

# SSI Investment Management

## Convertible Investment Strategy

Inception: January 1, 1983

SECOND QUARTER 2019



### Conservative Equity Alternative with Enhanced Income

SSI Convertible Investment Strategy is designed to capture broad equity market upside while establishing a soft floor that limits downside risk through its debt component. The Strategy is a diversified portfolio of convertible securities.

#### Benefits

- Investment Team displays exemplary depth, continuity and capacity
- Participation in the appreciation of common stocks
- Less volatility than common stocks
- Typically higher current income than corresponding common stocks
- Debt component provides downside protection and the ability to collect interest and principal
- 1.13 up/down capture ratio vs. S&P 500 since inception<sup>1</sup>

#### Securities Utilized

- Convertible bonds
- Convertible preferreds

#### Return Expectation

- Participate in 70%-80% of the upside returns generated by the S&P 500
- Limit participation to 60%-70% of the downside returns generated by the S&P 500
- Outperform the ICE BofA ML All Convertibles Index (VXA0)

#### Risk Controls

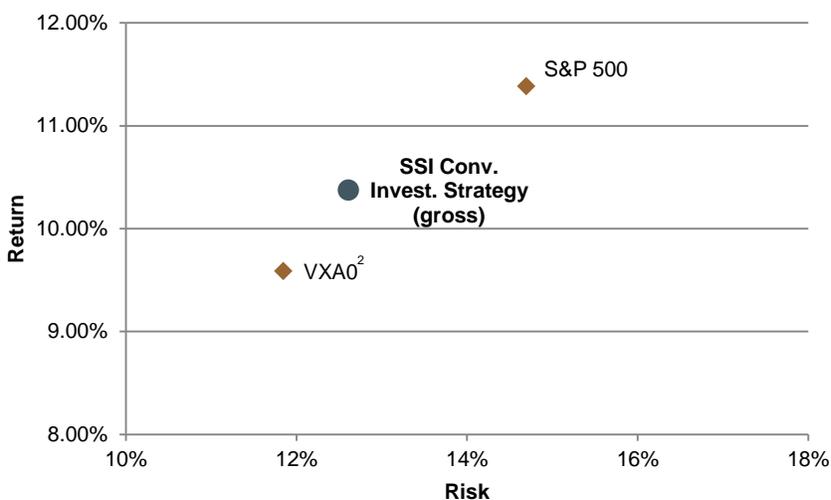
- Emphasize the convex zone
- Manage credit quality
- Manage duration
- Maintain diversification

#### About SSI

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

### SSI Convertible Investment Strategy – Historical Risk vs. Return

1/1/1983 – 6/30/2019



#### Annualized Performance

Performance (as of 6/30/2019)	YTD 2019	1YR	3YRS	5YRS	10YRS	Annualized Since Inception (1/1/1983)
SSI Convertible Invest. Strategy (Gross)	14.52%	8.18%	10.94%	6.98%	11.38%	10.37%
SSI Convertible Invest. Strategy (Net)	14.19%	7.58%	10.38%	6.45%	10.86%	9.93%
VXA0 Index <sup>2</sup>	14.51%	7.93%	12.17%	6.90%	11.60%	9.59%

Key Strategy Attributes <sup>3</sup>	SSI Convertible Investment Strategy	BofA ML All US Convertibles (VXA0)
Number of Positions	125	403
Current Yield	2.04%	2.52%
Avg. Conversion Premium*	41.56%	42.99%
Avg. Investment Value Premium*	57.02%	56.44%
Duration*	2.06	1.96
Avg. Issue Size (Millions)	\$978	\$479
Avg. Issuer Size (Millions)*	\$33,801	\$32,198
Avg. Bond Quality	BB-	BB

<sup>1</sup>Source: Zephyr StyleADVISOR. Based off of quarterly gross of fee returns (1/1983-6/2019). Net Up/Down capture ratio vs. S&P 500: 1.09

<sup>2</sup>ICE BofA ML All Convertibles Index (VXA0)

<sup>3</sup>Key Strategy Attributes reflect SSI's representative portfolio for the respective strategy and are supplemental to SSI's composite presentation.

\*In an attempt to better characterize the portfolio and index statistics, asterisked items reflect SSI's use of its own proprietary assumptions on inputs such as volatility, spreads, etc., as well as differences in computation for portfolio statistics, such as the index exclusion of mandatory convertibles from investment value/premium statistics, the use of different average weighting schemes, etc. As such, the data here may be different from what is publicly reported or published by index providers. Actual index stats available on the backside of this document.



**Ravi Malik, CFA**  
Portfolio Manager  
25 Yrs. Experience



**Michael Opre, CFA**  
Portfolio Manager  
31 Yrs. Experience



**Florian Eitner, CFA**  
Portfolio Manager  
22 Yrs. Experience



**Ethan Ganz**  
Portfolio Manager  
16 Yrs. Experience

### Investment Professionals

- Three senior Portfolio Managers with an average of 26 years of industry experience and 18 years of managing the strategy at SSI
- Nine investment professionals dedicated to convertible securities
- Three additional professionals with an average of 27 years of industry experience and 22 years at SSI

Key Strategy Attributes Actual Index Characteristics (6/30/2019)	ICE BofA ML All US Convertible Index (VXA0)
Avg. Conversion Premium	32.58%
Avg. Investment Value Premium	34.96%
Duration	2.46
Avg. Issuer Size (Millions)	\$26,778

#### Compliance Statement

SSI Investment Management LLC ("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 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. Effective June 1, 2019, Resolute Investment Managers, Inc. will have a majority interest in SSI, however, SSI will continue to operate independently. SSI does not have any subsidiaries. SSI acquired the assets of Frole, Revy Investment Co., Inc. ("Frole, Revy") and its composites as of March 1, 2009.

#### Policies

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

#### The Composite & Benchmark

The Convertible Investment Strategy (composite created January 1983) is invested in convertible bonds and convertible preferred stocks, and do not have credit quality restrictions. The Strategy may hold 144A securities. The composite contains fully discretionary accounts including those no longer with the firm. SSI believes a performance comparison versus the ICE BofA Merrill Lynch All Convertibles Index (the "VXA0") is appropriate. The VXA0 measures the return of all U.S. convertibles. SSI does not hold all convertibles in the VXA0 and may also hold convertibles that are not included in the VXA0. The Strategy is less diversified than the VXA0. The volatility of this strategy may be greater than the volatility of the VXA0 as the strategy holds a smaller number of positions than the Index. The return, if any, above the VXA0 is dependent upon SSI's discretionary management. Any other indices shown are not necessarily comparable to SSI's Convertible Investment Strategy. These are widely recognized market indices that are shown for informational purposes only. The composite name was formally known as SSI Outright Discretionary Convertible Strategy from 1/1/1983 – 3/31/2016 and on 4/1/2016 the new composite name became the SSI Convertible Investment Strategy.

#### 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 Investment Strategy portfolios, dollar-weighted, including adjustments for unrealized gains and losses, the reinvestment of dividends and other earnings, the deduction of investment costs except any separate custodial or related fees, time-weighted to adjust for additions and withdrawals, and (b) the net increase (decrease) of the VXA0.

Net performance is reduced by SSI's actual investment management 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

- SSI operated under the name of SSI Investment Management, Inc. (1/1/1973-4/30/2019) and as of 5/1/2019 operates as SSI Investment Management LLC.
- 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.
- Performance prior to January 1, 2000 does not comply with the GIPS standards.
- 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.

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.

# SSI Investment Management

## SECOND QUARTER 2019

### Investment Grade Convertible Strategy

Inception: January 1, 1999



#### Conservative Equity Alternative with Enhanced Income

SSI Investment Grade Convertible Strategy is a diversified portfolio of Investment Grade and near Investment Grade convertible securities, seeking enhanced income and equity upside participation while establishing a soft floor that limits downside risk through its debt component.

#### Benefits

- Investment Team displays exemplary depth, continuity and capacity
- Participation in the appreciation of common stocks
- Less volatility than common stock
- Higher quality bonds less susceptible to economic downturns
- Debt component provides downside protection and the ability to collect interest and principal
- 1.88 up/down capture ratio vs S&P 500 since inception date<sup>1</sup>

#### Strategy Description

- Diversified portfolio of higher quality convertible securities

#### Securities Utilized

- Investment Grade and near Investment Grade convertible securities

#### Return Expectation

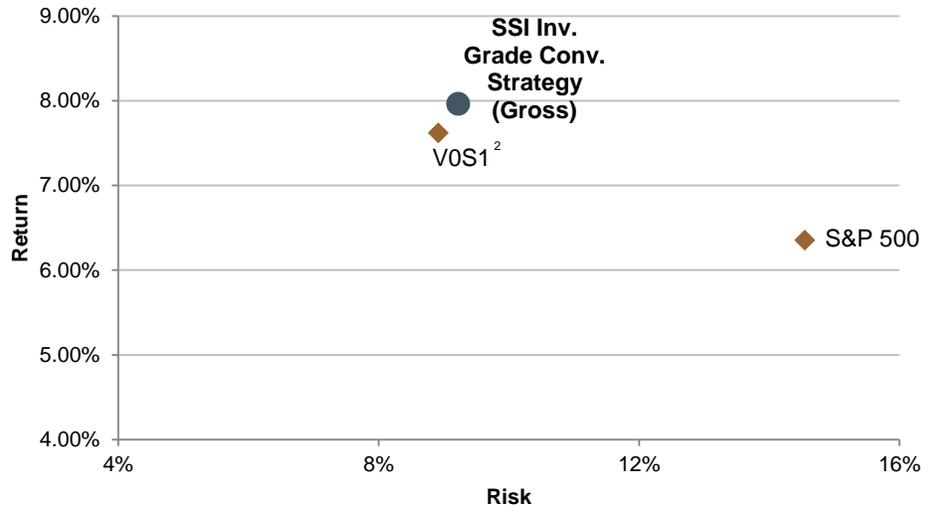
- Participate in 60% - 70% of the upside returns generated by the S&P 500
- Limit participation to 50% - 60% of the downside returns generated by the S&P 500
- Outperform the ICE BofA ML Investment Grade Convertible Bond Index (VOS1)<sup>2</sup>

#### About SSI

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

#### SSI Investment Grade Convertible Strategy – Historical Risk vs. Return

1/1/1999 – 6/30/2019



Performance (as of 6/30/2019)	Annualized Performance					
	YTD 2019	1 YR	3YRS	5YRS	10YRS	Annualized Since Inception (1/1/1999)
<b>SSI Inv. Grade Conv. Strategy (Gross)</b>	<b>10.42%</b>	<b>7.31%</b>	<b>15.93%</b>	<b>10.68%</b>	<b>11.62%</b>	<b>7.96%</b>
<b>SSI Inv. Grade Conv. Strategy (Net)</b>	<b>10.01%</b>	<b>6.48%</b>	<b>15.00%</b>	<b>9.73%</b>	<b>10.65%</b>	<b>7.26%</b>
VOS1 Index <sup>2</sup>	10.91%	7.40%	17.32%	12.09%	12.12%	7.62%

Key Strategy Attributes <sup>3</sup>	SSI Investment Grade Convertible Strategy	ICE BofA ML Inv. Grade Bonds (VOS1)
Number of Positions	<b>43</b>	27
Current Yield	<b>1.29%</b>	1.60%
Avg. Conversion Premium*	<b>20.58%</b>	22.65%
Avg. Investment Value Premium*	<b>105.41%</b>	103.51%
Duration*	<b>1.12</b>	1.42
Avg. Issue Size (Millions)	<b>\$938</b>	\$578
Avg. Issuer Size (Millions)*	<b>\$67,725</b>	\$62,595
Avg. Bond Quality	<b>BBB+</b>	BBB

<sup>1</sup>Source: Zephyr StyleADVISOR. Based off of quarterly gross of fee returns (1/1999-6/2019). Net Up/Down capture ratio vs. S&P 500: 1.70

<sup>2</sup>ICE BofA ML Investment Grade US Convertible Bond ex-Mandatory & Preferred Index (VOS1)

<sup>3</sup>Key Strategy Attributes reflect SSI's representative portfolio for the respective strategy and are supplemental to SSI's composite presentation.

\*In an attempt to better characterize the portfolio and index statistics, asterisked items reflect SSI's use of its own proprietary assumptions on inputs such as volatility, spreads, etc., as well as differences in computation for portfolio statistics, such as the index exclusion of mandatory convertibles from investment value/premium statistics, the use of different average weighting schemes, etc. As such, the data here may be different from what is publicly reported or published by index providers. Actual index stats available on the backside of this document.



**Ravi Malik, CFA**  
Portfolio Manager  
25 Yrs. Experience



**Michael Opre, CFA**  
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31 Yrs. Experience



**Florian Eitner, CFA**  
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22 Yrs. Experience



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Key Strategy Attributes	Actual Index Characteristics (6/30/2019)	ICE BofA ML Inv. Grade Bonds (V0S1)
Avg. Conversion Premium		19.67%
Avg. Investment Value Premium		47.50%
Duration		1.21
Avg. Issuer Size (Millions)		\$50,351

#### Compliance Statement

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#### Definition of the Firm

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#### Policies

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

#### The Composite & Benchmark

The SSI Investment Grade Convertible Strategy began January 1, 1999 while the composite was created September 1, 2013 when SSI modified its Investment Grade composite by adding two more Investment Grade composites to properly address the clients varying investment guidelines. Accounts are now in a composite that reflects their investment guidelines. The SSI Investment Grade Convertible Strategy invests in investment grade and up to 25% non-investment grade convertible securities. The composite contains fully discretionary accounts including those no longer with the firm. The composite may include accounts invested in investment grade convertible preferred shares up to generally 25% of the portfolio. SSI believes a performance comparison versus the BofA Merrill Lynch Investment Grade Convertible Bond Index ("V0S1") is appropriate. The V0S1 measures all Investment Grade US Convertible bonds (as stated by BoA ML). SSI may not hold all convertibles in the V0S1 and may also hold convertibles that are not included in the V0S1. The Strategy may be less diversified than the V0S1. The volatility of this strategy may be greater than the volatility of the V0S1 as the strategy may hold a smaller number of positions than the Index, may include investment grade convertible preferred securities, and non-investment grade convertible securities. The return, if any, above the V0S1 is dependent upon SSI's discretionary management. Any other indices shown are not necessarily comparable to SSI's Investment Grade Convertible Strategy. These are widely recognized market indices that are shown for informational purposes only. The composite name was formally known as SSI Outright Investment Grade Convertible Strategy from 1/1/1999 – 3/31/2016 and on 4/1/2016 the new composite name became the SSI Investment Grade Convertible Strategy.

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Net performance is reduced by SSI's actual investment management fees and model fees (2015-2018). 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).

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