

First quarter 2025

# Emerging Markets Equity Strategy

Quarterly Market & Strategy Review



For a discussion of the risks associated with this strategy, please see the Investment Considerations page at the end of the presentation. For institutional/investment professional use only. Not for distribution to the public.

# Global uncertainty reigned in Q1 spurred by tariffs and technology

Macro-aware, bottom-up portfolios positioned for continued volatility in 2025

#### **Markets**

- Tariff uncertainty and global trade impacts caused uneven returns across global equities with emerging markets (EM) outpacing developed markets (DM), especially hard hit U.S.
- Better-than-expected Asian economic data, easing inflationary pressures and sustained investor interest in Alrelated infrastructure and commodities supported EM
- Particular bright spots included Brazil, where employment growth remains strong, and Greece, which received a Moody's rating upgrade backed by a recovering economy and increased investor confidence

## **Portfolio**

- Rebalanced strategy portfolios (7 new buys, 8 sells) to reflect the uncertain environment:
  - Added to attractive secular growth prospects, improving shareholder returns and undemanding valuations
  - Reduced earnings risk and tariff exposure
- Team members visited Saudi Arabia, Indonesia, Vietnam, Malaysia, China and Hong Kong
- Structurally positive and OW: India, Greece, Information Technology, Communication Services and Consumer Staples
- Lower conviction and UW: Saudi Arabia, South Africa, Materials, **Energy and Utilities**

### **Performance**

- Strategy underperformed the MSCI EM Index in Q1
- Stock selection main driver of negative returns, along with India overweight and China underweight
- Holdings in Greece and Communication Services contributed to relative returns
- A return of market leadership to quality growth and investors' resurgent focus on company fundamentals could be beneficial
- Long-term rolling returns show strategy alpha generation aligned with performance blueprint since inception

As of March 31, 2025. Past performance is not indicative of future results.



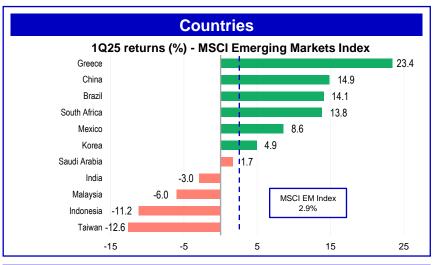
# Tariff impacts, local economic data skewed regional equity returns

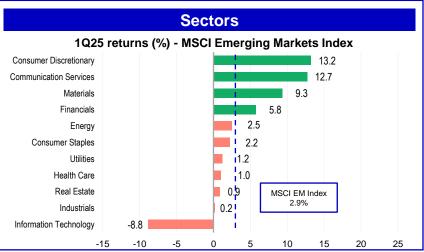
Notable performance trend reversals include China, India, LatAm & Technology

#### **Markets**

- Tariff reality heightened financial market volatility and increased the odds of a broader global growth slowdown
- U.S. equity markets faced diminishing investor confidence because of tread policy uncertainty and elevated valuations
- "DeepSeek"-induced concerns on the sustainability of Al infrastructure spending hit DM technology stocks particularly hard, while Chinese technology companies rallied on new hopes of government support and advancements in Al
- EM outpaced DM, led by Brazil, where employment growth remains strong, and Greece, which enjoyed an improved rating by Moody's backed by a recovering economy and increased investor confidence







Source: Manulife Investment Management and FactSet, as of March 31, 2025. In USD.

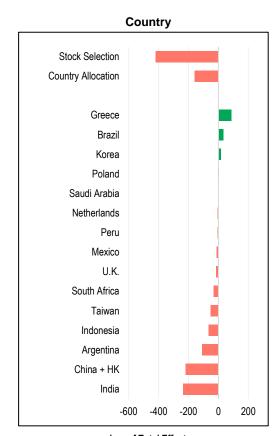
\*Source: St. Louis Federal Reserve; A weighted average of the foreign exchange value of the US dollar against the currencies of a broad group of major US trading partners.

Past performance does not guarantee future results.



# Stock selection main driver of underperformance

## OW India & UW China reduced returns, while Greece & Brazil lifted performance



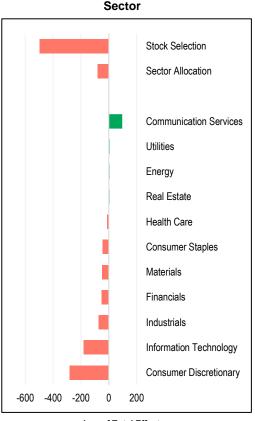
Performance (USD)	Q1
Emerging Markets Equity Composite (gross)	-1.71
Emerging Markets Equity Composite (net)	-1.91
MSCI Emerging Markets Index	2.93
MSCI Emerging Markets Index	2.93

#### **Leading individual detractors**

- Globant, an IT services provider gave disappointing financial guidance influenced by cost-cutting across the U.S. government and other customers delaying decisions
- Despite solid revenue growth, investors took profits in highlyvalued eMemory Technology, a Taiwanese semiconductor company, because of concerns over continued AI spend and the wider tariff-induced technology sector sell-off

#### Top individual contributors

Accelerating loan and fee income growth pushed sustainable ROEs higher for Greek banks, **Piraeus Financial** and **National Bank of Greece**. The overall economic recovery and increased investor confidence has improved the operating environment in Greece. The banks are trading below book value, have high dividend yields and a higher-for-longer interest rate environment supports higher net interest income.



bps of Total Effect

bps of Total Effect

Source: Manulife Investment Management and FactSet, as of March 31, 2025.

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# **Actively managing strategy portfolios**

## New buys and sells in Q1

	Buys	
Company	Sector	Country
360 One Wam	Financials	India
BYD	Consumer Discretionary	China
Cont. Amperex Tech. (CATL)	Information Technology	China
E Ink	Information Technology	Taiwan
Eastroc Beverage	Consumer Staples	China
Sea Limited	Communication Services	Singapore
Yum China	Consumer Discretionary	China

	Sells	
Company	Sector	Country
AIA Group	Financials	Hong Kong
Kingsoft Office Software	Information Technology	China
Globant	Information Technology	Argentina
Indian Hotels	Consumer Discretionary	India
KPIT Technologies	Information Technology	India
Raia Dragosil	Consumer Staples	Brazil
Tata Consumer Products	Consumer Staples	India
Wal-Mart de Mexico	Consumer Staples	Mexico

Source: Manulife Investment Management, as of March 31, 2025.

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# Promising backdrop for active EM equities

## Favor high quality growth compounders with large moats, meaningful upside

	India	Favourable demographics and structural reforms result in one of the best growth markets in EM
<b>e</b>	Greece	Undervalued growth with improving macro fundamentals, political stability and strong reform momentum supported by EU funding
Positive	Information Technology	ation Emphasis on cloud-based software-as-a-service (SaaS) ology solutions, leading edge chip foundries and manufacturers
ď	Communication Services	Exposure to scalable digital platforms with strong network effects, secular growth in online engagement and monetization potential in high growth Asian economies
	Consumer Staples	Defensive positioning with stable cash flows and consistent demand across economic cycles

	Saudi Arabia/GCC	Elevated valuations, slowing earnings momentum across key sectors and limited transparency
Negative	South Africa	Persistent structural challenges, policy uncertainty and constrained growth prospects
	Materials	Limited near-term pricing power across key commodities, cyclical headwinds and weakening industrial demand
	Energy	Concerns over demand uncertainty, volatile oil prices and accelerating transition toward renewables reduces long-term structural appeal
	Utilities	Limited opportunities with respect to consistent, superior and visible returns on capital

# Outlook

- Tariffs and geopolitics remain a key concern, particularly the U.S.-China rivalry and rising U.S. tensions with Western allies
- China bears watching as structural challenges, such as overcapacity and demographic headwinds, persist while recent policy actions, fiscal measures and targeted monetary easing provide uneven support
- Better-than-expected Asian economic data, easing inflationary pressures and sustained investor interest in Alrelated infrastructure and commodities support the outlook for EM
- Historically attractive valuations and improving liquidity highlight the improving EM backdrop
- Investment team constructive on absolute and relative performance in 2025 as capital flows returns and confidence builds across the EM asset class

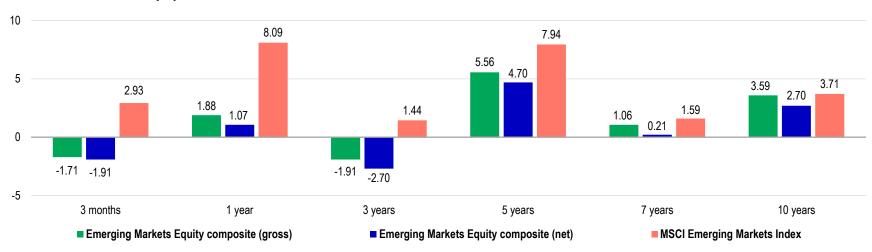
Source: Manulife Investment Management, as of March 31, 2025.



## **Emerging Markets Equity composite**

## Investment results as of March 31, 2025

#### **Annualized returns (%)**



### Calendar year returns (%)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
Emerging Markets Equity composite (gross)	6.41	5.62	-26.76	-6.72	34.73	28.28	-16.24	43.40	4.61	-9.54
Emerging Markets Equity composite (net)	5.56	4.77	-27.34	-7.51	33.52	27.12	-16.99	42.11	3.67	-10.35
MSCI Emerging Markets Index	7.50	9.83	-20.09	-2.54	18.31	18.44	-14.58	37.28	11.19	-14.92
Excess return (gross)	-1.09	-4.21	-6.67	-4.17	16.42	9.84	-1.66	6.12	-6.58	5.38
Excess return (net)	-1.94	-5.05	-7.25	-4.96	15.21	8.69	-2.41	4.82	-7.52	4.57

Composite inception date: December 1, 2010.

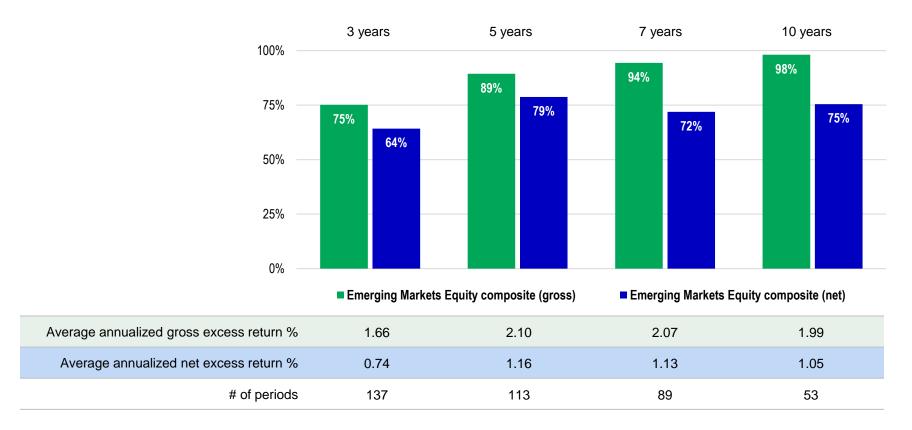
Past performance is not indicative of future results. Performance is shown in USD. Returns greater than one year are annualized. Gross performance results do not reflect the deduction of investment management fees, and are net of commissions and foreign withholding tax. Net performance results reflect the application of the highest incremental rate of the standard investment advisory fee schedule to gross performance results. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. Changes in exchange rates may have an adverse effect. This information is supplemental to the GIPS Report included as a part of this presentation.



## **Emerging Markets Equity composite**

## Rolling and risk-adjusted returns; consistency since inception

## % of rolling periods outperformance, since inception



As of March 31, 2025. Source: eVestment Alliance. Results displayed in US Dollar (USD). Composite inception date: December 1, 2010. Table shows annualized rolling returns, shown monthly with indicated time periods beginning in December 2010 through periods ending March 31, 2025.

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# **Emerging Markets Equity strategy**

## Representative portfolio characteristics as of March 31, 2025

Characteristics	Representative portfolio	MSCI Emerging Markets Index
Wtd. avg. market cap (\$B)	162.5	158.3
Median market cap (\$B)	20.5	8.8
Number of holdings (by issuer)	55	1150
Number of countries	16	24
ROE (%)	15.7	13.2
Debt to equity (%)	15.8	66.2
Active share (%)	71.2	N/A
MSCI ESG score <sup>1</sup>	6.2	5.9

Top ten active holdings	Country	Representative portfolio active weight (%)
Tencent Holdings	China	3.37
Trip.com	China	2.46
Samsung	Korea	2.35
Piraeus Financial	Greece	2.33
NARI Technology	China	2.24
MercadoLibre	Brazil	2.19
Mahindra & Mahindra	India	2.18
National Bank of Greece	Greece	2.12
ICICI Bank	India	2.08
eMemory Technology	Taiwan	1.83
Total		23.16

#### Return on Equity (%)<sup>2</sup>



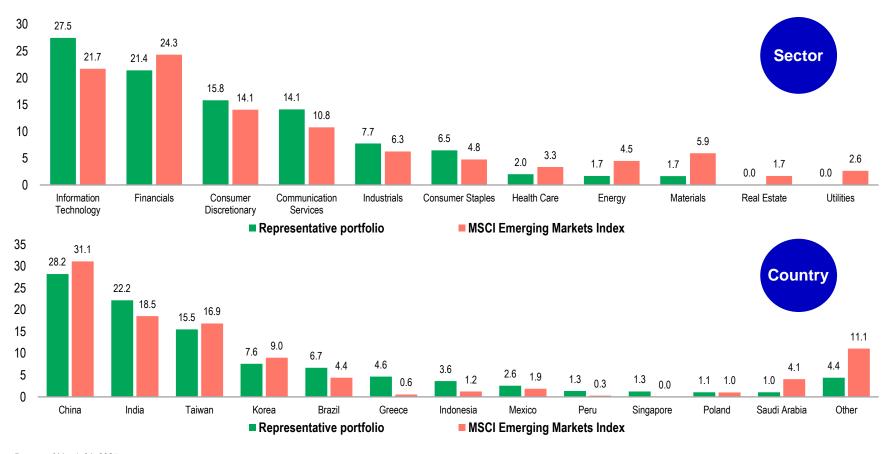
1 Source: MSCI ESG data as of March 31, 2025. The ESG Ratings shown represent the opinions of MSCI and may differ from Manulife IM's internal portfolio management views and proprietary ESG ratings methodology. For further information regarding MSCI's ESG scoring methodology: https://www.msci.com/our-solutions/esg-investing/esg-ratings The Portfolio and Benchmark Overall Adjusted ESG Scores (0.0 to 10.0) are calculated based on the weighted-average of each individual security's industry-adjusted rating score, where the relevant securities are within MSCI's research coverage. If only a subset of the securities in a portfolio or benchmark are in coverage, the weights are readjusted by Manulife IM to add up to 100%. 2 Five-year period ending March 31, 2025.

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# **Emerging Markets Equity strategy**

## Representative portfolio diversification driven by bottom-up stock selection



Data as of March 31, 2025.

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# **Appendix**



# **Benchmark definitions**

Index	<b>Definition</b>
MSCI World (Net) Index	MSCI World (Net) TR Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed markets, where dividends are reinvested after the removal of withholding taxes.
MSCI Brazil	The MSCI Brazil Index is designed to measure the performance of the large and mid cap segments of the Brazilian market. The index covers about 85% of the Brazilian equity universe.
MSCI China	The MSCI China Index captures large and mid cap representation across China H shares, B shares, Red chips and P chips. The index covers about 85% of this China equity universe.
MSCI Emerging Markets (EM)	The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance in the global emerging markets. The universe includes large, mid, and small cap securities, and can be segmented across styles and sectors. Net total return indices reinvest dividends after the deduction of withholding taxes, using a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.
MSCI EM Latin America Index	The MSCI Emerging Markets Latin America Index captures large and mid cap representation across five emerging market countries in Latin America: Brazil, Chile, Columbia, Mexico and Peru. The index covers approximately 85% of the free float-adjusted market capitalization in each country.
MSCI EM EMEA	The MSCI Emerging Markets EMEA Index captures large and mid cap representation across 10 EM countries in Europe, the Middle East and Africa (EMEA). The index covers approximately 85% of the free float-adjusted market capitalization in each country. Countries included in the index are: the Czech Republic, Egypt, Greece, Hungary, Poland, Qatar, Russia, South Africa, Turkey and the United Arab Emirates.
WTI Crude Oil	West Texas Intermediate (WTI) is a grade of crude oil used as a benchmark in oil pricing. It is the underlying commodity of the New York Mercantile Exchange's oil futures contracts.
Trade Weighted Dollar Index (Broad)	A weighted average of the foreign exchange value of the U.S. dollar against the currencies of a broad group of major U.S. trading partners including the Euro Area, Canada, Japan, Mexico, China, United Kingdom, Taiwan, Korea, Singapore, Hong Kong, Malaysia, Brazil, Switzerland, Thailand, Philippines, Australia, Indonesia, India, Israel, Saudi Arabia, Russia, Sweden, Argentina, Venezuela, Chile and Colombia.



# **Manulife Investment Management**

# **Emerging Markets Equity Composite**

## Prelim - Only Schedule of Year End Returns updated per SEC Marketing Rule

Creation Date: January 1, 2018 Inception Date: December 1, 2010 Reporting Currency: USD

#### Schedule of Calendar Year Returns and Assets

Year End	Gross of Fees Return (%)	Net of Fees Return (%)	Benchmark Return (%)	Composite Net 3-Yr Std. Dev. (%)	Benchmark 3-Yr Std. Dev. (%)	Number of Portfolios End of Period	Composite Dispersion (%)	Total Assets End of Period (Millions)	Firm Assets End of Period (Millions)
2023	5.62	4.77	9.83	19.69	17.14	<=5	N/A	2,124	486,485
2022	-26.76	-27.34	-20.09	23.29	20.26	<=5	N/A	2,387	422,291
2021	-6.72	-7.51	-2.54	20.28	18.33	<=5	N/A	3,008	455,705
2020	34.73	33.52	18.31	21.24	19.61	<=5	N/A	2,677	421,097
2019	28.28	27.12	18.44	14.94	14.17	<=5	N/A	2,342	422,034
2018	-16.24	-16.99	-14.58	14.85	14.60	<=5	N/A	1,652	392,058
2017	43.40	42.11	37.28	14.79	15.35	<=5	N/A	1,258	N/A
2016	4.61	3.67	11.19	15.76	16.07	<=5	N/A	890	N/A
2015	-9.54	-10.35	-14.92	14.44	14.07	<=5	N/A	521	N/A
2014	-0.14	-1.04	-2.19	15.58	15.01	<=5	N/A	13	N/A

#### Schedule of Year End Returns

Date	Return	1 Year Gross (%)	5 Year Gross (%)	10 Year Gross (%)	SI Gross (%)	1 Year Net (%)	5 Year Net (%)	10 Year Net (%)	SI Net (%)
12/31/24	Composite	6.41	0.68	4.20	3.53	5.56	-0.15	3.30	2.63
Date	Return	1 Year	5 Year	10 Year	SI				
12/31/24	Benchmark	7.50	1 70	3 64	2 45				

Firm Definition: For purposes of compliance with the Global Investment Performance Standards (GIPS®), our firm Manulife Investment Management "Manulife IM" was created on January 1, 2018, as a result of a consolidation of six regional firms that claimed compliance with GIPS®. Effective January 1, 2021, the firm includes assets managed under contract by Manulife Investment Management Private Markets (US) LLC ("Manulife IM PM US") and the unaffiliated managers SMA/Wrap business from John Hancock Investment Management LLC, a Manulife Investment Management LLC, a Manulife Investment Management Timberland and Agriculture Inc ("MIMTA"). Effective June 30, 2024, the firm includes assets managed by Manulife Investment Management (Europe) Limited acquired April 2, 2024.

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General Disclosure: A complete list of the Firm's composite and pooled funds descriptions as well as policies regarding valuing investments, calculating performance, and preparing GIPS reports are available upon request. All returns reflect the reinvestment of dividends and other earnings. Gross performance results do not reflect the deduction of investment management fees, and are net of commissions and foreign withholding tax. Net performance results reflect the application of the highest incremental rate of the standard investment advisory fee schedule to gross performance results. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. Advisory fees are available upon request. Dispersion of annual returns is measured by an equal weighted standard deviation calculation of gross of fee returns. From the composite for the entire year. Past performance is not a guarantee of future results. For annual periods starting January 1, 2011, the 3-year annualized ex-post standard deviation is not shown for the composite or the benchmark when 36 monthly composite returns are not available. The 3-year standard deviation for composite returns is calculated using composite net returns.

Composite Description: The Emerging Markets Equity strategy seeks to achieve long term capital growth by primarily investing in securities of companies incorporated in, or exposed to, emerging market economies worldwide. The composite consists of accounts managed at a prior firm until December 31, 2014. Performance results have been linked to results achieved at Manulife Investment Management. The reduction in composite assets as of December 31, 2014 is a result of a lift-out of the investment team from another firm.

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Benchmark Description: The MSCI Emerging Markets (EM) Net Index tracks the performance of publicly traded large and mid-cap emerging-market stocks. It is not possible to invest directly in an index.



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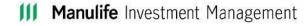
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Performance information shown is generally for discretionary strategies/solutions and managed by a Manulife entity which is GIPS compliant and falls under the definition of a corresponding Manulife GIPS firm. Some investment strategies/solutions may not be included in a GIPS compliant firm under certain circumstances, such as SMA/UMA business in Canada.

#### Asset class risks

Principal risk factors that have an impact on the performance of our equity strategies include risks arising from economic and market events, portfolio turnover rates, governmental regulations, local, national and international political events, volatility in the commodities and equity markets, and changes in interest rates and currency values as well as environmental, social and corporate governance factors.

The principal risks associated with investing in a fixed income investment strategy include economic and market events, government regulations, geopolitical events, credit risk, interest rate risk, and risks associated with credit ratings, counterparties, foreign securities, currency exchange, hedging, derivatives and other strategic transactions, high portfolio turnover, liquidity, mortgage-backed and asset-backed securities, call or prepayment risk, and issuer stability along with environmental, social and corporate governance risk factors. The market value of fixed income securities will fluctuate in response to changes in interest rates, currency values and the credit worthiness of the issuer.

Principal risk factors that impact upon the performance of our asset allocation strategies include all the risks associated with the underlying funds and asset classes in which they are invested, in addition to overall asset allocation investment decisions. In addition, the underlying funds' performance may be lower than expected.

# **Investment Considerations (continued)**

#### Information about SFDR

Unless otherwise noted, any references in this presentation to ESG or sustainability reflect the general approach of Manulife Investment Management to integrating sustainability risk considerations into our investment decision-making processes. Further details on Manulife Investment Management's general approach to sustainability are available at www.manulifeim.com/institutional/global/en/sustainability.

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#### **ESG Integration and Engagement**

Any ESG-related case studies shown here are for illustrative purposes only, do not represent all of the investments made, sold, or recommended for client accounts, and should not be considered an indication of the ESG integration, performance, or characteristics of any current or future Manulife Investment Management product or investment strategy.

Manulife Investment Management conducts ESG engagements with issuers but does not engage on all issues, or with all issuers, in our portfolios. We also frequently conduct collaborative engagements in which we do not set the terms of engagement but lend our support in order to achieve a desired outcome. Where we own and operate physical assets, we seek to weave sustainability into our operational strategies and execution. The relevant case studies shown are illustrative of different types of engagements across our in-house investment teams, asset classes and geographies in which we operate. While we conduct outcome-based engagements to enhance long term-financial value for our clients, we recognize that our engagements may not necessarily result in outcomes which are significant or quantifiable. In addition, we acknowledge that any observed outcomes may be attributable to factors and influences independent of our engagement activities.

We consider that the integration of sustainability risks in the decision-making process is an important element in determining long-term performance outcomes and is an effective risk mitigation technique. Our approach to sustainability provides a flexible framework that supports implementation across different asset classes and investment teams. While we believe that sustainable investing will lead to better long-term investment outcomes, there is no guarantee that sustainable investing will ensure better returns in the

longer term. In particular, by limiting the range of investable assets through the exclusionary framework, positive screening and thematic investment, we may forego the opportunity to invest in an investment which we otherwise believe likely to outperform over time. Please see our ESG policies for details.

#### **CQS ESG Integration and Engagement**

Please note, the approach taken in relation to sustainable investing and ESG may differ from the approach taken at Manulife and Manulife Investment Management.

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