# **Baillie Gifford**

Asia ex Japan Quarterly Update

30 September 2025



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Historical performance results for investment indexes and/or categories, generally do not reflect the deduction of transaction costs and/or custodial charges or the deduction of an investment management fee, the incurrence of which would have the effect of decreasing historical performance results. It should not be assumed that recommendations/ transactions made in the future will be profitable or will equal the performance of the securities mentioned.

#### **Potential for Profit and Loss**

All investment strategies have the potential for profit and loss.

#### **Stock Examples**

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The commentary relates to the above-mentioned strategy, and not all stocks mentioned may be held in the portfolio.

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#### **Product Overview**

Asia ex Japan is a long-term, regional equity strategy adding value through active management by identifying and exploiting inefficiencies in growth companies predominantly listed on the MSCI Asia ex Japan index, or on other exchanges if the company derives most of its revenues from, or have most of their assets in, non-developed markets.

### Risk Analysis

Key Statistics	
Number of Holdings	67
Typical number of holdings	50-100
Active Share	67%*
Rolling One-Year Turnover	33%

<sup>\*</sup>Relative to MSCI AC Asia ex Japan Index. Source: Baillie Gifford & Co, MSCI.

Asia ex-Japan equities have been amongst the strongest global performers year to date

Most companies in the portfolio have been delivering strong operational results

We continue to find compelling opportunities across the Asia ex Japan universe



### Baillie Gifford Key Facts

Assets under management and advice	US\$286.9bn
Number of clients	552
Number of employees	1655
Number of investment professionals	365

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#### **Market Backdrop**

While we are only three-quarters of the way through the year, it has been gratifying to see the MSCI Asia ex Japan Index outperforming major global indices so far in 2025. It is perhaps ironic that this performance should come despite the uncertainty of US tariffs, concerns about globalisation and heightened geopolitical tensions. Perhaps it has taken these febrile times to showcase what we have been saying for some time: many Asian economies have been running conservative fiscal policy, orthodox monetary policy and have considerable political stability. Even in non-democratic countries, governments are usually in favour of private enterprise and economic development. As a result, Asian countries have started to look less risky relative to some of their Developed Market counterparts.

However, perhaps the biggest change in perception this year has been of China. Since Covid, many Westerners have regarded China as almost uninvestable. This view was perhaps not unreasonable: property prices were falling, consumption was weak, economic growth was lacklustre, private enterprise was cowed by greater regulation and tensions with the US were elevated. However, there have been a number of improvements in these areas in the last twelve months, and this has started to be reflected in share prices. There has been some (very measured) fiscal and monetary stimulus to keep the economy ticking along and some reduction in real estate controls enough to induce stabilisation, not a recovery. The government has been supportive of domestic stock markets in an attempt to lure the approximately US\$20 trillion currently held in low-yielding bank deposits, while providing a source of funding for China's burgeoning innovators. Finally, after a few rounds of tit for tat tariffs, a deal on TikTok appears close, and it looks like Presidents Trump and Xi may meet at the APEC summit in South Korea at the end of October. China appeared to have weathered trade negotiations better than many had expected, and export strengths continued to be underpinned by the value-adding sectors. We recently participated in the IPO of Sanhua Intelligence Controls via HK listings, a global leader in advanced heating and ventilation components.

Al has also proved a helpful tailwind. Initially, this was felt by the hardware makers such as TSMC and SK Hynix (the portfolio has exposure to SK Hynix through its parent company, SK Square), but the demands of Al have percolated through much of the supply chain – there are numerous Asian beneficiaries

of the hyperscalers' capital expenditure, a number of the best of which are in the portfolio. What has changed towards the end of the quarter has been a widening appreciation of China's ambitions and capabilities in Large Language Models. DeepSeek remains the most prominent of the private companies, though Huawei and ByteDance are also advancing rapidly. Amongst the listed companies, Alibaba and Baidu are investing heavily in Al and are beginning to enjoy something a little like the halo of the 'Mag7', though from a starting point of considerably lower valuations. We have repurchased Alibaba back into the portfolio during the quarter.

The portfolio continues to be underweight India, and so far in 2025 has proved helpful. While this positioning does not reflect any long-term concern about the country from a top-down perspective (what's not to like about 7.8% real GDP growth), from a bottom-up perspective, it remains a struggle to find companies at anything like sensible valuations given their growth prospects. India has also benefitted from cheap Russian oil paid for in rupees - will this continue in the face of 50% tariffs from the US? In addition, the US\$100,000 fee on H1B visas is painful for the Indian IT service sector, where the portfolio does have some exposure, which has been large users of the visa to station staff in the US. Perhaps these setbacks will finally bring share prices and valuations back to attractive levels.

That being said, we have continued to search for growth opportunities in India with reasonable valuations, and we have made one recent purchase in HDB Financial Services, the newly listed subsidiary of HDFC Bank. We believe the shares offered at IPO were undervalued and so took a position. Meanwhile, we exited our position in Phoenix Mills, a leading shopping mall operator in India. This has been a profitable investment since 2020, but at current multiples, we think we can allocate the proceeds to better opportunities elsewhere. Overall, we remain very selective in India.

Lastly, Vietnam remains a core overweight and a clear differentiator for the strategy. Here, the tariff impact appears to be manageable, and the domestic cycle is turning. There are major political and economic reforms that favour the private sector and create a far more supportive backdrop for doing business. Industrial output is accelerating, foreign direct investment is strong, and the domestic market is slowly deepening. Crucially, Vietnam is no longer just an assembly outpost for China. The share of locally produced value in exports has been steadily rising, and the country is establishing itself as a low-

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cost, globally competitive manufacturing base. Korean and Taiwanese companies, among others, are moving production there at scale. Our portfolio reflects this mix of external competitiveness and domestic dynamism. Our exposure to the banks, such as Military Commercial Bank and HD Bank, contributed to returns this quarter, while we also added to Vietnam Techcombank as reforms and the credit cycle align.

#### **Performance**

The MSCI Asia ex Japan Index rose strongly in the third quarter, led by China, South Korea and Taiwan, and the portfolio outperformed meaningfully.

Among the top contributors was fellow tech behemoth, Samsung Electronics. Samsung's share price was in the doldrums for the first half of the year as it struggled to be competitive in High Bandwidth Memory and its Foundry business. However, despite the company reporting lacklustre 2Q25 results, the news flow on qualification for High Bandwidth Memory for Nvidia and AMD has turned more positive through the guarter. In addition, Tesla signed a US\$16.5 billion multi-year chip supply deal with Samsung, confirmed by Elon Musk. Under the agreement, Samsung's new Texas facility will produce Tesla's next-generation Al6 chips. This is the largest single-customer order Samsung's foundry business has ever secured and is viewed as a validation of Samsung's ambition to compete with TSMC in logic chips. With KRW 101 trillion of cash on the balance sheet, Samsung can continue to invest across its businesses.

MMG is a leading copper producer that has delivered excellent operational results amidst a favourable backdrop for copper. Supported by robust demand from the energy transition and limited supply growth in the industry, MMG achieved record first-half copper sales of 237,000 tonnes, including a significant rebound at its Las Bambas mine. MMG is a relatively leveraged miner; therefore benefited more from the rising copper price this year. Net debt reduction of over \$900m has strengthened the balance sheet to its best level in a decade and management reaffirmed production guidance of up to 522,000 tonnes for 2025, supporting its aspiration to become a top 10 global producer.

Sanhua Intelligent Controls was another notable contributor. The company is a global leader in heating, ventilation and air-conditioning control components (HVAC). Sanhua conducted an IPO in Hong Kong during the quarter, which should enhance its access to international markets, and this likely provided the

catalyst for strong share price performance, alongside solid operating results and a positive earnings surprise. The company reported net profits up 39% Year over Year in Q2, with rising gross margins reflecting operational excellence and pricing power in key segments. Additionally, Sanhua is leveraging its thermal management expertise to expand into energy storage systems (ESS) and humanoid robotics. Part of the proceeds will be used for R&D into bionic robotics and electromechanical actuators, a nascent yet potentially significant opportunity. The company provides the actuator modules for Tesla's humanoid robot, Optimus.

On the other hand, Alibaba detracted from relative returns, as it performed strongly, but it was not held for the full quarter. Though it was repurchased for the portfolio in September as our confidence in its renewed strategy has led to the position being rebuilt. There appears to be a new level of aggression with the company's investment approach, with significant investment into Al and cloud - the company has committed RMB 380 billion (c.US\$53 billion) over the next three years. Alibaba remains the leader in China's private sector cloud infrastructure, where both margins and growth are showing encouraging improvement.

Embassy Developments is one of India's leading listed developers, created by the merger of Embassy Group and Indiabull Real Estate earlier in the year. It detracted from performance this quarter due to weak sentiment towards Indian real estate. While near-term volatility is expected in this space, we believe Embassy has credible assets, strategic optionality via its REIT platform and the potential to rebuild confidence as it delivers on its development agenda.

Lastly, Meituan reported disappointing results once again this quarter as heightened competition in food delivery continued to pressure margins, despite double-digit revenue growth. However, we remain constructive on Meituan's scale, ecosystem and integration into everyday life in China. It's network effects across over 600m users in one of the world's most complex markets give us the confidence that it can withstand this more challenging period.

We remain positive about the outlook for the asset class. This is not because of the short-term market strength, but more because of our enthusiasm for the long-term potential of the growth opportunities ahead. Clearly, sentiment towards Asian equities is improving, though there could still be a long way to go given starting valuations. The last six months have seen strong operational performance by many of the companies in the portfolio, and this gives us the

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confidence that the rise in share prices can be sustained. There will obviously be volatility along the way, so the portfolio remains suitably diversified.

### Performance Objective

To outperform the MSCI AC Asia ex Japan Index.

The performance objective is aspirational and is not guaranteed. We don't use it to compile the portfolio and returns will vary. A single performance objective may not be appropriate across all vehicles and jurisdictions. We may not meet our investment objectives if, for example, our growth investment style is out of favour, or we misjudge the long-term earnings growth of our holdings.

#### Periodic Performance

GBP	Composite Net (%)	Benchmark (%)	Difference (%)
3 Months	18.3	13.1	5.3
1 Year	18.7	17.6	1.1
3 Years	10.9	12.1	-1.2
5 Years	6.6	6.0	0.6
10 Years	14.1	10.2	4.0
Since Inception	10.1	7.6	2.5
USD	Composite Net (%)	Benchmark (%)	Difference (%)
3 Months	16.3	11.1	5.2
1 Year	19.1	18.0	1.1
3 Years	18.0	19.3	-1.3
5 Years	7.5	6.9	0.6
10 Years	12.8	8.9	3.9
Since Inception	9.5	7.0	2.5
EUR	Composite Net (%)	Benchmark (%)	Difference (%)
3 Months	16.2	11.0	5.2
1 Year	13.2	12.1	1.0
3 Years	11.1	12.3	-1.2
5 Years	7.5	6.8	0.6
10 Years	12.2	8.3	3.9
Since Inception	9.4	7.0	2.5
CAD	Composite Net (%)	Benchmark (%)	Difference (%)
3 Months	18.6	13.3	5.3
1 Year	22.7	21.6	1.1
3 Years	18.5	19.8	-1.3
5 Years	8.4	7.8	0.6
10 Years	13.2	9.3	3.9
Since Inception	10.1	7.6	2.5
AUD	Composite Net (%)	Benchmark (%)	Difference (%)
3 Months	15.0	9.8	5.1
1 Year	24.7	23.6	1.2
3 Years	16.8	18.1	-1.3
5 Years	9.2	8.6	0.6
10 Years	13.5	9.5	4.0
Since Inception	10.0	7.5	2.5

Annualised periods ended 30 September 2025. 3 Month & 1 Year figures are not annualised.

Inception date: 31 December 1989

Figures may not sum due to rounding.

Benchmark is MSCI AC Asia ex Japan Index (MSCI AC Far East ex Japan Index prior to 31 January 2011).

Source: Revolution, MSCI.

The Asia ex Japan composite is more concentrated than the MSCI AC Asia ex Japan Index.

### Discrete Performance

GBP	30/09/20- 30/09/21	30/09/21- 30/09/22	30/09/22- 30/09/23	30/09/23- 30/09/24	30/09/24- 30/09/25
Composite Net (%)	27.9	-20.9	-0.9	15.9	18.7
Benchmark (%)	10.0	-13.6	1.8	17.7	17.6
USD	30/09/20- 30/09/21	30/09/21- 30/09/22	30/09/22- 30/09/23	30/09/23- 30/09/24	30/09/24- 30/09/25
Composite Net (%)	33.4	-34.5	8.4	27.3	19.1
Benchmark (%)	14.7	-28.5	11.3	29.4	18.0
EUR	30/09/20- 30/09/21	30/09/21- 30/09/22	30/09/22- 30/09/23	30/09/23- 30/09/24	30/09/24- 30/09/25
Composite Net (%)	35.0	-22.5	0.3	20.8	13.2
Benchmark (%)	16.1	-15.4	3.0	22.7	12.1
CAD	30/09/20- 30/09/21	30/09/21- 30/09/22	30/09/22- 30/09/23	30/09/23- 30/09/24	30/09/24- 30/09/25
Composite Net (%)	26.5	-29.0	6.6	27.2	22.7
Benchmark (%)	8.8	-22.4	9.5	29.3	21.6
AUD	30/09/20- 30/09/21	30/09/21- 30/09/22	30/09/22- 30/09/23	30/09/23- 30/09/24	30/09/24- 30/09/25
Composite Net (%)	32.4	-26.4	8.0	18.4	24.7
Benchmark (%)	13.8	-19.6	10.9	20.4	23.6

Benchmark is MSCI AC Asia ex Japan Index (MSCI AC Far East ex Japan Index prior to 31 January 2011). Source: Revolution, MSCI.

The Asia ex Japan composite is more concentrated than the MSCI AC Asia ex Japan Index.

#### Stock Level Attribution

### Top and Bottom Ten Contributors to Relative Performance

### Quarter to 30 September 2025

### One Year to 30 September 2025

Stock Name	Contribution (%)	Stock Name	Contribution (%)
MMG	1.5	MMG	2.0
Zijin Mining Group	1.0	SEA Ltd	1.2
Sanhua Intelligent Controls	0.6	Accton Technology	1.1
Tencent	0.5	Zijin Mining Group Co	1.1
Accton Technology	0.5	SK Square	0.8
Zijin Gold International	0.4	Sanhua Intelligent Controls	0.6
HDBank	0.3	Tencent	0.4
Samsung Electronics	0.3	Infosys	0.4
Military Commercial Joint Bank	0.3	Military Commercial Joint Bank	0.4
CATL	0.3	Zijin Gold International	0.4
Alibaba	-1.0	Meituan	-1.2
Equinox India Developments	-0.6	Equinox India Developments	-1.0
SK Square	-0.4	Alibaba	-0.8
Meituan	-0.4	Phoenix Mills	-0.7
Silergy	-0.3	Silergy	-0.6
Delta Electronics	-0.3	Bank Mandiri	-0.6
PB Fintech	-0.3	Kaspi.Kz	-0.6
DLF	-0.2	Xiaomi Corporation	-0.6
ICICI Prudential Life Insuranc	-0.2	DLF	-0.6
FPT	-0.2	ICICI Prudential Life Insurance	-0.5

Source: Revolution, MSCI. Asia ex Japan composite relative to MSCI AC Asia ex Japan Index.

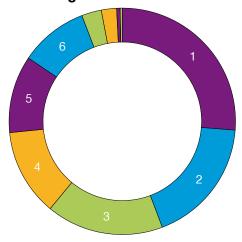
The holdings identified do not represent all of the securities purchased, sold or held during the measurement period. Past performance does not guarantee future returns. A full list showing all holdings' contributions to the portfolio's performance and a description on how the attribution is calculated is available on request. Some stocks may not have been held for the whole period. All attribution figures are calculated gross of fees, relative to the index from stock level up, based on closing prices. As attribution is shown relative to the benchmark, not all stocks shown are held in the portfolio.

# **Top Ten Largest Holdings**

Stock Name	Description of Business	% of Portfolio
Tencent	Technology conglomerate	9.5
TSMC	Semiconductor manufacturer	9.4
Samsung Electronics	Producer of consumer and industrial electronic equipment	5.8
SK Square	Invests in Semiconductors, information and communciations technologies	4.3
MMG Limited	Chinese mining company	3.8
Sea Limited	E-commerce, gaming and fintech platform	3.4
Alibaba	Online commerce	3.3
Zijin Mining Group	Chinese mining company	3.0
Accton Technology	Manufacturer of computer network products	2.2
Military Commercial Joint Bank	One of the country's leading banks	2.0
Total		46.7

Totals may not sum due to rounding.

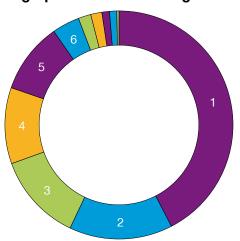
# **Sector Weights**



		%
1	Information Technology	26.2
2	Consumer Discretionary	18.0
3	Financials	16.7
4	Industrials	12.4
5	Communication Services	11.0
6	Materials	9.8
7	Energy	2.8
8	Real Estate	2.2
9	Consumer Staples	0.5
10	Health Care	0.0
11	Cash	0.3
= -		

Totals may not sum due to rounding

# **Geographical Location Weights**



		%
1	China	42.4
2	Taiwan	14.7
3	South Korea	12.5
4	India	10.8
5	Vietnam	10.0
6	Singapore	3.9
7	Hong Kong	1.8
8	Indonesia	1.6
9	Kazakhstan	1.1
10	Thailand	1.0
11	Cash	0.3

# Voting Activity

Votes Cast in Favour		Votes Cast Against		Votes Abstained/Withheld	
Companies	20	Companies	3	Companies	None
Resolutions	155	Resolutions	4	Resolutions	None

# Company Engagement

Engagement Type	Company
Environmental	Contemporary Amperex Technology Co., Limited, MMG Limited, Meituan, Midea Group Co., Ltd., Zijin Mining Group Company Limited
Social	MMG Limited, Zijin Mining Group Company Limited
Governance	Goneo Group Co., Ltd., Kanzhun Limited, PT Bank Mandiri (Persero) Tbk, Zijin Mining Group Company Limited
Strategy	Contemporary Amperex Technology Co., Limited, Goneo Group Co., Ltd., Grab Holdings Limited, Meituan, Zijin Mining Group Company Limited

Engagement Report
Objective: We sought to deepen our understanding of CATL's strategy to navigate the challenges and opportunities in the global battery market over the coming five years and beyond. We spent nearly a full day at CATL's headquarters in Ningde, China, in broadranging discussions with the board secretary, investor relations, a process engineer, and a special technology officer responsible for lithium battery product development, plus we toured CATL's automated smart factory.  Discussion: Recognising that CATL's leading-edge electric vehicle (EV) batteries already
charge in as little as five minutes and offer range as far as 800km, further improvements in charging time and range will likely contribute little meaningful additional value for customers. As such, CATL is now directing its relentless focus on innovation to target price-sensitive customers. This could unlock significant volume growth. We discussed several levers via which CATL could achieve this strategy. For instance, our tour of the factory was notable in that throughout the entire manufacturing process, from raw materials to finished products, humans were involved in only two steps at the final quality inspection stage. Given CATL's sheer scale and its decades of proprietary production data, artificial intelligence (AI) and robotics are setting new precedents in enhancing efficiencies - e.g. new production lines are three times faster and have reduced manufacturing unit cost by a third. Additional examples of cost-reducing innovations for customers include battery swapping (i.e. leasing a battery rather than buying it) and recycling (CATL already has industry-leading recycling rates and aims to increasingly derisk its supply chain by using recycled raw materials).  Outcome: Against the backdrop of challenging geopolitics and a slowdown in EV
penetration in several Western markets, this far-ranging discussion was valuable in deepening our knowledge of CATL's strategic direction. The company is not only relentless in its product innovation; it is also innovating its business model.
Objective: To support the company in enhancing its sustainability management and increasing its influence on sustainable practices within the industry.
Discussion: Following our responses to Meituan's stakeholder surveys in July, the company's Investor Relations (IR) initiated this meeting to explore potential improvements in its sustainability governance and communication with investors. We began by discussing our internal assessment criteria and expectations for holdings across various strategies, focusing on how net-zero efforts are evaluated. Specifically, we addressed Meituan's most material sustainability areas and identified opportunities for further improvement. Meituan expressed a desire to increase its visibility and voice regarding sustainability practices within the industry and sought our advice. We recommended the upcoming 2025 ESG Global Leaders Conference, led by the State Council, as an excellent starting point for exchanging valuable industrial experiences with peers.
Outcome: We appreciate Meituan's approach to seeking our sustainability advice, recognising us as true long-term supportive investors. This meeting reinforced our positive relationship built over the past five years, and we are committed to continuing this constructive dialogue.

Company	Engagement Report
Midea Group	Objectives: To discuss Midea's periodic carbon reduction targets and to explore emerging customer demands for green and low-carbon products.
	Discussion: We met Huaili LIU, Midea's China vice president, and Shu GAO, the board secretary, in Shanghai. During the meeting, we acknowledged Midea's efforts in establishing detailed periodic carbon emission reduction goals until 2050, i.e., to reduce Scope 1 and 2 GHG emissions by 30 per cent by 2030 and 80 per cent by 2050, and to reduce Scope 3 GHG emissions by 20 per cent by 2030 and 60 per cent by 2050. Ms. Gao confirmed a growing trend in customer demand for low-carbon products and highlighted Midea's proactive approach in promoting the new refrigerant R290, a high pure propane with lower warming impacts. The company has achieved significant technological breakthroughs, focusing on high energy efficiency, safety, and low noise solutions. As of May 2025, Midea operates 13 R290 production lines for products such as dehumidifiers, heat pumps, and portable air conditioners, based on open-source information. Midea is without a doubt at the forefront of the industry in refrigerant technologies, setting standards for green products. Beyond green technology, Midea shared insights on client relations, user communications, digitalisation, and forward-looking strategies on robotics, including factory and home agents. The company also discussed its global strategies across various markets.  Outcome: The meeting reinforced our confidence in Midea's role as an industrial leader with detailed climate-related targets. Midea is poised to influence its value chain and
	achieve technological breakthroughs. The company aligns well with national initiatives and remains a key player in the energy transition.
Zijin Mining Group Company	Objectives: To better understand the rationale for guideline selection for the Ashele Copper audit, and to encourage Zijin to follow up directly with MSCI to ensure their sustainability progress is reflected in future assessments.
	Discussion: Zijin's 2024 ESG Report includes a disclosure of a recent human rights assessment and rating at the Ashele Copper mine. There was initial confusion regarding the guidelines used for the assessment, as it was expected, based on insights we gained from a local leading mining consultant, that these guidelines would not offer ratings. To clarify, the company explained that the assessment was conducted by a third-party in line with industrial guidelines, detailing the scoring system they used in the assessment. The Ashele Mine was rated second best out of six grades, with identified areas for improvement, such as establishing a joint remediation mechanism with business partners to enhance monitoring and training on human rights impacts.
	Additionally, our communication with a third-party rating agency this quarter revealed an information gap between the rating provider and Zijin Mining. Many of the company's sustainability advancements were not reflected in the latest assessment. We informed Zijin Mining of this gap, suggesting they follow up directly to ensure their progress is accurately captured.
	Outcome: Zijin Mining expressed gratitude for the efforts and insights provided. With a clearer understanding of the independent audit, we remain confident in the company's proactive approach to addressing issues. We continue to believe that the company is heading in the right direction. The expectation is that the company's progress will be reflected in the next round of rating assessments.

### Votes Cast in Favour

Companies	Voting Rationale
Advanced Micro-Fabrication 'A' - Stock Connect, Bajaj Finserv, DLF Ltd, Delhivery Ltd, Eicher Motors Limited Eq New Fv Re 1, Equinox India Developments, HDB Financial Services, HDBank, HDFC Bank, Hyundai Motor India, InterGlobe Aviation Ltd, Lufax Holding Ltd, Midea Group 'A', PB Fintech, Phoenix Mills, Reliance Industries Ltd, SG Micro 'A', Sanhua Intelligent Controls 'H', Yifeng Pharmacy Chain 'A' - Stock Connect, Zhejiang Supor	We voted in favour of routine proposals at the aforementioned meeting(s).

### Votes Cast Against

Company	Meeting Details	Resolution(s)	Voting Rationale
Bank Mandiri	EGM 04/08/25	1	We opposed the changes to the composition of the company's management due to lack of disclosure of the changes.
HDBank	OTH 01/09/25	4	We opposed share the employee stock ownership plan as the exercise price represents a significant discount to market price.
Reliance Industries Ltd	OTH 29/07/25	2	We opposed the election of a director due to concerns with the company's climate reporting and target setting. Given the company's leading position in India's oil and gas industry, we believe that increased disclosure would benefit investment research at this time.
Companies		Voting Rationa	le
HDBank			ne request to authorise other business. We do not in the best interests of clients who vote by proxy.

### Votes Abstained

We did not abstain on any resolutions during the period.

### Votes Withheld

We did not withhold on any resolutions during the period.

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### **New Purchases**

Stock Name	Transaction Rationale
Alibaba	We have taken a fresh holding in Alibaba, after observing their change in strategy in both Al Cloud and e-commerce. There appears to be a new confidence, aggression and clarity in the company's investment approach. They remain the leader in private-sector cloud infrastructure in China, and margins and growth are accelerating there, which, following the experience elsewhere in the world, could surprise in the scale of its eventual opportunity. We continue to build our conviction that this heavily incremental investment in cloud infrastructure and quick commerce will have high incremental returns on investment, and this is initially reflected in a moderated position size relative to the size of the company.
DiDi Global	Didi is the dominant player in China's online ride-hailing market with more than 70 per cent share in terms of Gross Transaction Value (GTV). At the same time, Didi is also expanding internationally in Latin America and Asia with ride-hailing, food delivery and fintech services. Exceptional operational efficiency, lower-cost EVs, and, in the long run, potentially robotaxis, are all likely to contribute to Didi's ability to bring down the cost of ride-hailing and unlock demand. Indeed, we believe low-teens GTV growth is likely for the next five years. We also believe that Didi's profitability can significantly improve largely as a result of stronger scale, better cost control and the potential for a rising take-rate. Currently, Didi's take rate is about 19 per cent, which is well below peers (more than 22 per cent) and the regulatory cap (29 per cent). The profitability drag from the international expansion is also falling as Didi scales overseas (for example, Mexico is almost break-even). Didi is also preparing for the growth of robotaxis in the future: it has a proprietary robotaxi division and aims to deploy more than 10,000 vehicles in 2027. One of our major concerns, historically, was Didi's run-in with the Chinese policymakers which resulted in a forced delisting in the US. However, we believe government relations have improved substantially since then, with the management team working hard to rectify their past errors. Indeed, in May 2025, Didi was featured on CCTV Channel 1 (a government TV channel) as a good example of a company that was contributing to society via employment. We believe relisting progress is being made and that we may also benefit from a re-rating in the shares once the stock is no longer traded over the counter only.
HDB Financial Services	HDB Financial services is a newly-listed subsidiary of HDFC Bank, India's largest bank and one of its most trusted institutions. Its main focus is on retail and SME (small and medium-sized enterprises) lending. Lending businesses in India currently have an attractive mix of profitable growth and reasonable valuations. HDB Financial is particularly attractive because of its diversified customer and asset base, the strength of its brand name, and the quality of its governance and ownership from HDFC Bank. Given these factors, we believe the shares offered at IPO to be undervalued and so have made an investment.
Sanhua Intelligent Controls	Sanhua Intelligent Controls is the world's largest manufacturer of heating, ventilation and airconditioning (HVAC) control components and a global leader in automotive thermal management system components. It is often the 'invisible hand' behind many of the world's air conditioners, refrigerators, EVs, and robots, providing the critical components and systems that make these differentiated products energy-efficient, reliable, and intelligent. Its key competitive advantages lie in its scale, brand, vertical integration, strong R&D/innovation focus (working closely with clients like Midea and Tesla) and its diversified product and revenue mix (overseas revenues now almost half of total). We expect growth to come from multiple sources, including ongoing domestic replacement in HVAC, overseas expansion that is boosted by an industry shift towards standardised energy efficiency labelling and stricter environmental standards, the automotive business and its nascent yet potentially significant opportunity in bionic robots (it makes the actuator modules for Tesla's humanoid robot, Optimus). We bought the initial position in Sanhua as part of its Hong Kong Equity Offering.
Vietnam Technological and Commercial Joint Stock	Vietnam Techcom Bank (TCB) is a leading consumer bank in Vietnam, with a dominant market share in the affluent segment of the population. They have a particular focus on real estate lending, where they leverage off close relationships with developers and their mortgage taking clients. The bank has one of the strongest deposit franchises in the country and significant capital which can support future growth. As the real estate sector improves after a difficult few years, TCB is likely to be one of the major beneficiaries hence taking a holding for the portfolio.
Zijin Gold International	We participated in the IPO of Zijin Gold, a subsidiary of Zijin Mining, China's largest copper and gold mining company, as we believed the IPO underprices the value of the company's existing reserves and operational capability.

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# Complete Sales

Stock Name	Transaction Rationale
Jadestone Energy	Following a series of operational disappointments, we have sold the position in Jadestone Energy.
JD.com	We decided to sell the holding in JD.com given the declining confidence in capital allocation. Its historic strengths of IP control of its ecommerce inventory, next-day logistics network, and a trustworthy retailer all remain true, but decreasingly relevant. Core business margins have improved and GMV growth has come through as expected, but the company has reinvested cash flow in a very expensive quick commerce competition with Meituan and then Alibaba. We understand why they are doing this as a defensive move, but do not believe they have a right to win here compared to Meituan or Alibaba, so perceive this to be value-destructive, and so have decided to sell.
JSC Bank for Foreign Trade of Vietnam	We have sold the holding in Vietnam's Bank for Foreign Trade to concentrate our Vietnamese investment allocation into businesses with more focused exposure to the domestic economy, including the Fund's two other existing Vietnamese bank holdings.
Phoenix Mills	Phoenix Mills has performed well operationally and even more so in share price terms. While we continue to like their long-term retail assets and management's alignment with shareholders, at the current valuation we see more upside elsewhere in the region, so we have sold the investment here to fund those.

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