

SSI Investment Management Convertible Income Strategy

Inception: January 1, 1995

DECEMBER 2018



Fixed Income Alternative

SSI Convertible Income Strategy is a fixed income alternative utilizing an absolute return focus to derive total return from three distinct sources: income, mispriced securities and volatility trading.

Benefits

- Investment Team displays exemplary depth, continuity and capacity
- Low volatility and the ability to produce positive returns in both advancing and declining market environments
- Equity risk is reduced through the utilization of hedging techniques
- Full transparency and liquidity

Securities Utilized

- Convertible bonds
- Convertible preferreds
- Offsetting short equity positions

Return Expectation

300 bps above 3 Month T-Bill[†] with a standard deviation of < 3% annually

Risk Controls

- Manage equity exposure
- Manage credit quality
- Manage duration
- Maintain diversification

About SSI

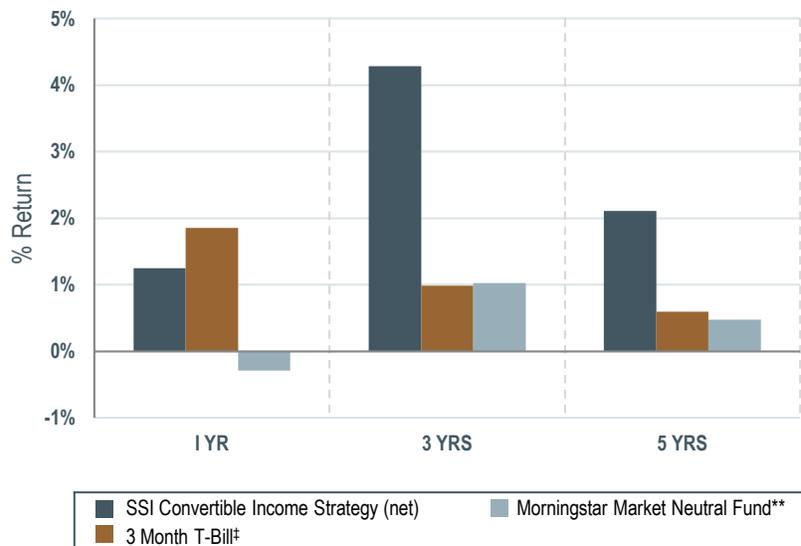
- Headquartered in Los Angeles, California
- Founded in 1973
- Registered Investment Advisor
- 100% Employee Owned
- \$1.8 Billion AUM
- 37 Employees
- 13 Investment Professionals

Developments

December was a very difficult month for the financial markets, with the S&P 500 declining over 9%. Amid ongoing trade tensions with China, investor concerns centered around a possible slowdown in the economy and decelerating corporate earnings. Credit spreads widened, and oil continued to decline, with WTI Crude falling below \$43 per barrel late in the month. The Federal Reserve raised rates late in the month, and failed to calm investor fears surrounding future policy actions. Longer term rates plunged, with the yield on the 10-Yr U.S. Treasury falling 30 basis points to finish the month at 2.69%. The VIX index (volatility) spiked to 36 during the month before pulling back to finish the month at 25.

Risk aversion permeated all the financial markets in December, resulting in a decline of approximately 0.40% for SSI's Convertible Income Strategy (gross of fee). Heightened volatility and lower rates failed to offset the weakness in credit, which was the primary driver of the negative return. New issuance was modest in December, but the 2018 total of \$52.8 billion exceeded the amount issued in each of the last six years. As we look ahead to 2019, the outlook for the Strategy is quite favorable, with attractive valuations and a standstill yield over 5%[†].

Performance (Preliminary performance as of December 31, 2018)



Performance Data

Preliminary performance as of 12/31/2018
Inception 1/1/1995

Annualized Performance

	1 YR	3 YRS	5 YRS	10 YRS	Annualized Since Inception
SSI Conv. Inc. (Gross)*	2.24%	5.31%	3.11%	6.24%	6.30%
SSI Conv. Inc. (Net)*	1.25%	4.29%	2.11%	5.19%	5.34%
3 Month T-Bill [†]	1.86%	0.99%	0.60%	0.35%	2.39%

*Preliminary performance as of 12/31/2018.

**Returns are simple averages published by Morningstar for the Market Neutral category. Morningstar peer group performance data is supplemental information.

[†]Standstill yield reported is from Strategy's representative portfolio.

[‡]FTSE 3 Month Treasury Bill



George Douglas, CFA
Chief Investment Officer
40 Yrs. Experience



Dagney Hollander
Portfolio Manager
16 Yrs. Experience



Alex Volz
Portfolio Manager
21 Yrs. Experience

Investment Professionals

- Three senior Portfolio Managers with an average of 26 years of industry experience and 16 years of managing the strategy at SSI
- Nine investment professionals dedicated to convertible securities
- Six additional professionals with an average of 20 years of industry experience and 15 years at SSI

Compliance Statement

SSI Investment Management, Inc. ("SSI") claims compliance with the Global Investment Performance Standards (GIPS®).

Definition of the Firm

SSI was established in 1973 and is a Registered Investment Advisor based in Los Angeles, CA. SSI manages assets in domestic and global capital markets. SSI acquired the assets of Frolely, Revy Investment Co., Inc. ("Frolely Revy") and its composites as of March 1, 2009. SSI is 100% employee owned and is not affiliated with any parent organization nor does SSI have any subsidiaries. SSI applies quantitative disciplines and fundamental research in its management of alternative and traditional portfolios for institutional and high net-worth investors. SSI manages separate accounts, limited partnerships and acts as sub-advisor to mutual funds.

Policies

SSI's policies for valuing portfolios, calculating performance, and preparing compliant presentations is available upon request.

The Composite & Benchmark

The SSI Convertible Income Strategy (composite created January 1, 1995) invests long in a diversified portfolio of convertible bonds/preferreds and short the underlying common stocks to attempt to achieve an absolute return. The composite contains fully discretionary accounts including those no longer with the firm. With interest rebates on short sales and coupon interest on convertible bonds comprising a consistent and important component of the return of the SSI Convertible Income Strategy, SSI believes a performance comparison versus the FTSE 3 Month Treasury Bill ("3 Month T-Bill") is appropriate. The volatility of this strategy is expected to be greater than the volatility of the 3 Month Treasury Bill due to the inclusion of convertible and equity positions. The return, if any, above the 90-Day Treasury Bill is dependent upon higher interest income available in the convertible market and SSI's discretionary management. Any other indices shown are not necessarily comparable to SSI's Convertible Income Strategy. These are widely recognized market indices that are shown for informational purposes only. The composite name was formally known as SSI Hedged Convertible Income Strategy from 1/1/1995 – 6/30/2008 and on 7/1/2008 the new composite name became the SSI Convertible Income Strategy. Citigroup's 90 Day T-Bill was acquired by London Stock Exchange Group (LSEG) and beginning 8/1/2018 the new name is FTSE 3 Month Treasury Bill ("3 Month T-Bill").

Use of Leverage, Derivatives, and Shorts

Leverage is not used in SSI's Convertible Income Strategy and the use of derivatives is not material. The Strategy is generally fully hedged and involves buying a convertible bond/preferred and shorting the underlying common stock in order to reduce the equity exposure. Every long position is hedged with an offsetting short.

Investment Management Fees

Returns are presented gross and net of management fee. Actual results of an individual account may be materially different from the performance shown herein because of differences in inception date, transaction and related costs, restrictions, fees and other factors. All performance is based in U.S. dollars and reflect, on a percentage basis for each of the periods indicated: (a) the net increase (decrease) of all SSI Convertible Income Strategy portfolios, dollar-weighted, including adjustments for unrealized gains and losses, the reinvestment of dividends and other earnings, the deduction of investment costs, the deduction of limited partnership and/or mutual fund costs (if any), time-weighted to adjust for additions and withdrawals, and (b) the net increase (decrease) of the 90-Day Treasury bill.

Net performance is reduced by SSI's actual investment management fees and model fees (1995-2014). 1% annual fee is used for any model fees. Gross performance does not include deduction of SSI's investment management fees.

If performance is gross of management fees, client's actual return will be reduced by the management fees and any other expenses which may be incurred in the management of an investment advisory account. See SSI's Form ADV, Part 2A for a complete description of the investment advisory fees customarily charged by SSI. As an example, an account with an initial \$1,000,000 investment on January 1, 2003, earning a recurring 5% semi-annual gross return (10.25% annualized), and paying a .5% semi-annual management fee (1% annual fee) would have grown to \$1,340,096 on a gross of fees basis and \$1,300,392 on a net of fees basis by December 31, 2005 (3 years).

List of Composites

A list of the Firm's composite descriptions and/or compliant presentations are available upon request. Please contact juliea@ssi-invest.com.

Additional Disclosure

Performance prior to January 1, 2000 does not comply with the GIPS standards.

When representative portfolio information is shown the representative portfolio is selected by comparing any one (but not limited to) the following criteria: most in line with composite investment objectives /consistency of investment strategy, investment restrictions, fee structure, time frame managed, type of client, size of account.

SSI acquired Frolely Revy and its composites as of March 1, 2009. Prior to the acquisition, Frolely Revy claimed GIPS compliance for the periods of 1983-2008 and was independently verified by Ashland Partners & Co.

Investors must assess the suitability of any particular investment opportunity and carry out any due diligence that they require in relation to the strategy or investments or individual holdings of the strategies that SSI manages. In doing this, investors should seek separate advice. It should not be assumed that recommendations made will be profitable and any investment is at risk of loss. This summary represents the views of the portfolio managers as of the date noted at the beginning of this document. Any holdings mentioned in the accompanying summary are from its stated strategy. Portfolio holdings are subject to change without notice and are not intended as recommendations of individual securities. The information in this article is not intended to be personalized recommendations to buy, hold or sell investments. The information, statements, views and opinions included in this article are based on sources (both internal and external sources) considered to be reliable, but no representation or warranty, express or implied, is made as to their accuracy, completeness or correctness. Such information, statements, views and opinions are expressed as of the date of this article, are subject to change without further notice and do not constitute a solicitation for the purchase or sale of any investment referenced in the article.

THIS MATERIAL IS INTENDED ONLY FOR QUALIFIED INVESTORS. IT DOES NOT CONSTITUTE AN OFFER TO PURCHASE AN INTEREST IN ANY PRIVATELY OFFERED FUND MANAGED BY SSI. SSI BELIEVES THAT RESULTS WERE GENERATED WITH AN INVESTMENT PHILOSOPHY AND METHODOLOGY SIMILAR TO THAT DESCRIBED HEREIN. FURTHERMORE, THE PERFORMANCE DISCUSSED HEREIN REFLECTS INVESTMENT OF LIMITED FUNDS FOR A LIMITED PERIOD OF TIME AND DOES NOT REFLECT PERFORMANCE IN DIFFERENT ECONOMIC OR MARKET CYCLES. FUTURE INVESTMENTS, HOWEVER, WILL BE MADE UNDER DIFFERENT ECONOMIC CONDITIONS, IN DIFFERENT SECURITIES AND USING DIFFERENT INVESTMENT STRATEGIES. IT SHOULD NOT BE ASSUMED THAT FUTURE INVESTORS WILL EXPERIENCE RETURNS, IF ANY, COMPARABLE TO THOSE DISCLOSED HEREIN. THE INFORMATION GIVEN IS HISTORIC AND SHOULD NOT BE TAKEN AS ANY INDICATION OF FUTURE PERFORMANCE. THE PERFORMANCE DATA WAS PREPARED BY SSI AND WAS NOT COMPILED, REVIEWED OR AUDITED BY AN INDEPENDENT ACCOUNTANT. BEING REGISTERED AS A REGISTERED INVESTMENT ADVISOR DOES NOT IMPLY A CERTAIN LEVEL OF SKILL OR TRAINING. ANY INVESTMENT IS SUBJECT TO RISK OF LOSS. ANY USE OF LEVERAGE INCREASES THE INVESTMENT GAIN OR LOSS IN DIRECT PROPORTION TO THE DEGREE OF LEVERAGE USED.