

#### 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®	626.1 billion
MFS® Latin American Equity Composite	1.5 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



#### Annual performance (%)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024 YTD
MFS (gross of fees)	-17.65	-30.75	23.97	27.52	-9.97	19.21	-15.83	-8.56	13.13	36.04	-4.37
MFS (net of fees)	-18.46	-31.39	22.96	26.54	-10.66	18.38	-16.46	-9.22	12.33	34.99	-4.57
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	-3.89

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

	31-Mar-20	31-Mar-21	31-Mar-22	31-Mar-23	31-Mar-24
MFS (gross of fees)	-38.64	44.88	22.07	-8.28	25.46
MFS (net of fees)	-39.10	43.84	21.23	-8.97	24.48
MSCI Emerging Markets Latin America 10-40 Index (net div)	-40.77	49.87	23.90	-10.62	23.58

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.

# Fact Sheet | Q1 | 2024 MFS<sup>•</sup> Latin American Equity (USD)

CHARACTERISTICS		
	MFS	MSCI Emerging Markets Latin America 10-40 Index
Fundamentals - weighted average		
IBES long-term EPS growth <sup>1</sup>	8.0%	6.8%
Price/earnings (12 months forward exnegative earnings)	9.8x	9.5x
Return on equity (3-year average)	22.9%	24.3%
Long term debt/capital	40.0%	39.8%
Dividend yield	5.6%	6.1%
Market capitalization		
Market capitalization (USD) <sup>2</sup>	29.6 bn	33.6 bn
Diversification		
Top ten issues	49%	40%
Number of Issues	43	91
Turnover		
Trailing 1 year turnover <sup>3</sup>	18%	_
Risk profile (current)		
Barra predicted tracking error <sup>4</sup>	2.47%	_
Risk/reward (5 year)	Gross/Net	
Beta	0.96/0.96	-
Standard deviation	29.05%/29.05%	30.16%

#### TOP 10 HOLDINGS (%)

Security	Sector	MFS	MSCI Emerging Markets Latin America 10-40 Index
PETROLEO BRASILEIRO SA	Energy	8.8	7.8
VALE SA	Materials	7.5	6.7
BANCO BRADESCO SA	Financials	5.4	3.1
ITAU UNIBANCO HOLDING SA	Financials	5.1	5.4
B3 SA - BRASIL BOLSA BALCAO	Financials	4.4	2.2
WAL-MART DE MEXICO SAB DE CV	Consumer Staples	4.0	3.4
GRUPO FINANCIERO BANORTE SAB DE CV	Financials	3.9	4.4
AMERICA MOVIL	Communication Services	3.5	2.8
LOCALIZA RENT A CAR SA	Industrials	3.4	1.6
CREDICORP LTD	Financials	3.3	1.8

SECTOR WEIGHTS UNDER		
		MSCI Emerging Markets Latin America 10-40 Index
Health Care		1.4
Communication Services		1.3
Materials		0.7
Real Estate		0.7
Financials		0.4
Consumer Discretionary		0.1
Information Technology		-0.5
Utilities		-1.0
Consumer Staples		-1.5
Energy		-2.0
Industrials		-2.1
COUNTRY WEIGHTS (%) <sup>†</sup>		
	MFS	MSCI Emerging Markets Latin America 10-40 Index
Brazil	56.6	58.0
Mexico	30.8	31.3
Peru	5.7	3.8
Chile	3.2	5.5

SECTOR WEIGHTS UNDERWEIGHT/OVERWEIGHT (%)

<sup>1</sup> Source: FactSet

**United States** 

Colombia

<sup>2</sup> Weighted average.

<sup>3</sup> US Turnover Methodology: (Lesser of Purchase or Sales)/Average Month End Market Value

1.1

1.3

<sup>4</sup> Source Barra. The Barra information may not be redistributed, may not be reproduced or redisseminated 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 limitation, lost profits) or any other damages.

<sup>†</sup> 2.7% Cash & Cash Equivalents.

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

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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		<b>a</b> "		<b>D</b> ( ) ) (	<b>a</b>	Accounts in		ed 3-Year	• • •	
Composite		Composite	and Benchmark	Return %	Composite	Composite at	Standard	Deviation	Assets (I	JSD million)
Benchmark: MSCI EM Latin America 10-40 - Net	Period	Gross of fees	Net of fees <sup>^</sup>	Benchmark	Dispersion	End of Period	Composite	Benchmark	Composite	Firm
Return	2023	36.04	34.99	34.05	n/a	<6	24.36	25.49	\$1.6	\$575,589.7
Creation Date: 16-Nov-2006	2022	13.13	12.33	8.86	n/a	<6	33.57	34.90	\$2.1	\$527,229.5
Inception Date: 01-Oct-2006	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
<b>Composite Description:</b> The MFS Latin American Equity Composite includes all discretionary portfolios	2019	19.21	18.38	17.55	n/a	<6	20.20	20.81	\$131.8	\$518,568.9
managed to the MFS Latin American Equity strategy.	2018	-9.97	-10.66	-6.48	n/a	<6	21.56	24.18	\$114.8	\$426,543.5
The strategy seeks capital appreciation by investing principally in equities of companies whose primary	2017	27.52	26.54	23.74	n/a	<6	20.95	24.55	\$147.6	\$491,012.9
activities are in Latin America. The strategy uses	2016	23.97	22.96	31.04	n/a	<6	23.29	26.80	\$115.4	\$425,539.8
bottom-up fundamental research and focuses on	2015	-30.75	-31.39	-31.04	n/a	<6	19.21	21.23	\$101.5	\$412,412.4
earnings prospects and valuations. Because the portfolio may invest a substantial amount of its assets in	2014	-17.65	-18.46	-12.30	n/a	<6	20.24	20.86	\$234.9	\$430,214.0

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-2022. 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.

#### Institutional Separate Accounts Fee Schedule

industry, political, regulatory, geopolitical, and other

issuers located in a single country or in a limited

markets and investments in individual stocks are

investor perception of, issuer, market, economic,

number of countries, it may be more volatile than a

portfolio that is more geographically diversified. Stock

volatile and can decline significantly in response to or

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

conditions.

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-23 the impact of the performance of the composite has been calulated to be:

	Actual	Return	Effective	
	Return	ex Impact	Impact	
5 Yr (annualized)	7.15	6.83	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**

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 36month 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.

 $\overline{0}$  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 effective 1-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 Ptv Ltd. and MFS Investment Management Company (Lux) S.a r.I 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.

## 2023



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 month-end derivative exposures over the last three vears, 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

Certain accounts in this composite utilize derivatives for 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. Source: MSCI. The MSCI data is comprised of a custom index calculated by MSCI for, and as requested by, MFS. 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 risk. The table below displays the high, median, and low 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	4.11%	Median	-5.14%		
Low	0.01%	Low	-3.52%		