



Fund Select+

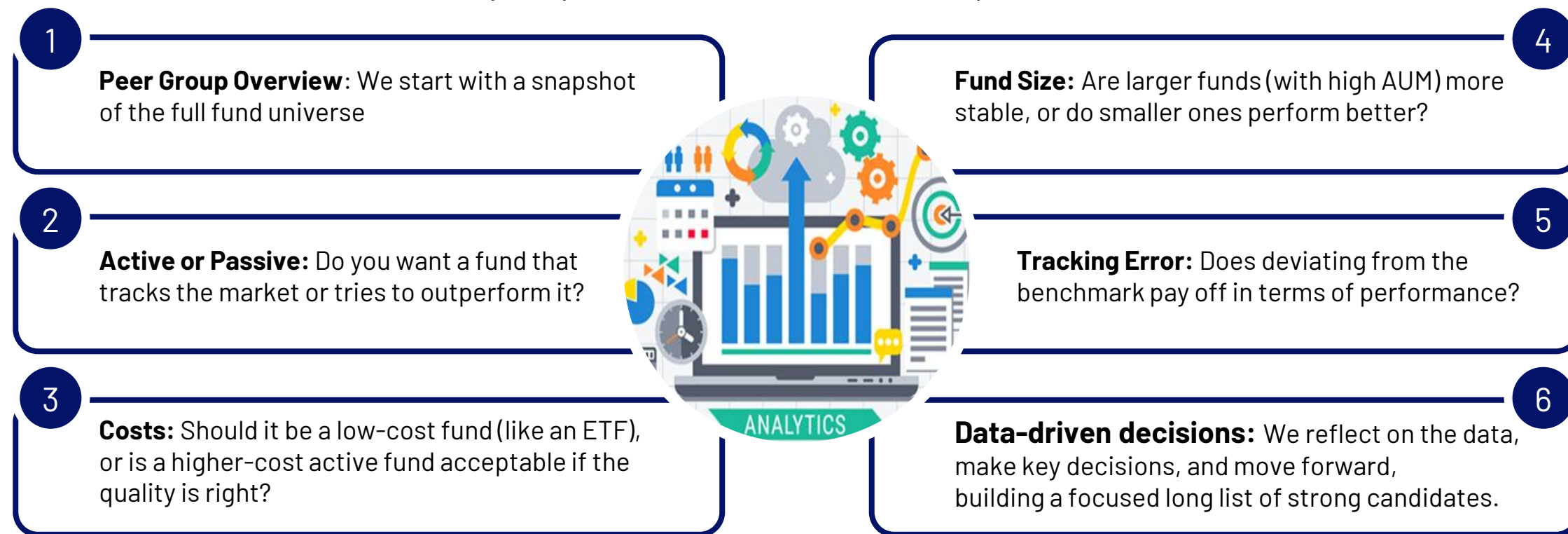
A structured, transparent process to help you select the funds that truly match your strategy in every asset class.

June 2025

Pacific ex-Japan

What Select+ Can Do for You

With Select+, we guide you step by step in choosing the right fund.
We combine data, structure, and your preferences. Here's how the process works:



Once these questions are explored, we move to fund selection—tailored to your strategy.

1. Peer Group: Pacific ex-Japan



1

137 Funds

- 17 ETF's (12.4%)
- 120 active funds (87.6%)

2

Total AUM: € \$101,496,000,000

Average fund AUM: € 740,848,000

3

Average Fund age: 18.4 years

Average portfolio manager tenure: 13.2 years.

2. Active vs Passive

- ETFs are a small share (12.4%), big challenge to passive funds outperform over most periods.
- Key debate covered, now let's explore when active still wins.

Active vs Passive	2022	2023	2024	YTD	3Y	5Y
ETF Average	-14.53%	4.91%	8.56%	7.93%	4.44%	7.58%
Active Average	-17.58%	14.23%	9.69%	3.85%	2.94%	7.15%
Out/under performance active funds	-3.05%	-0.68%	1.13%	-4.07%	-1.50%	-0.43%
Performance figures over 3 and 5 years are annualized						



3. Cheap vs Expensive

- Higher fees demand stronger results, but do they truly deliver consistently?
- In this universe, higher fees rarely lead to better returns – top 40% cost funds underperform.

Cheap vs Expensive	Total expense ratio	Annual Management Charge	AR Costs score	2022	2023	2024	YTD	3Y	5Y
20% cheapest	0.29%	0.34%	8.81	-13.06%	5.19%	8.22%	6.74%	4.19%	6.38%
20-40	0.89%	0.84%	6.74	-18.96%	2.48%	10.30%	3.35%	2.40%	5.64%
40-60	1.29%	1.10%	4.79	-16.72%	6.78%	9.67%	4.28%	3.94%	7.27%
60-80	1.72%	1.57%	2.33	-16.94%	2.65%	9.52%	3.61%	2.51%	6.02%
20% most expensive	2.28%	1.67%	1.42	-20.22%	4.38%	10.02%	3.84%	2.58%	6.10%

Performance figures over 3 and 5 years are annualized



4. Big vs Small

- Less scale, less research, or too big to perform in niche markets?
- Bottom 20% by size consistently underperform—exclude the smallest funds.

Big vs Small	AUM	2022	2023	2024	YTD	3Y	5Y
20% biggest funds	\$ 2,452,833,959.44	-16.29%	4.62%	4.62%	5.90%	4.15%	7.72%
20-40	\$ 617,912,482.47	-14.73%	4.02%	4.02%	4.11%	3.26%	6.44%
40-60	\$ 320,165,119.17	-19.07%	4.19%	4.19%	4.04%	2.82%	5.56%
60-80	\$ 218,885,818.22	-18.80%	4.32%	4.32%	3.13%	2.31%	6.70%
20% smallest funds	\$ 132,553,418.92	-17.04%	4.43%	4.43%	4.61%	3.09%	5.08%
Performance figures over 3 and 5 years are annualized							



5. Low vs High Tracking Error

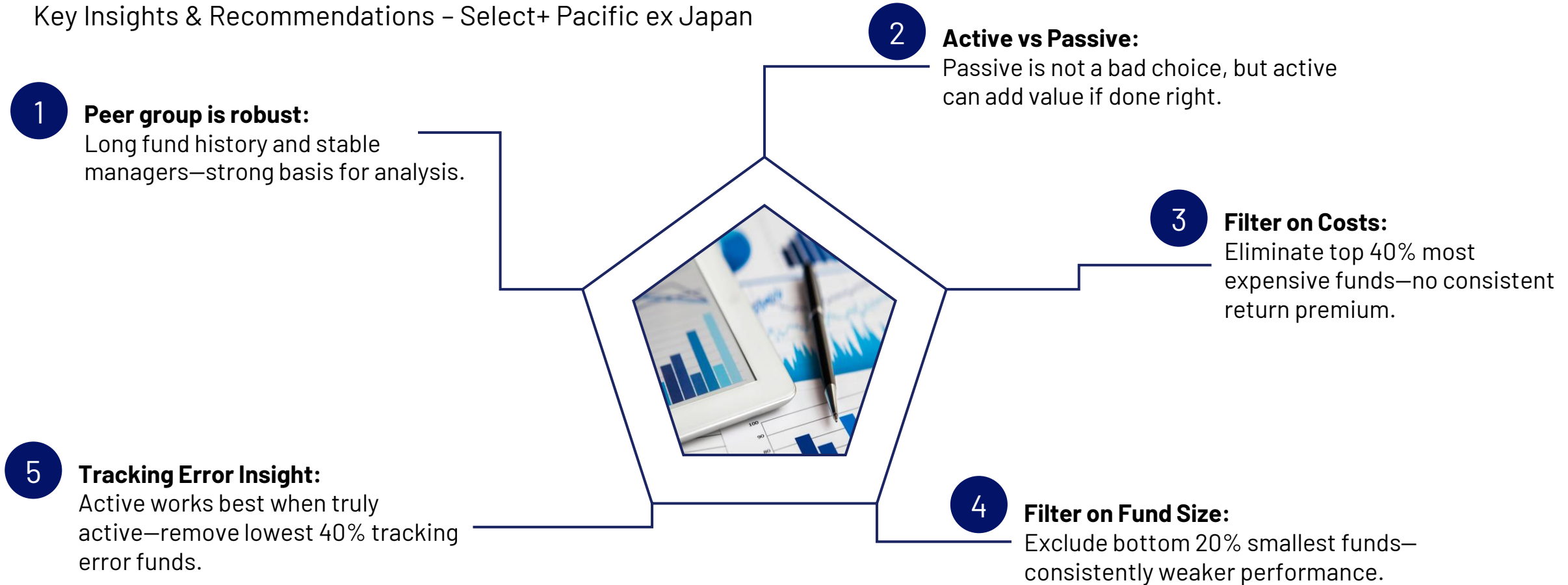
- Low tracking error ensures control, but does it limit upside potential too much?
- Lowest 40% tracking error funds show weaker returns—taking risk appears rewarded in this universe.

Low vs High Tracking Error	Tracking Error	2022	2023	2024	YTD	3Y	5Y
20% lowest tracking error funds	3.32%	-20.21%	1.92%	1.92%	6.68%	3.02%	5.26%
20-40	4.73%	-20.30%	3.31%	3.31%	6.88%	3.26%	5.09%
40-60	7.22%	-19.18%	6.54%	6.54%	4.89%	3.42%	6.90%
60-80	9.76%	-14.10%	4.85%	4.85%	0.98%	2.58%	7.10%
20% highets tracking error funds	13.43%	-12.30%	4.86%	4.86%	2.43%	3.32%	7.04%



Data-driven decisions

Key Insights & Recommendations – Select+ Pacific ex Japan



Final phase: selection

From shortlist to selection – Next Steps

- i. ~80 funds remain after objective filters (cost, size, tracking error)
- ii. We calculate the ECR Fund Score for all remaining funds
- iii. Ranking results in a Top 30 – tailored to your peer group
- iv. Together, we review the Top 30 for relevance and recognizability

Client questions that may arise:

- i. Do we know these managers or already use some funds?
- ii. Are the teams stable and experienced?
- iii. Is the performance consistent or recent?
- iv. Do the funds align with our regional or sector preferences?
- v. Are costs justified by the strategy and results?

From 30 to 5: narrowing down

Apply the law of elimination – remove less compelling options

Deep dive into the final 5:

- i. Top 10 holdings
- ii. Regional / sector allocation
- iii. Risk metrics and return profile

Final phase: selection

- Option to send a Request for Proposal (RfP) to top 3–5 managers
- Review answers together and refine preferences
- One fund or two? Final decision tailored to your strategy



Plus: full Excel workbook with all data

- Alongside this presentation, you also receive the complete Excel workbook.
- All 137 funds, all metrics, organized across 10 tabs - ready for your own deep dives.

Fund Name	Rank	Cur	NAV	TER	AMC	M*
iShares Pacific Index Fund (IE) Flexible Acc USD	1	USD	10.03	0.02%	0.30%	5
BNP Paribas Easy MSCI Pacific ex Japan Min TE ex CW Track Privilege Cap	2	EUR	807.17	0.03%	0.03%	5
JPMorgan SAR Asian - Class A (acc) - USD	3	USD	10.30	1.10%	1.00%	4
Top 3 shown - full ranking of all 137 funds with every metric available in the Excel workbook						

All available in your Excel workbook (10 tabs):

PeerGroup

Actief-Passive

Alfa-Ranking

Cheap vs Expensive

Big vs Small

Tracking Error

Spider 1

Spider 2

Financial Crisis

Top-10



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Thank you for your
attention!