



Asia Pacific Strategy

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The China Dilemma: How Should We Position Chinese Equities in Portfolios?

- China's equity market has significantly underperformed over the last three years with an annual average return at around -17%. Investors are getting increasingly impatient to hold their China equities as a long-term investment portfolio.
- Based on our data analytics and the latest academic studies, we establish certain salient facts of Chinese equity market over the last 25 years that are worthwhile to note:
 - **First**, China's equity performance has little to do with the rapid rise of the Chinese economy. It is also the only major economy with equity market returns un-correlated with its GDP growth.
 - **Second**, China's equity returns have been consistently lower than those in both developed and some emerging markets during the same period. For those Chinese stocks with dual listing status, the onshore price-earnings multiple often fetched a premium over those offshore-listed firms.
 - **Third**, the underperformance of Chinese equities can be attributable to sub-par earning-per-share growth as well as P/E multiples' contraction.
 - **Fourth**, Chinese equity market has been in a trading range characterized by frequent bull/bear transitions, resulting in inconsistent return over medium-term holding periods.
- What are the key factors behind these unique features of the China's equity market? Studies have found that current market regulations have allowed large shareholders to dominate corporate governance decisions, leading to overinvestment, low efficiency, and low cash flows. Inadequate regulatory enforcement has also allowed poor-performing firms to stay listed without fear of being delisted. Additionally, a lack of institutional investor culture discourages active investor participation in corporate governance of listed firms, either.
- These features suggest that investors should take a thoughtful and alpha-oriented approach in positioning Chinese equities in their portfolio until important regulatory reforms can be undertaken to support a structural bull market.

3 THINGS TO KNOW

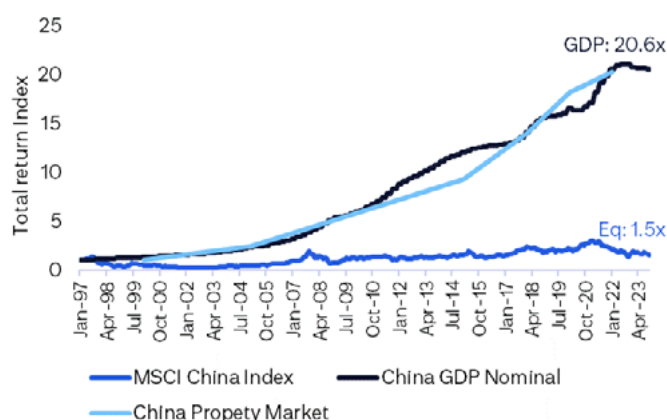
The Chinese equity market indices have significantly underperformed China's rapid rise in GDP and other key DM and EM markets since 1997.

Frequent bull/bear transitions, with bear market dominance, lead to inconsistent medium-term returns.

These features make Chinese equities more suitable to tactical investment opportunities.

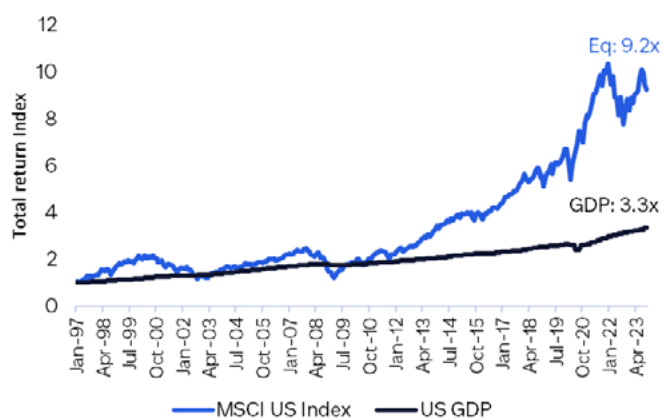
China's GDP has risen by almost 21 times since 1997, but its equity market index has barely grown much, rising only by 1.5 times over the same period. Meanwhile, China's property market had huge gains, which saw its value multiply at a similar pace as GDP (**Figure 1**). In contrast, the US GDP over the same period only rose by 3.3 times, while its equity market have offered investors with a return of 9.2 times (**Figure 2**). This striking comparison raises a serious question on how we should position the equities of the second largest economy in investment portfolio: are they more compatible to strategic or tactical investment in investors' portfolio allocation?

Figure 1: China total returns comparison: Equity vs GDP vs Property market



Source: Bloomberg and Zeping Macro, as of 3 Jan 2024.

Figure 2: US total returns comparison: Equity vs GDP



Source: Bloomberg, as of 3 Jan 2024.

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Some features of China's equity market performance

In this note, we establish some stylized facts on the Chinese equity market since 1997 based on our own data analytics and the latest academic studies. **First**, consistent to the results found in **Figure 1**, the equity market returns of China's A shares have little to do with its GDP growth. Among major economies in the world, China is perhaps the only economy whose equity market return doesn't correlate positively with its GDP growth (**Figure 3**). Looking at China's equity return from a long-term perspective, we also find that its 10-year averaged annual return was 1.2%, lower than Japan's — a country barely grew in the last twenty years, and significantly underperformed the key US indices (**Figure 4**). Even worse, its last 3- and 5-year average return per annum was at around -17% and -2.5%, much lower than those in the US and Japanese market. For the year 2023, the onshore A share market and the offshore Hong Kong market were the worst performing markets among major markets in the world.

Figure 3: Correlations between (5-year) stock return and future GDP growth among large economics

IMF GDP (PPP) Ranking	1M	YTD	IMF GDP (PPP) Ranking	1M	YTD
1	China A share	-0.013	11	Italy	0.446
2	US	0.286	12	Mexico	0.489
3	India	0.185	13	Turkey	0.195
4	Jpan	0.38	14	South Korea	0.366
5	Germany	0.532	15	Spain	0.6
6	Russia	0.386	16	Saudi Arabia	0.35
7	Indonesia	0.531	17	Canada	0.521
8	Brazil	0.429	18	Iran	0.056
9	UK	0.479	19	Thailand	0.469
10	France	0.587	20	Australia	0.116
			21	South Africa	0.656

Source: Bloomberg and Citi Private Bank, as of 3 Jan 2024. Note: The time period of correlation is starting from the year 1991 to 2018. It's estimated using cumulative stock returns of a 5-year interval and the cumulative GDP growth in the next 5-year interval until the end of 2018, on a rolling basis, for example, we obtain stock returns for years (t to t+4), (t+1 to t+5), and so on, and GDP growth for years (t+1 to t+5), (t+2 to t+6), ...

Past performance is no guarantee of future results. Real results may vary.

Figure 4: China's equity market return was much worse than those other key global equity markets

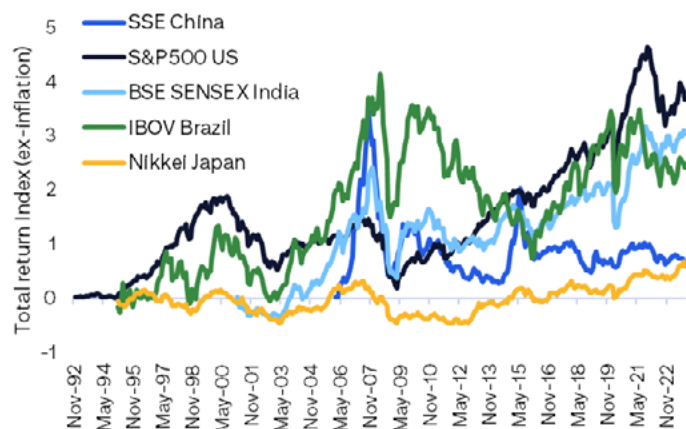
	Annulised return (Priced in USD)					
	3 years	5 years	7 years	10 years	15 years	20 years
S&P 500	10.3%	11.0%	12.2%	11.2%	12.5%	9.3%
NASDAQ	6.5%	13.0%	15.0%	13.8%	15.6%	11.1%
MSCI China Index	-16.8%	-2.5%	0.5%	1.2%	5.7%	7.5%
Japan TOPIX Index	1.9%	2.9%	4.1%	4.4%	5.8%	4.3%
S&P New York Home Price Index	11.7%	7.9%	6.7%	5.6%	2.8%	3.2%

Source: Bloomberg and Citi Private Bank, as of 3 Jan 2024.

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Second, the Shanghai A share market has mostly underperformed Brazilian and Indian markets (**Figure 5**). While the SSE Index performed slightly better than Nikkei during the post-bubble Japan, it has started to lag the Japan market in recent years. While China's equity market can't match the stellar performance of some key markets, it still outdid the returns of the bank deposits, owing to severe financial repression in the banking market where interest rates are not fully liberalized (**Figure 6**). China's onshore equity market is often over-valued relative to the same equities listed in the offshore Hong Kong market, measured by the PE ratio (**Figure 7**). Historically, the average A over H share premium was at 24%, and the latest is over 49%, second highest since 2006.

Figure 5: Monthly return of stock indices among large economies



Source: Haver Analytics and Citi Private bank, as of 3 Jan 2024.

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Figure 6: Stock market returns from 2006 to present comparing with bond returns and bank deposit returns



Source: ChinaBond, Haver Analytics and Citi Private bank, as of 3 Jan 2024.

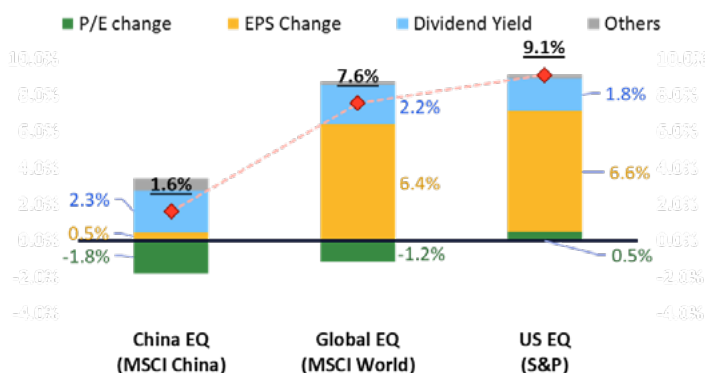
Figure 7: A/H PE premier



Source: Bloomberg, as of 3 Jan 2024.

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Figure 8: Annualized return decomposition of Chinese, global and US equities (1997-2023)

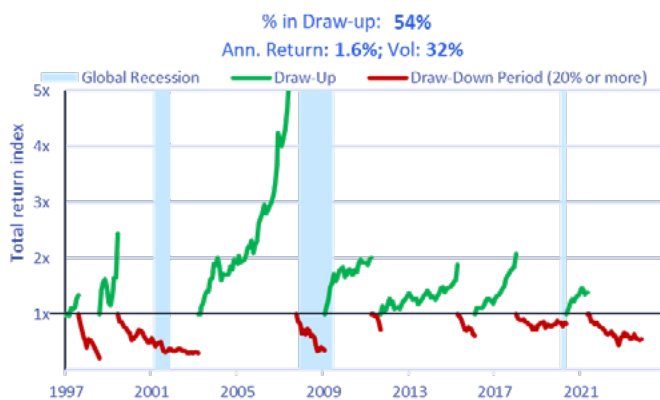


Source: Global Investment Lab and Bloomberg, as of 31 Dec 2023.

Third, total return of Chinese equity is quite low relative to global and US equities (**Figure 8**). Since 1997, Chinese equity realized 1.6% annual return and 31% volatility¹, while US/Global equity realized 9.1%/7.6% return and 16% volatility. Academic research suggests long-term equity return is primarily contributed by three factors, namely earnings-per-share (EPS) growth, P/E multiple changes, and dividend yield. Under such methodology, China's underperformance to US was mainly driven by (i) **sub-par EPS growth** (0.5% vs 6.6%) from share dilution and (ii) **P/E multiples contraction** (-1.8% vs +0.5%) as long-term EPS expectation/profit margins declined; and (iii) relatively good **dividend returns** (2.3% vs. 1.8%).

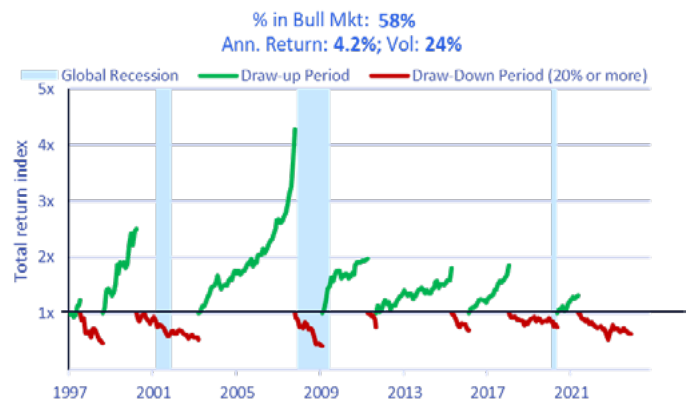
Fourth, a frequent bull/bear market transition means it is difficult to generate consistent medium-term returns². A key determinant of a strategic allocation is consistency and risk-return characteristics over a medium-holding period (e.g., a *rolling 5-year period*). Like certain emerging markets, Chinese market was in bull market state for only half of the time (54%), being in trading range characterized by frequent bull/bear transitions. Chinese equity's volatility and drawdown periods were almost double that of Global equity. These features suggest that the Chinese equities are more compatible to tactical opportunities in its performance behaviors. Even as a core and strategic investment, the weight China equities should be adjusted flexibly to shifting regulatory and macro conditions. In contrast, the Global/US markets possess positive return skews and consistency with more than 80% of the time in bull market, thus a core part of investors' strategic allocation (**Figure 9-12**).

Figure 9: China Equity (MSCI China, Total Return) cumulative returns in drawdown and draw-up periods



Source: Global Investment Lab and Bloomberg, as of 31 Dec 2023.

Figure 10: HK Equity (HSI Index, Total Return) cumulative returns in drawdown and draw-up periods



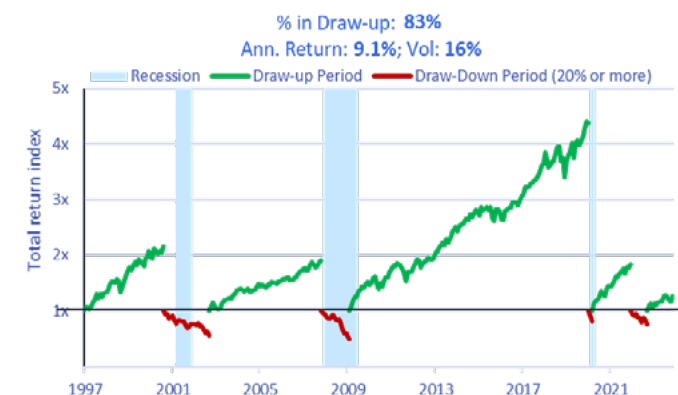
Source: Global Investment Lab and Bloomberg, as of 31 Dec 2023.

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¹ Note that in **Figure 4**, the 20-year return is 7.5%, whereas the 25-year return is only 1.6%, suggesting the timing of investment is important in obtaining favorable returns. This is different from the features of the US and global equities where investment timing doesn't make much difference.

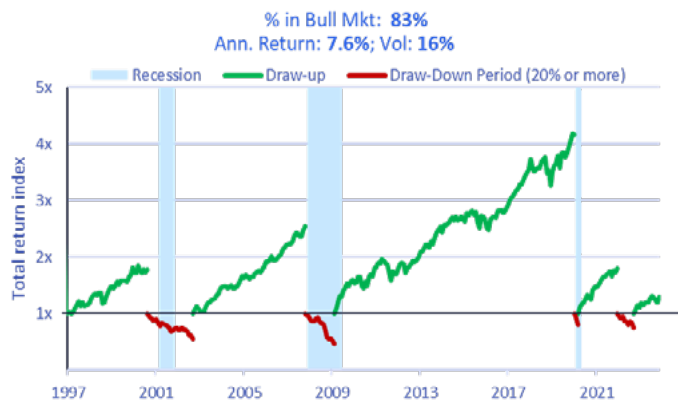
² Bull/bear corresponds to draw-up and draw-down in charts 9-12. A "draw-down" period (in red) is defined by cumulative losses of over 20% from peak, while a "draw-up" period (in green) is defined by cumulative gains from trough until next draw-down periods.

Figure 11: US Equity (S&P 500, Total Return)
cumulative returns in drawdown and draw-up periods



Source: Global Investment Lab and Bloomberg, as of 31 Dec 2023.

Figure 12: Global Equity (MSCI World, Total Return)
cumulative returns in drawdown and draw-up periods



Source: Global Investment Lab and Bloomberg, as of 31 Dec 2023.

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What are the key factors that explain the Chinese equity underperformance?

There has been a growing number of studies³ investigating the poor performance of Chinese equity market over the long term. These studies generally found that the existing equity market regulations have allowed large shareholders to dominate corporate governance decisions, leading to overinvestment, low investment efficiency, and low cash holdings. Inadequate regulatory enforcement also allowed many poor performing firms to stay listed without fear of being delisted. Additionally, a lack of institutional investors also doesn't facilitate active investor participation in corporate governance of listed firms. Among others, Allen, et al (2022)² are perhaps the most updated and authoritative analysts. Broadly speaking, China's equity market underperformance could be attributed to the following factors⁴:

1) Asymmetric requirement for IPO approval and delisting

Partly due to the difficulty in getting initial public offerings (IPO) approvals from regulators, companies tended to raise capital at the time financials demonstrated high growth prospects, while the financials performance subsequently tended to decline post-listing. Using Return-on-Asset (ROA) ratio as an indicator, Chinese firms listed onshore saw their ROA dropping by more than 50% after they were listed, contrary to those firms listed in the US markets and even those in the Indian market (**Figure 13**). Additionally, it is equally difficult to de-list firms from stock exchanges, as the number of firms in 'stop trading' (ST) status increased annually has gone up sharply to around 139 from around 20 in the early 2000s (**Figure 14**).

³ Allen, Franklin, Qian, Jun, Shan, Chenyu, and Zhu, Lei (2023), "Dissecting the Long-term Performance of the Chinese Stock Market," Journal of Finance, ISSN: 0022-1082.

⁴ This section was drawn from Allen et al (2023) and Liu, Jipeng, "Institutional factor in regulating China's equity market" 2 December, 2023 (in Chinese).

Figure 13: IPO ROA and the following years of ROA once being listed

	ROA before listing	ROA after listing
A share	13%	6%
US listed	4.9%	4.5%
India listed	12.1%	9.9%

Figure 14: The number of ST firms increased annually



Source: Dissecting the long-term performance of Chinese stock market, as of 3 Jan 2024.

Source: JREI, Bloomberg, as of 3 Jan 2024.

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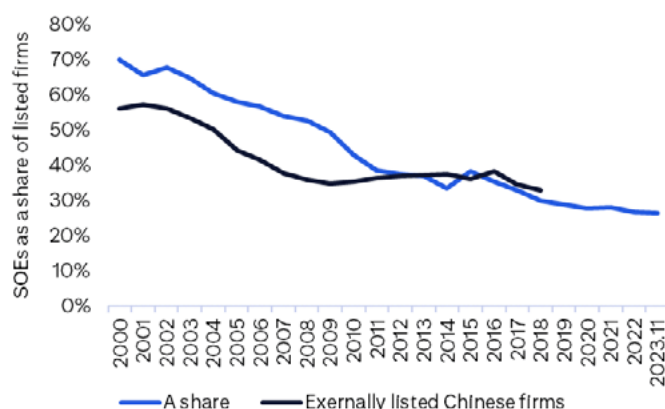
2) Corporate governance

One of the main objectives to re-establish China's equity market in the early 1990s was to help solve the over-indebtedness of State-Owned Enterprises (SOE). This is the reason SOEs often dominate the stock market in early days of the Chinese equity developments (**Figure 15**). With large and concentrated state share ownership, they continue to behave as non-listed ones in making corporate decisions. Based on four measurement criteria (ownership concentration, executive holdings, board size, and CEO duality), China's corporate governance index overall is lower than the global average, though those Hong Kong listed firms uphold higher corporate governance standards (**Figure 16**). In addition, studies show non-SOEs tend to have better corporate governance than SOEs, while smaller firms are better than large firms.

3) Over investment and low investment efficiency

One of the notable features of this overly concentrated ownership structure is that Chinese listed firms often engage in excessive investment, resulting in high level of debt and low level of cash (**Figure 17-18**). Even as the share of SOEs dropped to present 30%, this pattern hasn't change much. Certain privately listed firms also have concentrated, though connected shareholding structure (via relatives and others), to engage over investment. This is perhaps a way to dilute profitability and divert profits to large shares holders, often at the expense of the minority shareholders.

Figure 15: Number of SOEs as a share of listed firms



Source: China Association for Public Companies and Citi Private Bank, as of 3 Jan 2024.

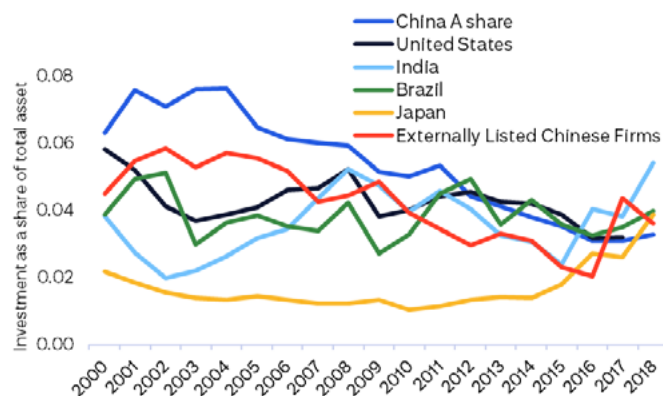
Past performance is no guarantee of future results. Real results may vary.

Figure 16: Institutional quality index measures

G-Index-I		
China A share	2.035	Considered: Ownership concentration, Executive holdings, Board size, CEO duality
Hong Kong	2.836	
US	2.355	
Other Countries	2.433	
G-Index-A		
China A share	2.671	Considered: Ownership concentration, Executive holdings, Board size, CEO duality, State ownership, Extent of insider ‘tunneling’
Small	2.77	
Large	2.661	
SOE	2.211	
Non-SOE	2.91	

Source: Dissecting the Long-term Performance of the Chinese Stock Market and Citi Private Bank, as of 3 Jan 2024.

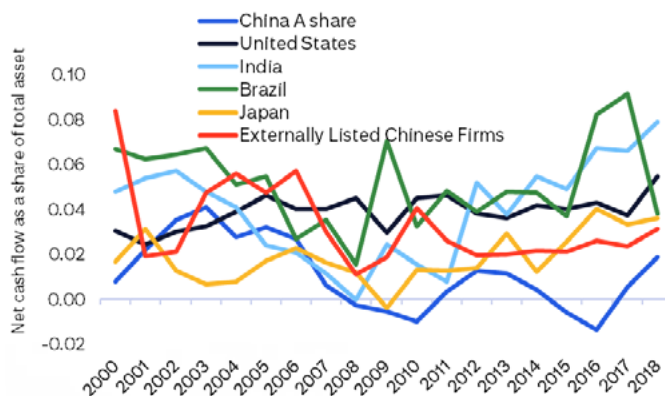
Figure 17: A share listed firms have higher level of investment compared to listed firms from other countries



Source: Dissecting the Long-term Performance of the Chinese Stock Market, as of 3 Jan 2024.

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Figure 18: A share listed firms generate lower net cash flows

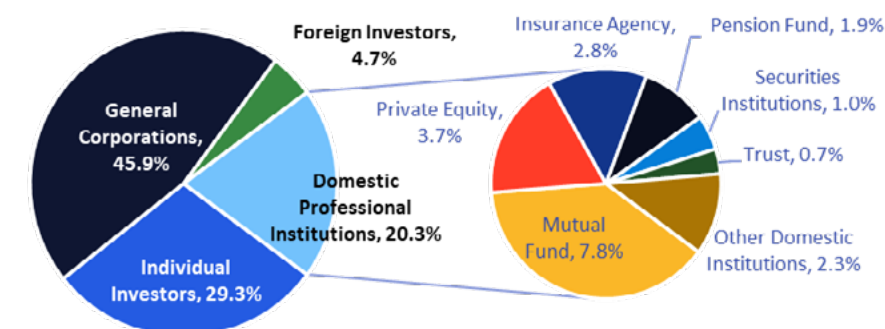


Source: Dissecting the Long-term Performance of the Chinese Stock Market, as of 3 Jan 2024.

4) A lack of institutional investor culture

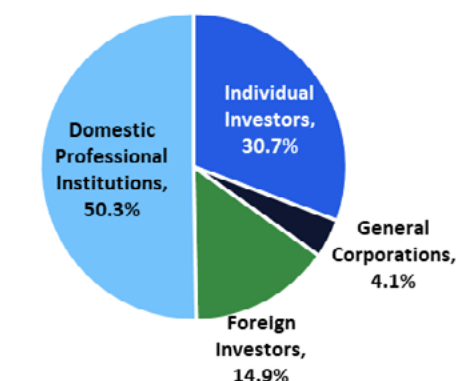
A lack of corporate governance culture might be attributable to insufficient institutional participation in China's equities market. As shown in **Figure 19-20**, general corporations and individual investors took a lion share of China's investor base, at 75.2%, while that of the US market is only 34.8%. With majority of shares primarily held in its own and retail investor hands, there is little pressure to improve corporate governance other than regulatory push. Meanwhile, the number of listed companies on China's stock exchanges over the last 30 years are as much as those listed in the US markets over more than 150 years history. With increasing firms under regulation and resource constraints devoted in enforcement, the market regulation on listed firms might come under challenges.

Figure 19: China A-share market investor structure



Source: Bloomberg, as of 3 Jan 2024.

Figure 20: US equity market investor structure



Source: Fed website, as of 3 Jan 2024.

Past performance is no guarantee of future results. Real results may vary.

Implications for Asset Allocations

These features, together with those institutional deficiencies, suggest that China equities are more compatible to tactical investment opportunities beyond its strategic benchmark weights⁵ until important regulatory reforms can be undertaken to support a structural bull market.

For those investors with large home bias already, our efficient-frontier analysis demonstrates the merits of diversifying towards a more globally based portfolio to enhance returns and hedge against regulatory caprice and the uncertainty left by a possibly prolonged property market drag to China's long-term growth, if Japan's balance-sheet recession (1990-2013) experiences offer any lessons.

Figure 21: Efficient Frontier: 60/40 Mix, with and without Home Bias (Trailing 10 Years)

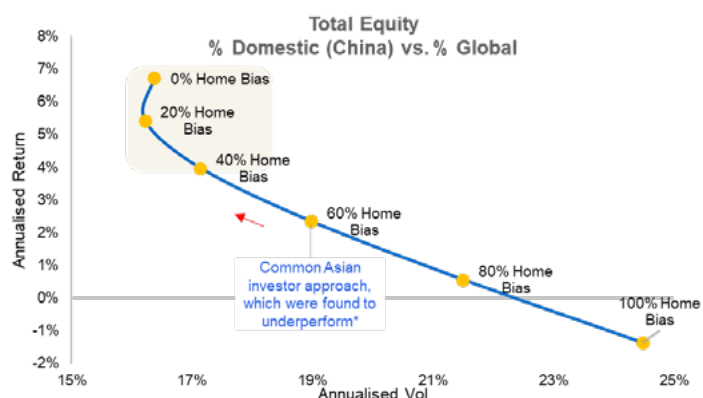


Figure 22: Strategic allocation of Global USD and Asia-Biased profiles

	Global USD		Asia-Biased	
	L3	L4	L3	L4
Bonds + Cash	40%	21%	44%	24%
Equities	40%	57%	36%	54%
China EQ	2% ⁵	3%	9% ⁵	13%
EM ex-China	4%	5%	6%	9%
DM EQ	35%	49%	22%	32%
Hedge Funds	10%	12%	10%	12%
Private Equity & Real Estate	10%	10%	10%	10%

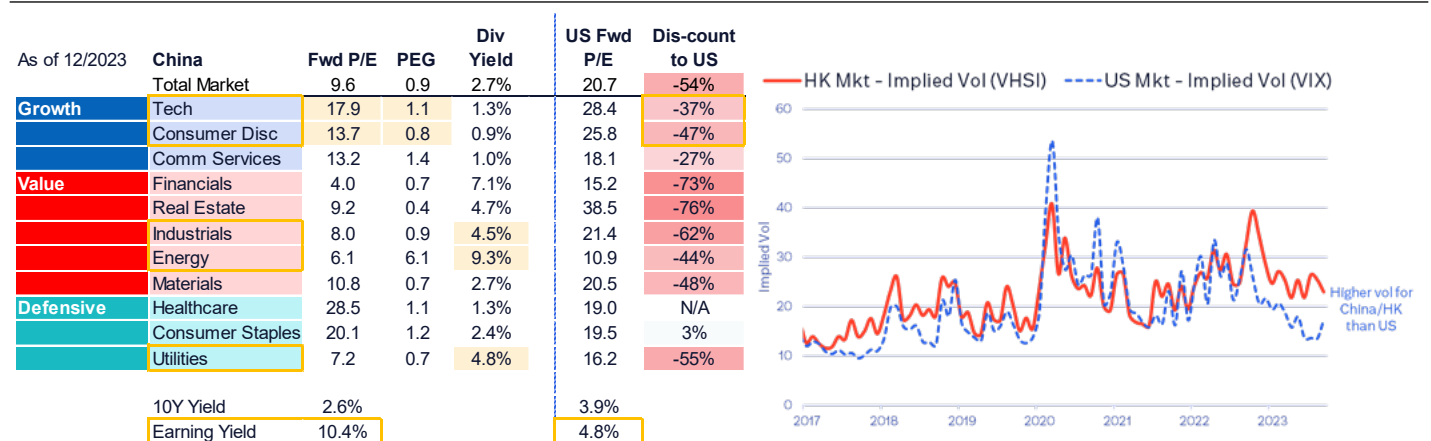
Source: Citi Private Bank, Global Investment Lab, through to End-2023, based on Global USD and Asia-biased profiles of traditional + HF + 10% PERE. Balanced Portfolio based on 40% in developed market bonds and 60% in equity mix, composed of varied allocation between Global equity (MSCI World) and China equity (MSCI China); net performance results reflect a deduction of 2.5% annual maximum fee that can be charged in connection with advisory services that covers advisory fees and transaction costs.

Past performance is no guarantee of future results. Real results may vary. * "Quantifying the Cost of Home Bias – A Japan Perspective" by MSCI Barra (2009).

⁵ For a balanced objective (risk level-3), the strategic allocation to China equities is 2% (Global USD profile) and 9% (Asia-biased profile), respectively.

However, this doesn't mean China's equity should be excluded in global investors' asset allocation. Rather, we advocate for **more thoughtful and alpha-oriented participation** in China investments. For global investors, China is vested with its economic and market size, as well as leading positions in global supply chains and technology of the future (e.g., new energy, EV, batteries), which can't be ignored. After 5 years in bear market, the Chinese market valuation has become quite inexpensive (**Figure 23**). The overall market valuation has a discount of 54% relative to the US market valuation, implying a double-digit earnings yield. Some sectors such as financials, real estate, industrials even have a discount at a range of 62-76%. Meanwhile, we believe, its forward earning yield starts to look attractive relative to the US market. In addition, given the latest policy uncertainties, China's equity market volatilities have become larger than the US one, which may also offer trading-based opportunities, such as stock-selection alpha capture, sector/factor dispersions, range-trading, and volatility monetization activities.

Figure 23: But for global investors, we believe China/HK's equity market could present opportunity given it's already inexpensive relative to the US market.



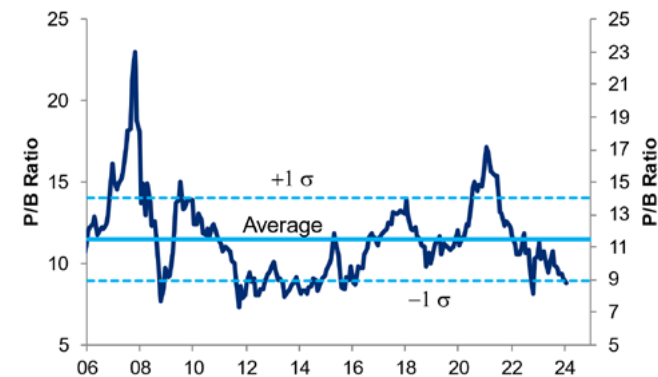
Source: Bloomberg, Global Investment Lab and Citi Private Bank, as of 3 Jan 2024.

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Chinese equities do present some tactical opportunities among its short policy cycles. MSCI China index is trading at just 8.8x forward earnings, about one standard deviation below historical mean (**Figure 24**). This is in the context of earnings estimates being revised down 10% in the past two years, while multiples contracted from 12x. This de-rating had taken Chinese equity valuations to just 45% that of the S&P 500 (**Figure 25**).

At some point, even Chinese equities can experience a reversion to mean. The question is what is the opportunity cost of waiting? As we noted in Outlook 2024, strategic return estimates for many asset classes have been lifted by the valuation reset we saw in 2022-23. We believe building a core portfolio, with appropriate allocation to China would be more productive for long term investors.

Figure 24: MSCI China forward PE is again more than 1 standard deviation below historical average



Source: Global Investment Lab and Bloomberg, as of 31 Dec 2023.

Figure 25: Chinese equity valuations are just 45% of the US



Source: Global Investment Lab and Bloomberg, as of 31 Dec 2023.

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Alpha and/or numeric symbols used to give indications of relative credit quality. In the municipal market, these designations are published by the rating services. Internal ratings are also used by other market participants to indicate credit quality.			
Bond credit quality ratings		Rating agencies	
Credit risk	Moody's¹	Standard and Poor's²	Fitch Ratings²
Investment Grade			
Highest quality	Aaa	AAA	AAA
High quality (very strong)	Aa	AA	AA
Upper medium grade (Strong)	A	A	A
Medium grade	Baa	BBB	BBB
Not Investment Grade			
Lower medium grade (somewhat speculative)	Ba	BB	BB
Low grade (speculative)	B	B	B
Poor quality (may default)	Caa	CCC	CCC
Most speculative	Ca	CC	CC
No interest being paid or bankruptcy petition filed	C	D	C
In default	C	D	D

¹ The ratings from Aa to Ca by Moody's may be modified by the addition of a 1, 2, or 3 to show relative standing within the category.

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