



Into Emerging Markets
Identifying Leading vs Lagging Countries in the
2020s

by Tariq Dennison, +852 9476 2868

© 2020 GFM Group Limited, https://gfmasset.com

Image credit: My own photo, Karakorum highway en route to Tashgurkan, August 2017

Disclaimer

This presentation is for educational and discussion purposes only. **Nothing** in this presentation is to be taken as investment advice, nor as any recommendation to buy or sell any security or investment property or product. Please consult with GFM or your own investment advisors 1-on-1 before making any investment decisions.

GFM does NOT provide any tax or legal advice. Tax strategies in this presentation are based on our experience and believed to be current, but please consult with your own tax advisor for tax advice specific to your situation. GFM Group Limited is an SFC Type 9 Licensed Asset Management firm and is not affiliated with any exchange, brokerage firm, or custodian, including the co-presenters of this seminar. GFM Asset Management LLC, an affiliated company, is a US SEC Registered Investment Advisor.

Investing involves risks, including the risk that you may lose some or all the money you invest.

GFM is not affiliated with Interactive Brokers LLC, nor with Eurex, nor any other FINRA broker-dealer

Disclaimer by Eurex

This document and presentation (hereinafter "Presentation") have not been prepared by Eurex Frankfurt AG, Mergenthaler Allee 61, 65760 Eschborn, Germany, any of its Affiliates, or any of its or heir officers, directors, employees and representatives (hereinafter individually and collectively referred to as "Eurex").

Eurex has neither verified the Presentation and its content, nor does Eurex endorse the Presentation and its content. Eurex shall thus not be liable for the presentation, its contents and any views expressed therein, including for direct, indirect and consequential damages and losses of any kind. Information contained in the presentation may be erroneous and incomplete and outdated. Eurex does not make, and disclaims, any warranty guarantee or representation of any kind, express, or implied, in respect to the Presentation, including without limitations its content, views expressed therein, methodology, figures, historical facts, or deductions presented in the Presentation. Use of the Presentation and any of its content, and reliance thereupon is at your sole risk. The same applies to any statements made by the presenters.

Eurex is not affiliated with Interactive Brokers, or GFM Asset Management Group.



About Tariq Dennison TEP CFP^{CM}

- Hong Kong & US Advisor on the IBKR platform
 - US Advisor: GFM Asset Management LLC
 - HK Advisor: GFM Group Limited
- In the market since 1998
 - Commerzbank (NY, London, Frankfurt)
 - Bear Stearns (NY)
 - J.P. Morgan (NY)
 - Canadian Imperial Bank of Commerce
 - Societe Generale (HK)
- Masters in Financial Engineering
 - University of California at Berkeley
- Lecturer at ESSEC Singapore
 - Fixed Income
 - Alternative Assets
- Focus on US-Asia corridor
- Author "Invest Outside the Box"









Fundamentals

- Breakdown of MSCI
 Emerging Markets Index
- Greater China vs Greater EM
- Some country and market metrics
- Bull vs Bear cases

Futures and Strategies

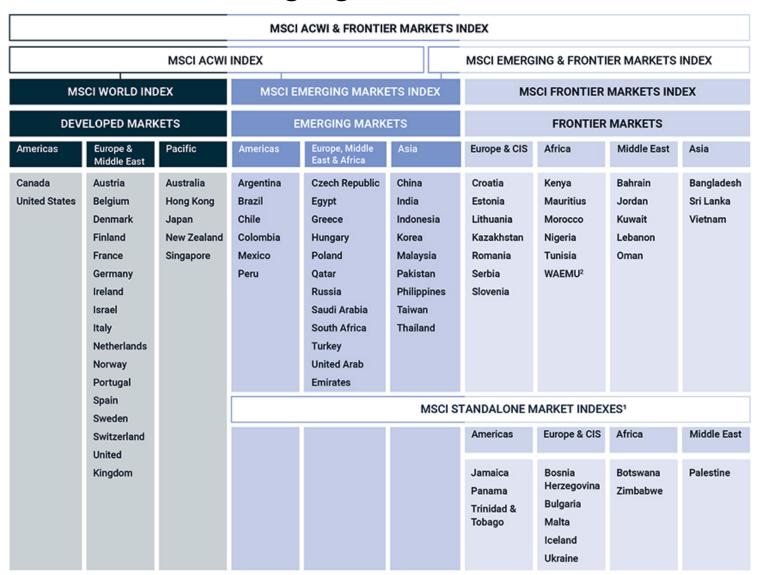
- How MSCI Index Futures work
- Price return vs NTR futures
- Futures vs ETFs
- Sample trading strategies



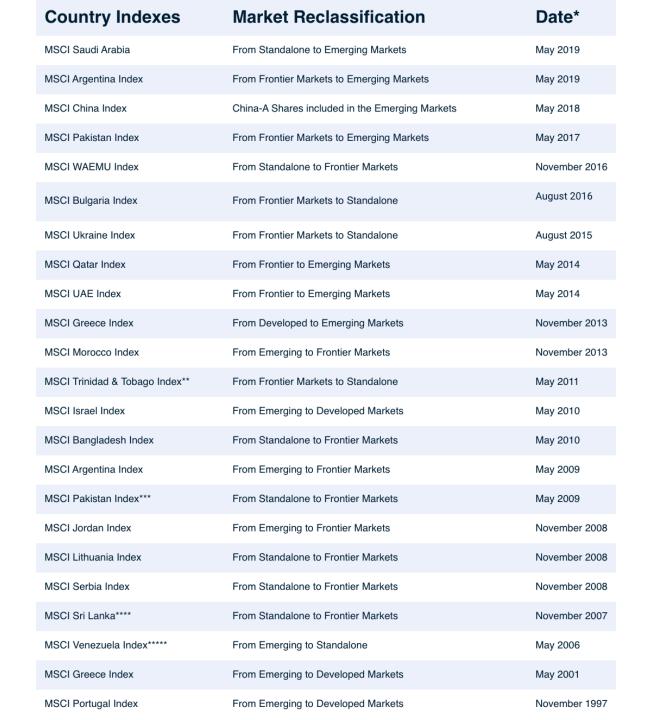
What is EM?



Which are the Emerging Markets in 2020?









Most focus on "prime market", not IMI

INVESTABLE MARKET 2500 INDEX (1-2500) PRIME MARKET INDEX (1-750) INDEX (1-300)

MID CAP 450 INDEX (301-750)

SMALL CAP 1750 INDEX (751-2500)

MICRO CAP

Source: https://www.msci.com/us-equity-indexes



Exhibit 3: Composition of the MSCI ACWI Index, 1987-2012

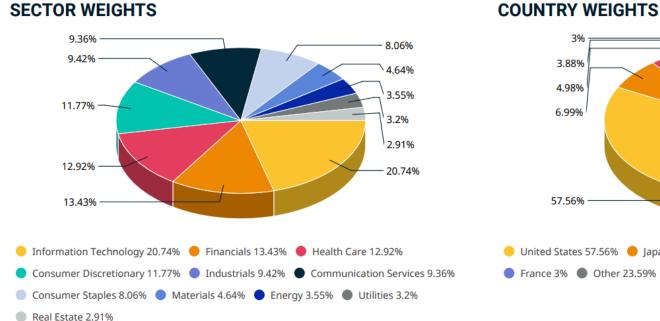
Country	1987	1992	1997	2002	2007	2012
Developed Markets						
Australia	1.20%	1.48%	1.22%	1.88%	2.79%	3.31%
Canada	2.42%	2.29%	2.29%	2.20%	3.67%	4.30%
Europe	21.14%	26.00%	30.04%	28.47%	30.23%	22.82%
Hong Kong	0.76%	1.56%	1.25%	0.64%	1.05%	1.09%
Israel						0.21%
Japan	40.15%	22.69%	11.26%	8.44%	8.60%	7.50%
New Zealand	0.19%	0.17%	0.13%	0.07%	0.06%	0.05%
Singapore	0.49%	0.77%	0.41%	0.33%	0.48%	0.71%
USA	32.75%	40.44%	46.56%	53.99%	41.80%	47.45%
Developed Markets Total	99.10%	95.41%	93.16%	96.02%	88.68%	87.44%
Emerging Markets						
Argentina	0.01%	0.19%	0.29%	0.02%	0.05%	-
Brazil	0.19%	0.47%	1.02%	0.27%	1.51%	1.64%
Chile	0.08%	0.34%	0.25%	0.06%	0.13%	0.24%
China	-	-	0.03%	0.26%	1.80%	2.23%
Colombia	-	-	0.06%	0.00%	0.03%	0.16%
Czech Republic	-	-	0.06%	0.02%	0.09%	0.04%
Egypt	-	-	-	0.01%	0.09%	0.04%
Greece	0.04%	0.09%	0.17%	-	-	-
Hungary	-	-	0.08%	0.05%	0.09%	0.04%
India	-	-	0.40%	0.20%	0.94%	0.79%
Indonesia	-	0.09%	0.11%	0.04%	0.19%	0.36%
Israel	-	-	0.17%	0.13%	0.24%	-
Jordan	0.02%	0.02%	0.01%	0.01%	0.01%	-
Korea		0.72%	0.20%	0.86%	1.62%	1.94%
Malaysia	0.29%	0.82%	0.36%	0.22%	0.28%	0.46%
Mexico	0.08%	1.19%	0.81%	0.31%	0.51%	0.63%
Morocco	-	-	-	0.01%	0.03%	0.01%
Pakistan	-	-	0.05%	0.01%	0.02%	-
Peru	-	-	0.08%	0.02%	0.07%	0.08%
Philippines	0.03%	0.09%	0.09%	0.02%	0.06%	0.12%
Poland	-	-	0.03%	0.05%	0.19%	0.17%
Portugal	0.08%	0.09%	-	-	-	-
Russia	-	-	0.37%	0.19%	1.15%	0.76%
South Africa	-	-	0.67%	0.56%	0.76%	1.01%
Sri Lanka	-	-	0.01%	0.00%	-	-
Taiwan	-	-	1.14%	0.51%	1.12%	1.34%
Thailand	0.08%	0.41%	0.10%	0.07%	0.15%	0.27%
Turkey	-	0.07%	0.20%	0.05%	0.19%	0.21%
Venezuela	-	-	0.10%	0.01%	-	
Emerging Markets Total	0.90%	4.59%	6.84%	3.96%	11.32%	12.56%
ACWI Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

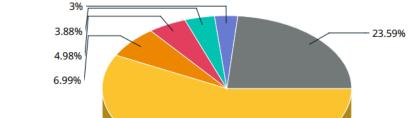
For year 1987 to 2007, data is as of year end. For 2012, data is as of July 31, 2012



Source: MSCI

Japan still outweights China in ACWI...







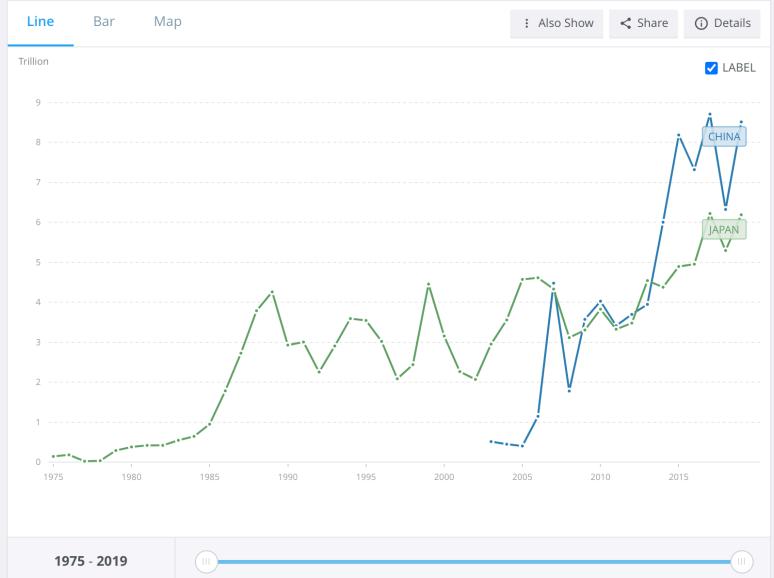
Source: https://www.msci.com/documents/10199/8d97d244-4685-4200-a24c-3e2942e3adeb



Market capitalization of listed domestic companies (current US\$) - China, Japan

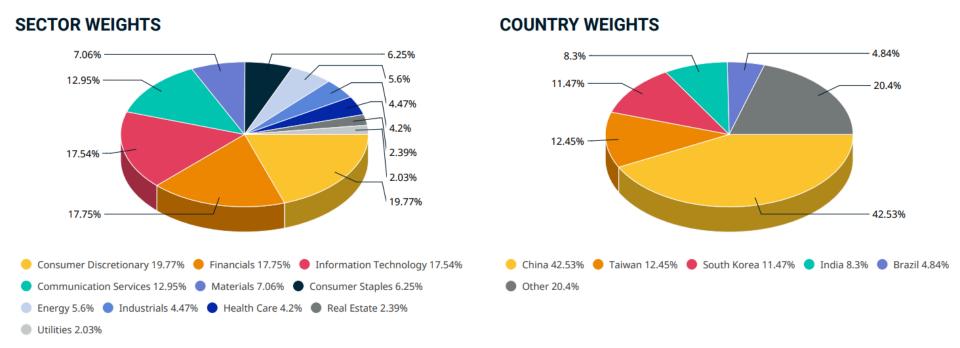
World Federation of Exchanges database.

License: CC BY-4.0 ①





Current EM weights:



Source: https://www.msci.com/documents/10199/c0db0a48-01f2-4ba9-ad01-226fd5678111



Asia has been dominant weight, but also performer...

INDEX PERFORMANCE - NET RETURNS (%) (AUG 31, 2020)

FUNDAMENTALS (AUG 31, 2020)

					ANNUALIZED							
	1 Mo	3 Мо	1 Yr	YTD	3 Yr	5 Yr	10 Yr _D	Since ec 29, 2000	Div Yld (%)	P/E	P/E Fwd	P/BV
MSCI Emerging Markets Asia	3.21	22.52	25.35	9.23	6.06	11.21	6.70	9.92	1.99	19.03	15.50	1.87
MSCI Emerging Markets	2.21	19.53	14.49	0.45	2.83	8.66	3.76	8.84	2.28	18.20	14.88	1.77
MSCI ACWI	6.12	15.30	16.52	4.75	8.99	10.21	9.90	5.66	1.98	23.65	20.15	2.54

INDEX RISK AND RETURN CHARACTERISTICS (AUG 31, 2020)

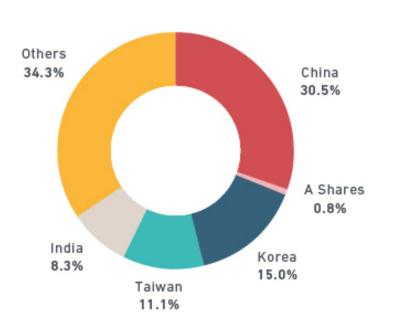
		ANNUALIZED STD DEV (%) 2			SHARPE RATIO 2,3				MAXIMUM DRAWDOWN	
	Turnover (%) 1	3 Yr	5 Yr	10 Yr	3 Yr	5 Yr	10 Yr	Since Dec 29, 2000	(%)	Period YYYY-MM-DD
MSCI Emerging Markets Asia	10.50	18.46	16.84	17.15	0.31	0.64	0.42	0.47	66.39	2007-10-29-2008-10-27
MSCI Emerging Markets	10.60	18.91	17.41	17.90	0.15	0.49	0.25	0.43	65.25	2007-10-29-2008-10-27
MSCI ACWI	3.82	16.74	14.44	13.94	0.49	0.66	0.70	0.32	33.74	2020-02-12-2020-03-23
	1 Last 12 mo	onths	² Based on r	monthly net re	eturns data		³ Based on	ICE LIBOR 1M	ı	

Source: https://www.msci.com/documents/10199/c0db0a48-01f2-4ba9-ad01-226fd5678111

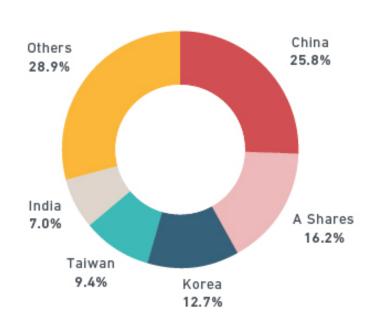


A-share inclusion has been incremental

MSCI EM INDEX WITH 5% CHINA A SHARES



MSCI EM INDEX WITH 100% CHINA A SHARES

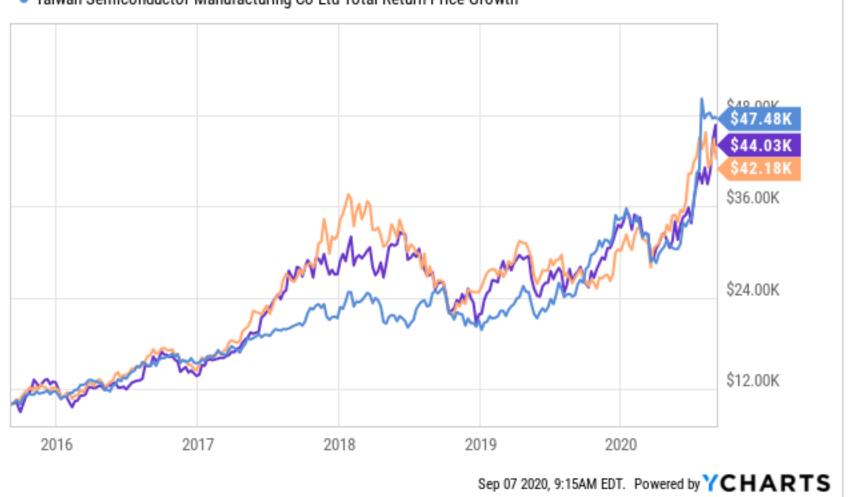


Source: https://www.msci.com/documents/10199/8d97d244-4685-4200-a24c-3e2942e3adeb



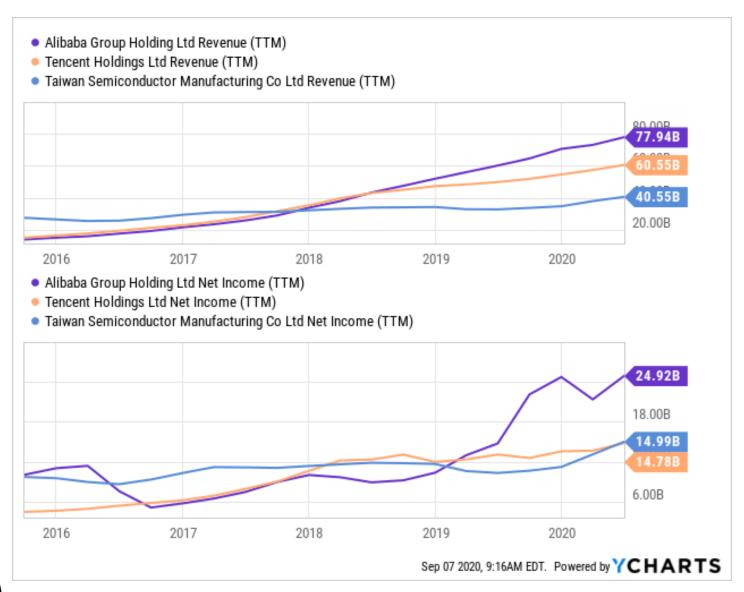
MSCI EM's Top 3 @17%

- Alibaba Group Holding Ltd Total Return Price Growth
- Tencent Holdings Ltd Total Return Price Growth
- Taiwan Semiconductor Manufacturing Co Ltd Total Return Price Growth





... though profitably...





Why EM?



Source: https://www.pwc.com/gx/en/issues/economy/the-world-in-2050.html

Emerging markets will dominate the world's top 10 economies in 2050 (GDP at PPPs)

	2016	2050	_
China	1	1	China
US	2	2	India
India	3	3	US
Japan	4	4	Indonesia
Germany	5	5	Brazil
Russia	6	6	Russia
Brazil	7	7	Мехісо
Indonesia	8	8	Japan
UK	9	9	Germany
France	10	10	UK

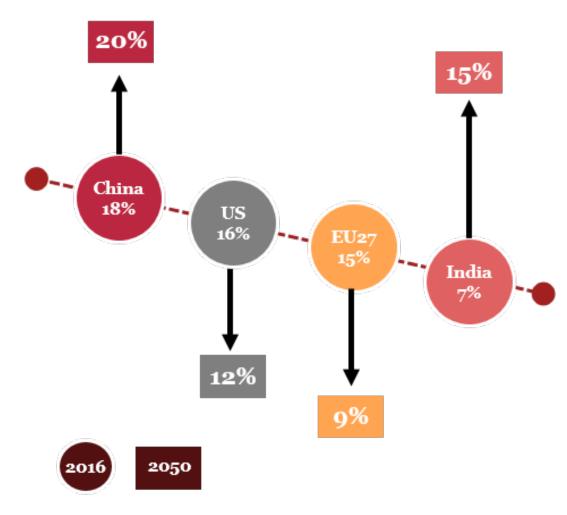
E7 economies G7 economies

Sources: IMF for 2016 estimates, PwC analysis for projections to 2050



The US and Europe will steadily lose ground to China and India

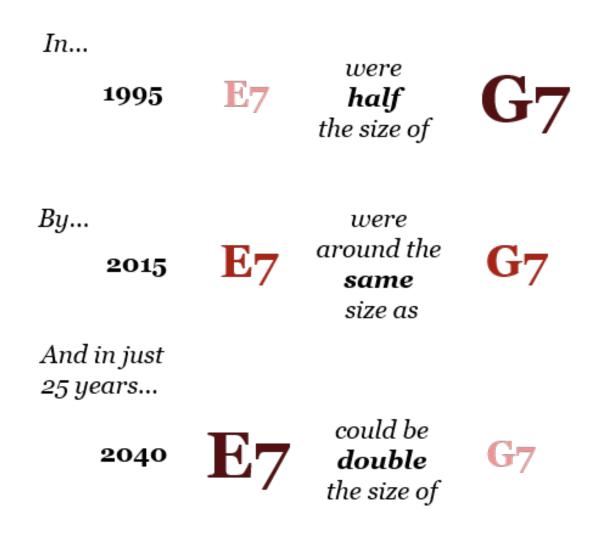
Share of world GDP (PPPs) from 2016 to 2050...





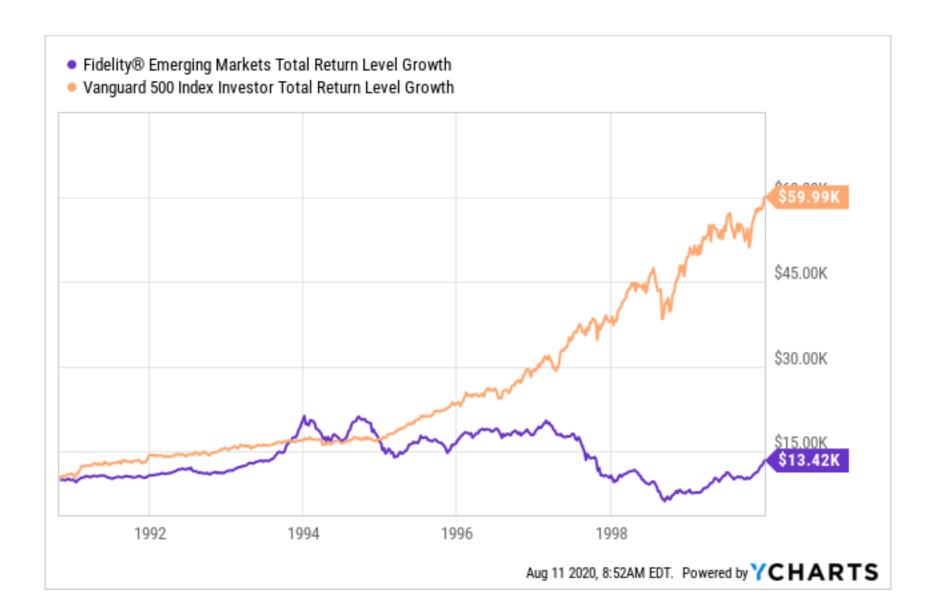
Source: https://www.pwc.com/gx/en/issues/economy/the-world-in-2050.html

Global economic power will shift to the E7 economies



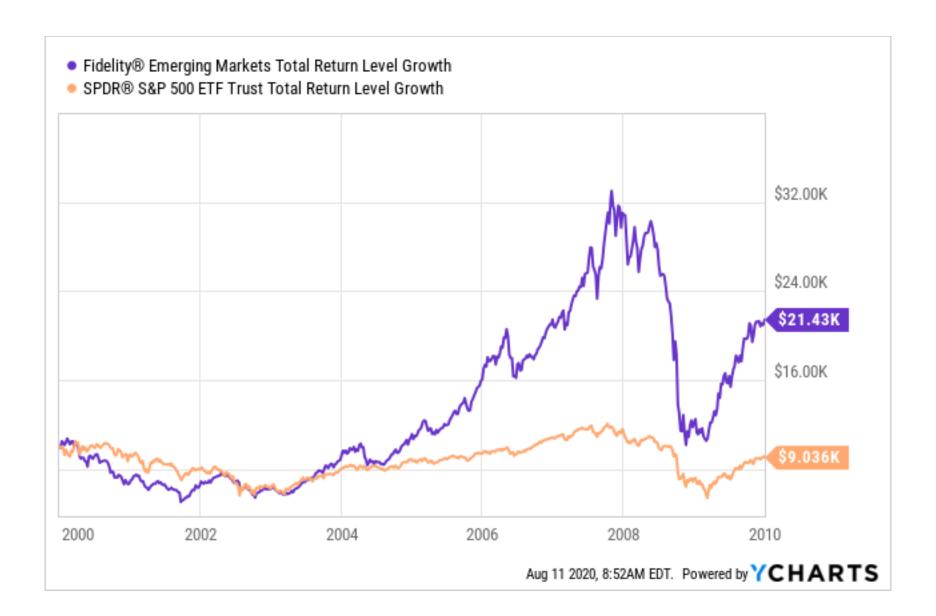
G7: US, UK, France, Germany, Japan, Canada and Italy
E7: China, India, Indonesia, Brazil, Russia, Mexico and Turkey







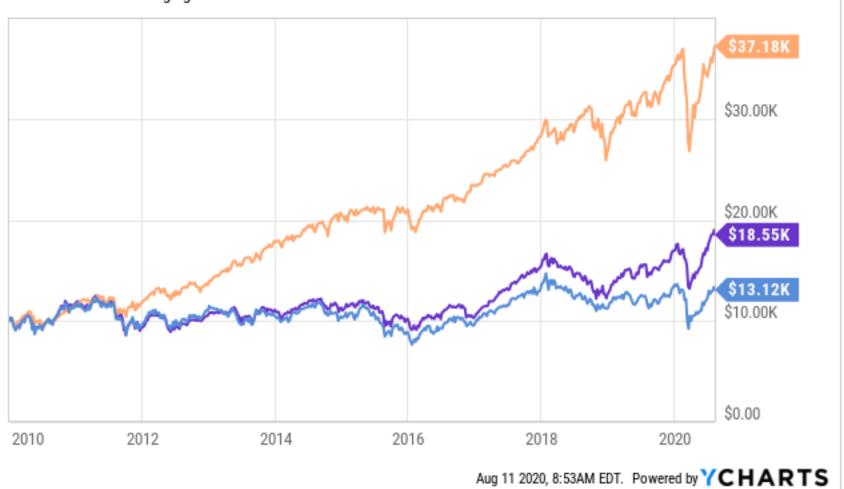
22





23

- Fidelity® Emerging Markets Total Return Level Growth
- SPDR® S&P 500 ETF Trust Total Return Level Growth
- iShares MSCI Emerging Markets ETF Total Return Level Growth

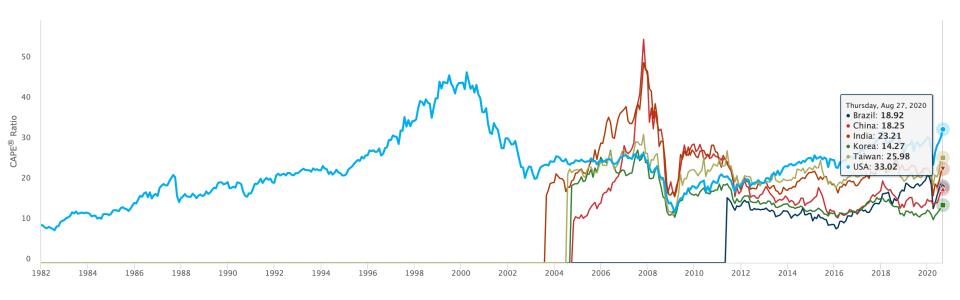




© 2020 GFM Group

24

CAPE Ratios by comparison...





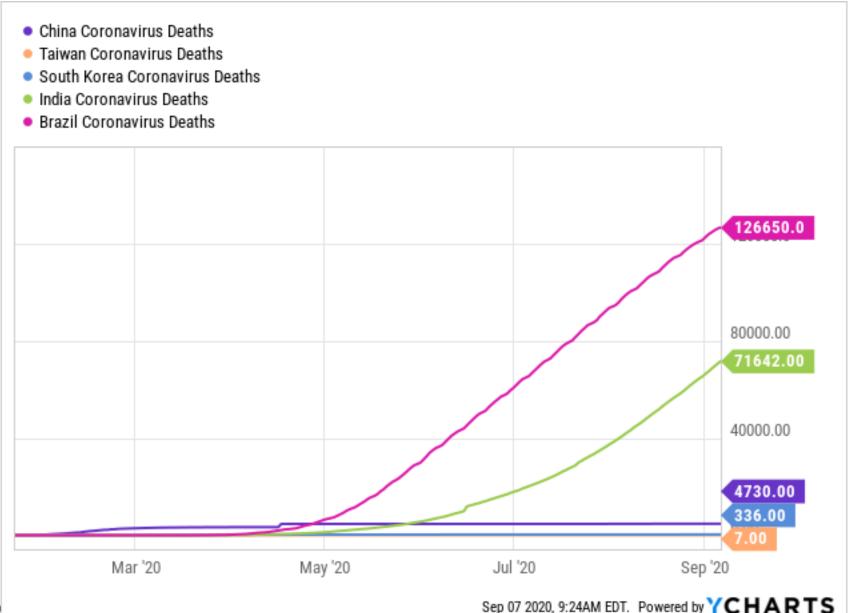
More detailed heatmap of MSCI EM sub-indexes

Market	Weight %	P/E	Past Earnings Growth	P/B	Past Book Growth	P/S	Past Sales Growth
Brazil	5	18.7	21.0	2.2	6.2	1.5	5.4
Chile		12.9	6.8	1.1	6.4	0.9	3.7
China	37	15.6	28.4	2.0	9.6	1.8	10.5
China A-share	5	18.9	20.9	2.2	11.4	1.8	10.5
China Small	0	9.2	23.6	1.0	5.9	0.8	3.9
India	8	21.9	10.0	2.9	11.8	1.9	13.9
India Small	0	18.5	17.8	2.1	2.2	1.3	6.1
Indonesia	2	13.4	8.2	1.8	7.9	1.5	7.0
Malaysia	2	19.6	1.8	1.6	2.1	2.6	3.3
Mexico	2	16.7	20.8	1.6	3.9	1.1	4.4
Peru		16.6	9.3	1.6	-10.2	1.4	-10.8
Philippines		12.6	11.1	1.5	9.0	1.5	10.0
Poland		14.6	-0.2	0.9	5.8	0.6	9.5
Qatar		14.8	2.9	1.3	1.6	2.6	3.3
Russia	3	8.1	16.3	0.9	7.7	0.8	10.1
Saudi Arabia	3	17.5	1.1	1.7	3.2	2.8	0.3
South Africa	3	14.7	4.9	1.6	4.0	1.2	3.9
South Korea	12	15.0	1.0	0.9	6.6	0.6	4.3
Taiwan	12	18.3	5.1	1.9	5.7	1.0	3.2
Thailand	2				7.4		1.5
Turkey		7.4	27.3	1.0	15.5	0.6	23.4
United Arab Emirates		8.8	0.7	0.8	-1.0	1.9	-1.8



Source: BlackRock iShares

COVID-19 also bi-furcated East Asia vs other EM...





Futures Strategies



Sample quotes of "classic" MSCI EM Price Index (M=50)

 $\textcolor{red}{\textbf{eurexchange.com/exchange-en/markets/idx/msc/regional/MSCI-Emerging-Markets-Price-Index-Futures-254382}$

⊕ ☆ 🖪 😡

1,108.852

21,785

146

V

Statistics

Data is forSep 4, 2020 Last update:Sep 05, 2020 12:00:00 AM

Select other trading date:

Sep 4, 2020 V

Product type: F Stock exchange: n/a Underlying closing price:

Delivery month	Opening price	Daily high	Daily low	Last price	Settlem. price	Traded contracts	Open interest	Open interest (adj.)
Dec 20	0.00	0.00	0.00	0.00	1,079.5	50	3,549	3,499
Sep 20	1,092.70	1,093.60	1,083.70	1,083.70	1,080.7	96	12,126	12,113
Dec 21	0.00	0.00	0.00	0.00	1,065.1	0	1,260	1,260
Mar 21	0.00	0.00	0.00	0.00	1,077.9	0	501	501
Jun 21	0.00	0.00	0.00	0.00	1,073.2	0	2,269	2,269
Sep 21	0.00	0.00	0.00	0.00	1,073.7	0	180	180
Dec 22	0.00	0.00	0.00	0.00	1,067.2	0	0	0
Mar 22	0.00	0.00	0.00	0.00	1,065.7	0	536	536
Jun 22	0.00	0.00	0.00	0.00	1,066.2	0	1,364	1,364
Sep 22	0.00	0.00	0.00	0.00	1,066.7	0	0	0
Mar 23	0.00	0.00	0.00	0.00	1,067.7	0	0	0
Jun 23	0.00	0.00	0.00	0.00	1,068.2	0	0	0



Total

21,722

... versus the Net Total Return (NTR) Index (M=100)

eurexchange.com/exchange-en/markets/idx/msc/regional/MSCI-Emerging-Markets-Index-Futures-254370

⊕ ☆ <u>B</u> 😡

 \sim

Statistics

Data is forSep 4, 2020 Last update:Sep 05, 2020 12:00:00 AM

Select other trading date:

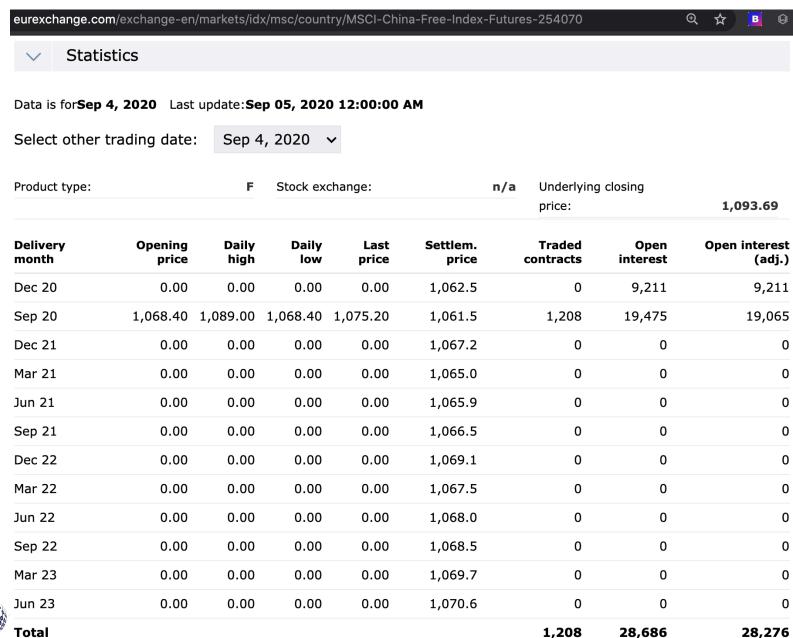
Sep 4, 2020 V

Product type: F Stock exchange: n/a Underlying closing price: 533.545

Delivery month	Opening price	Daily high	Daily low	Last price	Settlem. price	Traded contracts	Open interest	Open interest (adj.)
Dec 20	0.00	0.00	0.00	0.00	520.9	0	15,066	15,066
Sep 20	524.70	530.20	520.20	522.70	520.4	130	28,504	28,443
Dec 21	0.00	0.00	0.00	0.00	523.1	0	0	0
Mar 21	0.00	0.00	0.00	0.00	522.1	0	0	0
Jun 21	0.00	0.00	0.00	0.00	522.5	175	36,685	36,510
Sep 21	0.00	0.00	0.00	0.00	522.8	0	5,675	5,675
Dec 22	0.00	0.00	0.00	0.00	523.9	0	0	0
Mar 22	0.00	0.00	0.00	0.00	523.2	0	0	0
Jun 22	0.00	0.00	0.00	0.00	523.4	0	0	0
Sep 22	0.00	0.00	0.00	0.00	523.6	0	0	0
Mar 23	0.00	0.00	0.00	0.00	524.2	0	0	0
Jun 23	0.00	0.00	0.00	0.00	524.7	0	0	0
Total						305	85,930	85,694



... versus China Free (NTR) Index (M=50)



Total

Some US iShares MSCI EM Trackers...

Remove All	IEMG iShares Core MSCI Emerging Markets ETF	EMXC iShares MSCI Emerging Markets ex China ETF	EEMV iShares MSCI Emerging Markets Min Vol Factor ETF	EMGF iShares MSCI Emerging Markets Multifactor ETF
P/E 1	15.22	14.98	15.64	12.44
Р/В 🚺	1.68	1.61	1.80	1.44
^ TOP 10 HOLDINGS				
As of date	Sep 09, 2020	Sep 09, 2020	Sep 09, 2020	Sep 09, 2020
Number of holdings	2,472	523	319	238
1	ALIBABA GROUP HOLDING ADR REPRESEN 7.13%	ISHARES MSCI INDIA ETF 13.43%	CHUNGHWA TELECOM LTD 1.54%	ALIBABA GROUP HOLDING ADR REPRESEN 5.23%
2	TENCENT HOLDINGS LTD 5.18%	TAIWAN SEMICONDUCTOR MANUFACTURING 7.64%	TAIWAN COOPERATIVE FINANCIAL HOLDI 1.50%	TENCENT HOLDINGS LTD 4.31%
3	TAIWAN SEMICONDUCTOR MANUFACTURING 4.99%	SAMSUNG ELECTRONICS LTD 6.13%	FIRST FINANCIAL HOLDING LTD 1.49%	TAIWAN SEMICONDUCTOR MANUFACTURING 2.57%
4	SAMSUNG ELECTRONICS LTD 3.26%	NASPERS LIMITED N LTD 2.38%	TAIWAN MOBILE LTD 1.49%	CHINA MOBILE LTD 2.48%
5	MEITUAN DIANPING 1.49%	SK HYNIX INC 1.14%	SAUDI TELECOM 1.43%	INFOSYS LTD 2.33%
6	RELIANCE INDUSTRIES LTD 1.17%	HON HAI PRECISION INDUSTRY LTD 1.10%	ALIBABA GROUP HOLDING ADR REPRESEN 1.43%	YUM CHINA HOLDINGS INC 2.16%
7	NASPERS LIMITED N LTD 1.05%	CIA VALE DO RIO DOCE SH 1.08%	FAR EASTONE TELECOMMUNICATIONS LTD 1.31%	ANGLOGOLD ASHANTI LTD 2.12%

© 2020 GFM Group Source: iShares 32

... vs top UCITS ones for non-US investors



EIMI iShares Core MSCI EM IMI UCITS ETF

USD • Accumulating

SAEM iShares MSCI EM IMI ESG Screened UCITS ETF USD • Accumulating **SEDY** iShares EM Dividend UCITS ETF USD • Distributing

CEMA iShares MSCI EM Asia UCITS ETF USD • Accumulating

↑ SUSTAINABILITY CHARACTERISTICS (MSCI)

As of		01/Aug/2020	01/Aug/2020	01/Aug/2020	01/Aug/2020
MSCI ESG Rating	6	ВВ	ВВ	ВВ	ВВ
MSCI ESG Quality Score	6	4.10	4.22	3.70	4.26
MSCI Carbon Intensity	6	289.91	212.10	566.91	256.04

- **∨** PERFORMANCE: DISCRETE
- **▽ PERFORMANCE: ANNUALISED**
- **∨** PERFORMANCE: CUMULATIVE

↑ TOP 10 HOLDINGS

As of	09/Sep/2020	09/Sep/2020	09/Sep/2020	09/Sep/2020
1	ALIBABA GROUP HOLDING ADR REPRESEN 6.26%	ALIBABA GROUP HOLDING ADR REPRESEN 6.51%	INDIABULLS HOUSING FINANCE LTD 2.21%	ALIBABA GROUP HOLDING ADR REPRESEN 8.79%
2	TENCENT HOLDINGS LTD 5.70%	TENCENT HOLDINGS LTD 5.93%	TELKOM SOC LTD SA 2.15%	TENCENT HOLDINGS LTD 8.00%
3	TAIWAN SEMICONDUCTOR MANUFACTURING 4.04%	TAIWAN SEMICONDUCTOR MANUFACTURING 4.20%	VEON ADR LTD 1.76%	ISH MSCI CHINA A ETF USD 6.02%

© 2020 GFM Group



Source: iShares 33

Direct Stock / ETF

- Buy with cash
- Borrow to short
- Hold as long as you wish
- FX full capital amount
- Dividend / tax issues?
- Smaller lot sizes

Futures

- Small margin requirement
- Short w/ no borrow
- Must roll monthly/quarterly
- FX only the margin
- Implied div priced in
- "Institutional" liquidity



L/S #1: China vs Other EM

- Macro / sector bet on Greater China vs rest of EM
- Relative Value, relative growth
- MSCI China Free NTR and EM NTR comparable contract sizes

Risks

- Being wrong
 - Embedded currency exposure
 - Extreme market scenario
- Pushing margin limits



L/S #2: Stocks vs Index Future

- Long select basket of EM stocks vs short futures (or short BTT vs long futures)
- Requires cash or margin funding of cash equity side, dividend WHT, etc.
- But futures easily provides the most efficient beta hedge, esp short side

Risks

- Your stock picks underperform
- Still need to watch margin limits





Eurex Contact:

Chih-Chao Feng (馮治超)

P: +852 2530 7082

M: +852 9133 3106

E: Chih-chao.feng@eurexchange.com

WhatsApp: +852 9133 3106

WeChat: chihchaofeng



GFM Contact

Tariq Dennison (德天睿)

https://gfmasset.com

Seeking Alpha: TARIQ DENNISON

TDennison@gfmgrp.com

Twitter: @QuantOfAsia

M +852 9476 2868