

# Emerging Markets Strategy Update

## Fourth Quarter, 2022



### Portfolio Activity

During the quarter, we purchased Hapvida, the largest private healthcare provider in Brazil. Brazil's healthcare market should deliver solid growth supported by secular trends such as aging demographics and rising incomes. With a vertically integrated model and significant cost saving potential after its recent merger with Notre Dame Intermedica, Hapvida is well positioned to benefit from this attractive backdrop. The recent market sell-off provided a compelling entry point.

We bought BDO Unibank, the largest bank in the Philippines. We expect BDO to benefit from rising interest rates and improving credit quality, while low credit penetration and a young population should be sustainable long-term growth drivers. At 1.3x book and 15% ROE, BDO offers an attractive balance between valuation and fundamentals.

We sold Chilean lithium producer SQM after its strong rally. We remain bullish on long-term EV demand and deployed the proceeds to names in the EV supply chain with better risk-reward prospects. We also sold PT Ace Hardware of Indonesia on concerns about weaker-than-expected demand and increased industry competition.

### Portfolio Review

The Boston Common Emerging Markets strategy declined -17.3% for 2022, comfortably outperforming the MSCI EM Index ("the Index") (-20.1%). Stock selection was positive across most sectors, with particular strength in Financials and Materials.

Fourth quarter results were strong (+12.6%), well ahead of the Index (+9.7%). Financials was the largest contributor to outperformance. Easing Covid restrictions in China boosted insurance giant Ping An, while OTP Bank in Hungary and Axis Bank in India rebounded on better earnings. Stock selection in Consumer Staples also positively contributed. Korean personal care company LG H&H rallied on expected demand normalization in its key market, China. Kimberly Clark de México continued steady performance, delivering solid fundamental results. Strong gains in Brazilian electric equipment manufacturer WEG and Chinese industrial conglomerate Weichai Power drove outperformance in Industrials.

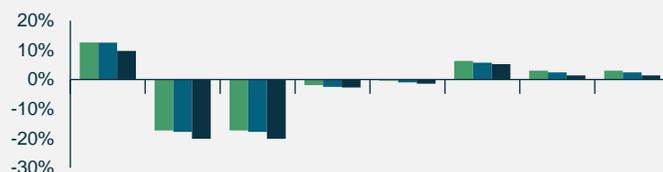
Stock selection in Communication Services was the primary detractor from relative performance. Telkom Indonesia declined on weaker-than-expected results and negative sentiment around its failed (but immaterial) investment in GoTo. Our Technology holdings weighed on results. Brazilian digital payment provider PagSeguro suffered from higher financial expenses, while elevated inventory and weaker pricing continued to pressure SK Hynix in Korea.

China was the leading country contributor with solid relative performance from travel company Trip.com, healthcare company China TCM, and software company Chinasoft. India and South Africa also added value. In contrast to prior quarters, Latin America was the largest regional detractor, with Brazilian

### Annual Returns

	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
<b>Gross</b>	-17.3%	-7.8%	24.0%	24.4%	-16.6%	44.5%	8.4%	-13.5%	-0.5%	1.2%
<b>Net</b>	-17.8%	-8.4%	23.2%	23.6%	-17.1%	43.5%	7.9%	-13.8%	-1.0%	0.8%
<b>MSCI EM</b>	-20.1%	-2.5%	18.3%	18.4%	-14.6%	37.3%	11.2%	-14.9%	-2.2%	-2.6%

### Performance



	QTD	YTD	1Yr	3Yr	5Yr	7Yr	10Yr	Since Inception*
<b>Gross</b>	12.6%	-17.3%	-17.3%	-1.9%	-0.4%	6.3%	3.0%	3.0%
<b>Net</b>	12.5%	-17.8%	-17.8%	-2.5%	-1.0%	5.7%	2.4%	2.4%
<b>MSCI EM</b>	9.7%	-20.1%	-20.1%	-2.7%	-1.4%	5.2%	1.4%	1.4%

### Portfolio Characteristics

	Boston Common	MSCI EM
<b># Holdings</b>	52	1,377
<b>Valuation</b>		
Price/EPS (NTM)	12.9	13.2
Enterprise Value/EBITDA (NTM)	7.6	7.0
Price/Book	1.8	1.9
Price/Sales	1.7	1.4
Dividend Yield	2.4%	2.7%
<b>Growth</b>		
3yr EPS Consensus Growth	3.8%	1.4%
3yr Sales consensus Growth	7.4%	6.1%
<b>Quality</b>		
Beta**	1.00	1.00
LT Debt to Cap.	25.3%	22.2%
Net Debt to EBITDA	0.2	0.4
Return on Equity	12.6%	16.0%
Earnings Variability***	23.9%	28.8%
Free Cash Flow Yield	3.5%	4.2%

### Strategy Vehicle Options

Separate Account, Commingled Fund, Mutual Fund

## Portfolio Review (continued)

retailer Lojas Renner and bank Itau Unibanco among the primary detractors.

## Outlook and Positioning

Global growth is likely to remain sluggish, pressured by dramatic tightening by global central banks in 2022. We see positive trends emerging to support a more constructive outlook for Emerging Markets. China's recovery from its policy-induced slowdown will provide support for global growth, critical for EM because of its close economic ties. With inflationary pressure moderating, EM central banks should be approaching the end of tightening cycles, historically a tailwind for asset prices. Persistent inflation and geopolitical tensions remain risks, yet MSCI EM's valuation of 1.5x trailing book value is attractive, especially if earnings revisions continue improving.

China's reopening has defied even optimistic expectations. In mere weeks, China has dismantled its zero-Covid policy, discarding large-scale screening and severe restrictions on social movement. Near term, China could face significant challenges to its healthcare system and depressed economic activity. However, based on precedence in other emerging economies, pent-up demand and accumulated excess savings should drive growth momentum higher. Longer term, the draconian implementation of government policy in recent years highlights structural challenges that may limit China's rerating potential.

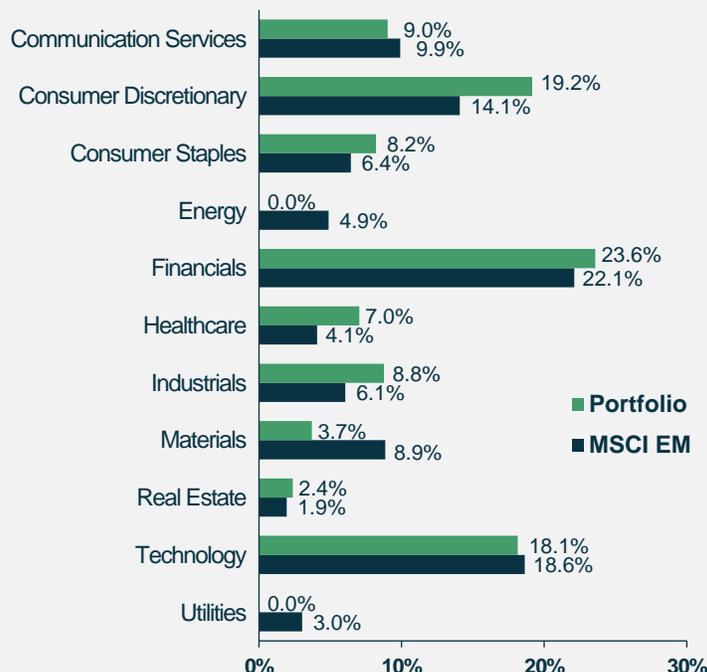
Given our constructive outlook on China's cyclical recovery, we have increased portfolio exposure to East Asia, especially Korea. We remain constructive on Southeast Asia and Latin America but moderated our overweight on relative valuation considerations.

Our portfolios are balanced between cyclical and secular growth opportunities. We overweight cyclical sectors such as Consumer Discretionary and Industrials, where pent-up demand and capex investment should support growth. We offset this cyclicality with an overweight in Healthcare and an underweight in Materials. We believe active stock selection is critical in an environment of sluggish global economic growth, and high-quality businesses attentive to ESG considerations can be a differentiator.

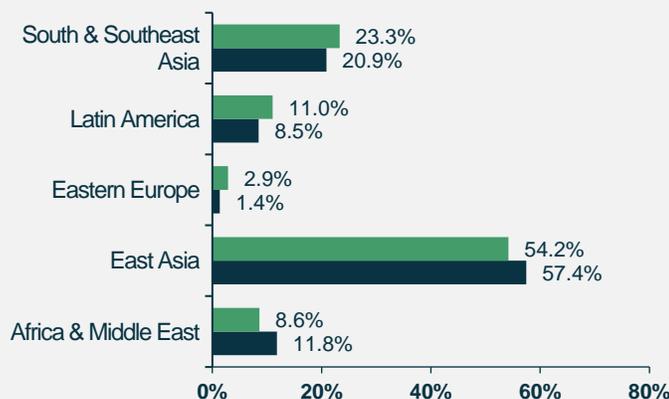
## Contributors & Detractors

Top 10	% of Capital	Return	Relative Contrib.	Sector
NASPERS	3.3%	31.8%	0.66%	Consumer Discretionary
CHINASOFT INTL LTD	1.9%	41.1%	0.51%	Technology
PING AN INSURANCE	2.6%	32.5%	0.50%	Financials
CHINA TRAD CHINESE	1.9%	30.3%	0.44%	Healthcare
TRIP COM INTL LTD	2.5%	26.0%	0.38%	Consumer Discretionary
WEICHAJ POWER CO	1.4%	41.5%	0.38%	Industrials
OTP BANK	1.3%	46.7%	0.35%	Financials
KIMBERLY-CLARK MXC	2.1%	27.9%	0.35%	Consumer Staples
AXIS BANK	2.5%	25.2%	0.34%	Financials
WEG SA	2.7%	22.7%	0.34%	Industrials
			<b>4.26%</b>	

## Sector Allocation



## Regional Allocation



Bottom 10	% of Capital	Return	Relative Contrib.	Sector
TELKOM INDONESIA				
PERSERO TBK	1.9%	-17.8%	-0.57%	Communication Services
LOJAS RENNER S.A.	1.4%	-25.1%	-0.53%	Consumer Discretionary
BIOCON LTD	1.4%	-11.5%	-0.32%	Healthcare
PAGSEGURO DIGITAL	0.7%	-33.9%	-0.32%	Technology
SK HYNIX INC	4.2%	2.4%	-0.27%	Technology
ITAU UNIBANCO HLDG	1.4%	-8.8%	-0.26%	Financials
ACE HARDWARE	0.6%	-19.6%	-0.25%	Consumer Discretionary
VOLTAS LTD	0.8%	-13.2%	-0.21%	Industrials
BHARTI AIRTEL LTD	2.0%	-0.9%	-0.21%	Communication Services
BYD COMPANY LTD	1.5%	-0.4%	-0.19%	Consumer Discretionary
			<b>-3.13%</b>	

**Source: APX Advent Portfolio Exchange. Past performance does not guarantee future results. All investments involve risk, including the risk of losing principal.**

The information in this document is not a recommendation to buy or sell any security. There is no assurance that securities discussed will remain in a strategy upon receiving this document. Securities discussed represent only a portion of a strategy's holdings. It should not be assumed that securities transactions discussed were or will be profitable. Composite returns are presented in U.S. dollars, net of transaction costs, management fees and withholding taxes, with interest and dividends accrued. Returns for periods greater than one year are annualized. This product invests in foreign securities, which are subject to special currency, political and economic risks. The MSCI (Net) Emerging Markets Index captures large and mid-cap representation across the emerging market countries, as defined by Morgan Stanley. The index is unmanaged and does not incur management fees, transaction costs, or other expenses associated with separately managed accounts. The composition of our composite varies from the composition of the Index because of differences in sector and industry exposure, risk, volatility and holdings. Boston Common claims compliance with Global Investment Performance Standards (GIPS®). For a full listing of Boston Common composites and to request a GIPS® Compliant presentation, please call 617-720-5557.