

# RAYLIANT QUANTAMENTAL CHINA EQUITY ETF

**RAYC**

**The next generation of  
China ETFs has arrived.**

China is too big to ignore,  
which is why Rayliant has  
launched the world's first  
active China ETF.



# UNMATCHED GROWTH.



**Chinese firms contribute nearly 30% to global economic growth<sup>1</sup>**



**China's growing startup sector is home to 39% of the world's unicorns<sup>2</sup>**



**Chinese consumers made up an estimated 36% of global spending on luxury goods<sup>3</sup>**



**China's mainland stock market totals \$11 trillion market cap<sup>4</sup>**



**China's middle class expected to reach 1.2 billion people by 2027<sup>5</sup>**

# UNREALIZED OPPORTUNITY.



**The typical global equity portfolio consists of 0.65% weighted to Chinese A shares<sup>6</sup>**

<sup>1</sup>International Monetary Fund (2019)

<sup>2</sup>Hurun Research Institute (2020). A "unicorn" is a privately held startup valued at >1B USD.

<sup>3</sup>McKinsey (2017)

<sup>4</sup>World Federation of Exchanges (2020)

<sup>5</sup>The Brookings Institution (2020)

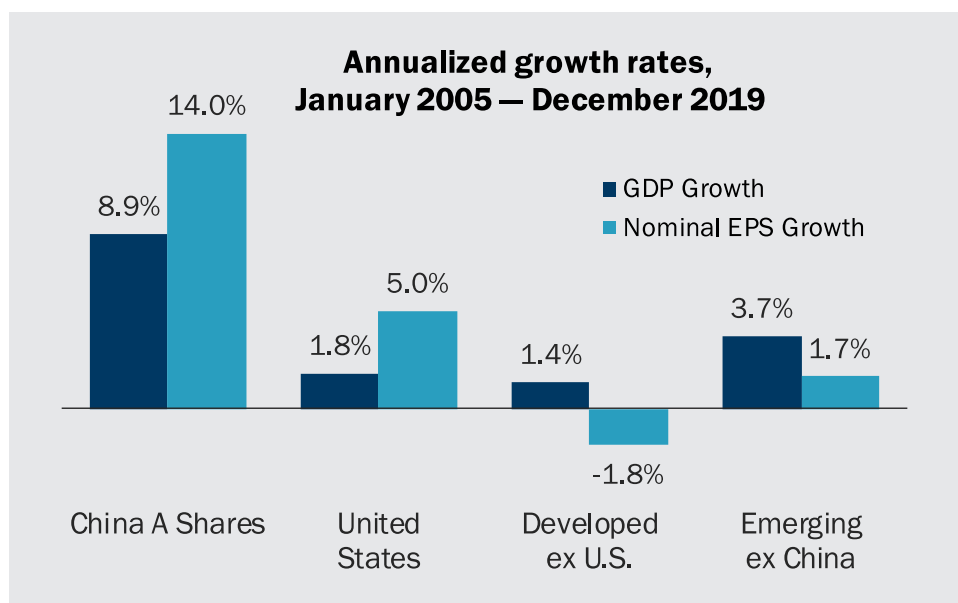
<sup>6</sup>The typical global equity portfolio is assumed to track the MSCI All Country World Index, as of October 2020.

# WHY CHINA?

**China's economy is big and getting bigger, but that rapid growth is not the only thing drawing investors to the world's second-largest stock market. China's onshore stocks<sup>1</sup> provide investors a unique opportunity to capture alpha<sup>2</sup> and reduce overall portfolio risk.<sup>3</sup> These features strengthen the case for an active allocation to Chinese A shares.**

## Opportunity 1 Accessing Growth

China's economic expansion has translated to rapid earnings growth for onshore-listed companies. Don't miss out on the market.



**Source:** Rayliant Research, Bloomberg, as of Mar. 31, 2020. U.S. data references the S&P 500 Index; Dev. ex-U.S. references MSCI World Ex-USA Index; China Onshore references the CSI 300 Index; China Offshore references the MSCI China Index, which primarily trades H shares, B shares, Red chips, P chips, and foreign listings, including ADRs; EM ex-China references the MSCI EM ex-China Index. It is not possible to invest directly in an index. Past performance is not indicative of future performance

<sup>1</sup> "Onshore stocks" refer to those Chinese stocks, like A-shares, that are traded exclusively on exchanges in Mainland China.

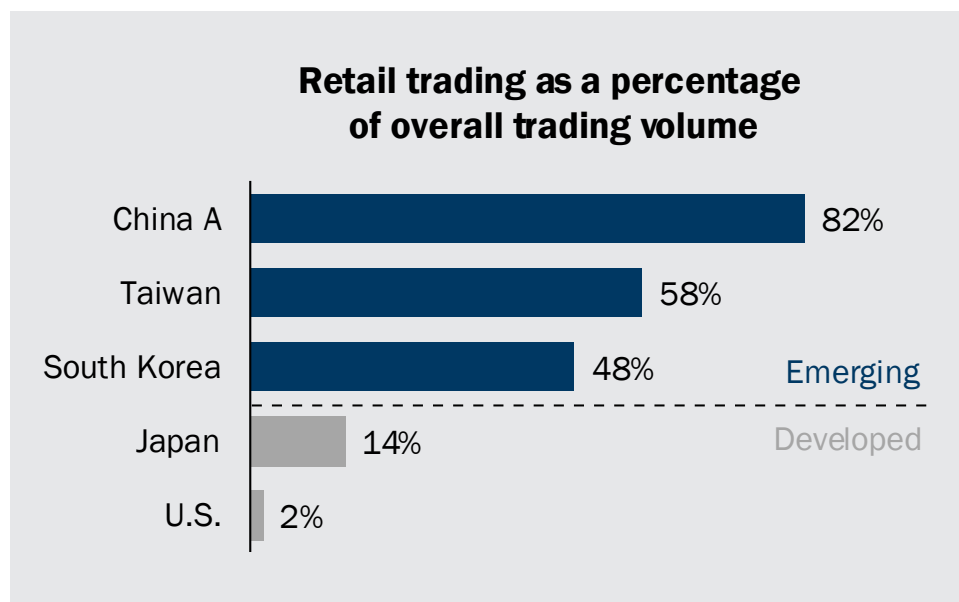
<sup>2</sup> "Alpha" is defined herein as an investment's performance in excess of fair compensation for risk.

<sup>3</sup> Diversification does not ensure a profit or guarantee against a loss.

**Investing involves risk.** See important information at the end of this document about the risks of investing in China.

## Opportunity 2 Capturing Alpha

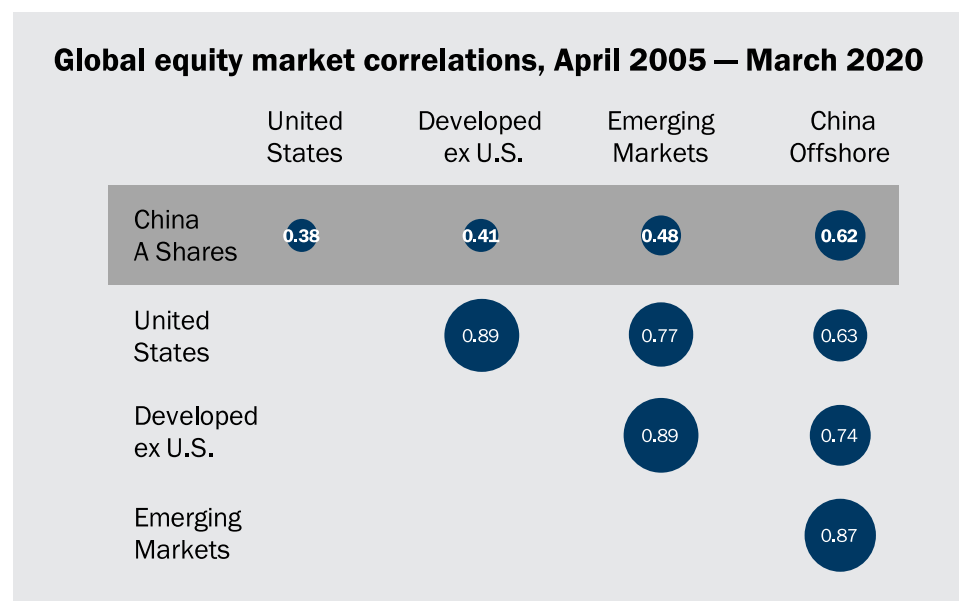
Amateur investors account for 80%-90% of trading onshore in China. In this retail environment, there is opportunity for professionals to outperform the market and obtain “alpha.”



**Source:** Rayliant Research, as of Jun. 30, 2020. Data on retail trading come from stock exchange website, factbooks, academic literature, and industry reports.

## Opportunity 3 Reducing Risk

Chinese A shares have low correlation with global developed equities and other emerging markets. Diversifying into A shares reduces overall portfolio risk.



**Source:** See Chart 1, with the exception that MSCI EM Index is used in lieu of MSCI World ex-China Index. “China Offshore” are Chinese stocks listed outside of Mainland China. It is not possible to invest directly in an index. Past performance is not indicative of future performance.

# WHY

# RAYC

## THE NEXT GENERATION OF CHINA ETFs.

**Rayliant's Quantamental China Equity ETF [RAYC](#)** is the world's first active China ETF.<sup>1</sup> It was crafted by the team who also designed China's first Smart Beta strategy in 2009<sup>2</sup>, and who built the investment strategy behind the Hong Kong-listed Premia CSI Caixin China New Economy ETF<sup>3</sup> and the China-listed China AMC ChiNext Momentum Growth ETF<sup>4</sup>.

Click [RAYC](#) to learn more.

### Be Active.

Chinese A shares are over 80% retail traded.<sup>5</sup> China is one of the few markets where active management has consistently outperformed a passive approach.<sup>6</sup> Rayliant has been delivering active alpha in China since 2009.

### Be Local.

Rayliant's strategies are *localized*—tailored to the features that make China unique. We employ novel data sources and local fundamental insights to address China-specific risks and opportunities, including Chinese accounting, regulations, market structure, state ownership, and investor behavior.

### Be Onshore.

Most investors access China through offshore listings in Hong Kong and the United States. RAYC invests primarily in onshore A shares, which offer exposure to the primary growth engine of the Chinese economy.<sup>7</sup>

### Be Scientific.

RAYC applies systematic, data-driven strategies based on rigorous research into investor behavior to seek outperformance in China's retail-dominated market. Our diversified multi-factor approach incorporates machine learning and robust optimization is designed to maximize the likelihood of reliable outperformance.

<sup>1</sup> Source: New York Stock Exchange, utilizing FactSet ETF Screener data (23 December 2020)

<sup>2</sup> Source: China Securities Index Data (28 December 2020)

<sup>3</sup> Premia CSI Caixin China New Economy ETF (Tickers: 3173 HK / 9173 HK)

<sup>4</sup> ChinaAMC ChiNext Momentum Growth ETF (Ticker: 159967 CH Equity)



# KEEPING PACE WITH CHINA'S FINANCIAL TRANSFORMATION



<sup>5</sup> Hsu, Wool, Liu, "Should You Have More China in Your Portfolio? Putting Common Arguments for Increased China Exposure to the Test", *The Journal of Index Investing*, Winter 2020, p. 10

<sup>6</sup> Cornell et al, "Assessing Mutual Fund Performance in China", *The Journal of Portfolio Management*, Volume 46, No. 5 (2020), p. 8, "We find evidence of significant persistence in relative skill in fund management [in China]."

<sup>7</sup> Hsu et al at 4, establishing that earnings-per-share growth is higher for Chinese companies that are listed onshore.

# Portfolio management from award-winning investment researchers and seasoned China investment professionals.



**Jason Hsu, PhD**  
Portfolio Manager

Jason Hsu is the founder and chairman of Rayliant Global Advisors. Jason was at the forefront of the smart beta revolution before turning his sole attention to China. Building on his pioneering work on the RAFI™ series of indices, he has partnered with many of China's leading institutions to develop and distribute cutting-edge China ETFs. Jason has authored more than 40 peer-reviewed articles and is on the Board of Directors at the Anderson School of Management at UCLA, where he is also an adjunct professor in finance. He has also held visiting professorships at Tsinghua University, Kyoto University and Taiwan National Chengchi University.



**Phillip Wool, PhD**  
Portfolio Manager

Phillip Wool conducts research with a focus on quantitative approaches to asset allocation and return predictability within asset classes. He plays a pivotal role in tailoring Rayliant's Chinese A shares strategies to the unique characteristics of the Chinese market.



**Mark Schlarbaum**  
Head of Trading & Capital Markets

Mark Schlarbaum has nearly 30 years of investment experience, and over the past five years he has supported the launch of nearly 20 ETFs trading primarily in China. At Rayliant, Mark oversees trading and capital markets, ensuring effective portfolio implementation and optimal execution.

# CHINA STRATEGIES FROM PEOPLE WHO KNOW CHINA.





# IMPORTANT INFORMATION

This document is for informational purposes only.

**It is not a recommendation to buy or sell any financial instrument and should not be construed as investment advice.**

No offer may be made without also providing the Prospectus, and the information in the Prospectus is controlling.

**Before investing in any ETF, it is critical for investors to carefully consider the fund's investment objectives, risks, charges and expenses. To obtain a full or summary Prospectus for the Rayliant Quantamental China Equity ETF, which contains this and other information, please visit [funds.rayliant.com](https://funds.rayliant.com). Please read the Prospectus carefully and consider contacting a financial professional before investing.**

The Rayliant Quantamental China Equity ETF is distributed by SEI Investments Distribution Company (SIDCO), which is not affiliated with Rayliant Asset Management, the Investment Adviser.

Shares of ETFs are bought and sold at market price (not NAV) and are not individually redeemed from the Fund. Brokerage commissions will reduce returns. Information on funds other than RAYC is for informational purposes only and should not be deemed an offer to sell or a solicitation of an offer to buy shares of any other funds.

**VISIT [FUNDS.RAYLIANT.COM](https://funds.rayliant.com)**



**Risk of Investing**

Investing involves risk, including the risk of total loss of principal. Please consider the following risks before investing in the ETF or any other investment strategy or product.

**Investment Objectives**

There can be no assurance that an ETF will achieve its stated objectives.

**Quantitative Investments**

Investments that are managed according to a quantitative model can perform differently from the market as a whole.

**International and Emerging Markets**

International markets involve political, social, economic and currency risks. These risks are heightened in emerging markets, which also include the risk of increased volatility and lower trading volume. Securities focusing on a single country may also be subject to higher volatility. Investments in smaller companies typically exhibit higher volatility.

**Local Rules and Regulations**

Trading through Stock Connect is subject to a number of restrictions that may affect an ETF's investments and returns. China A Shares purchased by the ETF through Stock Connect are generally subject to Chinese securities regulations and listing rules, among other restrictions.

**Reasonable Care**

While reasonable care has been taken to ensure the accuracy of the information in this document, Rayliant does not give any warranty or representation, expressed or implied, and expressly disclaims liability for any errors and omissions. Information and opinions may be subject to change without notice. Rayliant accepts no liability for any loss, indirect or consequential damages, arising from the use of or reliance on this document.

**Diversification**

The ETF is not diversified.

**Intellectual Property**

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