consumer Discretionary | South Korea     | 3.2   |
| Meituan Class B                              | Consumer Discretionary | China/Hong Kong | 2.9   |
| ICICI Bank, Ltd.                             | Financials             | India           | 2.7   |
| Axis Bank, Ltd.                              | Financials             | India           | 2.7   |
| SK Hynix, Inc.                               | Information Technology | South Korea     | 2.6   |
| Reliance Industries, Ltd.                    | Energy                 | India           | 2.1   |
| Hon Hai Precision Industry Co., Ltd.         | Information Technology | Taiwan          | 2.0   |
| Total for Top 10                             |                        |                 | 40.4% |

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Sources: BNY Mellon Investment Servicing, Matthews Asia



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# Attribution by Country | Matthews Pacific Tiger Fund

# Second Quarter 2024

| Published Portfolio Return <sup>1</sup> | 7.12%  |
|---|--------|
| Published Benchmark Return              | 7.30%  |
| Published Relative Return <sup>2</sup>  | -0.18% |
| Attributable Portfolio Return           | 8.19%  |
| Attributable Relative Return            | 0.90%  |

- 1 Published portfolio return represents that of the Investor Share Class.
- 2 The published relative return is calculated as the difference of the published benchmark return from the published portfolio return.

#### Benchmark: MSCI All Country Asia ex Japan Index

The attribution report shows the extent to which the portfolio manager's strategies affect a fund's performance relative to the performance of the fund's benchmark index. Allocation Effect shows the effect on fund performance of either over- or underweighting a market (a sector, country or region, depending on the type of fund) relative to its benchmark. Selection + Interaction Effect shows how the decision to hold individual securities within the particular sector, country or region performed relative to the benchmark.

Attributed performance is calculated using FactSet Research Systems, Inc. The methodology of calculation is different from the published NAV and will not match performance based on the published NAV. Performance shown is historical and no guarantee of future results. Current performance may be lower or higher. Returns current to the most recent month-end are available at matthewsasia.com. Investment returns and principal value will fluctuate so that when redeemed, shares may be worth more or less than their original cost. Benchmark performance is unaudited.

Please refer to the disclosures for index definition. Unassigned may include fees, expense accruals, offsets, warrants and rights.

|                 | Average<br>Portfolio Wt | Average<br>Benchmark Wt | Allocation<br>Effect | Selection +<br>Interaction<br>Effect | Total<br>Effect |
|-----------------|-------------------------|-------------------------|----------------------|--------------------------------------|-----------------|
| Total           | 100.00                  | 100.00                  | -0.61                | 1.50                                 | 0.90            |
| South Korea     | 14.75                   | 13.85                   | -0.17                | 1.48                                 | 1.30            |
| India           | 21.04                   | 20.84                   | -0.02                | 0.39                                 | 0.38            |
| Vietnam         | 2.17                    | 0.00                    | 0.34                 | 0.00                                 | 0.34            |
| China/Hong Kong | 32.73                   | 35.30                   | 0.15                 | -0.07                                | 0.08            |
| Macau           | 0.00                    | 0.17                    | 0.03                 | 0.00                                 | 0.03            |
| Indonesia       | 1.69                    | 1.89                    | -0.08                | 0.06                                 | -0.02           |
| Malaysia        | 0.68                    | 1.59                    | 0.01                 | -0.04                                | -0.03           |
| Taiwan          | 19.90                   | 20.45                   | 0.02                 | -0.15                                | -0.13           |
| Thailand        | 2.44                    | 1.67                    | -0.14                | 0.01                                 | -0.13           |
| Philippines     | 1.21                    | 0.65                    | -0.15                | -0.02                                | -0.17           |
| Singapore       | 1.60                    | 3.58                    | -0.06                | -0.16                                | -0.22           |
| Cash            | 2.49                    | 0.00                    | -0.23                | 0.00                                 | -0.23           |
| Unassigned      | -0.70                   | 0.00                    | -0.30                | 0.00                                 | -0.30           |



# Attribution by Sector | Matthews Pacific Tiger Fund

Second Quarter 2024

| Published Portfolio Return <sup>1</sup> | 7.12%  |
|---|--------|
| Published Benchmark Return              | 7.30%  |
| Published Relative Return <sup>2</sup>  | -0.18% |
| Attributable Portfolio Return           | 8.19%  |
| Attributable Relative Return            | 0.90%  |

- 1 Published portfolio return represents that of the Investor Share Class.
- <sup>2</sup> The published relative return is calculated as the difference of the published benchmark return from the published portfolio return.

#### Benchmark: MSCI All Country Asia ex Japan Index

The attribution report shows the extent to which the portfolio manager's strategies affect a fund's performance relative to the performance of the fund's benchmark index. Allocation Effect shows the effect on fund performance of either over- or underweighting a market (a sector, country or region, depending on the type of fund) relative to its benchmark. Selection + Interaction Effect shows how the decision to hold individual securities within the particular sector, country or region performed relative to the benchmark.

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Please refer to the disclosures for index definition. Unassigned may include fees, expense accruals, offsets, warrants and rights.

|                           | Average<br>Portfolio Wt | Average<br>Benchmark Wt | Allocation<br>Effect | Selection +<br>Interaction<br>Effect | Total<br>Effect |
|---------------------------|-------------------------|-------------------------|----------------------|--------------------------------------|-----------------|
| Total                     | 100.00                  | 100.00                  | -0.35                | 1.24                                 | 0.90            |
| Consumer<br>Discretionary | 18.51                   | 13.81                   | 0.17                 | 0.33                                 | 0.49            |
| Industrials               | 5.86                    | 7.61                    | 0.06                 | 0.38                                 | 0.43            |
| Information<br>Technology | 30.09                   | 26.93                   | 0.24                 | 0.17                                 | 0.41            |
| Energy                    | 1.95                    | 3.97                    | 0.09                 | 0.28                                 | 0.36            |
| Communication<br>Services | 7.69                    | 9.52                    | -0.32                | 0.66                                 | 0.34            |
| Real Estate               | 1.37                    | 2.55                    | 0.14                 | 0.04                                 | 0.17            |
| Materials                 | 2.60                    | 4.75                    | 0.08                 | -0.02                                | 0.06            |
| Utilities                 | 3.39                    | 2.83                    | -0.06                | -0.05                                | -0.11           |
| Health Care               | 4.23                    | 3.36                    | -0.12                | -0.05                                | -0.17           |
| <b>Consumer Staples</b>   | 4.80                    | 4.31                    | -0.04                | -0.21                                | -0.24           |
| Financials                | 17.72                   | 20.36                   | -0.06                | -0.27                                | -0.33           |
| Cash                      | 2.49                    | 0.00                    | -0.23                | 0.00                                 | -0.23           |
| Unassigned                | -0.70                   | 0.00                    | -0.30                | 0.00                                 | -0.30           |



### Attribution by Country | Matthews Pacific Tiger Fund

One Year June 30, 2023 to June 30, 2024

| Published Portfolio Return <sup>1</sup> | 2.02%   |
|---|---------|
| Published Benchmark Return              | 13.27%  |
| Published Relative Return <sup>2</sup>  | -11.25% |
| Attributable Portfolio Return           | 5.56%   |
| Attributable Relative Return            | -7.71%  |

<sup>1</sup> Published portfolio return represents that of the Investor Share Class.

<sup>2</sup> The published relative return is calculated as the difference of the published benchmark return from the published portfolio return.

#### Benchmark: MSCI All Country Asia ex Japan Index

The attribution report shows the extent to which the portfolio manager's strategies affect a fund's performance relative to the performance of the fund's benchmark index. Allocation Effect shows the effect on fund performance of either over- or underweighting a market (a sector, country or region, depending on the type of fund) relative to its benchmark. Selection + Interaction Effect shows how the decision to hold individual securities within the particular sector, country or region performed relative to the benchmark.

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Please refer to the disclosures for index definition. Unassigned may include fees, expense accruals, offsets, warrants and rights.

|                 | Average<br>Portfolio Wt | Average<br>Benchmark Wt |       | Selection +<br>Interaction Effect | Total<br>Effect |
|-----------------|-------------------------|-------------------------|-------|-----------------------------------|-----------------|
| Total Portfolio | 100                     | 100                     | -1.6  | -6.12                             | -7.71           |
| South Korea     | 12.96                   | 14.25                   | -0.28 | 1.38                              | 1.10            |
| Vietnam         | 2.51                    | 0.00                    | 0.39  | 0.00                              | 0.39            |
| Indonesia       | 2.65                    | 2.15                    | -0.16 | 0.27                              | 0.11            |
| Macau           | 0.00                    | 0.21                    | 0.09  | 0.00                              | 0.09            |
| Thailand        | 2.69                    | 1.98                    | -0.17 | 0.16                              | -0.01           |
| United States   | 0.02                    | 0.00                    | -0.01 | 0.00                              | -0.01           |
| Malaysia        | 0.17                    | 1.60                    | -0.10 | -0.04                             | -0.14           |
| Singapore       | 0.89                    | 3.69                    | -0.06 | -0.29                             | -0.35           |
| Philippines     | 1.69                    | 0.71                    | -0.13 | -0.29                             | -0.42           |
| India           | 18.97                   | 19.27                   | -0.09 | -0.65                             | -0.75           |
| Taiwan          | 18.62                   | 18.66                   | 0.27  | -1.45                             | -1.18           |
| China/Hong Kong | 37.83                   | 37.47                   | 0.12  | -5.21                             | -5.09           |
| Cash            | 1.82                    | 0.00                    | -0.28 | 0.00                              | -0.28           |
| Unassigned      | -0.83                   | 0.00                    | -1.18 | 0.00                              | -1.18           |



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### Attribution by Sector | Matthews Pacific Tiger Fund

One Year June 30, 2023 to June 30, 2024

| Published Portfolio Return <sup>1</sup> | 2.02%   |
|---|---------|
| Published Benchmark Return              | 13.27%  |
| Published Relative Return <sup>2</sup>  | -11.25% |
| Attributable Portfolio Return           | 5.56%   |
| Attributable Relative Return            | -7.71%  |

1 Published portfolio return represents that of the Investor Share Class.

<sup>2</sup> The published relative return is calculated as the difference of the published benchmark return from the published portfolio return.

#### Benchmark: MSCI All Country Asia ex Japan Index

The attribution report shows the extent to which the portfolio manager's strategies affect a fund's performance relative to the performance of the fund's benchmark index. Allocation Effect shows the effect on fund performance of either over- or underweighting a market (a sector, country or region, depending on the type of fund) relative to its benchmark. Selection + Interaction Effect shows how the decision to hold individual securities within the particular sector, country or region performed relative to the benchmark.

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Please refer to the disclosures for index definition. Unassigned may include fees, expense accruals, offsets, warrants and rights.

|                           | Average<br>Portfolio Wt | Average<br>Benchmark Wt | Allocation<br>Effect | Selection +<br>Interaction Effect | Total<br>Effect |
|---------------------------|-------------------------|-------------------------|----------------------|-----------------------------------|-----------------|
| Total Portfolio           | 100.00                  | 100.00                  | -1.97                | -5.74                             | -7.71           |
| Industrials               | 6.53                    | 7.58                    | -0.05                | 1.12                              | 1.07            |
| Materials                 | 2.72                    | 4.93                    | 0.38                 | -0.13                             | 0.25            |
| Communication<br>Services | 7.57                    | 9.54                    | -0.42                | 0.52                              | 0.09            |
| Energy                    | 0.60                    | 3.85                    | -0.54                | 0.25                              | -0.29           |
| Utilities                 | 2.44                    | 2.63                    | -0.07                | -0.22                             | -0.30           |
| Information<br>Technology | 27.84                   | 25.21                   | 0.86                 | -1.17                             | -0.31           |
| Health Care               | 2.98                    | 3.71                    | -0.25                | -0.26                             | -0.51           |
| Real Estate               | 5.98                    | 2.95                    | -0.68                | -0.10                             | -0.78           |
| <b>Consumer Staples</b>   | 8.06                    | 4.75                    | -0.62                | -1.12                             | -1.74           |
| Consumer<br>Discretionary | 16.70                   | 14.18                   | 0.56                 | -2.34                             | -1.77           |
| Financials                | 17.59                   | 20.67                   | 0.13                 | -2.08                             | -1.96           |
| Cash                      | 1.82                    | 0.00                    | -0.28                | 0.00                              | -0.28           |
| Unassigned                | -0.83                   | 0.01                    | -0.99                | -0.20                             | -1.19           |



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### Attribution by Country | Matthews Pacific Tiger Fund

Three Years June 30, 2021 to June 30, 2024

| Published Portfolio Return <sup>1</sup> | -10.24% |
|---|---------|
| Published Benchmark Return              | -5.44%  |
| Published Relative Return <sup>2</sup>  | -4.80%  |
| Attributable Portfolio Return           | -8.97%  |
| Attributable Relative Return            | -3.54%  |

<sup>1</sup> Published portfolio return represents that of the Investor Share Class.

<sup>2</sup> The published relative return is calculated as the difference of the published benchmark return from the published portfolio return.

#### Benchmark: MSCI All Country Asia ex Japan Index

The attribution report shows the extent to which the portfolio manager's strategies affect a fund's performance relative to the performance of the fund's benchmark index. Allocation Effect shows the effect on fund performance of either over- or underweighting a market (a sector, country or region, depending on the type of fund) relative to its benchmark. Selection + Interaction Effect shows how the decision to hold individual securities within the particular sector, country or region performed relative to the benchmark.

Attributed performance is calculated using FactSet Research Systems, Inc. The methodology of calculation is different from the published NAV and will not match performance based on the published NAV. Performance shown is historical and no guarantee of future results. Current performance may be lower or higher. Returns current to the most recent month-end are available at matthewsasia.com. Investment returns and principal value will fluctuate so that when redeemed, shares may be worth more or less than their original cost. Benchmark performance is unaudited.

Please refer to the disclosures for index definition. Unassigned may include fees, expense accruals, offsets, warrants and rights.

|                 | Average<br>Portfolio Wt | Average<br>Benchmark Wt | Allocation<br>Effect | Selection +<br>Interaction Effect | Total<br>Effect |
|-----------------|-------------------------|-------------------------|----------------------|-----------------------------------|-----------------|
| Total Portfolio | 100                     | 100                     | -0.16                | -3.38                             | -3.54           |
| India           | 15.96                   | 16.41                   | -0.06                | 0.57                              | 0.51            |
| Indonesia       | 2.85                    | 2.04                    | 0.13                 | 0.17                              | 0.30            |
| Vietnam         | 1.63                    | 0.00                    | 0.13                 | 0.00                              | 0.13            |
| Thailand        | 2.97                    | 2.11                    | 0.04                 | 0.05                              | 0.08            |
| Macau           | 0.00                    | 0.21                    | 0.02                 | 0.00                              | 0.02            |
| United States   | 0.01                    | 0.00                    | 0.00                 | 0.00                              | 0.00            |
| Pakistan        | 0.00                    | 0.00                    | 0.00                 | 0.00                              | 0.00            |
| Malaysia        | 0.06                    | 1.62                    | -0.09                | -0.01                             | -0.10           |
| Philippines     | 2.13                    | 0.78                    | 0.02                 | -0.13                             | -0.11           |
| Taiwan          | 16.98                   | 17.46                   | 0.06                 | -0.20                             | -0.14           |
| South Korea     | 11.89                   | 13.98                   | -0.16                | -0.14                             | -0.31           |
| Singapore       | 2.22                    | 3.55                    | 0.04                 | -0.46                             | -0.42           |
| China/Hong Kong | 41.49                   | 41.83                   | 0.32                 | -3.23                             | -2.91           |
| Cash            | 2.50                    | 0.00                    | 0.51                 | 0.00                              | 0.51            |
| Unassigned      | -0.69                   | 0.00                    | -1.12                | 0.00                              | -1.12           |



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### Attribution by Sector | Matthews Pacific Tiger Fund

Three Years June 30, 2021 to June 30, 2024

| Published Portfolio Return <sup>1</sup> | -10.24% |
|---|---------|
| Published Benchmark Return              | -5.44%  |
| Published Relative Return <sup>2</sup>  | -4.80%  |
| Attributable Portfolio Return           | -8.97%  |
| Attributable Relative Return            | -3.54%  |

<sup>1</sup> Published portfolio return represents that of the Investor Share Class.

<sup>2</sup> The published relative return is calculated as the difference of the published benchmark return from the published portfolio return.

#### Benchmark: MSCI All Country Asia ex Japan Index

The attribution report shows the extent to which the portfolio manager's strategies affect a fund's performance relative to the performance of the fund's benchmark index. Allocation Effect shows the effect on fund performance of either over- or underweighting a market (a sector, country or region, depending on the type of fund) relative to its benchmark. Selection + Interaction Effect shows how the decision to hold individual securities within the particular sector, country or region performed relative to the benchmark.

Attributed performance is calculated using FactSet Research Systems, Inc. The methodology of calculation is different from the published NAV and will not match performance based on the published NAV. Performance shown is historical and no guarantee of future results. Current performance may be lower or higher. Returns current to the most recent month-end are available at matthewsasia.com. Investment returns and principal value will fluctuate so that when redeemed, shares may be worth more or less than their original cost. Benchmark performance is unaudited.

Please refer to the disclosures for index definition. Unassigned may include fees, expense accruals, offsets, warrants and rights.

|                           | Average<br>Portfolio Wt | Average<br>Benchmark Wt | Allocation<br>Effect |       | Total<br>Effect |
|---------------------------|-------------------------|-------------------------|----------------------|-------|-----------------|
| Total Portfolio           | 100.00                  | 100.00                  | -0.28                | -3.26 | -3.54           |
| Utilities                 | 2.80                    | 2.78                    | 0.16                 | 0.28  | 0.44            |
| Real Estate               | 6.82                    | 3.55                    | -0.33                | 0.68  | 0.36            |
| Information<br>Technology | 24.41                   | 23.85                   | 0.28                 | -0.39 | -0.12           |
| Health Care               | 2.77                    | 4.04                    | 0.10                 | -0.23 | -0.13           |
| Materials                 | 3.11                    | 5.19                    | 0.03                 | -0.29 | -0.27           |
| Industrials               | 9.29                    | 7.11                    | 0.16                 | -0.49 | -0.33           |
| <b>Consumer Staples</b>   | 8.29                    | 5.12                    | -0.15                | -0.26 | -0.41           |
| Communication<br>Services | 7.81                    | 9.96                    | -0.10                | -0.38 | -0.48           |
| Energy                    | 0.20                    | 3.56                    | -0.56                | 0.07  | -0.49           |
| Consumer<br>Discretionary | 16.82                   | 14.45                   | 0.34                 | -0.84 | -0.50           |
| Financials                | 15.87                   | 20.33                   | -0.44                | -0.57 | -1.01           |
| Cash                      | 2.50                    | 0.00                    | 0.51                 | 0.00  | 0.51            |
| Unassigned                | -0.69                   | 0.06                    | -0.28                | -0.82 | -1.10           |



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### Attribution by Country | Matthews Pacific Tiger Fund

Five Years June 30, 2019 to June 30, 2024

| Published Portfolio Return <sup>1</sup> | 0.23%  |
|---|--------|
| Published Benchmark Return              | 3.84%  |
| Published Relative Return <sup>2</sup>  | -3.61% |
| Attributable Portfolio Return           | 1.33%  |
| Attributable Relative Return            | -2.65% |

<sup>1</sup> Published portfolio return represents that of the Investor Share Class.

<sup>2</sup> The published relative return is calculated as the difference of the published benchmark return from the published portfolio return.

#### Benchmark: MSCI All Country Asia ex Japan Index

The attribution report shows the extent to which the portfolio manager's strategies affect a fund's performance relative to the performance of the fund's benchmark index. Allocation Effect shows the effect on fund performance of either over- or underweighting a market (a sector, country or region, depending on the type of fund) relative to its benchmark. Selection + Interaction Effect shows how the decision to hold individual securities within the particular sector, country or region performed relative to the benchmark.

Attributed performance is calculated using FactSet Research Systems, Inc. The methodology of calculation is different from the published NAV and will not match performance based on the published NAV. Performance shown is historical and no guarantee of future results. Current performance may be lower or higher. Returns current to the most recent month-end are available at matthewsasia.com. Investment returns and principal value will fluctuate so that when redeemed, shares may be worth more or less than their original cost. Benchmark performance is unaudited.

Please refer to the disclosures for index definition. Unassigned may include fees, expense accruals, offsets, warrants and rights.

|                 | Average      | Average      | Allocation | Selection +        | Total  |
|-----------------|--------------|--------------|------------|--------------------|--------|
|                 | Portfolio Wt | Benchmark Wt | Effect     | Interaction Effect | Effect |
| Total Portfolio | 100          | 100          | -1.59      | -1.06              | -2.65  |
| South Korea     | 11.97        | 13.95        | -0.15      | 0.36               | 0.21   |
| Japan           | 0.06         | 0.00         | 0.08       | 0.00               | 0.08   |
| Macau           | 0.00         | 0.24         | 0.02       | 0.00               | 0.02   |
| Switzerland     | 0.54         | 0.00         | 0.00       | 0.00               | 0.00   |
| Pakistan        | 0.00         | 0.01         | 0.00       | 0.00               | 0.00   |
| Singapore       | 1.78         | 3.33         | 0.26       | -0.28              | -0.01  |
| Vietnam         | 1.50         | 0.00         | -0.01      | 0.00               | -0.01  |
| Malaysia        | 0.45         | 1.75         | 0.03       | -0.05              | -0.02  |
| United States   | 0.17         | 0.00         | -0.03      | 0.00               | -0.03  |
| Indonesia       | 3.94         | 1.95         | -0.34      | 0.19               | -0.15  |
| Thailand        | 2.81         | 2.28         | 0.00       | -0.16              | -0.16  |
| India           | 14.92        | 13.81        | -0.28      | 0.03               | -0.24  |
| Philippines     | 2.19         | 0.85         | -0.13      | -0.14              | -0.28  |
| Taiwan          | 13.97        | 16.10        | -0.33      | -0.20              | -0.53  |
| China/Hong Kong | 43.86        | 45.72        | 0.24       | -0.81              | -0.58  |
| Cash            | 2.34         | 0.00         | 0.20       | 0.00               | 0.20   |
| Unassigned      | -0.51        | 0.00         | -1.15      | 0.00               | -1.15  |



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### Attribution by Sector | Matthews Pacific Tiger Fund

Five Years June 30, 2019 to June 30, 2024

| Published Portfolio Return <sup>1</sup> | 0.23%  |
|---|--------|
| Published Benchmark Return              | 3.84%  |
| Published Relative Return <sup>2</sup>  | -3.61% |
| Attributable Portfolio Return           | 1.33%  |
| Attributable Relative Return            | -2.65% |

<sup>1</sup> Published portfolio return represents that of the Investor Share Class.

<sup>2</sup> The published relative return is calculated as the difference of the published benchmark return from the published portfolio return.

#### Benchmark: MSCI All Country Asia ex Japan Index

The attribution report shows the extent to which the portfolio manager's strategies affect a fund's performance relative to the performance of the fund's benchmark index. Allocation Effect shows the effect on fund performance of either over- or underweighting a market (a sector, country or region, depending on the type of fund) relative to its benchmark. Selection + Interaction Effect shows how the decision to hold individual securities within the particular sector, country or region performed relative to the benchmark.

Attributed performance is calculated using FactSet Research Systems, Inc. The methodology of calculation is different from the published NAV and will not match performance based on the published NAV. Performance shown is historical and no guarantee of future results. Current performance may be lower or higher. Returns current to the most recent month-end are available at matthewsasia.com. Investment returns and principal value will fluctuate so that when redeemed, shares may be worth more or less than their original cost. Benchmark performance is unaudited.

Please refer to the disclosures for index definition. Unassigned may include fees, expense accruals, offsets, warrants and rights.

|                           | Average<br>Portfolio Wt | Average<br>Benchmark Wt | Allocation<br>Effect | Selection +<br>Interaction Effect | Total<br>Effect |
|---------------------------|-------------------------|-------------------------|----------------------|-----------------------------------|-----------------|
| Total Portfolio           | 100.00                  | 100.00                  | -0.71                | -1.94                             | -2.65           |
| Utilities                 | 2.93                    | 2.75                    | 0.12                 | 0.52                              | 0.64            |
| Real Estate               | 6.81                    | 4.14                    | -0.33                | 0.56                              | 0.23            |
| Health Care               | 3.50                    | 3.97                    | 0.03                 | -0.02                             | 0.01            |
| Communication<br>Services | 10.25                   | 10.92                   | -0.09                | 0.06                              | -0.03           |
| Industrials               | 7.58                    | 6.66                    | 0.21                 | -0.25                             | -0.03           |
| Energy                    | 0.12                    | 3.49                    | -0.16                | 0.05                              | -0.11           |
| Materials                 | 2.44                    | 4.81                    | 0.06                 | -0.22                             | -0.15           |
| <b>Consumer Staples</b>   | 10.89                   | 5.21                    | -0.31                | -0.09                             | -0.40           |
| Consumer<br>Discretionary | 16.14                   | 15.39                   | 0.35                 | -0.84                             | -0.49           |
| Information<br>Technology | 20.59                   | 22.28                   | -0.29                | -0.36                             | -0.65           |
| Financials                | 16.92                   | 20.33                   | -0.27                | -0.45                             | -0.71           |
| Cash                      | 2.34                    | 0.00                    | 0.20                 | 0.00                              | 0.20            |
| Unassigned                | -0.51                   | 0.05                    | -0.24                | -0.90                             | -1.14           |



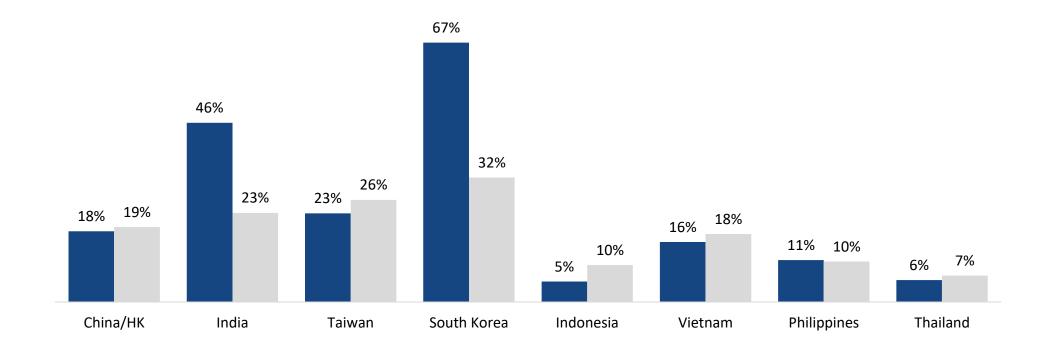
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### Attribution Disclosure

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## Pacific Tiger Fund Estimated EPS Growth Rates



■ 2023 Growth Rate ■ 2024 Growth Rate

This information is presented solely for illustrative purposes and is not representative of the entire portfolio. Estimated 1year EPS Growth was calculated as of March 31, 2024 using data from Factset Research Systems and is forward looking. There is no guarantee that future EPS Growth will be achieved. There is no guarantee that the composition of the portfolio will remain unchanged, or that the companies in the portfolio will achieve their forecasted EPS.

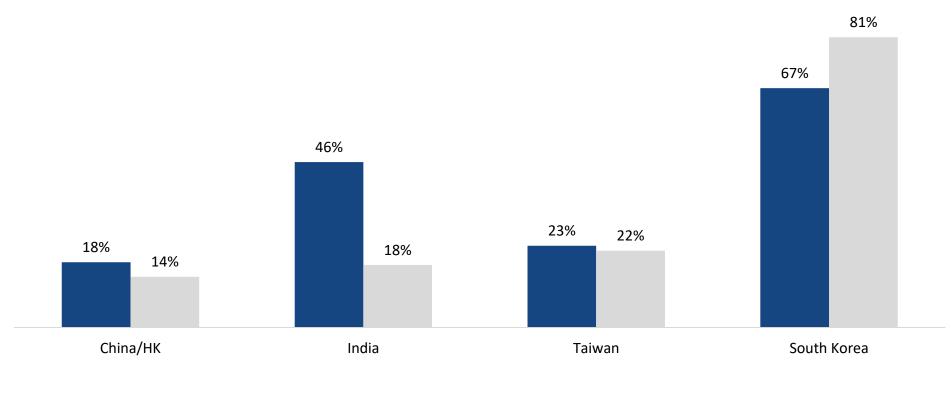
Source: FactSet Research Systems; data as of March 31, 2024

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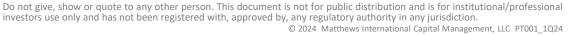
### 2023 – 2024 Estimated EPS Growth Rates



Matthews Pacific Tiger Fund, Investor Class
MSCI AC Asia ex Japan Index

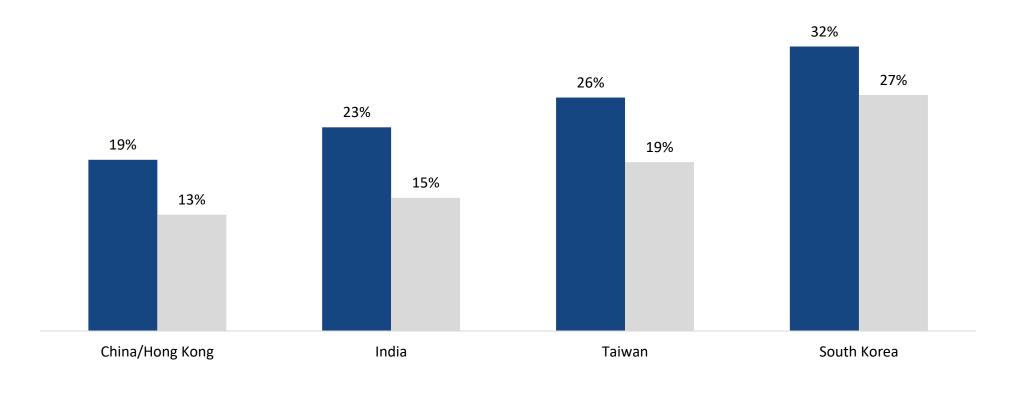
This information is presented solely for illustrative purposes and is not representative of the entire portfolio. Estimated 1year EPS Growth was calculated as of March 31, 2024 using data from Factset Research Systems and is forward looking. There is no guarantee that future EPS Growth will be achieved. There is no guarantee that the composition of the portfolio will remain unchanged, or that the companies in the portfolio will achieve their forecasted EPS. Indexes are unmanaged and it is not possible to invest directly in an index.

Source: FactSet Research Systems; data as of March 31, 2024





### 2024 – 2025 Estimated EPS Growth Rates



Matthews Pacific Tiger Fund, Investor Class
MSCI AC Asia ex Japan Index

This information is presented solely for illustrative purposes and is not representative of the entire portfolio. Estimated 1year EPS Growth was calculated as of March 31, 2024 using data from Factset Research Systems and is forward looking. There is no guarantee that future EPS Growth will be achieved. There is no guarantee that the composition of the portfolio will remain unchanged, or that the companies in the portfolio will achieve their forecasted EPS. Indexes are unmanaged and it is not possible to invest directly in an index.

Source: FactSet Research Systems; data as of March 31, 2024





### Matthews Pacific Tiger Fund Investment Team

| INBOK SONG          | Inbok Song is a Portfolio Manager at Matthews and manages the firm's Pacific Tiger and Asia ex Japan Total Return Equity Strategies and<br>co-manages the Emerging Markets Sustainable Future and Asia Innovators Strategies. Prior to rejoining Matthews in 2019, Inbok spent<br>three years at Seafarer Capital Partners as a portfolio manager, the firm's Director of Research and chief data scientist. Previously she was<br>at Thornburg Investment Management as an associate portfolio manager. From 2007 to 2015, she was at Matthews, most recently as a<br>portfolio manager. From 2005 to 2006, Inbok served as an Analyst and Technology Specialist at T. Stone Corp., a private equity firm in<br>Seoul, South Korea. From 2004 to 2005, she was a research engineer for Samsung SDI in Seoul. Inbok received both a B.A. and Masters in<br>Materials Science and Engineering from Seoul National University. She received a Masters in International Management from the<br>University of London, King's College, and also an M.A. in Management Science and Engineering, with a concentration in finance from<br>Stanford University. Inbok is fluent in Korean. |
|---------------------|---|
| SEAN TAYLOR         | Sean Taylor is Chief Investment Officer and Portfolio Manager at Matthews. As Chief Investment Officer, Sean oversees the firm's investment process and investment professionals and sets the research agenda for the investment team. He manages the firm's Pacific Tiger and Asia ex Japan Total Return Equity Strategies and co-manages the firm's Emerging Markets Equity and Emerging Markets ex China Strategies. Prior to joining Matthews in Oct 2023, he was Chief Investment Officer APAC, Global Head of Emerging Markets Equity at DWS Group based in Hong Kong since he joined the company in 2013. From 2004 to 2011, he was an Investment Director at GAM, based in London and Dubai. From 1997 to 2004, he was at Societe Generale as Head of International and Emerging Markets. Sean has 30 years of experience, including more than a decade as CIO. He oversaw a number of emerging markets active strategies, including Latin America, India, China, Brazil, Russia as well as international and global strategies. He received his MBA from Manchester Business School and is a graduate of the Royal Military Academy, Sandhurst.                          |
| WINNIE CHWANG       | Winnie Chwang is a Portfolio Manager at Matthews and manages the firm's China Small Companies and China Dividend Strategies and co-<br>manages the China, Pacific Tiger and Asia Dividend Strategies. She joined the firm in 2004 and has built her investment career at the firm.<br>Winnie earned an MBA from the Haas School of Business and received her B.A. in Economics with a minor in Business Administration from<br>the University of California, Berkeley. She is fluent in Mandarin and conversational in Cantonese.   |
| ANDREW MATTOCK      | Andrew Mattock is a Portfolio Manager at Matthews and manages the firm's China, China Small Companies and China A-Share Strategies<br>and co-manages the Pacific Tiger, China Dividend and Emerging Markets Equity Strategies. Prior to joining Matthews in 2015, he was a<br>Fund Manager at Henderson Global Investors for 15 years, first in London and then in Singapore, managing Asia Pacific equities. Andrew<br>holds a Bachelor of Business majoring in Accounting from ACU. He began his career at PricewaterhouseCoopers and qualified as a<br>Chartered Accountant.   |
| JEREMY SUTCH, CFA   | Jeremy Sutch is a Portfolio Manager at Matthews and co-manages the firm's Emerging Markets Equity, Emerging Markets ex China Equity,<br>Emerging Markets Small Companies, Emerging Markets Discovery, Asia Small Companies, Asia ex Japan Total Return Equity and Pacific<br>Tiger Strategies. Prior to joining Matthews in 2015, he was Director and Global Head of Emerging Companies at Standard Chartered Bank<br>in Hong Kong from 2012 to 2015, responsible for the fundamental analysis of companies in Asia, with a particular focus on small- and mid-<br>capitalization companies. From 2009 to 2012, he was Managing Director at MJP Capital in Hong Kong, which he co-founded. His prior<br>experience has included managing small-cap equities at Indus Capital Advisors and serving as Head of Hong Kong Research for ABN AMRO<br>Asia Securities. Jeremy earned an M.A. in French and History from the University of Edinburgh.  |
| PEEYUSH MITTAL, CFA | Peeyush Mittal is a Portfolio Manager at Matthews and manages the firm's India Strategy and co-manages the Emerging Markets Equity,<br>Emerging Markets ex China and Asia Growth Strategies. Prior to joining the Matthews in 2015, he spent over three years at Franklin<br>Templeton Asset Management India, most recently as a Senior Research Analyst. Previously, he was with Deutsche Asset & Wealth<br>Management New York, from 2009 to 2011, researching U.S. and European stocks in the industrials and materials sectors. Peeyush began<br>his career in 2003 with Scot Forge as an Industrial Engineer, and was responsible for implementing Lean Manufacturing systems on the<br>production shop floor. Peeyush earned his M.B.A from The University of Chicago Booth School of Business. He received a Master of<br>Science in Industrial Engineering from The Ohio State University and received a Bachelor of Technology in Metallurgical Engineering from<br>The Indian Institute of Technology Madras. He is fluent in Hindi.   |



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The Lipper China Region Funds Category includes Funds that concentrate their investments in equity securities whose primary trading markets or operations are concentrated in the China region or in a single country within this region.

The Lipper Emerging Markets Funds Category includes Funds that seek long-term capital appreciation by investing at least 65% of total assets in emerging market equity securities, where "emerging market" is defined by a country's GNP per capita or other economic measures.

The Lipper India Region Funds Category includes Funds that concentrate their investments in equity securities with primary trading markets or operations concentrated in the India region.

The Lipper Japanese Funds Category includes Funds that concentrate their investments in equity securities of Japanese companies.

The Lipper Pacific Region Funds Category includes Funds that concentrate their investments in equity securities with primary trading markets or operations concentrated in the Western Pacific Basin region or a single country within this region.

The Lipper Pacific ex Japan Funds Category includes Funds that concentrate their investments in equity securities with primary trading markets or operations concentrated in the Pacific region (including Asian countries) and that specifically do not invest in Japan.

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## Index Definitions

The Bloomberg European 500 Index is a free float capitalization-weighted index of the 500 most highly capitalized European companies.

The iShares MSCI Emerging Markets ETF (EEM) is an exchange-traded fund incorporated in the USA. The ETF tracks the performance of the MSCI TR Emerging Markets Index. The ETF holds emerging market stocks that can predominantly be classified as large and mid-cap.

The iShares MSCI Europe Small-Cap ETF seeks to track the investment results of an index composed of small-capitalization developed market equities in Europe.

The iShares MSCI Frontier 100 ETF seeks to track the investment results of an index composed of frontier market equities.

The MSCI All Country Asia ex Japan Index is a free float-adjusted market capitalization-weighted index of the stock markets of China, Hong Kong, India, Indonesia, Malaysia, Philippines, Singapore, South Korea, Taiwan and Thailand.

The MSCI All Country Asia ex Japan Small Cap Index is a free float-adjusted market capitalization—weighted index of small cap index of the stock markets of China, Hong Kong, India, Indonesia, Japan, Malaysia, Philippines, Singapore, South Korea, Taiwan and Thailand.

The MSCI All Country Asia Pacific Index is a free float-adjusted market capitalization—weighted index of the stock markets of Australia, China, Hong Kong, India, Indonesia, Japan, Malaysia, New Zealand, Philippines, Singapore, South Korea, Taiwan and Thailand.

The MSCI All Country World Index (ACWI) captures large and mid cap representation across 23 Developed Markets (DM) and 24 Emerging Markets (EM) countries. With 2,489 constituents, the index covers approximately 85% of the global investable equity opportunity set.

The MSCI Australia Index is a free float-adjusted, market capitalization-weighted index of equity market performance in Australia.

The MSCI China Index is a free float-adjusted market capitalization-weighted index of Chinese equities that includes H shares listed on the Hong Kong exchange, B shares listed on the Shanghai and Shenzhen exchanges, Hong Kong-listed securities known as Red chips (issued by entities owned by national or local governments in China) and P Chips (issued by companies controlled by individuals in China and deriving substantial revenues in China), and foreign listings (e.g. ADRs).

The MSCI China All Shares Index captures large and mid-cap representation across China A-shares, B-shares, H-shares, Red- chips, P-chips and foreign listings (e.g. ADRs).

The MSCI China Small Cap Index is a free float-adjusted market capitalization-weighted small cap index of the Chinese equity securities markets, including H shares listed on the Hong Kong exchange, B shares listed on the Shanghai and Shenzhen exchanges, Hong Kong-listed securities known as Red Chips (issued by entities owned by national or local governments in China) and P Chips (issued by companies controlled by individuals in China and deriving substantial revenues in China), and foreign listings (e.g., ADRs).

The MSCI EAFE Index is a free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the US & Canada.

The MSCI Emerging Markets (EM) Asia Index captures large and mid cap representation across 9 Emerging Markets countries. With 567 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

The MSCI Emerging Markets Index is a free float-adjusted market capitalization-weighted index of the stock markets of Argentina, Brazil, Chile, China, Colombia, Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Malaysia, Mexico, Pakistan, Peru, Philippines, Poland, Qatar, Russia, Saudi Arabia, South Africa, South Korea, Taiwan, Thailand, Turkey and United Arab Emirates.

The MSCI Emerging Markets Equity Index captures large and mid cap representation across 23 Emerging Markets (EM) countries. With 829 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

The MSCI Emerging Markets (EM) Latin America Index captures large and mid-cap representation across 5 Emerging Markets (EM) countries in Latin America. With 110 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

The MSCI Emerging Markets EMEA Index captures large and mid cap representation across 10 Emerging Markets (EM) countries in Europe, the Middle East and Africa (EMEA). With 163 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

The MSCI Europe Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of the developed markets in Europe. The MSCI Europe Index consists of the following 15 developed market country indexes: Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, and the United Kingdom.



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## Index Definitions

The MSCI Europe Small Cap Index captures small cap representation across the 15 Developed Markets (DM) countries in Europe. With 985 constituents, the index covers approximately 14% of the free float-adjusted market capitalization in the European equity universe.

The MSCI Frontier Markets Index captures large and mid cap representation across 29 Frontier Markets (FM) countries. The index includes 110 constituents, covering about 85% of the free floatadjusted market capitalization in each country.

The MSCI India Index is a free float-adjusted market capitalization index that is designed to measure the performance of the large and mid -cap segments of the Indian market.

The MSCI India Small Cap Index is designed to measure the performance of the small cap segment of the Indian market. With 253 constituents, the index represents approximately 14% of the free float-adjusted market capitalization of the India equity universe.

The MSCI Japan Index is a free float-adjusted market capitalization-weighted index of Japanese equities listed in Japan. The MSCI Japan Value Index captures large and mid cap Japanese securities exhibiting overall value style characteristics. The value investment style characteristics for index construction are defined using three variables: book value to price, 12-month forward earnings to price and dividend yield. With 173 constituents, the index targets 50% coverage of the free float-adjusted market capitalization of the MSCI Japan Index.

The MSCI Japan Growth Index is a free-float weighted equity index.

The MSCI Japan Small Cap Index is designed to measure the performance of the small cap segment of the Japanese market. With 926 constituents, the index represents approximately 14% of the free float-adjusted market capitalization of the Japan equity universe.

The MSCI Japan Value Index captures large and mid cap Japanese securities exhibiting overall value style characteristics. The value investment style characteristics for index construction are defined using three variables: book value to price, 12-month forward earnings to price and dividend yield. With 176 constituents, the index targets 50% coverage of the free float-adjusted market capitalization of the MSCI Japan Index.

The Korea Composite Stock Price Index (KOSPI) is a capitalization-weighted index of all common stocks listed on the Korea Stock Exchange.

The MSCI United Kingdom Index is a free float-adjusted market capitalization index designed to measure the performance of the large and mid-cap segments of the UK market.

The MSCI USA Index is a free float adjusted market capitalization index that is designed to measure large and mid cap US equity market performance.

The MSCI USA Small Cap Index is designed to measure the performance of the small cap segment of the US equity market. With 1,782 constituents, the index represents approximately 14% of the free float-adjusted market capitalization in the US.

The Russell 2000 index is an index measuring the performance approximately 2,000 small-cap companies in the Russell 3000 Index, which is made up of 3,000 of the biggest U.S. stocks. The Russell 2000 serves as a benchmark for small-cap stocks in the United States. The weighted average market capitalization for companies in the Russell 2000 is about US\$1.3 billion and the index itself is frequently used as a benchmark for small-cap mutual funds.

The S&P 500 Index is a broad market-weighted index dominated by blue-chip stocks in the U.S.

The S&P Bombay Stock Exchange 100 (S&P BSE 100) Index is a free float-adjusted market capitalization-weighted index of 100 stocks listed on the Bombay Stock Exchange.

The SSE Composite Index also known as SSE Index is a stock market index of all stocks that are traded at the Shanghai Stock Exchange.

The Shanghai Stock Exchange Composite Index is a capitalization-weighted index. The index tracks the daily price performance of all A-shares and B-shares listed on the Shanghai Stock Exchange.

The STOXX Europe 600 Index is derived from the STOXX Europe Total Market Index (TMI) and is a subset of the STOXX Global 1800 Index. With a fixed number of 600 components, the STOXX Europe 600 Index represents large, mid and small capitalization companies across 18 countries of the European region: Austria, Belgium, Czech Republic, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom.

The Tokyo Stock Price Index (TOPIX) is a capitalization-weighted index of all companies listed on the First Section of the Tokyo Stock Exchange.

The TOPIX Small Index is a capitalization-weighted index designed to measure the performance of the stocks listed on the First Section of the Tokyo Stock Exchange, excluding the TOPIX 500 stocks and non-eligible stocks.

Indexes are unmanaged and it is not possible to invest directly in an index.



# Glossary

CAGR (Compound Annual Growth Rate) is the year-over-year growth rate of an investment over a specified period of time.

DCF (Discounted Cash Flow) is a valuation method used to estimate the attractiveness of an investment opportunity. DCF analysis uses future free cash flow projections and discounts them to arrive at a present value estimate, which is used to evaluate the potential for investment.

EBIT Margin (Earnings Before Interest and Taxation Margin) is a profitability measure equal to EBIT divided by net revenue. This value is useful when comparing multiple companies, especially within a given industry, and also helps evaluate how a company has grown over time.

EBITDA (Earnings Before Interest and Taxation, Depreciation and Amortization) is a measure of a company's earnings before considering the financing of that company (the share of equity capital and debt employed), and disregarding potential depreciation and amortization policies, which can be very different. EBITDA allows like-for-like comparisons between different companies' performance.

EPS (Earnings per Share) is the amount of annual profit (after tax and all other expenses) attributable to each share in a company. EPS is calculated by dividing profit by the average number of shares on issue.

EVA (Economic Value Added) is a measure of a company's financial performance based on the residual wealth calculated by deducting cost of capital from its operating profit (adjusted for taxes on a cash basis).

EV/EBITDA (Enterprise Multiple) is a ratio used to determine the value of a company. The enterprise multiple looks at a firm as a potential acquirer would, because it takes debt into account - an item which other multiples like the P/E ratio do not include.

EV (Enterprise Value) is a measure of a company's value, often used as an alternative to straightforward market capitalization. Enterprise value is calculated as market cap plus debt, minority interest and preferred shares, minus total cash and cash equivalents.

FCF (Free Cash Flow) is a measure of financial performance calculated as operating cash flow minus capital expenditures. Free cash flow (FCF) represents the cash that a company is able to generate after laying out the money required to maintain or expand its asset base.

Forward P/E (Forward Price to Earnings) is a measure of the price-to-earnings ratio (P/E) using forecasted earnings for the P/E calculation. While the earnings used are just an estimate and are not as reliable as current earnings data, there still may be benefit in estimated P/E analysis. The forecasted earnings used in the formula can either be for the next 12 months or for the next full-year fiscal period.

Gross Margin is a company's total sales revenue minus its cost of goods sold, divided by the total sales revenue, expressed as a percentage. The gross margin represents the percent of total sales revenue that the company retains after incurring the direct costs associated with producing the goods and services sold by a company.

Net Margin is the ratio of net profits to revenues for a company or business segment—typically expressed as a percentage—that shows how much of each dollar earned by the company is translated into profits. It is calculated by dividing net profit by revenue.

Operating Margin is a ratio used to measure a company's pricing strategy and operating efficiency. Operating margin is a measurement of what proportion of a company's revenue is left over after paying for variable costs of production.

P/E Ratio (Price-to-Earnings Ratio) is a valuation ratio of a company's current share price compared to its per-share earnings, calculated as marketing value per share divided by earnings per share (EPS).

P/B Ratio (Price-to-Book Ratio) is used to compare a stock's market value to its book value. It is calculated by dividing the current closing price of the stock by the latest quarter's book value per share. A lower P/B ratio could mean that the stock is undervalued.

PPP (Purchasing Power Parity) is an economic theory that estimates the amount of adjustment needed on the exchange rate between countries in order for the exchange to be equivalent to each currency's purchasing power.

ROE (Return on Equity) is the amount of net income returned as a percentage of shareholders equity. Return on equity measures a corporation's profitability by revealing how much profit a company generates with the money shareholders have invested, and is calculated as net income divided by shareholder's equity.

ROIC (Return on Invested Capital) is a calculation used to assess a company's efficiency at allocating the capital under its control to profitable investments. The return on invested capital measure gives a sense of how well a company is using its money to generate returns.



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### Experienced Investment Team—Deep Capabilities

#### **CHIEF INVESTMENT OFFICER & PORTFOLIO MANAGER**

Sean Taylor Chief Investment Officer, Portfolio Manager 31 years exp.

#### PORTFOLIO MANAGEMENT TEAM

| Inbok Song            | <b>Siddharth Bhargava</b> | Winnie Chwang       | Andrew Mattock, CFA      |
|-----------------------|---------------------------|---------------------|--------------------------|
| 20 years exp.         | 19 years exp.             | 20 years exp.       | 31 years exp.            |
| Jeremy Sutch, CFA     | Robert Horrocks, PhD      | Swagato Ghosh       | Peeyush Mittal, CFA      |
| 30 years exp.         | 30 years exp.             | 11 years exp.       | 15 years exp.            |
| <b>Vivek Tanneeru</b> | <b>Kenneth Lowe, CFA</b>  | <b>Donghoon Han</b> | <b>Shuntaro Takeuchi</b> |
| 19 years exp.         | 18 years exp.             | 14 years exp.       | 23 years exp.            |
| <b>Sean Taylor</b>    | Michael Oh, CFA           | <b>Elli Lee</b>     | Sherwood Zhang, CFA      |
| 31 years exp.         | 24 years exp.             | 21 years exp.       | 23 years exp.            |
| <b>Alex Zarechnak</b> | <b>Sojung Park</b>        | Hardy Zhu           | <b>Jason Ng</b>          |
| 29 years exp.         | 15 years exp.             | 17 years exp.       | 13 years exp.            |

#### **INDEPENDENT RISK TEAM**

**Robert Cosgrove** VP, Head of Investment Risk 29 years exp. **David Kast** Global Head of Risk 31 years exp.

**Rita Prikhodko** Senior Risk Officer 13 years exp.

#### PORTFOLIO STRATEGISTS AND SPECIALISTS

Michael Barrer VP, Head of Capital Markets 15 years exp.

Andy Rothman China Macro Strategist 40 years exp. **David Dali** Head of Portfolio Strategy 34 years exp.

Ashley Kim Analyst, Portfolio Strategy 9 years exp

Julia Zhu Research Analyst, China 22 years exp.

#### SUSTAINABILITY SPECIALISTS

**Kathlyn Collins, CAIA** VP, Head of Responsible Investing and Stewardship 9 years exp.

Wenlin Zhao ESG Research Analyst 5 years exp.

#### TRADERS

#### Shane Neal Head Trader 22 years exp.

Jose Rivera

Senior Trader 24 years exp. Joong Kang Senior Trader 33 years exp.

Kary Cheng

5 years exp.

ESG Research Analyst

Matthew Othick Senior Trader 22 years exp.

#### **30+** investment professionals working in concert to improve investment outcomes

- 10 years average tenure at Matthews
- 21 years average industry experience
- 18 years average experience investing in Emerging Markets and Asian markets

Years of experience in Emerging Markets / Asia investing as of January 2024



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