

# Asia's Leader in Value Investing

Established in 1993, Value Partners is one of Asia's largest asset manager by products and distribution.

Under the leadership of our Co-Chief Investment Officers Dato' Seri Cheah Cheng Hye and Mr. Louis So, the Company has successfully developed from a boutique firm to one of Asia's most respected asset managers. In recent years, the Company has been expanding its global network in the mainland China, Asia and the United Kingdom.

## **Our strengths**

#### A pioneer of value investing in Asia

We were among the first fund managers in Asia to apply strict value-investing principles. We have been investing in the Chinese domestic market since it first opened.

#### **Greater China expertise**

Among the best investment teams in Asia with a 25-year track record. We have a strong team of about 70 investment professionals based in Hong Kong, Beijing, Shanghai, Shenzhen, Singapore and London, with an average 17 years of solid investment experience.

#### A proven performer

Through disciplined investing and a focus on long-term results, our rigorous investment process has delivered robust risk-adjusted absolute returns.

#### A well-recognized Greater China expert

The Company and its underlying products have won over 170 performance awards and prizes.

#### Our belief

# 'Value investing' is the cornerstone of our investment philosophy.

We believe that bottom-up stock selection combined with comprehensive research is critical to uncovering opportunities in inefficient markets. As part of our research process, our investment team visits a large number of companies to conduct 360-degree analysis every year in the Asia region. We believe thorough research is the foundation of optimal investment returns.

# **Core principles**



- The <u>Right</u> business, run by the <u>Right</u> people, and at the <u>Right</u> price
- Companies with strong fundamentals trading at reasonable valuations
- Portfolios are constructed with the highest conviction ideas driven by our intensive bottom-up fundamental analysis

#### **Our milestones**

2013 product and established private Entered into partnership with 2007 equity real estate business ICBC, China's biggest bank · Value Partners was listed on • Became a strategic partner with 1993 Main Board of HK Stock **Forbes Global Media Holdings** 2014 · Value Partners was **Exchange** • Opened Singapore office founded in HK 2018 Launched flagship 2008 • Received approval for a PFM 2015 **Classic Fund** · HSBC became our distribution (Private Fund Management) · Obtained QDLP license to partner license, and launched the engage in China's private fund 1998 Assets under Group's first PFM product in the management business · Began partnership with 2009 mainland (in US\$ Manulife, and helped · Began building presence in million) 2016 China and overseas markets manage one of HK's 17.8 billion • Opened London office 20,000 17.8 billion 16.6 billion largest MPF since 2006 2012 2002 15,000 · Launched the Group's first 10.5 billion · Launched High-Dividend fixed income retail fund 13.2 billion 10,000 Stocks Fund 7.3 billion 5.000 5.5 billion 5.6 million Λ 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 6/2015 2016 12/2017 3/2018

## Our investment capabilities

A broad spectrum of investment solutions<sup>1</sup>



**Equities** 



Fixed Income



Quantitative Investment Solutions



SMART Investment Strategy



Multi-asset



2017
• Launched the Group's first GEM

**Alternatives** 

## **Our recognition**

The stellar performance and excellent management of Value Partners have helped us gain industry recognition.



AsiaHedge Awards 2017<sup>2</sup>

Management Firm of the Year



Asset Management Awards for Excellence 2017, Asian Private Banker<sup>3</sup>

Best Fund Provider – Greater China Equity



Hexun's The 15th China's Financial Annual Champion Awards 2017<sup>4</sup>

**Best Fund House of the Year** 



Listed Company Award of Excellence 2017<sup>5</sup>
Best Listed Company (Main Board category)



The Asset Benchmark Research Awards 2017<sup>6</sup>

Top Investment House in Asian G3 Bonds for 2017

Ranked 1<sup>st</sup> in the Hedge Fund category



Benchmark Fund of the Year Awards 2017, Hong Kong<sup>7</sup>

Outstanding Manager of the Year - Greater China Equity - Dato' Seri Cheah Cheng Hye and Mr. Louis So Manager of the Year - High Yield Fixed Income - Mr. Gordon Ip



The Asset Triple A, Asset Servicing, Investor and Fund Management Awards 2017<sup>8</sup> Fund Manager of the Year – Long-only Fixed Income (Highly Commended) – Mr. Gordon IP

1. Some products may not be available to all investors. Please contact us for details and read the corresponding offering documents before making any investment decision.

2. Based on performance for the 12-month period from September 2016 to the end of August 2017.

3. Based on performance and achievements for 2016.

4. Final results were compiled through comprehensive evaluation, based on voting from online polls (40%), performance results consolidated from market data (40%) and Hexun's judges (20%).

5. Announced in November 2017 by HK Economic Journal and PR Asia.

6. Based on the number of votes won by Astute Investors of the Top Investment Houses. All votes are subject to a weighting methodology.

7. The award recognized individuals who have led his/her team to outstanding performances over the consistency of three-year and five-year performances against the benchmark and their peers up to 30 September 2017. Cheah Cheng Hye and Louis So are Value Partners' Co-Chief Investment Officers. Gordon Ip is Value Partners' Chief Investment Officer, Fixed Income.

8. The period covered by the awards is from 1 January 2016 to 31 December 2016. Gordon Ip is the lead manager of Value Partners' Greater China High Yield Income Fund.

Investment involves risk. Past performance is not indicative of future performance. This material has not been reviewed by the SFC. Issuer: Value Partners Limited.





