

# SSI Investment Management Convertible Income Strategy

Inception: January 1, 1995

THIRD QUARTER 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<sup>†</sup> with a standard deviation of < 3% annually

## Risk Controls

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

## About SSI

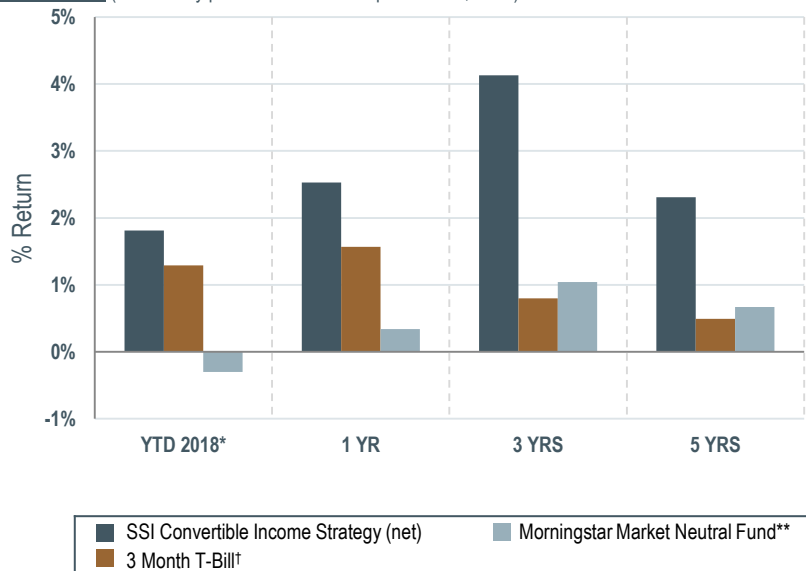
- Headquartered in Los Angeles, California
- Founded in 1973
- Registered Investment Advisor
- 100% Employee Owned
- \$1.9 Billion AUM
- 37 Employees
- 13 Investment Professionals

## Developments

Equities were mixed in September as large caps posted gains while small and mid-sized companies declined. Markets were supported by continued strength in domestic economic data and a new trade agreement between the USA, Mexico and Canada. The Fed raised rates late in the month, and another hike is expected in December. Longer term interest rates also moved higher, with the yield on the 10-Yr US Treasury rising by 0.20% to finish the month at 3.06%.

Against this backdrop, SSI's Convertible Income Strategy generated a modest gain (gross). The convertible market lacked direction during the month as the narrowing of credit spreads was essentially offset by higher US Treasury rates. Although there was reasonable individual issue volatility, the VIX declined slightly to finish the month at 12.1. The income component continues to be an important driver of the positive return with an annualized static yield of approximately 3.7%<sup>†</sup>. There was \$4.9 billion in new issuance during September, which brings the year-to-date total to \$46.8 billion.

## Performance (Preliminary performance as of September 30, 2018)



## Performance Data

Preliminary performance as of 9/30/2018  
Inception 1/1/1995

	Annualized Performance						
	3Q 2018	YTD 2018	1 YR	3 YRS	5 YRS	10 YRS	Annualized Since Inception
SSI Conv. Inc. (Gross)	0.83%	2.55%	3.53%	5.15%	3.31%	6.16%	6.38%
SSI Conv. Inc. (Net)	0.59%	1.81%	2.53%	4.13%	2.31%	5.11%	5.42%
3 Month T-Bill <sup>†</sup>	0.50%	1.29%	1.57%	0.80%	0.49%	0.32%	2.39%

\*Performance as of 9/30/2018.

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

<sup>†</sup>Static yield reported is from Strategy's representative portfolio.

<sup>†</sup>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 Frole, Revy Investment Co., Inc. ("Frole 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 Frole Revy and its composites as of March 1, 2009. Prior to the acquisition, Frole 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.

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