# LEVENDI THORNBRIDGE DEFINED RETURN FUND

A blueprint for returns

NOT FOR DISTRIBUTION TO RETAIL INVESTORS









### LEVENDI THORNBRIDGE DEFINED RETURN FUND

- Levendi Investment Management
- The Fund, objectives, investment strategy
- Performance / comparisons versus popular funds
- Where does the Fund fit into portfolios
- Example investments
- Liquidity
- Fund analysis
- Risk management
- Share classes / fees and charges
- How to invest







### LEVENDI INVESTMENT MANAGEMENT LTD

- Specialist investment manager based in London
- Over \$1bn in AUA
- Runs a flagship UCITS V fund established on January 31<sup>st</sup>, 2018
- Levendi Team
  - 2 Trading and Risk Management
  - 1 Research
  - 3 Distribution
- Expertise
  - Structured products and equity derivatives
  - Pricing and risk management
  - Investment solutions







### **OUR PEOPLE**



#### FRANK COPPLESTONE, MANAGING PARTNER & LEAD PORTFOLIO MANAGER

Frank has 25 years experience in structured products and derivatives, having started his career at Credit Suisse Financial Products. He spent a decade working as an equity-derivatives trader at Bankers Trust and Commerzbank before moving to Deutsche Bank to build and manage the Quantitative Products Engineering businesses. In 2008 he joined Morgan Stanley to run Financial Engineering in EMEA and Americas and later became Global Head of the Retail Structured Products platform at Morgan Stanley. Prior to launching Levendi Investment Management, Frank was the Global Head of Equities (Structured Products) at Jefferies. Frank holds a Doctorate from Oxford University.



#### **ART NOBLE, RESEARCH AND ANALYSIS**

Art is responsible for the product analysis. Art started to develop the model that the Fund uses to evaluate risk and return immediately after the March 2012 paper from the FCA. Prior to working on this Art was developing statistical arbitrage strategies and portfolio optimisation tools at Noble and Co. At J.P. Morgan Art was responsible for marketing derivative products and had a particular focus on hedge fund derivative solutions and asset and liability modelling. He was also responsible for building pricing models, risk management tools and value-at-risk techniques that became RiskMetrics.



### **ALAE ZITOUNI, PORTFOLIO MANAGER**

Alae has been actively involved in all aspects of the Fund since close to inception, from managing risk, deal origination, day to day processes, to liaison with the Fund's stakeholders. He brought with him Investment experience from one of the biggest multi-jurisdictional offshore and onshore players in the Pension industry, looking after c. £2b of assets with a significant exposure to a variety of structured products. Previously he held a number of positions which gave him a 'full-stack' range of experience and understanding of the Finance industry. Alae has conducted his education at top European Business Schools and holds a Masters in Finance.





### A DEFENSIVE COVERED PUT FUND FOR LOWER RISK INVESTORS

### TARGET MARKET

- Lower risk investors
- Want a high chance of a positive return in a wide range of market conditions
- Daily liquidity

# INVESTMENT OBJECTIVES

- Maximise the chance of generating GBP Deposit rates + 6% returns
- Minimise the chance and scale of losses
- Maximise liquidity

## INVESTMENT STRATEGY

- Invest in equity linked securities
- Implement a long dated, low strike covered put strategy
- Manage risk and control volatility with an active risk management overlay







## THE EQUITY INSURANCE PREMIUM

### THE EQUITY INSURANCE PREMIUM

The Equity Insurance Premium is the excess return that investors can receive through absorbing equity market risk. It is caused by three main factors:

- Regulation; Banks, Insurance Companies, Pension Funds and other large investors are required by regulations to limit the effect of a large fall in equity markets
- Limited Capacity For Loss; Many investors including charities, trusts, endowments and retail investors are unable to risk capital. Any equity exposure must be hedged.
- Behavioural Factors; Investors have a strong loss aversion and are prepared to give up returns in order to avoid losses.

# BENEFITS OF LONG DATED EQUITY LINKED SECURITIES

- Longer dated investments capture the increasing gap between risk-neutral forward values and investor forecast values
- Long dated volatility is typically more stable and higher than short dated volatility.
- Low strike options normally have a higher volatility than higher strike options
- Lower volatility; mark to market volatility is reduced by Autocall feature
- Return Multiplier; the return is typically conditional on an Autocall feature. This increases the maximum return that is available

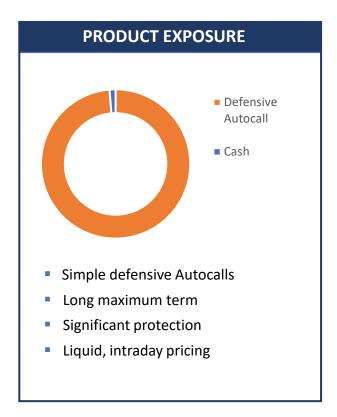


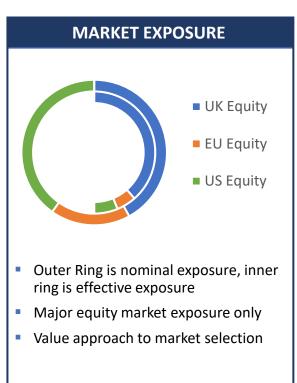


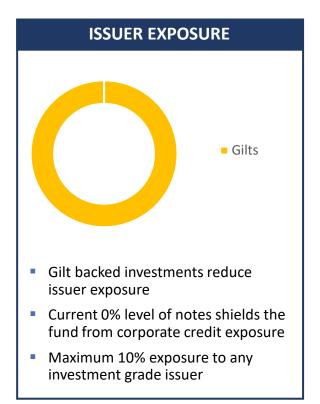


### WHAT DOES THE FUND HOLD?

The graphs below show current levels and updated at the release of each monthly factsheet.



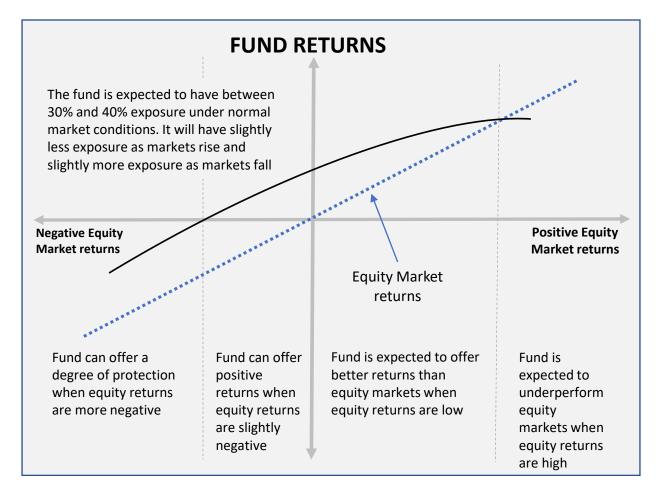








### **HOW MIGHT THE FUND PERFORM?**





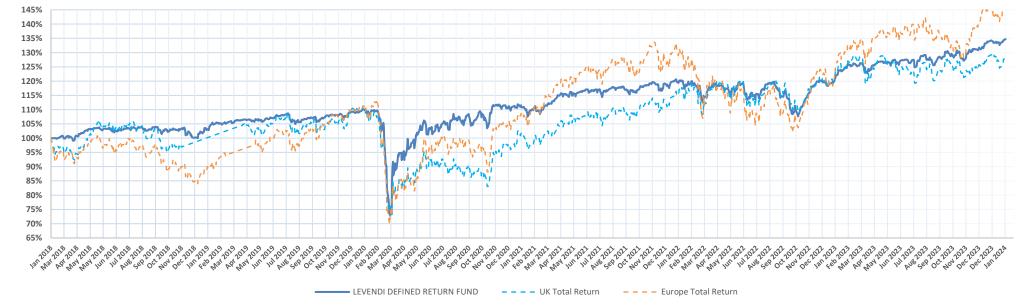


## **REALISED FUND RETURNS**

Cumulative	1 month	3 months	6 months	1 year	3 years	5 years
Fund	0.31%	5.37%	4.31%	8.04%	25.3%	29.2%
Annualised	1 month	3 months	6 months	1 year	3 years	5 years
Fund	3.82%	23.29%	8.8%	8.04%	7.81%	5.26%

	Current Products Percentage	
Products Autocalling at current market levels	50%	

	Product %
Gilt-Backed 10YR UKX/SPX Autocall 8.75%	5.0%
Gilt-Backed 10YR UKX/SX5E Autocall 9.05%	4.8%
Gilt-Backed 10YR UKX/SPX Autocall 8.7%	4.2%
Gilt-Backed 10YR UKX/SX5E Autocall 8.0%	3.6%
Gilt-Backed 10YR UKX/SPX Autocall 8.75%	3.5%







## PORTFOLIO APPLICATIONS

### **ENHANCED EQUITY INCOME**

- Constant 5% annual from distribution share class
- Total return investment avoids concentration in high yielding assets
- Lower volatility than enhanced income / covered call funds

### ABSOLUTE RETURN / LIQUID ALTERNATIVES

- Positive returns if equity markets are lower
- Target GBP Deposit Rates + 6% returns
- Transparent strategy

### **BOND SUBSTITUTE**

- High annual returns
- Low duration
- Low default risk







### FUND VERSUS PRIVATE PLACEMENT PRODUCTS

### **CONVENIENCE / COST**

- Immediate access to a diversified portfolio, no delay
- Reduced time / risk / compliance cost
- Fund invests in institutional products that have lower costs

### LIQUIDITY

- Buy and sell fund units daily
- Underlying assets all offer daily liquidity

### BENEFIT OF FUND WRAPPER

- Consistent with managed portfolios
- Available through all platforms, no application form required
- Professional management
- Risk management overlay





## LIQUIDITY

The Fund is managed to provide investors with daily liquidity through a three-stage process.

## **PRODUCT**

- Standard product shapes
- Liquid underlying markets
- Issuer selection based on credit quality and service levels
- No restrictions on secondary trading

## **VALIDATION**

- Issuer publishes daily price
- Levendi calculate independent fair value
- Daily reconciliation with issuers
- Independent arbitration if necessary

# DEALING PROCESS

- Issuer provides bid/offer
- Issuer can create and redeem assets
- No need to find a 3<sup>rd</sup> party buyer
- No premium / discount to fair value





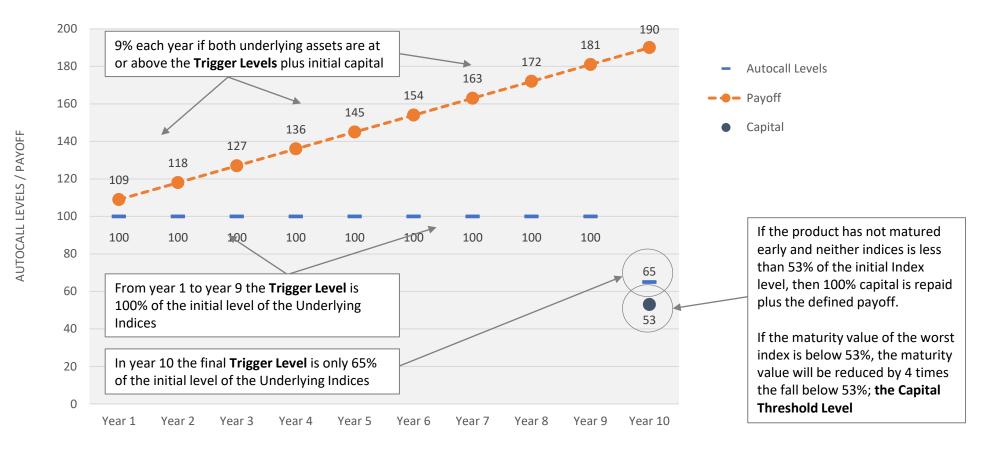


## **EXAMPLE PRODUCT**

UNDERLYING	Worst of FTSE 100 and Eurostoxx 50 Index	Value approach to selection of underlying markets
MAXIMUM TERM	10 years	Additional term gives investors more chances
PRODUCT SHAPE	Autocall	Best shape for lower risk investors
AUTOCALL LEVELS	Years 1 to 9; 100% Year 10; 65%	Low final trigger maximises chance of a positive return
PAYOFF	9% each year if both underlying assets are above the Autocall Levels	Return target in excess of fund return target
CAPITAL	If the product has not matured early and neither indices is less than 53% of the initial Index level, then 100% capital is repaid plus the defined payoff. If the maturity value of the worst performing asset is below 53%, the maturity value will be reduced by 4x the fall below 50%	Progressive risk minimises chance and scale of losses



## **EXAMPLE PRODUCT**







## **PRODUCT ANALYSIS**

EVENT	HISTORIC OCCURANCE	STRESS TEST PROBABILITY	ANNUALISED RETURN
YEAR 1; 100%	64.7%	49.4%	9.0%
YEAR 2; 100%	7.5%	14.2%	8.6%
YEAR 3; 100%	6.4%	7.5%	8.3%
YEAR 4; 100%	6.0%	4.7%	8.0%
YEAR 5; 100%	1.4%	3.3%	7.7%
YEAR 6; 100%	1.4%	2.5%	7.5%
YEAR 7; 100%	0.9%	2.0%	7.2%
YEAR 8; 100%	0.7%	1.6%	7.0%
YEAR 9; 100%	0.3%	1.3%	6.8%
YEAR 10; <b>65</b> %	5.9%	6.4%	6.6%
MATURITY AT 100%	3.4%	2.5%	0.0%
CAPITAL LOSS; 50%	1.3%	4.4%	Hist: -0.8% Stress: -6.5%

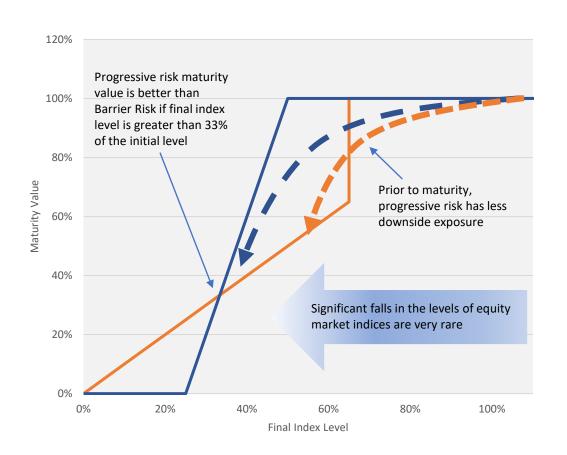
RETURN	HISTORIC	STRESS TEST
BEST RETURN	9%	9%
CHANCE OF GAIN	98.7%	95.6%
CONDITIONAL GAIN	7.4%	7.6%
AVERAGE RETURN	6.9%	6.0%
EXPECTED TERM	2.6y	3.2y

RISKS	HISTORIC	STRESS TEST
VOLATILITY OF RETURNS	4.2%	12.6%
CHANCE OF LOSS	1.3%	4.4%
CONDITIONAL LOSS	-0.8%	-6.5%
AVERAGE WORST 5% LOSSES	-1.7%	-42.8%





## ILLUSTRATION OF PROGRESSIVE RISK AT MATURITY



FINAL VALUE AT MATURITY (%)	
Levendi Fund Autocall	Traditional Autocalls (%)
164	164
164	164
164	100
164	60
100	50
96	49
92	48
80	45
60	40
40	35
20	30
0	25
	Levendi Fund Autocall  164  164  164  164  100  96  92  80  60  40  20





## BARRIER VERSUS HISTORIC INDEX LEVELS



- Indices have been rebased so that last value is 100%.
- A 50% fall from current levels would mean that both FTSE and Eurostoxx would fall below the lows of the Dot-Com crash and the Global Financial Crisis.





## **BENEFITS OF PRODUCT DESIGN**

## Major equity market exposure

- Liquidity
- Multiple Providers

## 50% capital protection

Reduces the chance of loss

### Low final trigger

 Increases chance of a positive return

### Progressive risk

- Reduces mark to market volatility
- Reduced downside exposure
- Reduces scale of losses

### Additional term

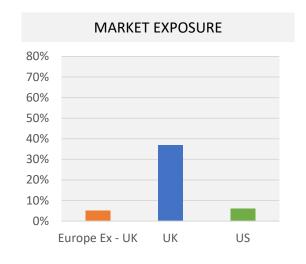
- More opportunities for products to meet conditions for positive return
- Reduced chance of loss



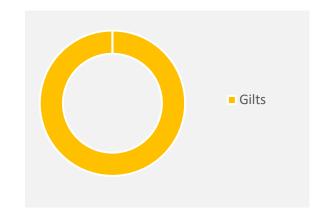




### PORTFOLIO METRICS



### ISSUER EXPOSURE BY CREDIT QUALITY



### STRESS TEST RESULTS

AVERAGE RETURN
WHEN THERE IS A
GAIN
10.1%
PER ANNUM

CHANCE OF POSITIVE RETURN

91.2%

**AVERAGE RETURN** 

**6.1%** PER ANNUM

### **SENSITIVITIES**

1% CHANGE IN MARKET LEVELS **0.48%** 

1% INCREASE IN VOLATILITY -0.7%

0.01% CHANGE IN INTEREST RATES

0.02%

PASSAGE OF ONE MONTH

0.02%

### **TOP 4 HOLDINGS**

Gilt-Backed 10YR UKX/SPX Autocall 8.75%	5.0%
Gilt-Backed 10YR UKX/SPX Autocall 9.05%	4.8%
Gilt-Backed 10YR UKX/SPX Autocall 8.7%	4.2%
Gilt-Backed 10YR UKX/SPX Autocall 8.75%	3.6%

CHANCE OF LOSS

8.6%

AVERAGE CHANCE OF MATURITY AT LESS THAN 100%

4.9%

REALISED VOLATILITY 100d

5.3%

AVERAGE RETURN
WHEN THERE IS A

-6.2%

PER ANNUM





## **RISK MANAGEMENT**



## **OBJECTIVES**

Keep volatility contained Maintain appropriate exposure

Lock-in gains

Minimise turnover and costs



## **SOURCES OF RISK**

Fall in equity markets
Interest rates increase
Increased Volatility
Default risk



## **PROCESS**

Cap volatility
Use futures to maintain

appropriate market exposure





## **SHARE CLASSES**

SHARE CLASSES	
ACCUMULATION	All returns in the Fund are capital growth Fund does not pay any distributions/dividends Share class available for Institutional & Retail investors
5% DISTRIBUTION	Quarterly payment of 1.25% of the value of the Fund paid from capital  Payment Dates  - 31st January  - 30th April  - 31st July  - 31st October

INITIAL CHARGE	Retail: 1%, Institutional: none
AMC/ TER / OCF	I Class Institutional: 1% / 1.16%, I Class Retail: 1.50% / 1.66%
DEALING/DEALING FEES	Daily / none
LIQUIDITY	Daily
STRUCTURE	UCITS V
REGULATION	Central Bank of Ireland
FUND PLATFORM	Davy Skyline Umbrella Fund ICAV
AVAILABLE VIA ISA?	Yes
AVAILABLE VIA SIPP?	Yes
AVAILABLE VIA OFFSHORE BOND	Yes





## INTERNATIONAL PLATFORMS

- FRIENDS PROVIDENT INTERNATIONAL
- OLD MUTUAL INTERNATIONAL
- CAPITAL INTERNATIONAL
- 7IM
- PRAEMIUM
- AEGON INTERNATIONAL

And others, please ask for availability





### **CONTACT**

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