

# SSI Investment Management 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
- 100% Employee Owned
- \$1.5 Billion AUM
- 35 Employees
- 13 Investment Professionals

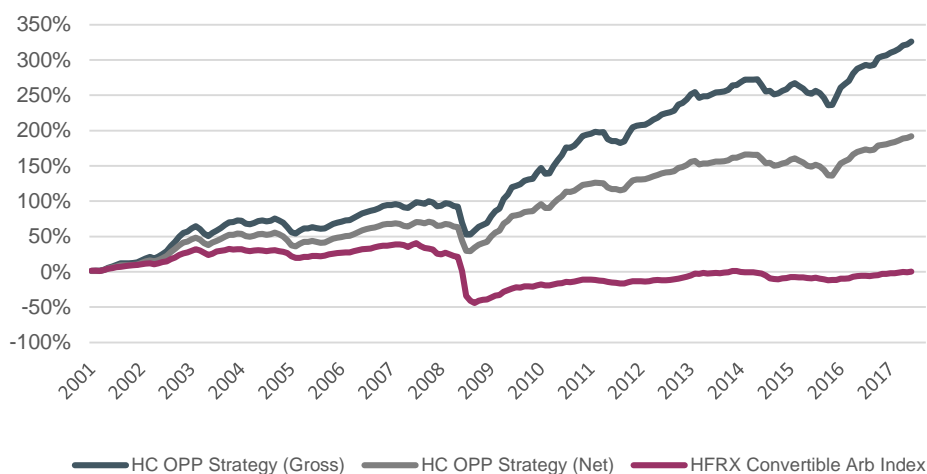
## Developments

In September, financial markets were bolstered by improved economic data and optimism surrounding a potential tax cut. The S&P 500 rose over 2%, while mid and small cap stocks posted larger gains. Credit conditions improved, with high yield spreads contracting by over 30 basis points. Signs of rising inflation, combined with better economic data, put upward pressure on interest rates and increase the likelihood of another rate hike by the Fed. During the month, the yield on the 10-Year US Treasury rose from 2.12% to 2.33%.

Against this backdrop, SSI's Hedged Convertible Opportunity Strategy generated a positive return of approximately 0.68% (net of fees) for the month of September. Strategy returns were helped by contracting credit spreads while higher interest rates were a modest negative. The income component continues to be an important driver of portfolio returns. As we head into the fourth quarter, the convertible market remains healthy. Issuance for the month of September totaled \$3.6 billion, which brings 2017 YTD issuance to \$31.3 billion.

## SSI Hedged Convertible Opportunity Strategy Long-term Performance

Inception date: April 1, 2001; preliminary performance as of September 30, 2017



## Annualized Performance Data

Preliminary performance as of 9/30/2017  
Inception 4/1/2001

|                           | Annualized Performance |              |              |              |              |                           |
|---------------------------|------------------------|--------------|--------------|--------------|--------------|---------------------------|
|                           | YTD 2017*              | 1YR          | 3YRS         | 5YRS         | 10YRS        | Annualize Since Inception |
| <b>SSI HC Opp (Gross)</b> | <b>8.37%</b>           | <b>9.21%</b> | <b>5.32%</b> | <b>5.72%</b> | <b>8.16%</b> | <b>9.18%</b>              |
| <b>SSI HC Opp (Net)</b>   | <b>6.89%</b>           | <b>7.52%</b> | <b>3.87%</b> | <b>4.04%</b> | <b>5.71%</b> | <b>6.70%</b>              |
| HFRX Conv. Arb. Index     | 5.67%                  | 6.27%        | 0.80%        | 2.55%        | -3.19%       | 0.00%                     |
| 90 Day T-Bills            | 0.56%                  | 0.64%        | 0.29%        | 0.19%        | 0.42%        | 1.34%                     |

90 Day T-Bills performance data is supplemental information.  
Please note: performance from 2/2017 – 7/2017 accounted for expenses in one portfolio that were not related to the performance or management of that portfolio, therefore the performance was recalculated and the corrected performance figures are shown. Overall, performance results increased: YTD gross/net of fees performance went from 6.79%/5.57% to 6.99%/5.84% (1/1/2017-7/31/2017), respectively. Annualized, since inception, gross/net of fees performance went from 9.18%/6.69% to 9.19%/6.71% (4/1/2001-7/31/2017), respectively.



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



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



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

### Investment Professionals

- Three senior Portfolio Managers with an average of 25 years of industry experience and 15 years of managing the strategy at SSI
- Nine investment professionals dedicated to convertible securities
- Six additional professionals with an average of 19 years of industry experience and 14 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 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 90 Day T-Bill 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 90 Day T-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

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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