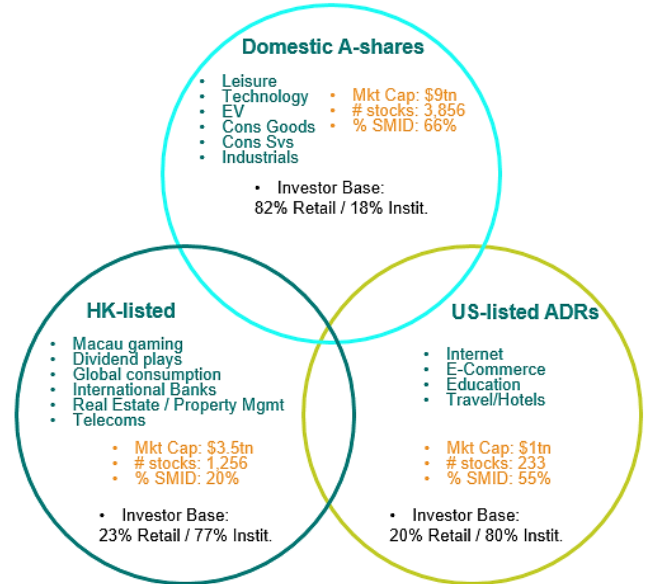


## China Equities Market Overview

### 1) Diversity of China's markets

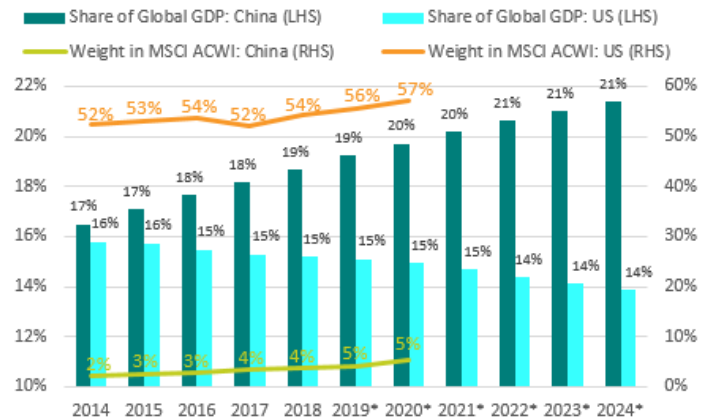
- There are diverse investment opportunities across all Chinese markets, from domestic A-shares to Hong Kong-listed shares and US-listed ADRs. Each market represents various sectoral biases and investor bases, and behaves very differently as a result.
- Chinese A-shares can broadly be categorised as a SMID-cap heavy, more consumption orientated and retail driven market. It is a deep and liquid market, although many of the companies are less well-known outside of China and are therefore poorly researched and under-owned by foreign investors. They have only been available to foreign buyers since 2003 in a limited capacity, gradually opening up further over the past decade. This process has begun to accelerate more recently due to MSCI's phased index inclusion plan.
- H-shares on the other hand can be considered a more mature market in the context of the foreign investor. It has more of a focus on the Financials and Communication Services sectors, is more large- and mega-cap heavy, and has a far bigger institutional investor base.
- Chinese ADRs tend to be more focused on the Consumer Discretionary, e-commerce and Communication Services sectors. They are typically more well-known and better researched companies with a large institutional investor base.



Source: TT International | Bloomberg | HKEX.  
Note: SMID-caps defined as US\$500m-10bn

### 2) Globally under-represented asset class:

- China is expected to become the world's largest economy in US dollar terms within the next decade. In fact, it is generally thought to have overtaken the US to reach the top spot back in 2014 on a purchasing power parity basis.
- Despite this, China constitutes just 5% of the All Country World index, while the US represents 56%. China's share should continue to rise sharply from a low base in the coming years, leading global investors to gradually increase their Chinese equities exposure.
- With MSCI's phased index inclusion plan underway, there will inevitably be a tailwind of institutional money flowing into China's capital markets as China's economic and political standing grows larger in a global context.



Source: Statista | MSCI | The World Bank  
Note: GDP adjusted for PPP from 2014-2024. GDP figures from 2019-2024 are estimates

### 3) Megatrend opportunity set:

- Developed economies and stock markets can struggle with a mature and slow-growing opportunity set. Meanwhile, smaller emerging or frontier markets can be illiquid and volatile for investors, with only one or two stocks dominating the market. China would seem to be an ideal solution to these issues as it offers a broad and liquid stock market, yet strong growth and a wide range of thematic opportunities spanning manufacturing, consumption, technology and innovation.
- China provides exposure to many 'unstoppable' global megatrends such as the digital transformation, artificial intelligence, electric vehicles, e-commerce and clean energy. Such exposure can typically be obtained through companies that enjoy substantially faster growth and cheaper valuations than their western counterparts.

Domestication of Tech Supply Chains	Consumption Premiumisation	Healthcare Platforms
<ul style="list-style-type: none"> <li>• Kingsoft Cloud</li> <li>• ACM Research</li> <li>• 21 Vianet</li> </ul>	<ul style="list-style-type: none"> <li>• Luzhou Laojiao</li> <li>• Xiabu Xiabu</li> <li>• Feihe</li> </ul>	<ul style="list-style-type: none"> <li>• Hansoh Pharma</li> <li>• Ali Health Care</li> <li>• Yidu Tech</li> </ul>

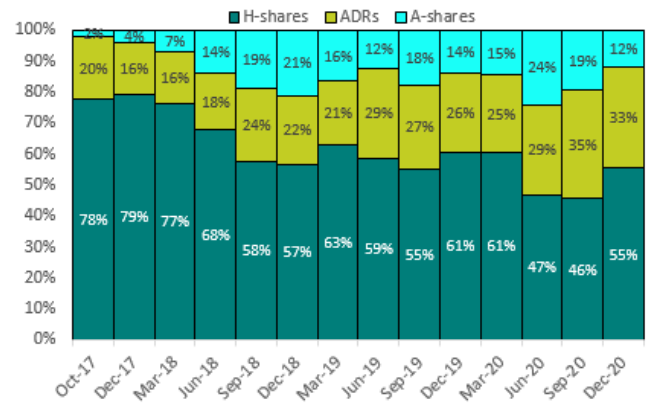
Source: TT International | Company websites | Google images  
Note: For illustrative purposes only

## TT China Focus Fund:

### 1) Unconstrained, investing in the best opportunities:

- The TT China Focus strategy looks for attractively valued Chinese growth stocks regardless of their primary listing and is ambivalent in terms of owning domestically traded 'A' and 'B' shares, Hong Kong listed 'H' shares, or US listed ADRs. This flexibility provides a huge opportunity set and strong diversification for our investors.
- The portfolio is high-conviction and focused. We typically own just 30-35 stocks, all of which we believe offer strong risk-adjusted return opportunities for our investors.
- Our experienced Hong Kong-based team has 'boots on the ground' and speaks both Mandarin and Cantonese. This is vital when meeting with domestic 'A' share companies, many of which do not translate reports and accounts into English.

TT China Focus market allocation over time



Source: TT International | MSCI

### 2) Deep due diligence utilising a multitude of sources:

- Corporate governance, transparency and disclosures in China's markets - particularly the onshore ones - are often thought to lag behind standards in the West. Given the perceived higher risks, TT's China approach has an extremely rigorous due diligence process that relies primarily on internal expertise, supported by expert external networks, well-connected macro policy advisors, channel checks and forensic accounting firms.
- We follow a rigorous 'VVC-ESG' process, where we examine the Valuation case for every investment, Verify our assumptions using a wide range of sources, and identify clear Catalysts to realise the outperformance.
- An assessment of Environmental, Social & Governance issues is integrated within our process from start to finish to highlight risks and opportunities in this regard, which may not be fully priced in by the market.
- Lastly, meeting with company management is imperative, be it in person or more recently virtually, prior to investing in any company. These meetings also form part of the ongoing verification of the investment case.

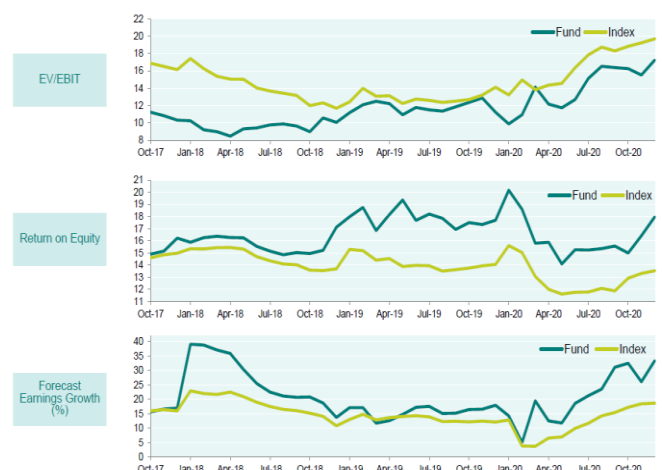


Source: TT International | Company websites | Google images  
Note: For illustrative purposes only

### 3) Nimble, capacity constrained core strategy:

- The TT China Focus strategy is an all-cap approach which targets a powerful combination of quality, growth and value in a core investment style. Since inception the portfolio has consistently exhibited a cheaper valuation with a higher quality and superior growth footprint than the MSCI China Index.
- We believe that successful Chinese equity managers can sow the seeds of their own failure by becoming too large to remain true to their investment process. We avoid these *diseconomies of scale* by limiting the capacity of the China Focus strategy, allowing us to be nimble when the investment environment changes and to access more under-researched mid-cap stocks, which often offer a particularly attractive combination of quality, growth and value. We anticipate closing our China Focus strategy at \$2bn, depending on liquidity conditions.

Value, Growth & Quality metrics over time



Source: TT International | MSCI | Bloomberg

## Strategy Information

### Key team members

**Portfolio Manager:** Marco Li

**Analyst:** Kathy Zhang

**Analyst:** Yan Li

**Analyst:** Diego Mauro

**Analyst:** Duncan Robertson

### Target return

+5% outperformance p.a. on a three-year rolling basis

### Benchmark

MSCI China Index

### Vehicles (Liquidity)

UCITS OEIC (Daily)

Separate account (Daily)

### UCITS Fund ISIN

A2 (USD): IE00BF51PT67

## Key Biography

### Marco Li (Portfolio Manager)

Marco is Portfolio Manager of the China Focus Equity Strategy and a member of TT's Ideas Factory. Before joining TT in 2013, he was in the Asian Equity Team at Manulife Asset Management. Marco graduated with a BBA from Wilfrid Laurier University and is also a CFA Charterholder.

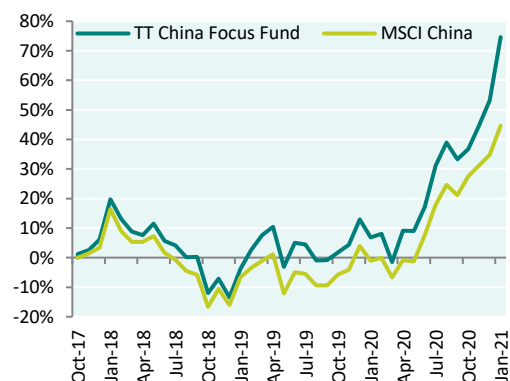
## Performance (USD, Gross) (%)

Annual periods	TT	MSCI China	Relative
2021 YTD	14.0	7.4	+6.2
2020	35.7	29.7	+4.6
2019	30.4	23.7	+5.5
2018	-18.4	-18.7	+0.4
2017 (from 10-Oct)	6.1	3.4	+2.5
Rolling periods (annualised)			
1-year	63.5	46.2	+11.8
3-years	13.4	7.5	+5.5
Since inception (10-Oct-17)			
Cumulative	74.6	44.7	+20.7
Annualised	18.3	11.8	+5.8

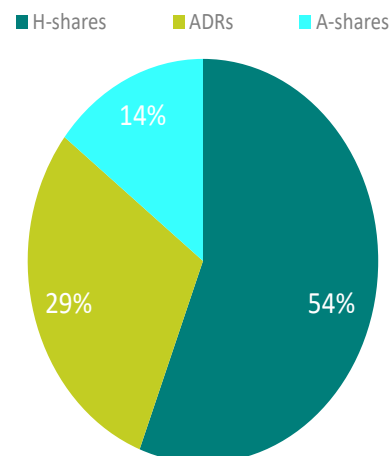
## Top 10 Overweight's (%)

Security	Sector	Market	TT Weight
JD.Com	Cons Disc	ADR/H	7.5
360 Digitech	Financials	ADR	3.8
Hainan Meilan	Industrials	H- Share	3.2
Huaxin Cement	Materials	A- Share	3.0
Shimao Services	Real Estate	H- Share	2.9
21Vianet	I.T.	ADR	2.6
iClick Interactive	Comm Svc	ADR	2.5
Q Technology	Cons Disc	H- Share	2.4
China Oilfield	Energy	H- Share	2.5
Douyu Intl	Comm Svc	ADR	2.4

## Cumulative Performance (USD, Gross) (%)



## China market exposure (%)



## Typical Portfolio Characteristics

	Number of stocks	Tracking Error	Beta	Active Share	Stock Specific risk	Systematic risk	Cash
Typical Range	30-35	3-6	0.8-1.1	>75	60-90	10-40	0-5

For further information please contact:

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Central, Hong Kong

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Tel: +852 3476 6085  
Email: hillj@ttint.com

**Source:** TT International, MSCI. Performance data is in USD, gross of fees and is annualised for all periods greater than 1 year. Exposures and positioning data is for the UCITS Fund and is as at 31 January 2021. There is no assurance the TT China Focus Fund ("Fund") or strategy will achieve their goals. Past performance is not indicative of future results and you may not recover your original investment. Performance statistics (i) are total returns for investments priced in USD (ii) are provided by TT and not necessarily based on audited financial statements (iii) are Fund returns gross of management fees and (iv) assume reinvestment of portfolio distributions. This information may not be representative of the fund's current or future investments. TT will make available further information concerning such data, upon request.

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