

# MFS® Latin American Equity (USD)

## Goal

The goal of the MFS Latin American strategy, while not guaranteed, is to outperform the MSCI Emerging Markets Latin America 10-40 Index (net div) over full market cycles.

## Investment team

Team of Investment Professionals

### General Oversight

Greg Johnsen, CFA

■ 5 years with MFS

■ 38 years in industry

## Assets under management (USD)

MFS Investment Management® 595.7 billion

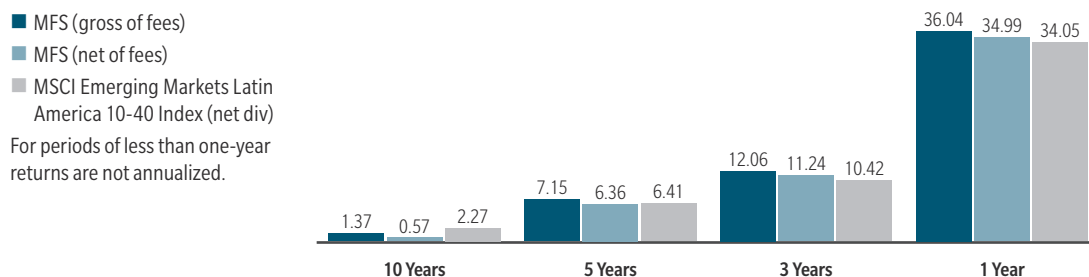
MFS® Latin American Equity Composite 1.6 million

## Philosophy

We believe earnings growth drives share price performance over the long term. We conduct proprietary fundamental research to try to identify companies with:

- Strong franchises with sensible, durable business models and competitive advantages
- Visible normalized free cash flow
- Return on invested capital that is higher than cost of capital
- Sound corporate governance
- Appropriate leverage
- Reasonable valuations

## Performance (%) total return



Gross vs. MSCI Emerging Markets Latin America 10-40 Index (net div)	-0.90	0.74	1.64	1.99
Net vs. MSCI Emerging Markets Latin America 10-40 Index (net div)	-1.70	-0.05	0.82	0.94

## Annual performance (%)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
MFS (gross of fees)	-17.65	-30.75	23.97	27.52	-9.97	19.21	-15.83	-8.56	13.13	36.04
MFS (net of fees)	-18.46	-31.39	22.96	26.54	-10.66	18.38	-16.46	-9.22	12.33	34.99
MSCI Emerging Markets Latin America 10-40 Index (net div)	-12.30	-31.04	31.04	23.74	-6.48	17.55	-13.78	-7.75	8.86	34.05

## MIFID II performance standard – 12-month rates of total return (%) as of the period ended

	31-Dec-19	31-Dec-20	31-Dec-21	31-Dec-22	31-Dec-23
MFS (gross of fees)	19.21	-15.83	-8.56	13.13	36.04
MFS (net of fees)	18.38	-16.46	-9.22	12.33	34.99
MSCI Emerging Markets Latin America 10-40 Index (net div)	17.55	-13.78	-7.75	8.86	34.05

**Past performance is not a reliable indicator for future results. All financial investments involve an element of risk. The value of investments may rise and fall so you may get back less than originally invested.** Investors should consider the risks, including lower returns, related to currency movements between their investing currency and the portfolio's base currency, if different.

Historical performance results may have differed had the composite included assets of client accounts during these time periods for various reasons including the impact of cash flows.

See the GIPS Composite Report at the end of this presentation for performance methodology and other information.

The Markets in Financial Instruments Directive (MIFID) is the EU legislation that regulates firms who provide services to clients linked to financial instruments.

Source: Benchmark performance from SPAR, FactSet Research Systems Inc.

It is not possible to invest directly in an index. Index performance will differ from our actively managed strategies, which may involve a higher degree of risk.

Total gross of fee returns include both capital appreciation and reinvestment of income but exclude custody fees.

## CHARACTERISTICS

	MFS	MSCI Emerging Markets Latin America 10-40 Index
<b>Fundamentals - weighted average</b>		
IBES long-term EPS growth <sup>1</sup>	6.6%	5.6%
Price/earnings (12 months forward ex-negative earnings)	9.9x	9.6x
Return on equity (3-year average)	20.3%	21.0%
Long term debt/capital	39.9%	41.0%
Dividend yield	5.4%	5.8%
<b>Market capitalization</b>		
Market capitalization (USD) <sup>2</sup>	30.9 bn	36.5 bn
<b>Diversification</b>		
Top ten issues	51%	41%
Number of Issues	44	90
<b>Turnover</b>		
Trailing 1 year turnover <sup>3</sup>	37%	—
<b>Risk profile (current)</b>		
Barra predicted tracking error <sup>4</sup>	2.52%	—
<b>Risk/reward (5 year)</b>		
Beta	0.96/0.96	—
Standard deviation	29.74%/29.74%	30.82%

## TOP 10 HOLDINGS (%)

Security	Sector	MFS	MSCI Emerging Markets Latin America 10-40 Index
PETROLEO BRASILEIRO SA	Energy	9.6	8.4
VALE SA	Materials	8.8	8.2
BANCO BRADESCO SA	Financials	6.3	3.6
B3 SA - BRASIL BOLSA BALCAO	Financials	5.2	2.7
ITAU UNIBANCO HOLDING SA	Financials	4.6	5.2
WAL-MART DE MEXICO SAB DE CV	Consumer Staples	4.0	3.4
GRUPO FINANCIERO BANORTE SAB DE CV	Financials	3.6	4.0
CREDICORP LTD	Financials	3.2	1.5
AMBEV SA	Consumer Staples	3.0	2.0
LOCALIZA RENT A CAR SA	Industrials	2.9	1.8

SECTOR WEIGHTS UNDERWEIGHT/OVERWEIGHT (%)<sup>†,‡</sup>

	MSCI Emerging Markets Latin America 10-40 Index
Financials	2.0
Health Care	0.9
Real Estate	0.7
Materials	0.3
Communication Services	0.2
Consumer Discretionary	0.2
Information Technology	-0.6
Utilities	-0.8
Consumer Staples	-1.1
Energy	-1.8
Industrials	-2.6

COUNTRY WEIGHTS (%)<sup>†,‡</sup>

	MFS	MSCI Emerging Markets Latin America 10-40 Index
Brazil	58.3	60.7
Mexico	29.0	29.5
Peru	5.1	3.2
Chile	3.4	5.5
United States	1.0	—
Colombia	0.7	1.1

<sup>1</sup> Source: FactSet<sup>2</sup> Weighted average.<sup>3</sup> US Turnover Methodology: (Lesser of Purchase or Sales)/Average Month End Market Value

<sup>4</sup> Source Barra. The Barra information may not be redistributed, may not be reproduced or disseminated in any form and may not be used to create any financial instruments or products or any indices. The Barra information is provided on an "as is" basis and the user of this information assumes the entire risk of any use made of this information. Barra, each of its affiliates and each other person involved in or related to compiling, computing or creating any Barra information (collectively, the "Barra Parties") expressly disclaims all warranties (including, without limitation, any warranties of originality, accuracy, completeness, timeliness, non-infringement, merchantability and fitness for a particular purpose) with respect to this information. Without limiting any of the foregoing, in no event shall any Barra Party have any liability for any direct, indirect, special, incidental, punitive, consequential (including, without limitation, lost profits) or any other damages.

<sup>†</sup> 2.5% Cash & Cash Equivalents.<sup>‡</sup> -0.0% Other. Other consists of: (i) currency derivatives and/or (ii) any derivative offsets.

The information presented is based on an account determined to be representative of the composite's strategy. The representative account's performance is available upon request.

Any mention of specific companies, securities and/or sectors are for information purposes only and should not be construed as investment advice or a recommendation of any nature.

## Important risk considerations

Because the portfolio may invest a substantial amount of its assets in issuers located in a single country or in a limited number of countries, it may be more volatile than a portfolio that is more geographically diversified. ■ Stock markets and investments in individual stocks are volatile and can decline significantly in response to or investor perception of, issuer, market, economic, industry, political, regulatory, geopolitical, and other conditions.

## Benchmark and vendor disclosures

Index data source: MSCI. MSCI makes no express or implied warranties or representations and shall have no liability whatsoever with respect to any MSCI data contained herein. The MSCI data may not be further redistributed or used as a basis for other indices or any securities or financial products. This report is not approved, reviewed or produced by MSCI.

The Global Industry Classification Standard (GICS<sup>®</sup>) was developed by and/or is the exclusive property of MSCI, Inc. and S&P Global Market Intelligence Inc. ("S&P Global Market Intelligence"). GICS is a service mark of MSCI and S&P Global Market Intelligence and has been licensed for use by MFS. MFS has applied its own internal sector/industry classification methodology for equity securities and non-equity securities that are unclassified by GICS.

## Global disclosures

Issued in the United States by MFS Institutional Advisors, Inc., a U.S.-based investment advisor and subsidiary of Massachusetts Financial Services Company ("MFS"). Issued in Canada by MFS Investment Management Canada Limited. MFS Institutional Advisors, Inc. provides certain sub-advisory services to all MFS Investment Management Canada Limited portfolios, including discretionary investment management for non-Canadian portfolios or components of portfolios. Pursuant to a sub-advisory agreement executed between MFS Institutional Advisors, Inc. and MFS Investment Management Canada Limited, MFS provides investment advice pursuant to statutory exemptions or regulatory relief, as applicable. Such advice is being rendered outside of Canada and certain members of the team may not be registered in any capacity with any Canadian securities regulatory authority. Note to UK and Switzerland readers: Issued in the UK and Switzerland by MFS International (U.K.) Limited ("MIL UK"), a private limited company registered in England and Wales with the company number 03062718, and authorised and regulated in the conduct of investment business by the UK Financial Conduct Authority. MIL UK, an indirect subsidiary of MFS®, has its registered office at One Carter Lane, London, EC4V 5ER. Note to Europe (ex UK and Switzerland) readers: Issued in Europe by MFS Investment Management (Lux) S.à r.l. (MFS Lux) – authorized under Luxembourg law as a management company for Funds domiciled in Luxembourg and which both provide products and investment services to institutional investors and is registered office is at S.à r.l. 4 Rue Albert Borschette, Luxembourg L-1246. Tel: 352 2826 12800. This material shall not be circulated or distributed to any person other than to professional investors (as permitted by local regulations) and should not be relied upon or distributed to persons where such reliance or distribution would be contrary to local regulation. Issued in Hong Kong by MFS International (Hong Kong) Limited ("MIL HK"), a private limited company licensed and regulated by the Hong Kong Securities and Futures Commission (the "SFC"). MIL HK is a wholly-owned, indirect subsidiary of Massachusetts Financial Services Company, a US based investment adviser and fund sponsor registered with the US Securities and Exchange Commission. MIL HK is approved to engage in dealing in securities and asset management regulated activities and may provide certain investment services to "professional investors" as defined in the Securities and Futures Ordinance ("SFO"). Issued in Singapore by MFS International Singapore Pte. Ltd., a private limited company registered in Singapore with the company number 201228809M, and further licensed and regulated by the Monetary Authority of Singapore. Issued in Japan: MFS Investment Management K.K., is registered as a Financial Instruments Business Operator, Kanto Local Finance Bureau (FIBO) No.312, a member of the Investment Trust Association, Japan and the Japan Investment Advisers Association. As fees to be borne by investors vary depending upon circumstances such as products, services, investment period and market conditions, the total amount nor the calculation methods cannot be disclosed in advance. All investments involve risks, including market fluctuation and investors may lose the principal amount invested. Investors should obtain and read the prospectus and/or document set forth in Article 37-3 of Financial Instruments and Exchange Act carefully before making the investments. For professional investors in Australia: MFS International Australia Pty Ltd ("MFS Australia") (ABN 68 607 579 537) holds an Australian financial services licence number 485343. MFS Australia is regulated by the Australian Securities and Investments Commission. For Professional Investors in China – MFS Financial Management Consulting (Shanghai) Co., Ltd. 2801-12, 28th Floor, 100 Century Avenue, Shanghai World Financial Center, Shanghai Pilot Free Trade Zone, 200120, China, a Chinese limited liability company registered to provide financial management consulting services. This material is directed at investment professionals for general information use only with no consideration given to the specific investment objective, financial situation and particular needs of any specific person. Any securities and/or sectors mentioned herein are for illustration purposes and should not be construed as a recommendation for investment. Investment involves risk. Past performance is not indicative of future performance. The information contained herein may not be copied, reproduced or redistributed without the express consent of MFS Investment Management ("MFS"). While the information is believed to be accurate, it may be subject to change without notice. MFS does not warrant or represent that it is free from errors or omissions or that the information is suitable for any particular person's intended use. Except in so far as any liability under any law cannot be excluded, MFS does not accept liability for any inaccuracy or for the investment decisions or any other actions taken by any person on the basis of the material included. MFS does not authorise distribution to retail investors. Unless otherwise indicated, logos, product and services names are trademarks of MFS and its affiliates and may be registered in certain countries. The GIPS Composite Report is attached to provide additional information about the strategy, composite, and performance methodology. The funds or other investment vehicles mentioned should not be construed as an offer or solicitation.

**Composite:** MFS Latin American Equity Composite

**Benchmark:** MSCI EM Latin America 10-40 - Net Return

**Creation Date:** 16-Nov-2006

**Inception Date:** 01-Oct-2006

**Composite Description:** The MFS Latin American Equity Composite includes all discretionary portfolios managed to the MFS Latin American Equity strategy. The strategy seeks capital appreciation by investing principally in equities of companies whose primary activities are in Latin America. The strategy uses bottom-up fundamental research and focuses on earnings prospects and valuations. Because the portfolio may invest a substantial amount of its assets in issuers located in a single country or in a limited number of countries, it may be more volatile than a portfolio that is more geographically diversified. Stock markets and investments in individual stocks are volatile and can decline significantly in response to or investor perception of, issuer, market, economic, industry, political, regulatory, geopolitical, and other conditions.

#### Institutional Separate Accounts Fee Schedule

Asset Breakpoints (USD)	Fee
For Assets Up To 50 MM	80 bp
For Assets From 50 MM To 100 MM	75 bp
For Assets Over 100 MM	70 bp

#### Petroleo Brasileiro Settlement Impact

On 30-Oct-19 and 07-Nov-19, certain MFS accounts received compensation as part of a class action litigation settlement. These proceeds had a material impact on the performance of these accounts. As of 31-Dec-22 the impact of the performance of the composite has been calculated to be:

	Actual Return	Return ex Impact	Effective Impact
5 Yr (annualized)	-1.35	-1.64	0.30

Accounts are eligible for inclusion in the composite if they have assets greater than 1 MM USD. Accounts are included as of their first full month of performance.

#### Derivative Exposure Disclosure

Period	Composite and Benchmark Return %			Composite Dispersion	Accounts in Composite at End of Period	Annualized 3-Year Standard Deviation		Assets (USD million)	
	Gross of fees	Net of fees^	Benchmark			Composite	Benchmark	Composite	Firm
2022	13.13	12.33	8.86	n/a	<6	33.57	34.90	\$2.1	\$527,229.5
2021	-8.56	-9.22	-7.75	n/a	<6	31.89	32.75	\$135.0	\$674,375.8
2020	-15.83	-16.46	-13.78	n/a	<6	33.03	33.97	\$110.8	\$599,076.3
2019	19.21	18.38	17.55	n/a	<6	20.20	20.81	\$131.8	\$518,568.9
2018	-9.97	-10.66	-6.48	n/a	<6	21.56	24.18	\$114.8	\$426,543.5
2017	27.52	26.54	23.74	n/a	<6	20.95	24.55	\$147.6	\$491,012.9
2016	23.97	22.96	31.04	n/a	<6	23.29	26.80	\$115.4	\$425,539.8
2015	-30.75	-31.39	-31.04	n/a	<6	19.21	21.23	\$101.5	\$412,412.4
2014	-17.65	-18.46	-12.30	n/a	<6	20.24	20.86	\$234.9	\$430,214.0
2013	-7.78	-8.72	-13.36	n/a	<6	22.43	22.27	\$414.6	\$412,240.5

MFS Investment Management® claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. MFS Investment Management has been independently verified for the periods 1-Jan-1988 through 31-Dec-2021. The verification report is available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein. Past performance is no guarantee of future results. Performance for periods less than one year are not annualized.

Total Gross-of-fee returns in USD (includes both capital appreciation and reinvestment of income) are net of transaction costs, withholding taxes and direct expenses, but before management fees, custody and other indirect expenses. Typical separate accounts utilize 4:00 PM (London Time) foreign exchange rates; retail products will use rates deemed most appropriate for daily NAV per share calculations. The possibility exists for performance dispersion between otherwise similarly managed accounts and also with the benchmark.

^Net-of-fee returns presented in this table are gross-of-fee returns reduced by management fees and performance fees if applicable (actual fees). For certain accounts where the actual fees are unavailable, the maximum applicable annual institutional separate account fees were applied.

Total returns of the benchmark are provided for each period depicted, expressed in USD. Source of Benchmark Performance: FACTSET ®.

MSCI EM Latin America 10-40 - Net Return - is a market capitalization-weighted index that is designed to measure equity market performance, constrained with investment limits to funds incorporated in member states of the European Union, of emerging markets in Latin America.

Composite Dispersion is measured by the asset-weighted standard deviation of gross-of-fees account returns for all accounts in the composite for the full period. For composites containing less than six accounts for the full period, dispersion is deemed not meaningful and is not presented. The three-year annualized ex post standard deviation measures the variability of the gross-of-fees composite returns and the benchmark returns over the preceding 36-month period.

Historical performance results may have differed had the composite included assets of client accounts during these time periods for various reasons including the impact of cash flows.

Prior to 1-Jul-2020, the maximum institutional separate account fee charged for this product was 100 bps.

The composite asset minimum changed from 2MM USD to 1MM USD on 01-Nov-2022.

For purposes of GIPS compliance, the firm is defined as MFS Investment Management (MFS), which is comprised of Massachusetts Financial Services Company and MFS Institutional Advisors, Inc. (MFSI), each of which is a registered investment advisor, MFS Heritage Trust Company, a New Hampshire Trust company, and MFS Investment Management Canada Limited. Total firm assets include assets managed by Massachusetts Financial Services Company, MFSI, MFS Heritage Trust Company and MFS Investment Management Canada Limited as well as assets managed by Massachusetts Financial Services Company and MFSI in a sub-advisory capacity on behalf of affiliated investment advisors that may or may not be registered under the United States Investment Advisers Act of 1940, such as MFS International (U.K.), Ltd. (MIL UK) and MFS Investment Management K.K. (MIMKK), MFS International Singapore Pte. Ltd, MFS International Australia Pty Ltd, and MFS Investment Management Company (Lux) S.à r.l as well as assets managed by Massachusetts Financial Services Company and MFSI on behalf of unaffiliated investment advisors that are not registered under the United States Investment Advisers Act of 1940.

The firm's list of composite descriptions, list of pooled fund descriptions for limited distribution pooled funds, and list of broad distribution pooled funds are available upon request. Additionally, policies for valuing investment, calculating performance, and preparing GIPS Reports are available upon request.

Certain accounts in this composite utilize derivatives for hedging, investment exposure, implementation efficiency, and transaction cost mitigation purposes. Derivative exposures can be volatile, used to take long or short positions, involve leverage (which can magnify gains or losses), and involve counterparty and liquidity risk. The table below displays the high, median, and low month-end derivative exposures over the last three years, when available or since inception if the composite is less than three years old. Derivative exposure of the account is calculated as the gross equivalent exposure of total net assets. The derivative exposures, displayed below, are the average exposures of the accounts that held derivatives.

Source: MSCI. The MSCI data is comprised of a custom index calculated by MSCI for, and as requested by, Massachusetts Financial Services Company. The MSCI data is for internal use only and may not be redistributed or used in connection with creating or offering any securities, financial products or indices. Neither MSCI nor any other third party involved in or related to compiling, computing or creating the MSCI data (the "MSCI Parties") makes any express or implied warranties or representations with respect to such data (or the results to be obtained by the use thereof), and the MSCI Parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with respect to such data. Without limiting any of the foregoing, in no event shall any of the MSCI Parties have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

LONG EXPOSURE		SHORT EXPOSURE	
High	15.57%	High	-15.51%
Median	3.69%	Median	-4.52%
Low	0.01%	Low	-2.84%