

# SSI Investment Management

## FIRST QUARTER 2019

### Hedged Convertible Opportunity Strategy

Inception: April 1, 2001



#### Fixed Income Alternative

SSI Hedged Convertible Opportunity 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.

#### Leverage

- SSI's Hedged Convertible Opportunity Strategy may be levered up to 3x.

#### 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

- 90 Day T-Bills + 600 bps

#### Risk Controls

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

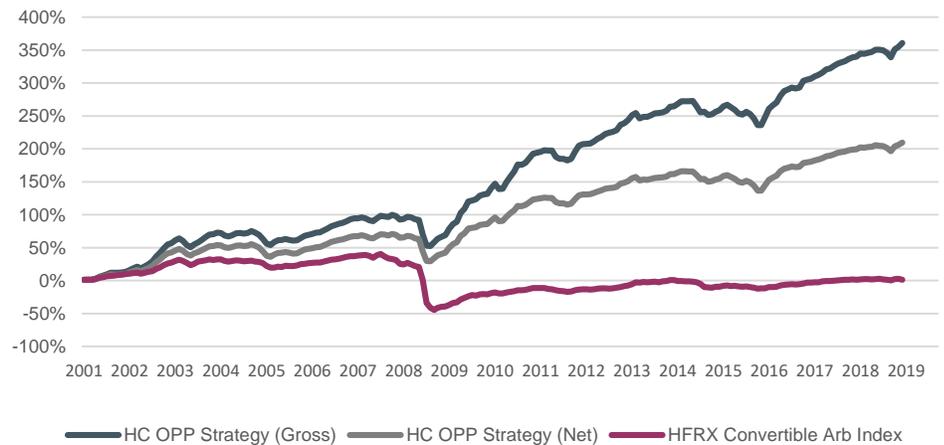
#### About SSI

- Headquartered in Los Angeles, California
- Founded in 1973
- Registered Investment Advisor
- \$1.9 Billion AUM
- 35 Employees
- 13 Investment Professionals

**SSI Hedged Convertible Opportunity Strategy** is a convertible arbitrage strategy managed by SSI since 2001. The investment process focuses on identifying bonds with a relatively attractive income component, moderate conversion premium and attractive valuation. The investment process combines quantitative and fundamental analysis, with an emphasis on primary credit research. The portfolio utilizes moderate leverage and is actively delta hedged with short positions in common stock. Overall portfolio exposure is actively managed and exposures are systematically reduced in periods of elevated risk and reduced liquidity.

#### SSI Hedged Convertible Opportunity Strategy Long-term Performance

Inception date: April 1, 2001; performance as of March 31, 2019



Performance (as of 3/31/2019)	YTD 2019	Annualized Performance					Annualized Since Inception (4/1/2001)
		1YR	3YRS	5YRS	10YRS		
<b>SSI HC Opp (Gross)</b>	<b>4.91%</b>	<b>4.74%</b>	<b>9.78%</b>	<b>4.79%</b>	<b>10.55%</b>	<b>8.86%</b>	
<b>SSI HC Opp (Net)</b>	<b>4.52%</b>	<b>3.40%</b>	<b>8.18%</b>	<b>3.42%</b>	<b>8.07%</b>	<b>6.48%</b>	
HFRX Conv. Arb. Index	1.04%	-0.14%	4.64%	0.09%	5.25%	0.08%	
3 Month T-Bill*	0.60%	2.11%	1.17%	0.72%	0.41%	1.38%	

Key Strategy Attributes**	Hedged Convertible Opportunity Strategy
Number of Positions	84
Static Portfolio Income	4.65%
Standstill Return	5.41%
Average Hedge Ratio	46%
Average Conversion Premium	52.1%
Median Issue Size	\$300MM
Bond Quality†	Average B to BB
Average Percentage Below Theoretical (Fair) Value	1.44%

\*FTSE 3 Month Treasury Bill performance data is supplemental information.

\*\*Key Strategy Attributes reflect SSI's representative portfolio for the respective strategy and are supplemental to SSI's composite presentation.

†Based on SSI assigned spreads. These are "equivalent" ratings.



**George Douglas, CFA**  
Chief Investment Officer  
41 Yrs. Experience



**Dagny Hollander**  
Portfolio Manager  
17 Yrs. Experience



**Alex Volz**  
Portfolio Manager  
22 Yrs. Experience

### Investment Professionals

- Three senior Portfolio Managers with an average of 27 years of industry experience and 17 years of managing the strategy at SSI
- Nine investment professionals dedicated to convertible securities
- Six additional professionals with an average of 21 years of industry experience and 16 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 Frolew, Revy Investment Co., Inc. ("Frolew 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 Hedged Convertible Opportunity Strategy composite was created on April 1, 2001 and invests long in a diversified portfolio of convertible bonds/preferreds and short the underlying common stocks to attempt to achieve an absolute return. We expect to use leverage all or most of the time within this strategy. The composite contains fully discretionary accounts including those no longer with the firm. Interest rebates on short sales and coupon interest on convertible bonds/preferreds comprise a consistent and important component of the return. SSI has historically used the FTSE 3 Month Treasury Bill ("3 Month T-Bill"), formerly called 90 Day T-Bill (name change as of 8/1/2018 when Citigroup's 90 Day T-Bill was acquired by London Stock Exchange Group - LSEG) as the benchmark for its Hedged Convertible Opportunity Strategy (4/1/2001 – 12/31/2016), however, as of 1/1/2017 the benchmark was retroactively changed to the HFRX Convertible Arbitrage Index. HFRX Convertible Arbitrage Index includes strategies based on a realized spread between related instruments in which one or multiple components of the spread is a convertible fixed income instrument. SSI believes a performance comparison versus the HFRX Convertible Arbitrage Index is appropriate as the portfolios in the new benchmark better match the characteristics of SSI's Hedged Convertible Opportunity Strategy than the FTSE 3 Month Treasury Bill. The volatility of this strategy may be materially different although we expect it to be generally lower than the volatility of the HFRX Convertible Arbitrage Index due to SSI's lower leverage and hedging techniques as well as other potential differences. The return, if any, above the HFRX Convertible Arbitrage Index is typically dependent upon SSI's discretionary management. Any other indices shown are not necessarily comparable to SSI's Hedged Convertible Opportunity Strategy. These are widely recognized market indices that are shown for informational purposes only. The composite name was formally known as SSI Hedged Convertible Market Neutral Leveraged Strategy from 4/1/2001 – 6/30/2008 and on 7/1/2008 the new composite name became the SSI Hedged Convertible Opportunity Strategy.

### Use of Leverage, Derivatives, and Shorts

Leverage is utilized in the HC Opportunity Strategy. Leverage is defined as gross longs over capital. The strategy has the ability to be levered up to 3Xs but is generally in the 1.5 – 2Xs range 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 Hedged Convertible Opportunity Strategy portfolios during the period, 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 HFRX Convertible Arbitrage Index. The SSI Hedged Convertible Opportunity Fund, SPC which is included in the SSI Hedged Convertible Opportunity Strategy Composite from May 2008 to December 2009, incurred administrative costs that are approximately between two and eight basis points higher per month than the costs of other accounts included in the composite. Effective February 2017 foreign investor withholding tax is treated as a cash flow. Prior to February 2017, it was treated as an expense.

Net performance is reduced by SSI's investment management fees which includes performance fees. Gross performance does not include deduction of SSI's investment management or performance 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](mailto:juliea@ssi-invest.com).

### Additional Disclosure

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.

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.