

# SSI Investment Management Convertible Investment Strategy

Inception: January 1, 1983



## 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 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
- 100% Employee Owned
- \$1.4 Billion AUM
- 36 Employees
- 13 Investment Professionals

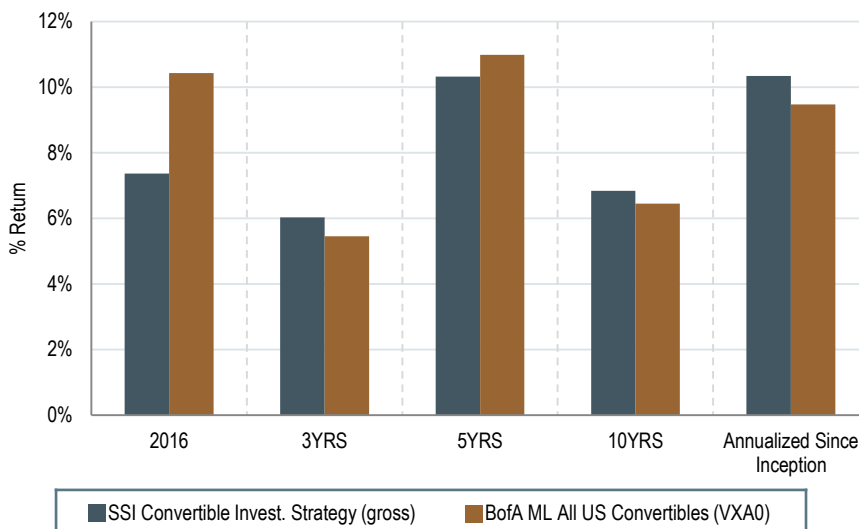
## Development

The investment environment was favorable in December. Stocks performed well, with the S&P 500 rising 2.0%. Credit markets continued to strengthen, and interest rates stabilized after rising substantially in the preceding months. Optimism surrounding the election results continued as consumer and business confidence both rose to multi-year highs. Investor sentiment was further bolstered by relatively strong economic data, both domestically and abroad.

Against this backdrop, the SSI Convertible Investment Strategy generated a gain of approximately 1.1% (gross of fee). The Strategy underperformed the index which was helped by deep in-the-money bonds with high equity sensitivity and minimal downside protection. Consumer Staples was the best performing sector. Technology returns were quite diverse, with semiconductor companies Nvidia, Advanced Micro Devices, and Micron Technology being among the best performers, while software companies Red Hat, ServiceNow, and Workday were among the worst. New purchases were made in the energy and technology sectors, where bonds offer an attractive risk/return profile and company fundamentals are favorable.

As of year end, the overall environment remained positive, with improving economic trends and a healthy credit environment. At the same time, much uncertainty remains regarding the new Trump administration. In addition, the extremely strong dollar and higher interest rates could pose challenges. As a result, the downside protection offered by convertibles continues to be desirable in the current environment.

## Performance (preliminary as of December 31, 2016)



## Annualized Performance Data

Preliminary performance as of 12/31/2016  
Inception 1/1/1983

	Annualized Performance				
	2016	3YRS	5YRS	10YRS	Since Inception
<b>SSI Convertible Invest. Strategy (Gross)</b>	7.36%	6.03%	10.32%	6.84%	10.34%
<b>SSI Convertible Invest. Strategy (Net)</b>	6.87%	5.54%	9.82%	6.39%	9.90%
VXA0 Index <sup>2</sup>	10.43%	5.45%	10.98%	6.45%	9.47%

<sup>1</sup>Source: Zephyr StyleADVISOR. Based off of quarterly gross of fee returns (1/1983-12/2016). Net Up/Down capture ratio vs. S&P 500: 1.09  
<sup>2</sup>BofA ML All Convertibles Index (VXA0)



Ravi Malik, CFA

Portfolio Manager

21 Yrs. Experience



Michael Opre, CFA

Portfolio Manager

28 Yrs. Experience



Florian Eitner, CFA

Portfolio Manager

19 Yrs. Experience



Ethan Ganz

Associate Portfolio  
Manager

13 Yrs. Experience

### Investment Professionals

- Three senior Portfolio Managers with an average of 23 years of industry experience and 13 years of managing the strategy at SSI
- Nine investment professionals dedicated to convertible securities
- Six additional professionals with an average of 18 years of industry experience and 13 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 both onshore and offshore funds.

#### 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 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 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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