



# Investing in a World of Emerging Opportunities

Matthews | 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

4,500+ company meetings in 2023

## 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

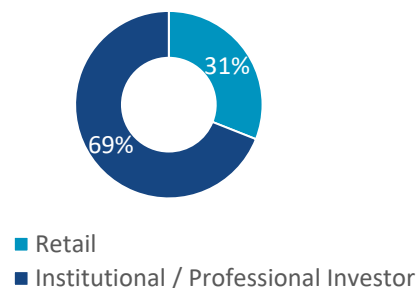
## Office Locations



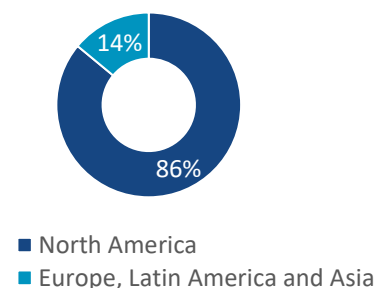
## A History of Innovation

- 1991—Founded by Paul Matthews
- 1994—U.S. 40 Act Mutual Fund established
- 2000—Separate Account offerings
- 2010—UCITS Fund launched
- 2015—Sustainable Fund launched
- 2018—Institutional comingled offerings
- 2022—Active ETFs launched

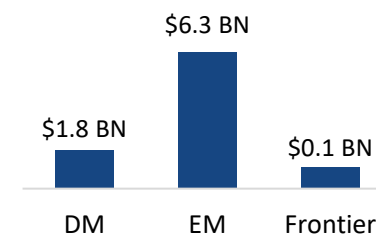
Client AUM by Type, US\$



Client AUM by Domicile, US\$



AUM by Markets Invested, US\$



Note: AUM by type, domicile and markets invested data as of March 31, 2024

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# 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

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## ● Proven Active Management

Driven by intellectual curiosity seeking unique insights to build highly differentiated portfolios that capture distinctive alpha for client outcomes

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## ● 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

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## ● Operational Expertise

Comprehensive operational and trading expertise developed over 30+years in opaque and complex public markets

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## ● Aligned With You

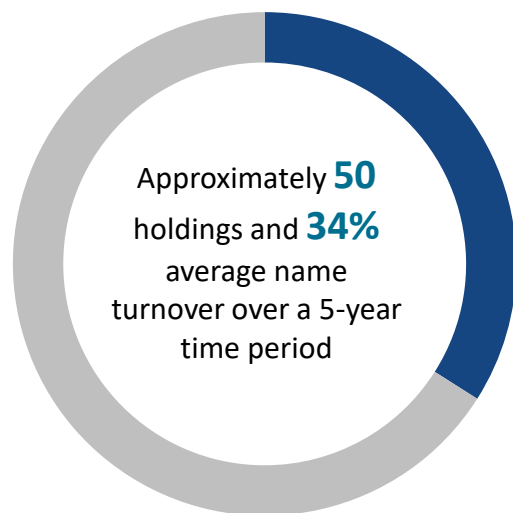
Commitment to achieving investment excellence from investment performance and deep insights to provide investment context

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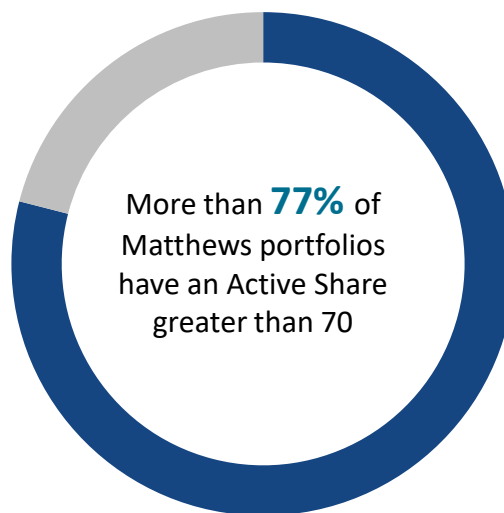


# Proven Active Performance

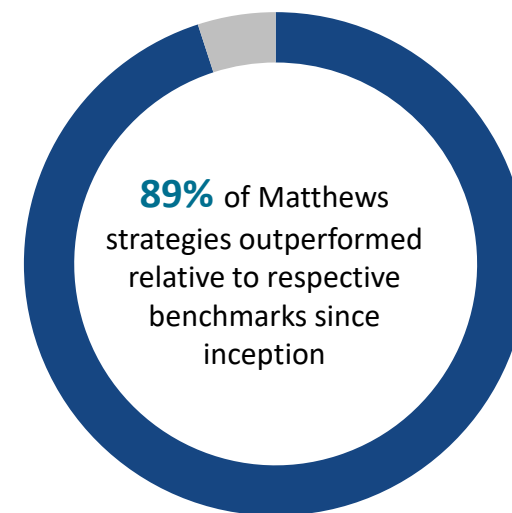
## High Conviction



## Highly Active



## Highly Effective



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.

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# Strategies for Investing in Emerging Markets and Asia

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

Emerging Markets	<b>GLOBAL EMERGING MARKETS</b>	<b>All Cap</b> <ul style="list-style-type: none"><li>— Emerging Markets Equity</li><li>— Emerging Markets Sustainable Future*</li><li>— Emerging Markets ex China</li></ul>	<b>Small and Mid Cap</b> <ul style="list-style-type: none"><li>— Emerging Markets Small Companies</li></ul>
	<b>PAN ASIA</b>	<b>All Cap</b> <ul style="list-style-type: none"><li>— Asia Dividend</li><li>— Asia Growth</li></ul>	
Asia	<b>EMERGING ASIA</b>	<b>All Cap</b> <ul style="list-style-type: none"><li>— Asia ex Japan Total Return Equity**</li><li>— Asian Growth and Income</li><li>— Asia Sustainable Future</li><li>— Asia Innovators</li><li>— Asia ex China</li><li>— Pacific Tiger</li></ul>	<b>Small and Mid Cap</b> <ul style="list-style-type: none"><li>— Asia Small Companies</li></ul>
	<b>SINGLE COUNTRY</b>	<b>All Cap</b> <ul style="list-style-type: none"><li>— China</li><li>— China A-Share</li><li>— China Dividend</li><li>— India</li><li>— Japan</li><li>— Korea</li></ul>	<b>Small and Mid Cap</b> <ul style="list-style-type: none"><li>— China Small Companies</li><li>— Japan Opportunities</li></ul>

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\*Formerly known as Asia ESG \*\*Formerly known as Asia ex Japan Dividend

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# 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
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.

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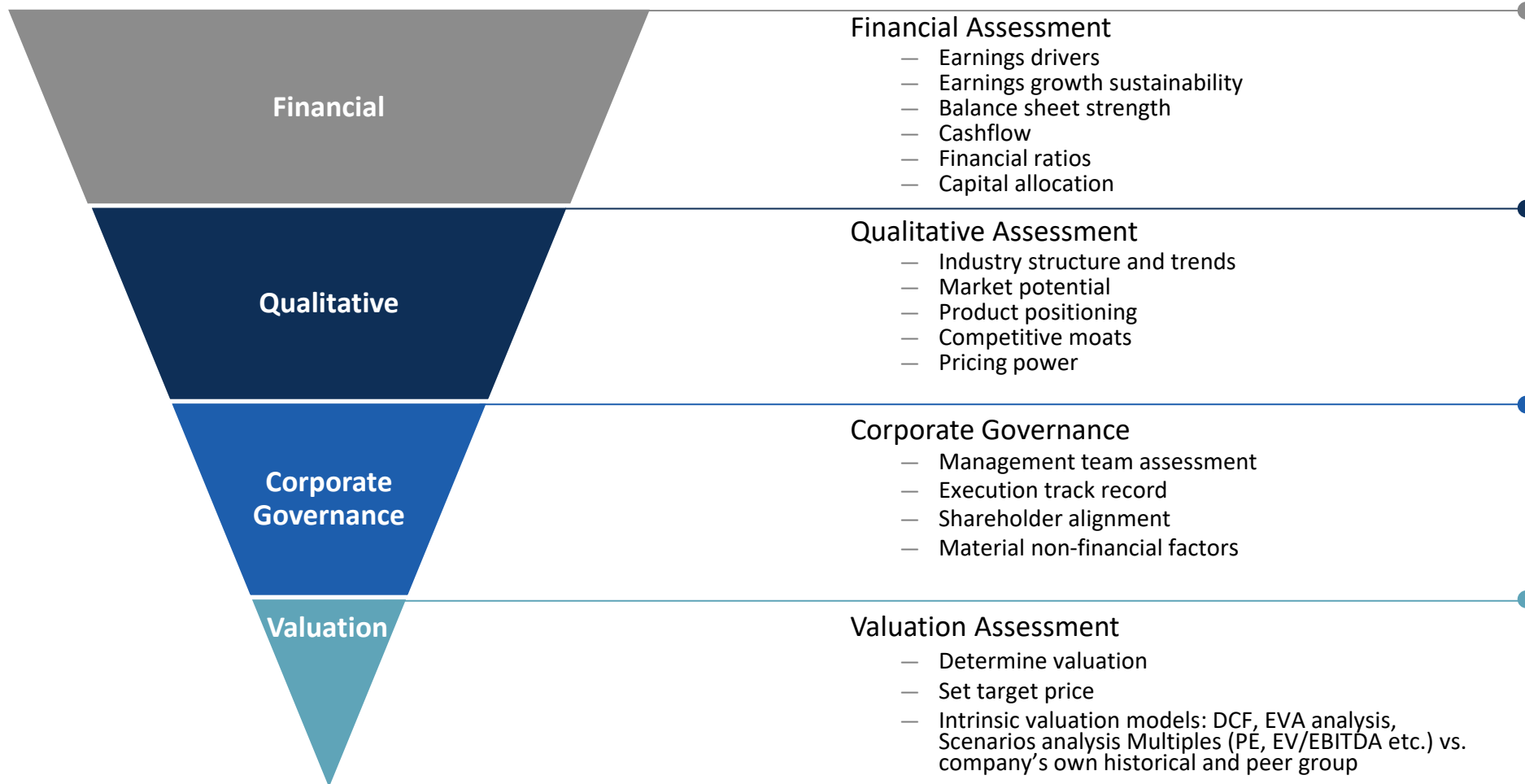
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# Fundamental Analysis Drives Stock Selection

Comprehensive forward-looking quantitative & qualitative assessment





# Disciplined Buy/ Sell Decisions

## DECISION FACTORS

### Buy

#### How does a stock get into a portfolio?

- Bottom-up, fundamental analysis
- Macroeconomic awareness incorporated to fundamental research effort
- Event-driven stock – a stock that has fallen a long way and provides a potential value opportunity

### Sell

#### Why do we sell a stock?

- Fundamental investment thesis played out, target price reached
- Macroeconomics / geopolitics impacts stock fundamentals
- Loss long-term competitive advantage
- Better relative opportunity

### Adjustment

- Intact investment thesis but change in degree of conviction
- Valuation adjustment
- Geopolitical/macroeconomic event

## MAP 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 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

This information is solely to illustrate Matthews Asia's investment process. This information is for illustrative purposes only and is not representative of the results of any particular security or product. The information does not constitute a recommendation to buy or sell any securities mentioned. Parameters set by Matthews Asia are subject to change.

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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.

## 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.

## 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.

## 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.

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# 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



## 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

# Matthews: Emerging Markets, Asia and China Equity Specialist

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



**Trusted,  
Experienced  
Partner**



**Proven Active  
Performance  
30+ Years**

invested in  
Emerging Markets & Asia



**Outcomes  
& Tailored  
Solutions**  
Customization,  
Sustainability



**Global  
Perspective**

San Francisco, London,  
Hong Kong, New Jersey



**Holistic Risk  
Management  
MCAR**

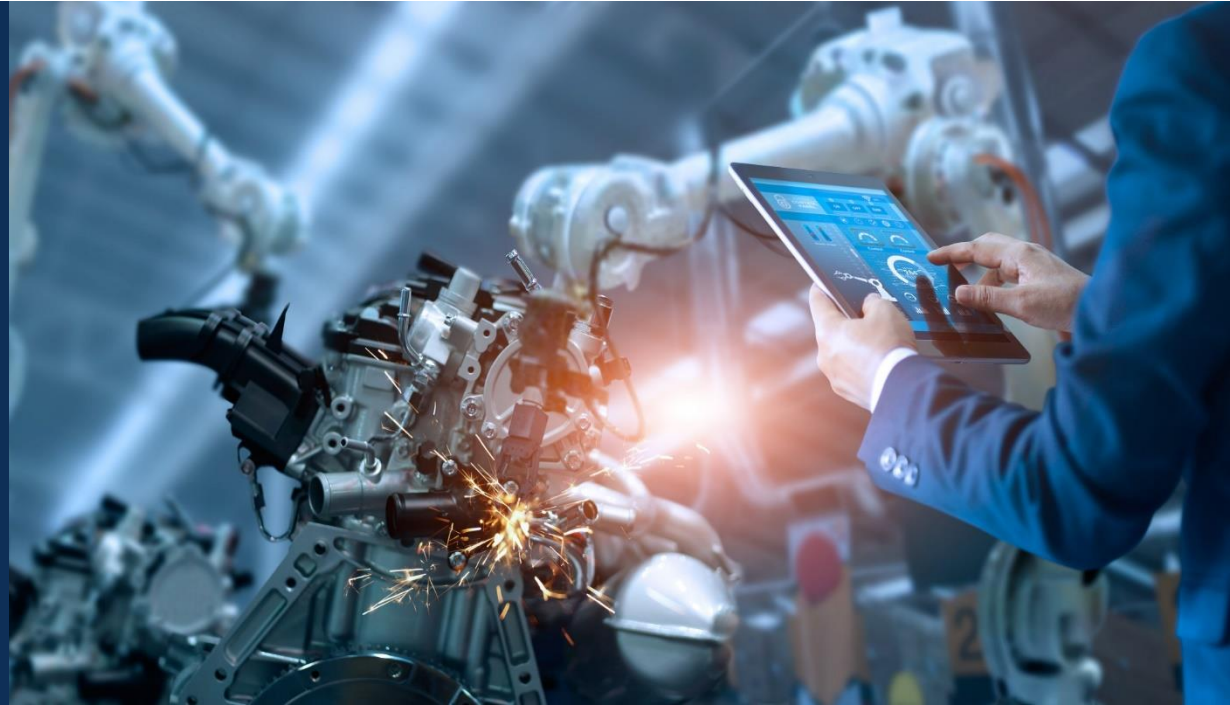


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# Matthews Asia Innovators Fund



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 Asia Innovators Fund

## FUND FACTS

### Inception Date

Investor Class: 12/27/99

Institutional Class: 4/30/13

### Ticker

Investor Class: MATFX

Institutional Class: MITEX

### Cap Range

All Cap

### Number of Holdings

30 to 50

### Turnover Range

60% to 80%

### Benchmark

MSCI All Country Asia ex Japan Index

## Investment Objective

Long-term capital appreciation

## Approach

Invest in companies located in Asia that Matthews Asia believes are innovators in their products, services, processes, business models, management, use of technology, or approach to creating, expanding or servicing their markets. Seek to invest in companies that are capable of sustainable growth based on the fundamental characteristics of those companies.

### Lead Manager



MICHAEL OH, CFA

### Co-Manager



INBOK SONG



As a Fund that invests in science and technology companies, the Fund is subject to risks associated with these sectors such as worldwide developments and global demand cycles.

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

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

 Located in Asia  
 Knowledge Platform Lead

## ASIA INNOVATORS TEAM

### Portfolio Managers



**Michael Oh, CFA**  
Lead Manager  
24 years of exp.



**InBok Song**  
Co Manager  
20 years of exp.

### Analysts



**Sojung Park**  
Portfolio Manager\*  
15 years of exp.



**Jason Ng**  
Research Analyst  
13 years of exp.

### Innovation Knowledge Platform



**InBok Song**  
Portfolio Manager  
20 years of exp.



**Elli Lee**  
Portfolio Manager  
21 years of exp.



**Sojung Park**  
Portfolio Manager  
15 years of exp.



**Jason Ng**  
Research Analyst  
13 years of exp.



**Michael Oh, CFA**  
Portfolio Manager  
24 years of exp.



**Alex Zarechnak**  
Portfolio Manager  
29 years of exp.



**Donghoon Han**  
Portfolio Manager  
14 years of exp.

### China Knowledge Platform



**Andrew Mattock, CFA**  
Portfolio Manager  
31 years of exp.



**Winnie Chwang**  
Portfolio Manager  
20 years of exp.



**Hardy Zhu**  
Senior Research Analyst  
17 years of exp.



**Sherwood Zhang, CFA**  
Portfolio Manager  
23 years of exp.



**Jason Ng**  
Research Analyst  
11 years of exp.

### India Knowledge Platform



**Peeyush Mittal, CFA**  
Portfolio Manager  
15 years of exp.



**Siddharth Bhargava**  
Portfolio Manager  
19 years of exp.



**Jeremy Sutch, CFA**  
Portfolio Manager  
30 years of exp.



**Swagato Ghosh**  
Portfolio Manager  
11 years of exp.



**Jason Ng**  
Research Analyst  
13 years of exp.

### Taiwan/ ASEAN Knowledge Platform



**InBok Song**  
Portfolio Manager  
20 years of exp.



**Alex Zarechnak**  
Portfolio Manager  
29 years of exp.



**Jeremy Sutch, CFA**  
Portfolio Manager  
30 years of exp.



**Jason Ng**  
Research Analyst  
13 years of exp.

### Korea Knowledge Platform



**Elli Lee**  
Portfolio Manager  
21 years of exp.



**Sojung Park**  
Portfolio Manager  
15 years of exp.

\*Note: Sojung Park is a Portfolio Manager at Matthews and serves as an analyst on the Asia Innovators Strategy  
Note: Years of industry experience as of January 2024



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# Matthews Asia Innovators Strategy

*“Innovation no longer remains a choice but has become an imperative.”*

— Narendra Modi, Prime Minister of India

- ✦ Core growth strategy focusing on innovative companies
- ✦ We believe that innovation is a key sustainable source of economic moat\* creation across all industries
- ✦ Focus on structural growth themes emerging from long-term secular trends
- ✦ High-conviction concentrated portfolio
- ✦ Benchmark aware but unconstrained

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# What Innovation Means to Us

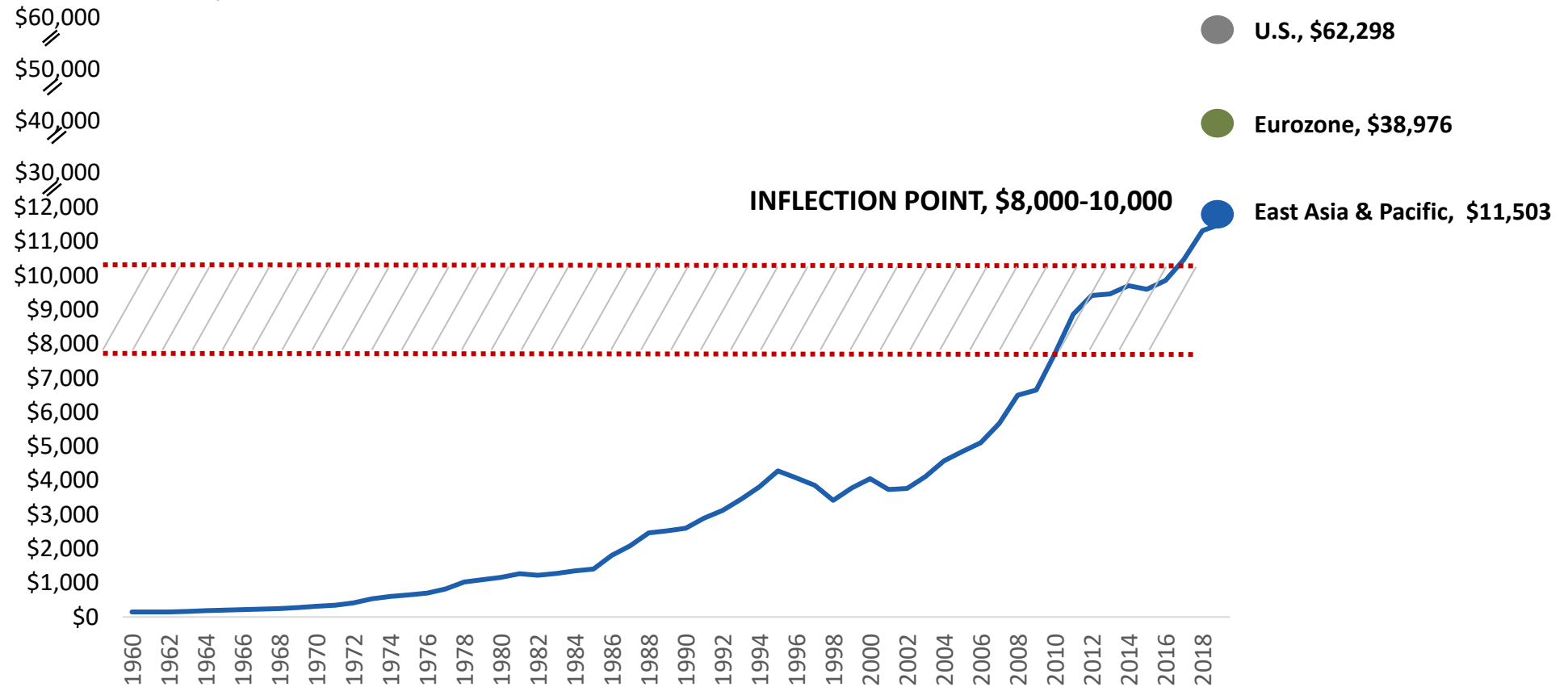
## Defining Innovators in Asia

- ✦ Innovation includes any company implementing new ideas to build successful businesses in Asia
  - Innovative offerings that create or expand markets
  - Unique strategies or business models that build entry barriers and sustainable economic moats
- ✦ Innovation comes in different shapes and forms—disruptive or incremental, strategy, execution, management incentive structure, etc.
- ✦ Focus on innovative companies leads to strong emphasis on—technology, Internet, health care and other services-oriented industries

# Why Focus on Innovative Companies?

- \* We believe innovation will be one of the major economic growth drivers and value creators for Asia
- \* We believe the next 30 years of growth will be driven by growth in productivity via technology growth and improvement in efficiency as income surpasses major inflection point—US\$10,000 per capita

## GDP PER CAPITA, US\$



Source: World Development Indicators. Data as of 3/19/2021

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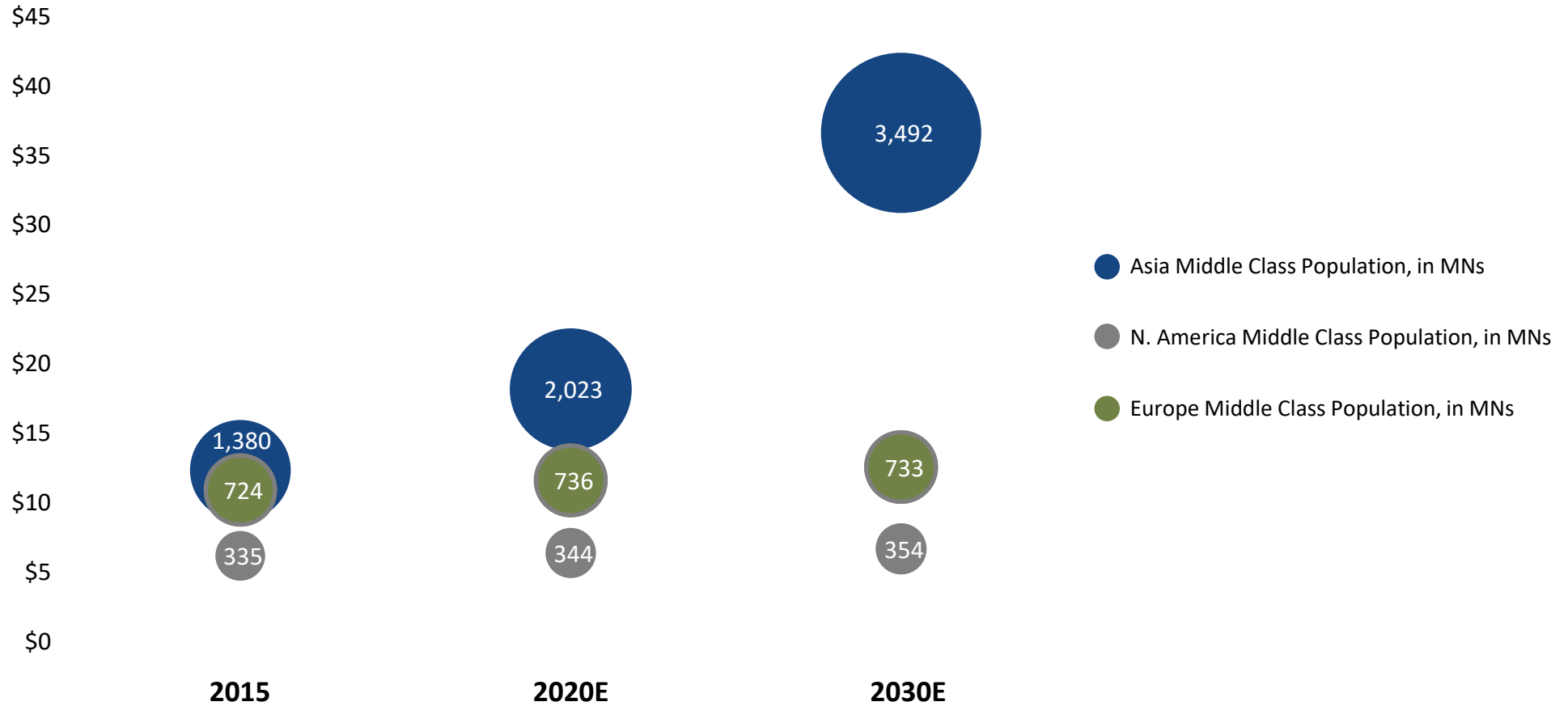




# Asia's Consumer Market is Expected to be Larger than North America and Europe Combined

## SPENDING BY GLOBAL MIDDLE CLASS (2011 PPP)

US\$ TN



**Note: Bubble Size=middle class population (millions); 2020 and 2030 data points are projections**

PPP=Purchasing Power Parity

There is no guarantee any estimates or projections will be realized.

Source: Homi Kharas, 2017, The Unprecedented Expansion of the Global Middle Class: An Update

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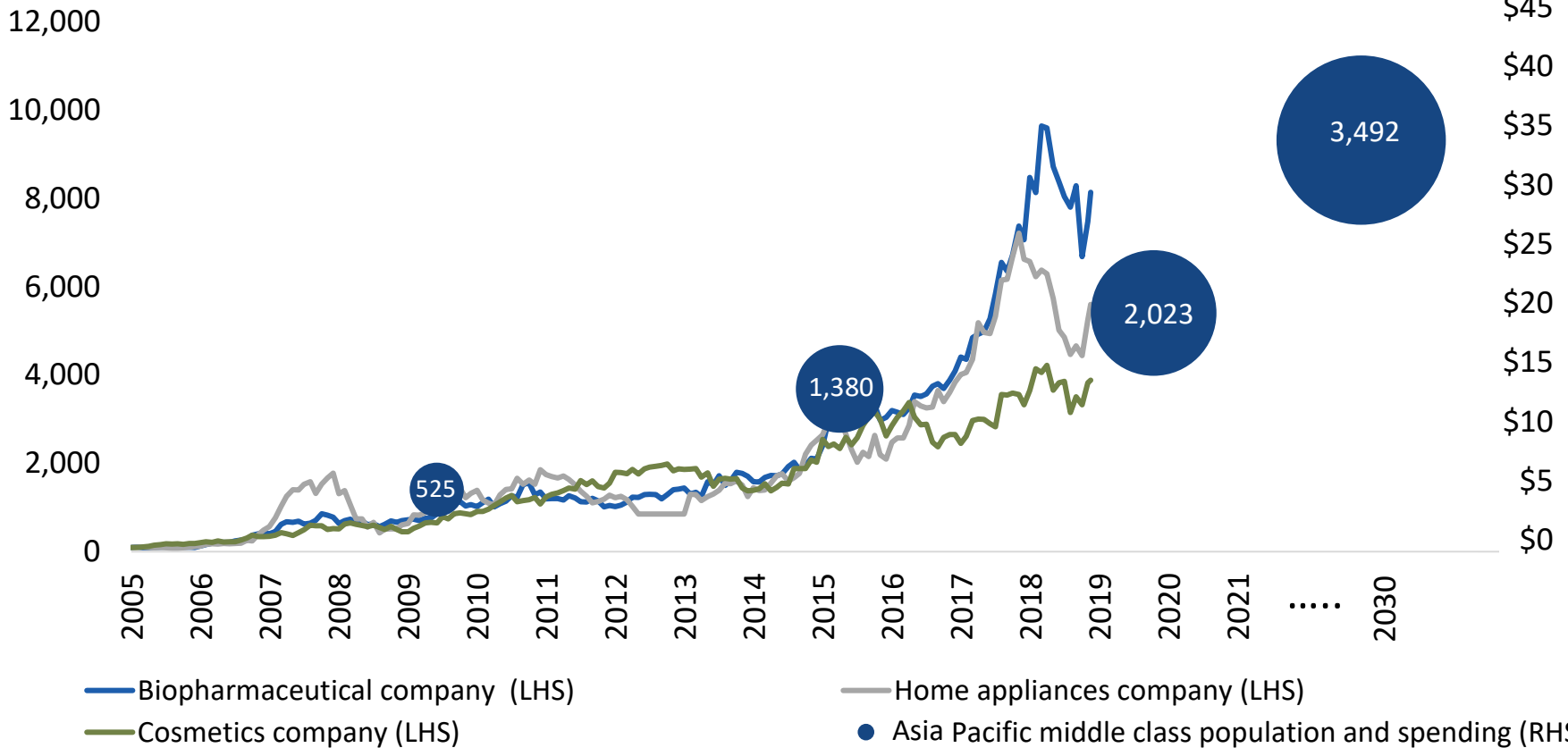
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# Asia's Large and Growing Addressable Market for High Value-Added Products

## SHARE PRICE PERFORMANCES OF SECULAR GROWTH COMPANIES

Share Price, Indexed



## SPENDING BY GLOBAL MIDDLE CLASS (2011 PPP)

US\$ TN

● Asia Pacific middle class population and spending (RHS)

Note: Share prices are indexed (March, 2005 = 100)

Note: Bubble Size=middle class population (millions); 2020 and 2030 data points are projections

PPP=Purchasing Power Parity

There is no guarantee any estimates or projections will be realized.

Source: Homi Kharas, 2017, The Unprecedented Expansion of the Global Middle Class: An Update;

Homi Kharas and Geoffrey Gertz, 2010, The New Global Middle Class: A Cross-Over from West to East; Factset Research Systems as of 2/28/19

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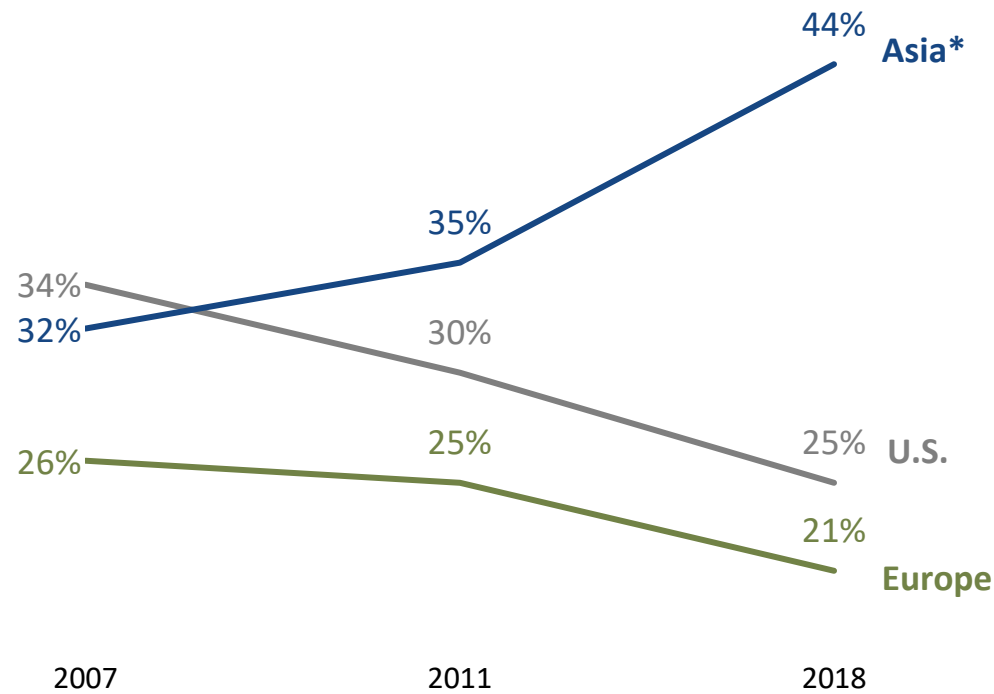
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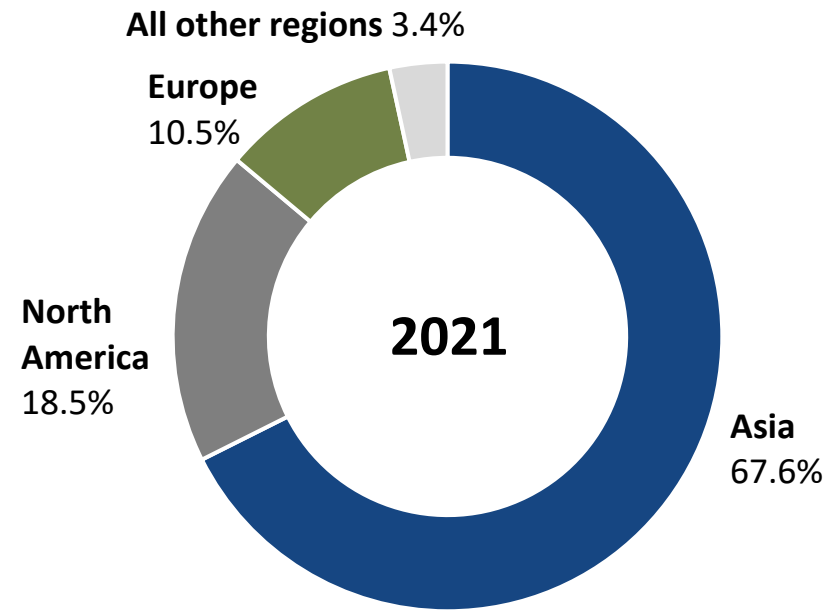
# Why Focus on Innovative Companies?

Investment in innovation rising

### SHARE OF GLOBAL R&D SPENDING



### PATENT APPLICATION BY REGION



Note: \*Asia includes East, Southeast and South Asia; 2018 data points are projections  
There is no guarantee any estimates or projections will be realized.

Source: Global R&D Funding Forecast Dec 2018, Dec 2012; Businesswire 2009, Patent Application from World Intellectual Property Organization (WIPO) Database, December 2022.

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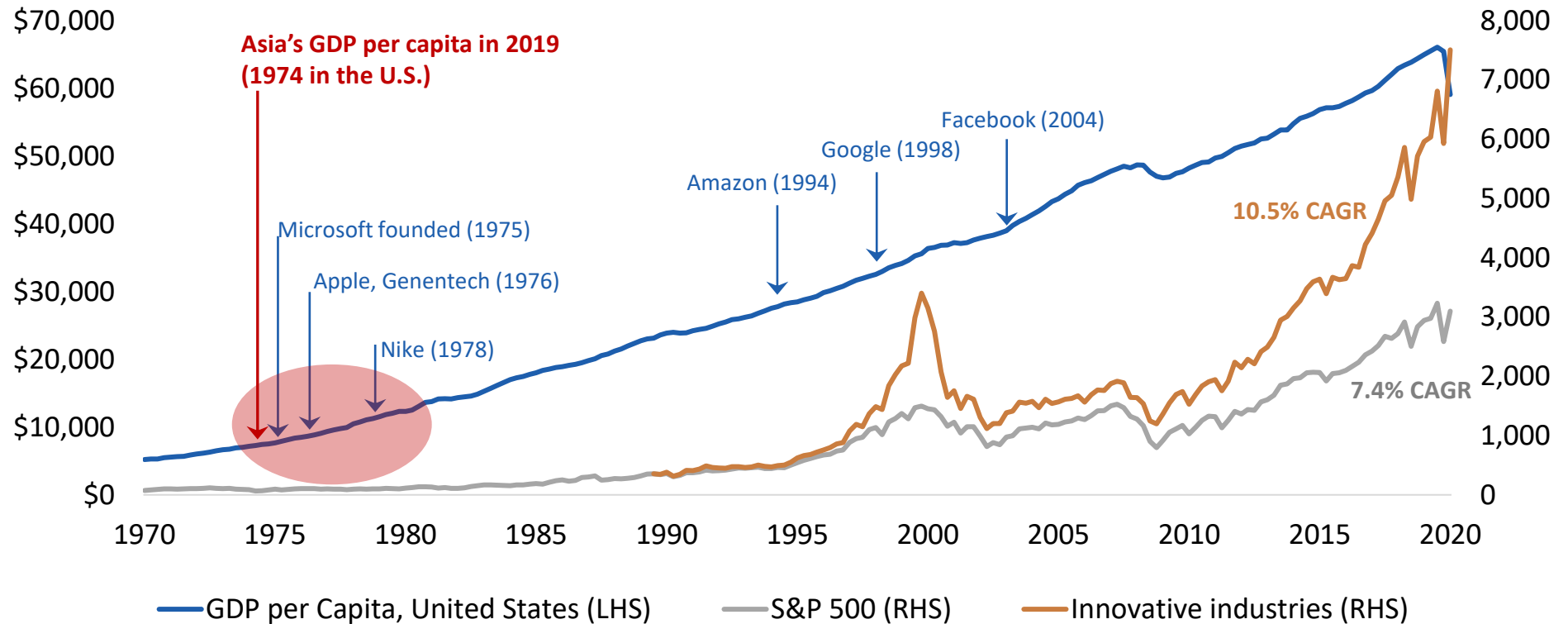


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# Early Innings of Long-Term Structural Trend

Asia today is 1970s in the U.S.

## U.S. GDP PER CAPITA AND S&P 500 INDEX



CAGR (Compound Annual Growth Rate) is the year-over-year growth rate of an investment over a specified period of time. The information is presented for informational purposes only and does not, in any way, constitute investment advice. The information does not constitute a recommendation to buy or sell any securities referenced herein. As of 06/30/2023 accounts managed by Matthews Asia do not hold positions in any of the securities shown on this slide.

Note: (1) Innovative industries (RHS) is market cap-weighted index of S&P 500 Consumer Discretionary, S&P 500 Information Technology and S&P 500 Healthcare. The index is re-based to 353 as of December 1989; (2) Latest data as of June 2020.

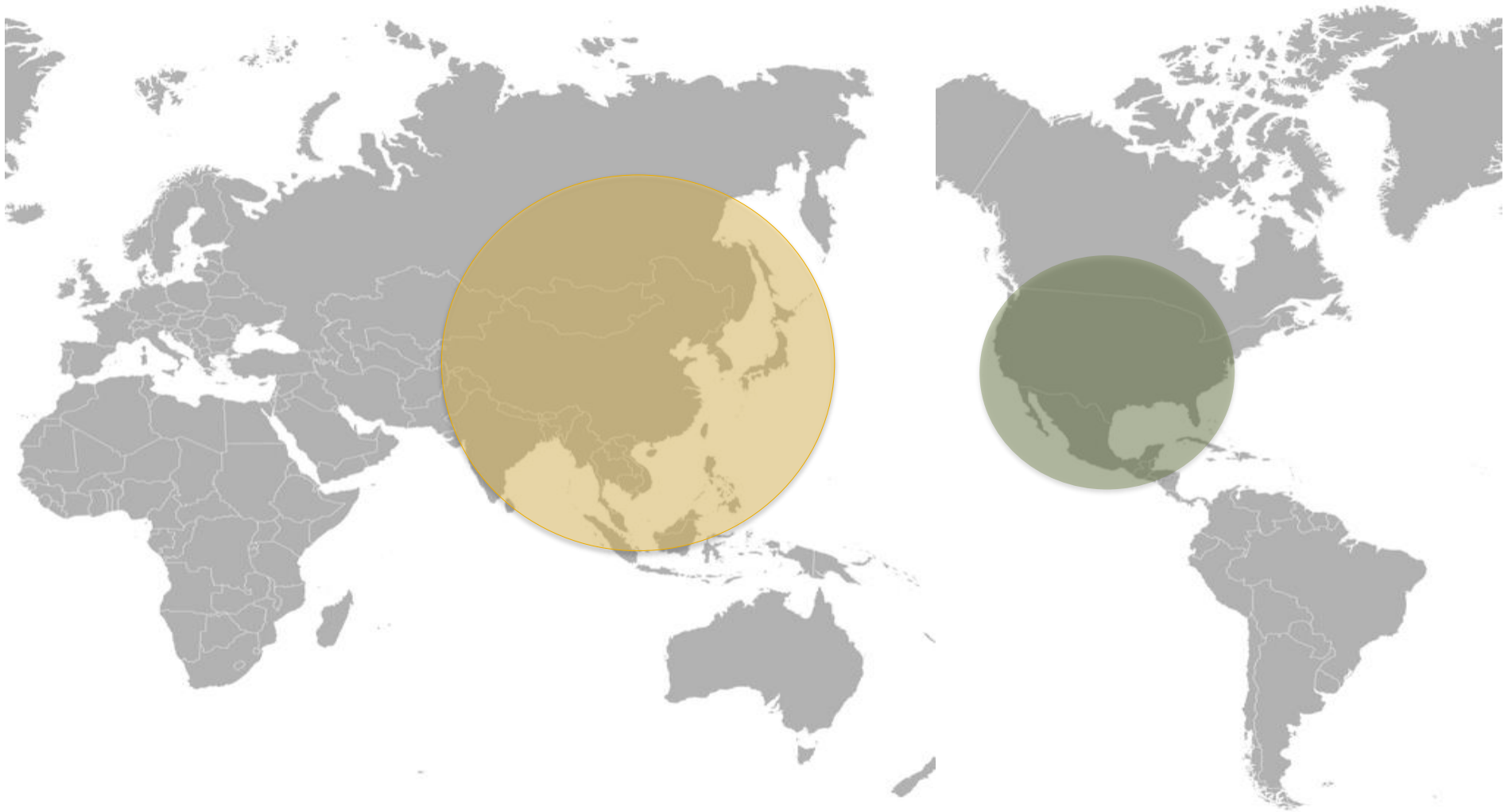
Source: FactSet Research Systems.

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# Expertise in Asia Matters—Two Dominant Spheres of Influence



\*Source: United Nations, Department of Economic and Social Affairs, Population Division (2017)

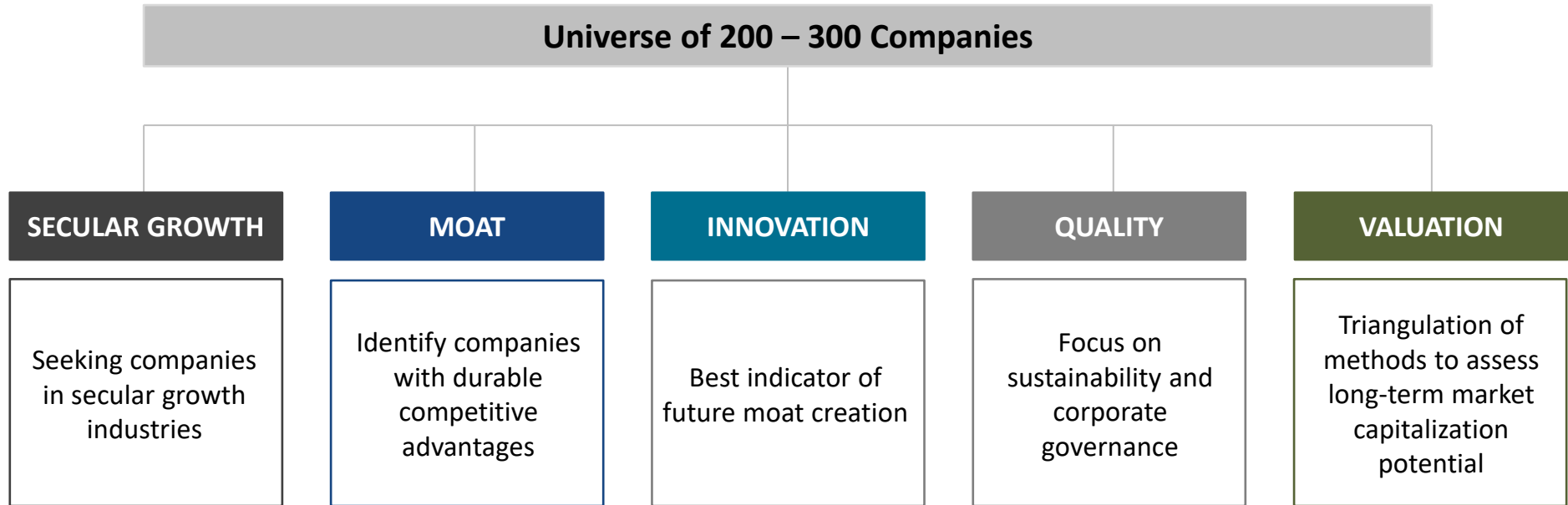
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# Equity Evaluation Framework

Focus on five key pillars



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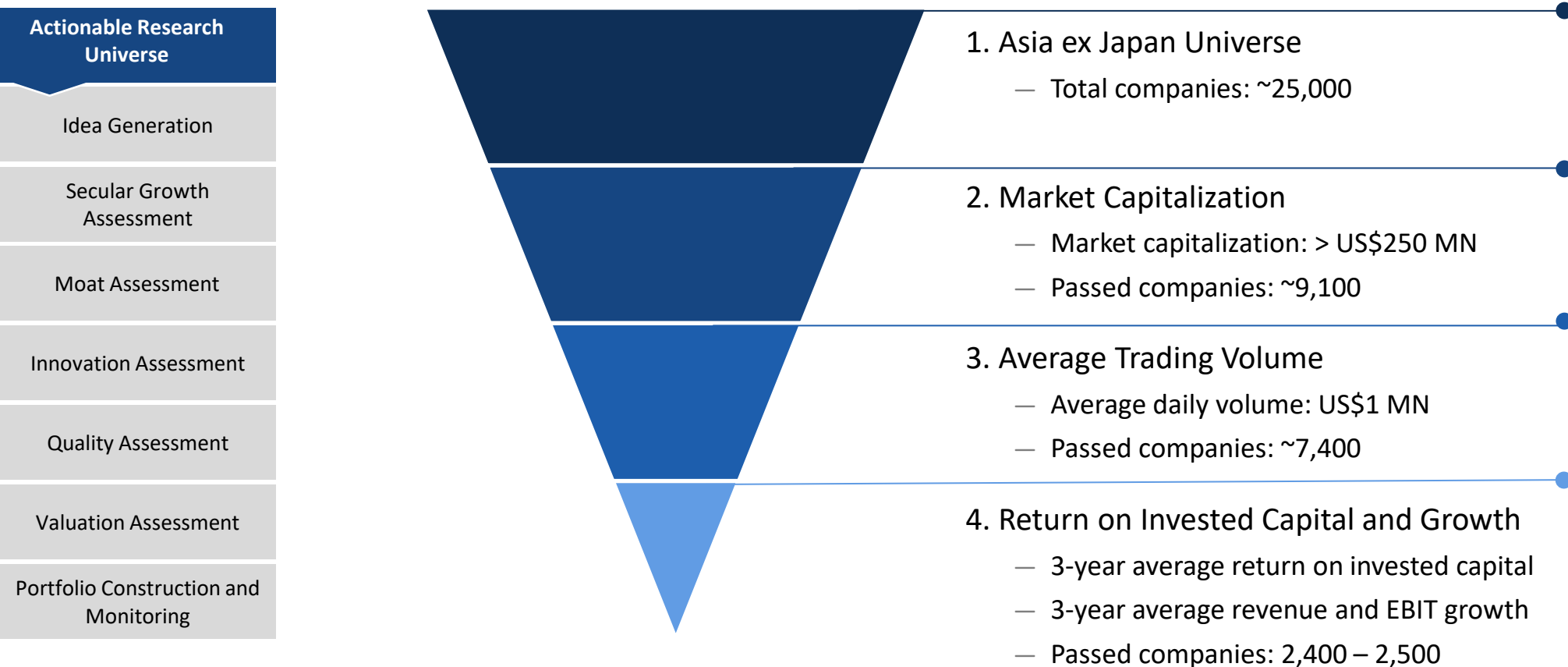
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Matthews

# Actionable Research Universe

Opening of A-shares nearly doubles the actionable research universe



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# Idea Generation

Identify secular growth opportunities

Actionable Research  
Universe

**Idea Generation**

Secular Growth  
Assessment

Moat Assessment

Innovation Assessment

Quality Assessment

Valuation Assessment

Portfolio Construction and  
Monitoring

- **Focus on big secular trends**
  - Look for structural growth opportunities that will benefit from secular trends
  - Research trips to Asia focusing on:
    - Pre-IPO / newly listed companies / private companies
    - Regular meetings with focus on new business initiatives and R&D activities
- **Evaluate existing leaders' business model and competition**
  - Proactive reviewing process to find emerging leaders
- **Understanding leading start-ups provide early insights into new emerging technology and demands**
  - Regular analysis on localization/adaptability of emerging technologies and trends
  - Meetings with industry leading innovators/companies/experts
- **Cross team fertilization and knowledge sharing**
  - Regular meeting with other growth strategies

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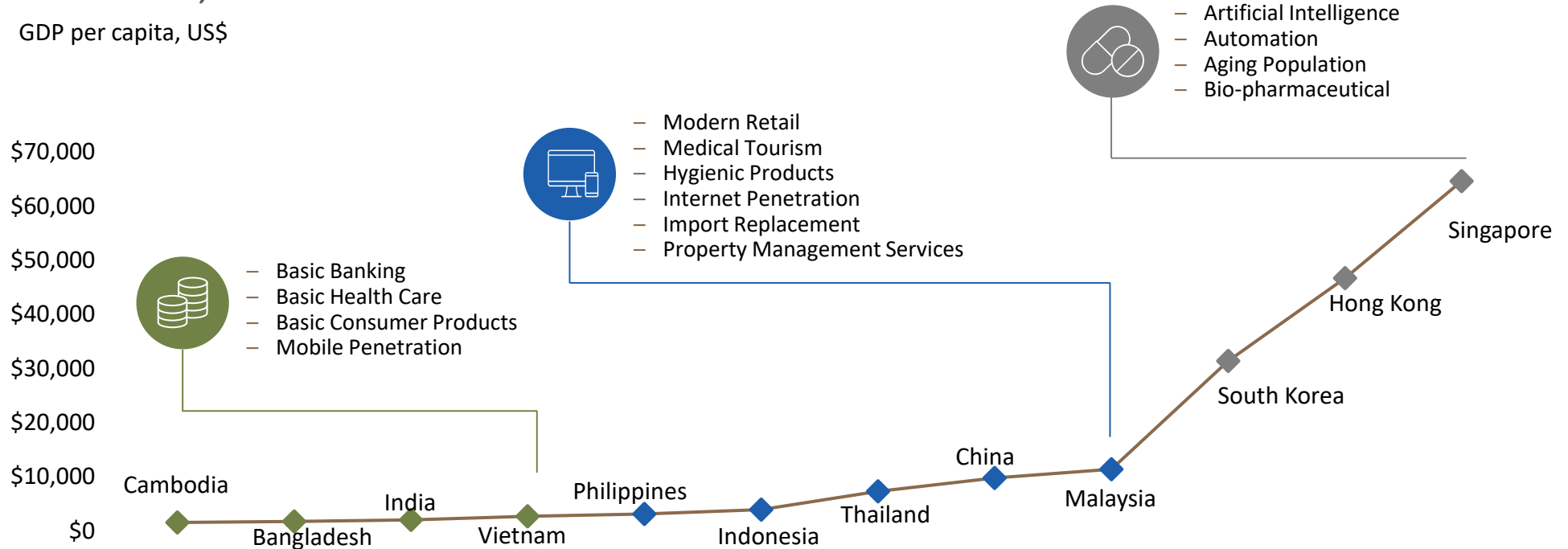
# Idea Generation—Current Secular Growth Opportunities

## OVERARCHING SECULAR GROWTH OPPORTUNITIES IN ASIA

- |                                  |                           |                        |                        |
|----------------------------------|---------------------------|------------------------|------------------------|
| * Health Care                    | * Fintech                 | * Internet Services    | * SaaS                 |
| * 5G Adoption                    | * Leisure & Entertainment | * eCommerce            | * Innovative Drugs     |
| * Non-Banking Financial Services | * Data Penetration        | * Education            | * Cosmetics            |
| * Financial Advisory Services    | * Cloud                   | * Online Entertainment | * Consumer Electronics |
|                                  | * Business Outsourcing    | * Consumption Upgrade  |                        |

## ADDITIONALLY, DIFFERENT STAGES OF GROWTH OFFER DIFFERENT OPPORTUNITIES

GDP per capita, US\$



SAR=Special Administrative Region; Note: GDP per capita (constant 2010 US\$); data as of 2018  
Source: The World Bank 2019



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# Secular Growth

Seeking companies in secular growth industries

Actionable Research  
Universe

Idea Generation

**Secular Growth  
Assessment**

Moat Assessment

Innovation Assessment

Quality Assessment

Valuation Assessment

Portfolio Construction and  
Monitoring

- **Clear secular growth tailwind**
  - Dominant player in emerging industries
  - Avoid companies in declining industries
- **Beneficiaries of structural changes**
  - Evolving consumer behavior
  - Disposable income growth
- **Large addressable market**
  - Scalable business model

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# Moat

Identify companies with durable competitive advantages

Actionable Research  
Universe

Idea Generation

Secular Growth  
Assessment

**Moat Assessment**

Innovation Assessment

Quality Assessment

Valuation Assessment

Portfolio Construction and  
Monitoring

- **Domestic and global champions**
  - Platform companies
  - Technology leadership
  - Dominant and defendable market share
- **Strong and durable brands**
  - Companies with strong brand equity
- **Disruptors**
  - Breakthrough technology or business model

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# Innovation

Best indicator of future moat creation

Actionable Research  
Universe

Idea Generation

Secular Growth  
Assessment

Moat Assessment

**Innovation Assessment**

Quality Assessment

Valuation Assessment

Portfolio Construction and  
Monitoring

- **Qualitative innovation assessment**
  - Evaluate five key areas of innovation
    - Strategy innovation
    - Business model innovation
    - Product and services innovation
    - Marketing innovation
    - Organizational and people innovation
  
- **Quantitative innovation assessment**
  - R&D spending in terms of revenue
  - R&D to product (RDP) conversion ratio—percentage of revenue from new products
  - New product to margin (NPM) conversion—gross margin from new products
  - Number of patents filed
  - Higher than average growth—greater than 2x respective GDP growth rate

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# Types of Innovation in Asia Today

TYPE OF INNOVATION	DEFINITION/EXPLANATION	EXAMPLES OF INNOVATION	PORTFOLIO HOLDINGS
<b>BUSINESS MODEL INNOVATION</b>	Creating a new business model, disrupting the industry's traditional business model	<ul style="list-style-type: none"> <li>- App-based car sharing business model disrupting the taxi industry</li> <li>- Creation of a video live-streaming platform creating a new online community</li> </ul>	<ul style="list-style-type: none"> <li>- Reliance Industries</li> <li>- PDD Holdings</li> <li>- KE Holdings</li> <li>- Didi Global</li> <li>- Meituan</li> </ul>
<b>PRODUCT/SERVICES INNOVATION</b>	Development of a new product, a new feature or an improvement in performance, including technological enhancements to a product or service	<ul style="list-style-type: none"> <li>- The introduction of an online e-commerce ecosystem and new payment solutions</li> <li>- Development of a new innovative drug</li> <li>- Confectionery company's premium strategy in response to demand for health-conscious products</li> </ul>	<ul style="list-style-type: none"> <li>- Taiwan Semiconductor Manufacturing Co., Ltd.</li> <li>- Samsung Electronics Co., Ltd.</li> <li>- Tencent Holdings, Ltd.</li> <li>- Zomato</li> <li>- SK Hynix</li> <li>- Sea</li> <li>- Alibaba</li> <li>- Hitachi</li> <li>- Naura Technology</li> <li>- Mediatek</li> </ul>
<b>BUSINESS STRATEGY INNOVATION</b>	Creating or redesigning a corporate strategy to drive business growth, or improving processes and the way a company operates	<ul style="list-style-type: none"> <li>- Software company's strategy innovation to transform into a cloud-based subscription business model</li> <li>- Insurance company's customer-focused strategy backed by a new technology platform</li> </ul>	<ul style="list-style-type: none"> <li>- ICICI Bank Ltd</li> <li>- Computer Age Management</li> </ul>
<b>MARKETING INNOVATION</b>	Creating or implementing a new marketing strategy that involves changes in product offering, promotion, price or target market	<ul style="list-style-type: none"> <li>- Launching a new brand of alcoholic beverages that appeals to younger generation of customers</li> <li>- Building up and managing high desirability and brand rarity to target high-end consumption</li> </ul>	<ul style="list-style-type: none"> <li>- Trip.com</li> <li>- Hyundai Motor</li> </ul>
<b>ORGANIZATIONAL/PERSONNEL INNOVATION</b>	Redesigning or improving organizational structure and corporate culture, including corporate governance and employee incentive plans	<ul style="list-style-type: none"> <li>- Development of a highly effective incentive plan that motivates employees to be aligned with company's goal</li> <li>- Flat organization, employee-centric culture and significant autonomy given to restaurant managers to motivate employees to be aligned with company's goal</li> </ul>	<ul style="list-style-type: none"> <li>- PDD Holdings</li> </ul>

This information does not, in any way, constitute investment advice. Portfolio holdings may vary from time to time from what is shown. It should not be assumed that any investment in the securities listed was or will be profitable. The information does not constitute a recommendation to buy or sell any securities mentioned. These are the top 20 holdings in the Matthews Asia Innovators Fund as of May 31, 2024.

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# Quality

Focus on sustainability

Actionable Research  
Universe

Idea Generation

Secular Growth  
Assessment

Moat Assessment

Innovation Assessment

**Quality Assessment**

Valuation Assessment

Portfolio Construction and  
Monitoring

- **Sustainable growth prospects**
  - Identification of economic moats
- **Prudent capital allocation**
  - Striking the right balance between reinvest, dividends, and M&A
- **Quality management team**
  - Execution track record
  - Consistency between commitments and actions
- **Solid balance sheet**

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# Valuation

Triangulation of methods to assess long-term market capitalization potential

Actionable Research  
Universe

Idea Generation

Secular Growth  
Assessment

Moat Assessment

Innovation Assessment

Quality Assessment

**Valuation Assessment**

Portfolio Construction and  
Monitoring

- **Market capitalization growth potential**
  - Addressable market analysis
  - Intrinsic valuation model – DCF
  - Scenario analysis
    - Bull, bear and base case
- **Multiple based analysis relative to history and peers**
  - P/E, P/B, P/S, PEG, etc.
- **ROIC, ROE, Free cash flow yield**
  - Peer group comparison

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# Portfolio Construction and Monitoring

Portfolio holdings of 30 to 50 companies

Actionable Research  
Universe

Idea Generation

Secular Growth  
Assessment

Moat Assessment

Innovation Assessment

Quality Assessment

Valuation Assessment

**Portfolio Construction  
and Monitoring**

- **Position sizing**
  - Conviction level on four pillars
  - Corporate history and track record
- **Monitoring**
  - Regular visits
  - On-going industry and competitive analysis
  - Intelligence from broad Matthews team
  - Milestone approach for risk mitigation and building conviction
- **Sell discipline**
  - Deterioration in business fundamentals
    - Unfavorable industry dynamics, losing competitiveness, lack of innovation, poor capital allocation, rising regulatory risks, etc.
  - Corporate governance issues
  - Better alternatives
  - Extreme valuation

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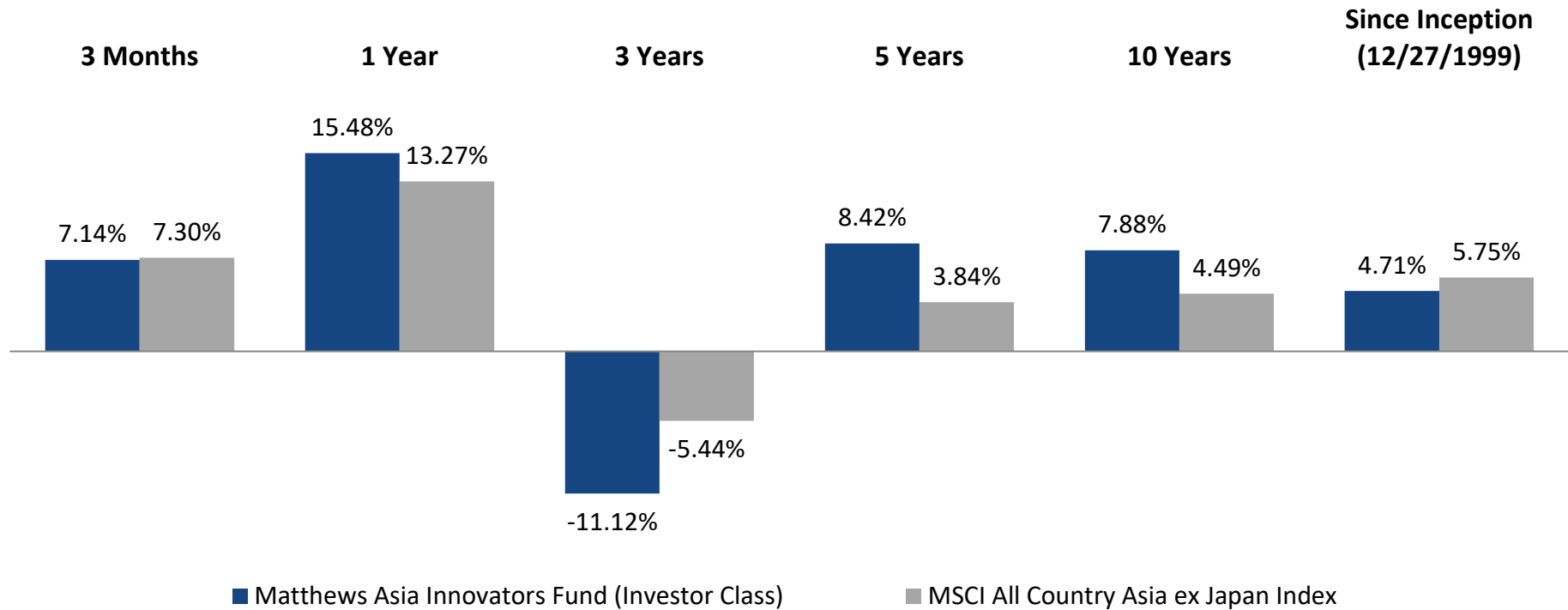
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# Investment Returns | Matthews Asia Innovators Fund

As of June 30, 2024

## AVERAGE ANNUAL TOTAL RETURNS



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 [matthewsasiasia.com](http://matthewsasiasia.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 12/31/1999  
Sources: BNY Mellon Investment Servicing, Bloomberg, Matthews Asia

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# Competitive Returns | Matthews Asia Innovators Fund

As of June 30, 2024

## AVERAGE ANNUAL TOTAL RETURNS

	Year to Date	1 Year	3 Years	5 Years	10 Years	Since Inception	Inception Date
Investor Class (MATFX)	14.85%	15.48%	-11.12%	8.42%	7.88%	4.71%	12/27/99
Institutional Class (MITEX)	14.89%	15.54%	-11.01%	8.55%	8.05%	10.10%	4/30/13
MSCI All Country Asia ex Japan Index	9.92%	13.27%	-5.44%	3.84%	4.49%	5.75% <sup>1</sup>	
Lipper Pacific ex Japan Funds Category Average	6.20%	6.03%	-7.85%	2.58%	3.51%	6.23% <sup>1</sup>	

<sup>1</sup> As of 12/31/1999

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 [matthewsasias.com](http://matthewsasias.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 Asia Innovators Fund

As of June 30, 2024

## COUNTRY ALLOCATION (%)

	Fund	Benchmark	Difference
China/Hong Kong	28.9	33.1	-4.2
India	24.6	21.9	2.7
Taiwan	21.8	22.0	-0.2
South Korea	12.5	13.9	-1.4
Singapore	4.6	3.4	1.2
Japan	2.1	0.0	2.1
Brazil	1.1	0.0	1.1
Netherlands	1.1	0.0	1.1
Vietnam	0.6	0.0	0.6
Indonesia	0.0	1.8	-1.8
Malaysia	0.0	1.6	-1.6
Thailand	0.0	1.5	-1.5
Philippines	0.0	0.6	-0.6
Macau	0.0	0.2	-0.2
Cash and Other Assets, Less Liabilities	2.7	0.0	2.7

## SECTOR ALLOCATION (%)

	Fund	Benchmark	Difference
Information Technology	39.7	28.5	11.2
Consumer Discretionary	21.4	13.1	8.3
Communication Services	12.7	9.5	3.2
Industrials	8.7	7.5	1.2
Financials	7.6	20.3	-12.7
Energy	2.8	4.0	-1.2
Real Estate	2.3	2.2	0.1
Health Care	2.1	3.2	-1.1
Materials	0.0	4.7	-4.7
Consumer Staples	0.0	4.0	-4.0
Utilities	0.0	2.9	-2.9
Cash and Other Assets, Less Liabilities	2.7	0.0	2.7

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

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Sources: FactSet Research Systems, Inc., Matthews Asia

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# Portfolio Characteristics | Matthews Asia Innovators Fund

As of June 30, 2024

## MARKET CAP EXPOSURE (%)

	Fund	Benchmark	Difference
Mega Cap (over \$25B)	70.3	62.5	7.8
Large Cap (\$10B-\$25B)	10.7	20.2	-9.5
Mid Cap (\$3B-\$10B)	11.9	16.7	-4.8
Small Cap (under \$3B)	4.4	0.6	3.8
Cash and Other Assets, Less Liabilities	2.7	0.0	2.7

## PORTFOLIO CHARACTERISTICS

	Fund
Assets	\$314.8 million
Weighted Average Market Cap	\$194.4 billion
P/E using FY1 Estimates*	19.9x
P/E using FY2 Estimates*	15.8x

**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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Sources: FactSet Research Systems, Inc., Bloomberg, Matthews Asia



# Top Ten Holdings | Matthews Asia Innovators Fund

As of June 30, 2024

Company	Sector	Country	%
Taiwan Semiconductor Manufacturing Co., Ltd.	Information Technology	Taiwan	12.0
Tencent Holdings, Ltd.	Communication Services	China/Hong Kong	5.4
Samsung Electronics Co., Ltd.	Information Technology	South Korea	5.4
Sea, Ltd.	Communication Services	Singapore	4.6
Zomato, Ltd.	Consumer Discretionary	India	3.9
SK Hynix, Inc.	Information Technology	South Korea	3.7
PDD Holdings, Inc.	Consumer Discretionary	China/Hong Kong	3.4
Meituan Class B	Consumer Discretionary	China/Hong Kong	2.9
Reliance Industries, Ltd.	Energy	India	2.8
Trip.com Group, Ltd.	Consumer Discretionary	China/Hong Kong	2.7
<b>Total for Top 10</b>			<b>46.8%</b>

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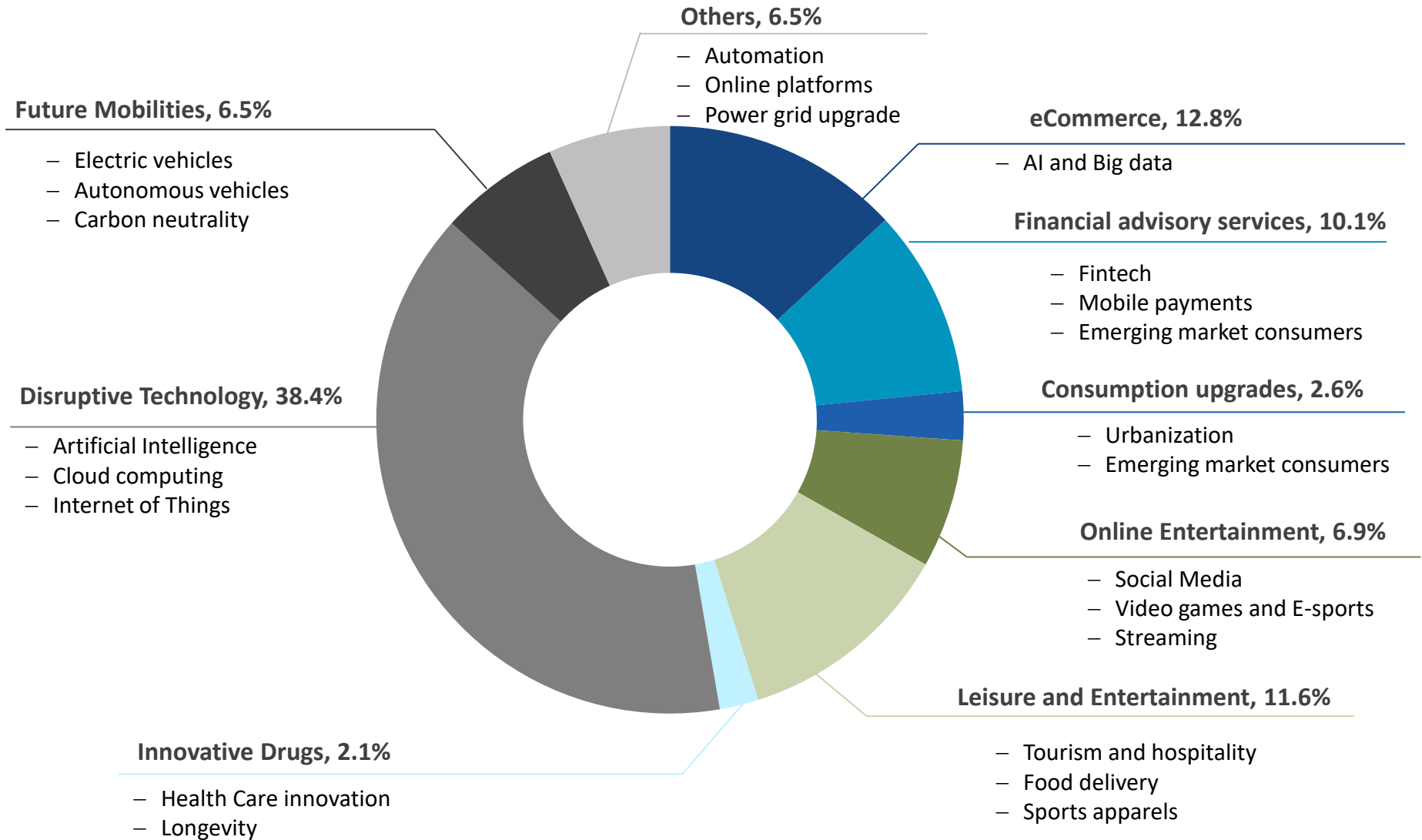
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# Asia Innovators Fund Invests in Structural Growth Sectors



Categories as defined by Matthews Asia.

Source: FactSet Research Systems; data as of June 30, 2024

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# Attribution by Country | Matthews Asia Innovators Fund

Second Quarter 2024

Published Portfolio Return <sup>1</sup>	7.14%
Published Benchmark Return	7.30%
Published Relative Return <sup>2</sup>	-0.16%
Attributable Portfolio Return	7.40%
Attributable Relative Return	0.10%

- 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 under-weighting 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 [matthewsasiasia.com](http://matthewsasiasia.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 Portfolio Wt	Average Benchmark Wt	Allocation Effect	Selection + Interaction Effect	Total Effect
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>-0.83</b>	<b>0.93</b>	<b>0.10</b>
Singapore	4.32	3.58	-0.04	0.81	0.77
South Korea	13.34	13.85	-0.07	0.62	0.56
Thailand	0.00	1.67	0.21	0.00	0.21
Japan	1.09	0.00	0.16	0.00	0.16
Philippines	0.00	0.65	0.13	0.00	0.13
Vietnam	0.42	0.00	0.09	0.00	0.09
Taiwan	19.73	20.45	0.08	-0.01	0.08
Malaysia	0.00	1.59	0.05	0.00	0.05
Macau	0.00	0.17	0.03	0.00	0.03
Brazil	0.95	0.00	0.02	0.00	0.02
Indonesia	0.58	1.89	0.19	-0.24	-0.05
United States	0.92	0.00	-0.19	0.00	-0.19
Netherlands	1.44	0.00	-0.19	0.00	-0.19
China/Hong Kong	33.65	35.30	-0.41	0.20	-0.21
India	21.78	20.84	-0.35	-0.45	-0.80
Cash	2.33	0.00	-0.23	0.00	-0.23
Unassigned	-0.54	0.00	-0.30	0.00	-0.30



# Attribution by Sector | Matthews Asia Innovators Fund

## Second Quarter 2024

Published Portfolio Return <sup>1</sup>	7.14%
Published Benchmark Return	7.30%
Published Relative Return <sup>2</sup>	-0.16%
Attributable Portfolio Return	7.40%
Attributable Relative Return	0.10%

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**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 under-weighting 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 Portfolio Wt	Average Benchmark Wt	Allocation Effect	Selection + Interaction Effect	Total Effect
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>0.46</b>	<b>-0.35</b>	<b>0.10</b>
<b>Communication Services</b>	12.74	9.52	0.01	0.36	0.37
<b>Consumer Discretionary</b>	24.53	13.81	-0.14	0.49	0.35
<b>Consumer Staples</b>	0.00	4.31	0.34	0.00	0.34
<b>Materials</b>	0.00	4.75	0.26	0.00	0.26
<b>Health Care</b>	2.58	3.36	0.07	0.07	0.14
<b>Real Estate</b>	1.94	2.55	-0.07	0.15	0.08
<b>Industrials</b>	8.57	7.61	-0.03	0.06	0.03
<b>Information Technology</b>	37.14	26.93	0.70	-0.75	-0.05
<b>Utilities</b>	0.00	2.83	-0.11	0.00	-0.11
<b>Energy</b>	3.07	3.97	-0.05	-0.10	-0.14
<b>Financials</b>	7.64	20.36	0.00	-0.64	-0.63
<b>Cash</b>	2.33	0.00	-0.23	0.00	-0.23
<b>Unassigned</b>	-0.54	0.00	-0.30	0.00	-0.30



# Attribution by Country | Matthews Asia Innovators Fund

One Year June 30, 2023 to June 30, 2024

Published Portfolio Return <sup>1</sup>	15.48%
Published Benchmark Return	13.27%
Published Relative Return <sup>2</sup>	2.21%
Attributable Portfolio Return	19.58%
Attributable Relative Return	6.31%

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 under-weighting 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 [matthewsasiasia.com](http://matthewsasiasia.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 Portfolio Wt	Average Benchmark Wt	Allocation Effect	Selection + Interaction Effect	Total Effect
<b>Total Portfolio</b>	<b>100</b>	<b>100</b>	<b>3.95</b>	<b>2.36</b>	<b>6.31</b>
<b>United States</b>	5.42	0.00	4.57	0.00	4.57
<b>China/Hong Kong</b>	33.18	37.47	-0.13	3.63	3.51
<b>Thailand</b>	0.11	1.98	0.58	-0.05	0.53
<b>South Korea</b>	12.35	14.25	0.20	0.22	0.43
<b>Brazil</b>	0.65	0.00	0.43	0.00	0.43
<b>Philippines</b>	0.00	0.71	0.12	0.00	0.12
<b>Macau</b>	0.00	0.21	0.09	0.00	0.09
<b>Netherlands</b>	1.66	0.00	0.02	0.00	0.02
<b>Indonesia</b>	2.32	2.15	0.10	-0.14	-0.04
<b>Malaysia</b>	0.00	1.60	-0.05	0.00	-0.05
<b>Vietnam</b>	0.75	0.00	-0.07	0.00	-0.07
<b>Japan</b>	0.63	0.00	-0.12	0.00	-0.12
<b>Germany</b>	0.16	0.00	-0.17	0.00	-0.17
<b>Singapore</b>	1.89	3.69	-0.03	-0.22	-0.25
<b>India</b>	22.96	19.27	0.51	-0.81	-0.30
<b>Taiwan</b>	16.18	18.66	-0.07	-0.27	-0.34
<b>France</b>	0.41	0.00	-0.35	0.00	-0.35
<b>Cash</b>	1.85	0.00	-0.40	0.00	-0.40
<b>Unassigned</b>	-0.53	0.00	-1.29	0.00	-1.29



# Attribution by Sector | Matthews Asia Innovators Fund

One Year June 30, 2023 to June 30, 2024

Published Portfolio Return <sup>1</sup>	15.48%
Published Benchmark Return	13.27%
Published Relative Return <sup>2</sup>	2.21%
Attributable Portfolio Return	19.58%
Attributable Relative Return	6.31%

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 under-weighting 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 [matthewsasiasia.com](http://matthewsasiasia.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 Portfolio Wt	Average Benchmark Wt	Allocation Effect	Selection + Interaction Effect	Total Effect
<b>Total Portfolio</b>	<b>100.00</b>	<b>100.00</b>	<b>2.42</b>	<b>3.89</b>	<b>6.31</b>
<b>Consumer Discretionary</b>	26.58	14.18	-0.81	7.04	6.23
<b>Information Technology</b>	34.45	25.21	2.84	0.77	3.61
<b>Consumer Staples</b>	1.03	4.75	0.90	0.01	0.91
<b>Materials</b>	0.05	4.93	0.81	0.04	0.84
<b>Real Estate</b>	1.66	2.95	0.26	0.31	0.57
<b>Industrials</b>	5.89	7.58	0.10	0.03	0.12
<b>Energy</b>	2.88	3.85	-0.16	-0.03	-0.19
<b>Utilities</b>	0.03	2.63	-0.37	-0.02	-0.39
<b>Communication Services</b>	10.65	9.54	-0.02	-1.01	-1.03
<b>Health Care</b>	2.69	3.71	0.11	-1.15	-1.04
<b>Financials</b>	12.77	20.67	0.25	-1.86	-1.61
<b>Cash</b>	1.85	0.00	-0.40	0.00	-0.40
<b>Unassigned</b>	-0.53	0.01	-1.08	-0.24	-1.31





# Attribution by Country | Matthews Asia Innovators Fund

Three Years June 30, 2021 to June 30, 2024

Published Portfolio Return <sup>1</sup>	-11.12%
Published Benchmark Return	-5.44%
Published Relative Return <sup>2</sup>	-5.68%
Attributable Portfolio Return	-9.52%
Attributable Relative Return	-4.09%

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 under-weighting 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 [matthewsasiasia.com](http://matthewsasiasia.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 Portfolio Wt	Average Benchmark Wt	Allocation Effect	Selection + Interaction Effect	Total Effect
<b>Total Portfolio</b>	<b>100</b>	<b>100</b>	<b>1.54</b>	<b>-5.64</b>	<b>-4.09</b>
<b>United States</b>	2.82	0.00	1.63	0.00	1.63
<b>India</b>	19.90	16.41	1.09	-0.48	0.62
<b>Indonesia</b>	2.31	2.04	-0.07	0.27	0.20
<b>Netherlands</b>	0.93	0.00	0.13	0.00	0.13
<b>Brazil</b>	0.22	0.00	0.10	0.00	0.10
<b>Thailand</b>	0.53	2.11	0.06	0.02	0.08
<b>Australia</b>	0.20	0.00	0.07	0.00	0.07
<b>Macau</b>	0.00	0.21	0.02	0.00	0.02
<b>Pakistan</b>	0.00	0.00	0.00	0.00	0.00
<b>Philippines</b>	0.16	0.78	-0.02	0.01	-0.01
<b>France</b>	0.61	0.00	-0.02	0.00	-0.02
<b>Germany</b>	0.05	0.00	-0.04	0.00	-0.04
<b>Vietnam</b>	1.41	0.00	-0.07	0.00	-0.07
<b>Malaysia</b>	0.00	1.62	-0.07	0.00	-0.07
<b>Japan</b>	0.51	0.00	-0.09	0.00	-0.09
<b>South Korea</b>	9.40	13.98	0.28	-0.38	-0.10
<b>Taiwan</b>	8.64	17.46	-0.71	0.45	-0.26
<b>Singapore</b>	3.41	3.55	0.11	-0.75	-0.64
<b>China/Hong Kong</b>	47.53	41.83	-0.13	-4.78	-4.91
<b>Cash</b>	1.83	0.00	0.31	0.00	0.31
<b>Unassigned</b>	-0.45	0.00	-1.04	0.00	-1.04



# Attribution by Sector | Matthews Asia Innovators Fund

Three Years June 30, 2021 to June 30, 2024

Published Portfolio Return <sup>1</sup>	-11.12%
Published Benchmark Return	-5.44%
Published Relative Return <sup>2</sup>	-5.68%
Attributable Portfolio Return	-9.52%
Attributable Relative Return	-4.09%

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 under-weighting 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 [matthewsasiasia.com](http://matthewsasiasia.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 Portfolio Wt	Average Benchmark Wt	Allocation Effect	Selection + Interaction Effect	Total Effect
<b>Total Portfolio</b>	<b>100.00</b>	<b>100.00</b>	<b>-0.61</b>	<b>-3.48</b>	<b>-4.09</b>
<b>Information Technology</b>	20.62	23.85	1.02	0.77	1.79
<b>Financials</b>	15.77	20.33	-0.10	0.75	0.65
<b>Real Estate</b>	2.39	3.55	0.12	0.26	0.38
<b>Consumer Discretionary</b>	28.71	14.45	-0.95	1.15	0.21
<b>Materials</b>	0.86	5.19	0.13	-0.19	-0.06
<b>Consumer Staples</b>	4.19	5.12	0.19	-0.37	-0.18
<b>Utilities</b>	0.01	2.78	-0.21	0.00	-0.21
<b>Energy</b>	2.83	3.56	-0.10	-0.12	-0.22
<b>Industrials</b>	5.24	7.11	-0.05	-0.85	-0.89
<b>Health Care</b>	4.65	4.04	-0.51	-1.45	-1.96
<b>Communication Services</b>	13.36	9.96	-0.15	-2.73	-2.88
<b>Cash</b>	1.83	0.00	0.31	0.00	0.31
<b>Unassigned</b>	-0.45	0.06	-0.32	-0.70	-1.02



# Attribution by Country | Matthews Asia Innovators Fund

Five Years June 30, 2019 to June 30, 2024

Published Portfolio Return <sup>1</sup>	8.42%
Published Benchmark Return	3.84%
Published Relative Return <sup>2</sup>	4.58%
Attributable Portfolio Return	10.08%
Attributable Relative Return	6.10%

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 under-weighting 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 [matthewsasiasia.com](http://matthewsasiasia.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 Portfolio Wt	Average Benchmark Wt	Allocation Effect	Selection + Interaction Effect	Total Effect
<b>Total Portfolio</b>	<b>100</b>	<b>100</b>	<b>-0.42</b>	<b>6.52</b>	<b>6.1</b>
<b>China/Hong Kong</b>	53.47	45.72	-0.08	5.29	5.21
<b>Singapore</b>	3.90	3.33	-0.06	1.64	1.58
<b>United States</b>	1.73	0.00	1.30	0.00	1.30
<b>Thailand</b>	0.36	2.28	0.36	0.06	0.42
<b>India</b>	16.31	13.81	0.87	-0.55	0.33
<b>France</b>	1.01	0.00	0.20	0.00	0.20
<b>Indonesia</b>	2.13	1.95	-0.03	0.22	0.19
<b>Malaysia</b>	0.00	1.75	0.14	0.00	0.14
<b>Netherlands</b>	0.56	0.00	0.11	0.00	0.11
<b>Brazil</b>	0.13	0.00	0.09	0.00	0.09
<b>Philippines</b>	0.22	0.85	0.05	0.00	0.05
<b>Australia</b>	0.13	0.00	0.04	0.00	0.04
<b>Pakistan</b>	0.00	0.01	0.00	0.00	0.00
<b>Switzerland</b>	0.07	0.00	-0.03	0.00	-0.03
<b>Macau</b>	0.05	0.24	-0.03	0.00	-0.03
<b>Bangladesh</b>	0.09	0.00	-0.04	0.00	-0.04
<b>Germany</b>	0.03	0.00	-0.04	0.00	-0.04
<b>Vietnam</b>	1.39	0.00	-0.06	0.00	-0.06
<b>Japan</b>	0.30	0.00	-0.08	0.00	-0.08
<b>South Korea</b>	9.73	13.95	-0.05	-0.64	-0.69
<b>Taiwan</b>	6.11	16.10	-1.67	0.50	-1.17
<b>Cash</b>	2.67	0.00	-0.05	0.00	-0.05
<b>Unassigned</b>	-0.39	0.00	-1.38	0.00	-1.38



# Attribution by Sector | Matthews Asia Innovators Fund

Five Years June 30, 2019 to June 30, 2024

Published Portfolio Return <sup>1</sup>	8.42%
Published Benchmark Return	3.84%
Published Relative Return <sup>2</sup>	4.58%
Attributable Portfolio Return	10.08%
Attributable Relative Return	6.10%

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 under-weighting 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 Portfolio Wt	Average Benchmark Wt	Allocation Effect	Selection + Interaction Effect	Total Effect
<b>Total Portfolio</b>	<b>100.00</b>	<b>100.00</b>	<b>0.53</b>	<b>5.56</b>	<b>6.10</b>
<b>Consumer Discretionary</b>	27.73	15.39	-0.40	2.58	2.18
<b>Communication Services</b>	15.11	10.92	-0.04	1.87	1.83
<b>Information Technology</b>	16.84	22.28	-0.03	1.26	1.23
<b>Real Estate</b>	2.07	4.14	0.47	0.55	1.02
<b>Financials</b>	15.51	20.33	0.30	0.54	0.84
<b>Health Care</b>	7.76	3.97	0.18	0.50	0.68
<b>Consumer Staples</b>	6.25	5.21	0.11	0.27	0.38
<b>Utilities</b>	0.01	2.75	0.05	0.00	0.05
<b>Energy</b>	2.14	3.49	0.05	-0.05	0.00
<b>Materials</b>	0.93	4.81	0.09	-0.24	-0.15
<b>Industrials</b>	3.37	6.66	0.15	-0.69	-0.53
<b>Cash</b>	2.67	0.00	-0.05	0.00	-0.05
<b>Unassigned</b>	-0.39	0.05	-0.35	-1.02	-1.37



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# Attribution Disclosure

Performance attribution reports are calculated with a holdings-based methodology using software supplied by FactSet Research Systems, Inc. The performance shown will not equate to the standard, published performance for the Fund. The quarterly or annual periods shown in the attribution reports should be considered short-term, while it is appropriate to have a long-term horizon when investing in a mutual fund. Fund performance should be evaluated over such a long-term horizon. Relative performance in a particular sector or country over a short period, and relative performance due to asset allocation or stock selection over a short period is no indication or guarantee of performance over longer time horizons. The sector or country allocation shown may not be representative of the Fund's current or future investments. None of the data displayed should be considered as a recommendation.

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# Matthews Asia Innovators Fund Team

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## MICHAEL J. OH, CFA

Michael Oh is a Portfolio Manager at Matthews and manages the firm's Asia Innovators, Asia Growth and Korea Strategies. Michael joined Matthews in 2000, and has built his investment career at the firm. Michael was promoted from Research Analyst to Assistant Portfolio Manager in 2003. In 2006 and 2007, he was promoted to Lead Manager of the Matthews Asia Innovators Strategy and the Matthews Korea Strategy, respectively. From 2000-2003, Michael's research focused on the technology sector supporting multiple strategies managed by the founders of the firm. As a research analyst, he contributed investment ideas to the broader Matthews investment teams. Michael received a B.A. in Political Economy of Industrial Societies from the University of California, Berkeley. He is fluent in Korean.

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## 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 co-manages the Emerging Markets Sustainable Future and Asia Innovators Strategies. Prior to rejoining Matthews in 2019, Inbok spent three years at Seafarer Capital Partners as a portfolio manager, the firm's Director of Research and chief data scientist. Previously she was at Thornburg Investment Management as an associate portfolio manager. From 2007 to 2015, she was at Matthews, most recently as a portfolio manager. From 2005 to 2006, Inbok served as an Analyst and Technology Specialist at T. Stone Corp., a private equity firm in 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 Materials Science and Engineering from Seoul National University. She received a Masters in International Management from the University of London, King's College, and also an M.A. in Management Science and Engineering, with a concentration in finance from Stanford University. Inbok is fluent in Korean.

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## SOJUNG PARK\*

Sojung Park is a Portfolio Manager at Matthews and co-manages the firm's Korea and Asia ex Japan Total Return Equity Strategies. Prior to joining the Matthews in 2016, she earned an MBA from the University of Chicago's Booth School of Business. From 2010 to 2013, Sojung worked as an Equity Research Analyst at HSBC Securities as primary analyst for mid-cap companies in the Korean financial services sector, and from 2009 to 2010, was an Equity Research Associate at E\*Trade Securities. She received a Bachelor of Business Administration from Seoul National University and is fluent in Korean.

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## JASON NG

Jason Ng is a Research Analyst at Matthews. Prior to joining the firm in 2021, he was an equity research analyst at JAG Capital Management, where he was the lead technology and communication services analyst. From 2017 to 2020, he was an equity research associate at Nomura researching technology, communications and telecom services sectors. From 2015 to 2017, Jason was an equity research associate analyst at Wells Fargo covering IT hardware stocks. Previously, he served as an equity research associate analyst at B. Riley and as an associate consultant at SPRIM. Jason received a B.S. in Managerial Economics from University of California, Davis. He is fluent in Cantonese.

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\*Sojung Park is a Portfolio Manager at Matthews and serves as an analyst on the Asia Innovators Strategy.

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# Disclosure

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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 float-adjusted 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.



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# 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.

# Experienced Investment Team—Deep Capabilities

## CHIEF INVESTMENT OFFICER & PORTFOLIO MANAGER

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

## PORTFOLIO MANAGEMENT TEAM

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

## INDEPENDENT RISK TEAM

<b>Robert Cosgrove</b> VP, Head of Investment Risk 29 years exp.	<b>David Kast</b> Global Head of Risk 31 years exp.	<b>Rita Prikhodko</b> Senior Risk Officer 13 years exp.
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## PORTFOLIO STRATEGISTS AND SPECIALISTS

<b>Michael Barrer</b> VP, Head of Capital Markets 15 years exp.	<b>David Dali</b> Head of Portfolio Strategy 34 years exp.
<b>Andy Rothman</b> China Macro Strategist 40 years exp.	<b>Ashley Kim</b> Analyst, Portfolio Strategy 9 years exp.
<b>Julia Zhu</b> Research Analyst, China 22 years exp.	

## SUSTAINABILITY SPECIALISTS

<b>Kathlyn Collins, CAIA</b> VP, Head of Responsible Investing and Stewardship 9 years exp.	<b>Kary Cheng</b> ESG Research Analyst 5 years exp.
<b>Wenlin Zhao</b> ESG Research Analyst 5 years exp.	

## TRADERS

<b>Shane Neal</b> Head Trader 22 years exp.	<b>Joong Kang</b> Senior Trader 33 years exp.
<b>Jose Rivera</b> Senior Trader 24 years exp.	<b>Matthew Othick</b> 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

