

## Insurance Talk

Navigating the domestic interest rate curve

#### **Nino Colesanto**

Head Insurance Coverage Switzerland

#### **Clemens Rich**

Head CHF Fixed Income

#### René Steiner

Head Investment Specialists



## Agenda

09:30 – 09:40 Welcome and Introduction

Nino Colesanto, Head Insurance Coverage Switzerland, UBS AM

09:40 – 10:00 **Fixed Income** 

Why active management is important for insurance companies

Clemens Rich, Head CHF Fixed Income, UBS AM

10:00 – 10:20 **Hedge Funds** 

Hedge Funds, an attractive alternative to traditional fixed income

René Steiner, Head Investment Specialists UBS HFS

10:20 – 10:30 Q&A followed by closing remarks



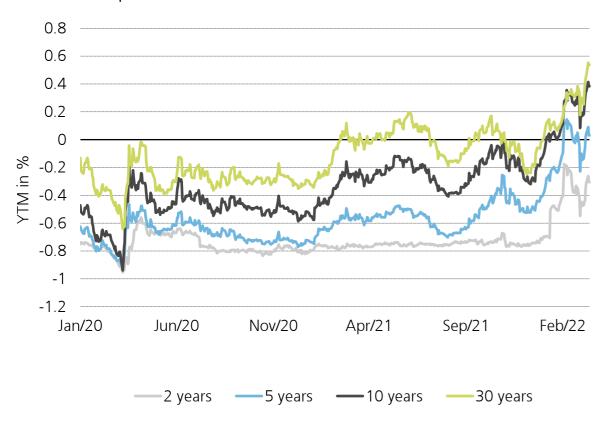
## Welcome and Introduction

Nino Colesanto Head Insurance Coverage Switzerland UBS Asset Management

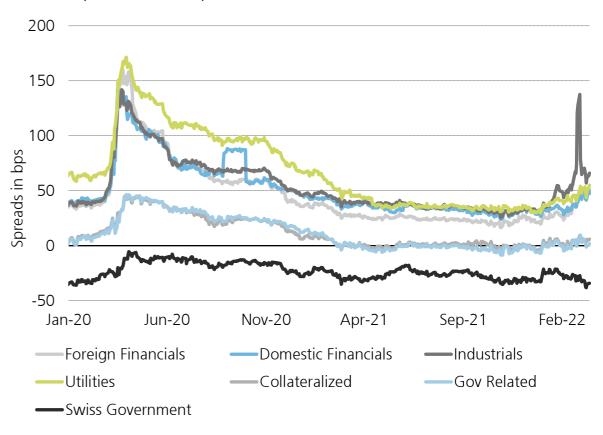


## CHF interest rates and CHF Spreads

#### Yield development of Swiss Government bonds / 2020- 2022 YTD

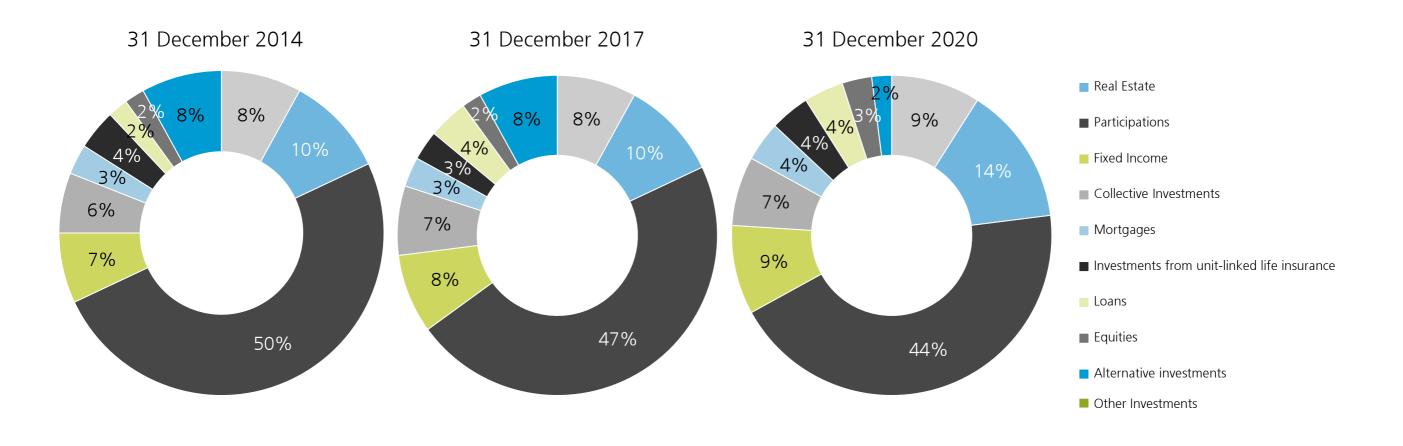


#### Sector spread development / 2020 – 2022 YTD



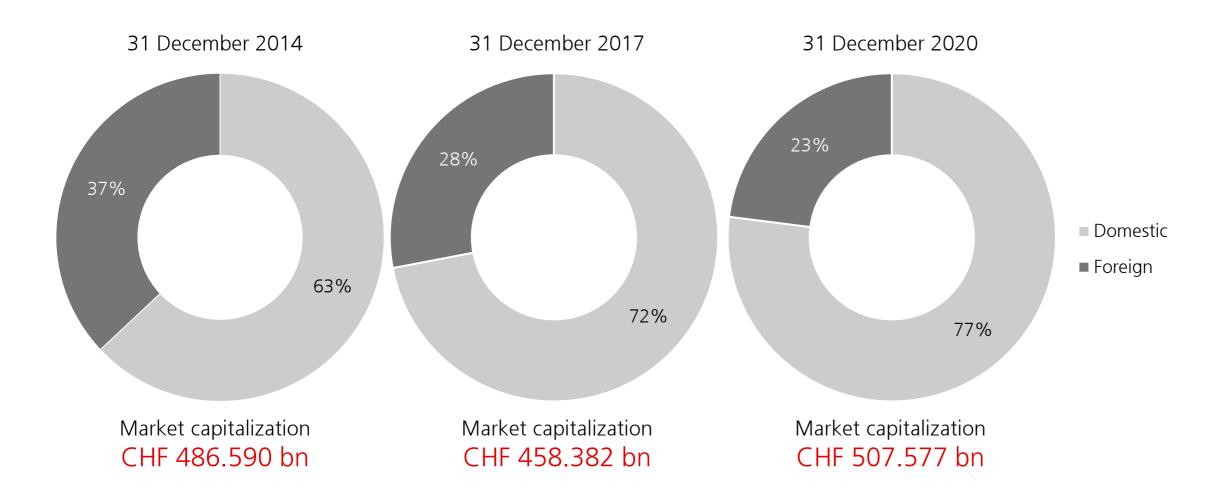


## Asset allocation of Swiss insurance companies





## Swiss Bond Index Total AAA-BBB





Source: UBS Asset Management

# Why active management is important for insurance companies

Clemens Rich Head CHF Fixed Income, UBS Asset Management



## UBS Asset Management – Your Partner

UBS is a leading CHF bond solution provider

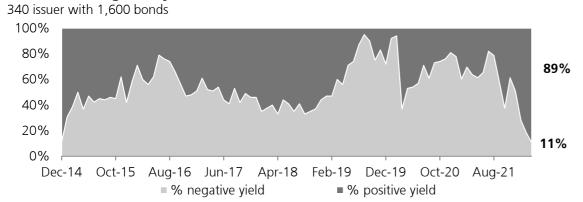
	Products and Service	<ul> <li>Competence center in Zurich for CHF bonds with access to our global resources such as Global Investment Teams across different asset classes, dedicated, proprietary Sustainable Investment Team, independent Risk Management Team, Operations etc.</li> <li>30+ Fixed Income buy-side credit analysts covering the majority of the CHF bond universe, more than 130 Fixed Income professionals in total. Flexible and experienced in providing customized solutions</li> <li>Local client servicing by senior institutional client relationship managers</li> </ul>
	People	<ul> <li>Global Fixed Income Investment Forum (FIIF) as well as FIIF Sub-committees with 20+ Portfolio Manager in close collaboration with our local CHF Portfolio Manager</li> <li>Dedicated CHF portfolio manager in Zurich with an average industry experience of more than 15 years. PM team with access to every new issue and know-how to navigate a homogenous tight opportunity set</li> <li>Experienced transition manager: in-kind transfers reduces transaction costs</li> <li>~15 professionals dedicated to sustainable and impact investing</li> </ul>
<b>&gt;&gt;&gt;</b>	Process	<ul> <li>Well established investment and portfolio construction process with long track records</li> <li>Largest CHF Fixed Income Asset Manager with market power – CHF 46.9 bn AuM¹ in pure CHF bonds and money market solutions</li> <li>Strong focus on reduction of transaction costs: Our large crossing network reduces transactions costs by 30-40%</li> </ul>
	Performance	<ul> <li>Proven track record over 20 years</li> <li>Customized and transparent pricing</li> </ul>



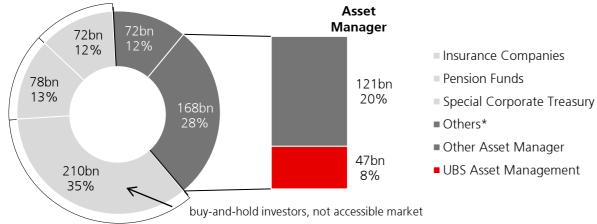
## CHF Bonds – a unique market

Rising yields, high transaction costs, market size and our position

#### The end of negative yields?



#### CHF 600bn CHF Bond market size / investor type<sup>2</sup>



<sup>\*</sup>includes bank treasury, foreign investors, private clients, family offices

#### Trade volumes CHF desk over last year<sup>1</sup>

	Nominal trades in		
	CHF bn	in %	
Primary	4.6	16%	
Secondary – Agent	19.5	67%	
Secondary - Cross	4.8	17%	
	28.9	100%	

- ✓ New issue market a significant source of liquidity
- √ ~20% of trade volume is crossed internally

#### Bid/Ask spreads trend higher





## UBS AM Fixed Income – competitive edge



Size

UBS-AM is the **largest CHF Fixed Income asset manager** with market power (large crossing network) and manages CHF 46.9 bn in pure CHF bonds and money market solutions. As a substantial market player, we have access to all relevant counterparties and are a key partner and advisor to all syndicate banks and CHF issuer.



Track record

#### Proven long term track record

	<u>10 years p.a.</u>		
	Abs. (%)	Rel. (%)	
UBS (CH) IF - Bonds CHF Inland	1.68	0.28	
Tracking Error (%)1	0.38		
Information Ratio <sup>2</sup>	0.	73	
UBS (CH) IF - Bonds CHF Ausland	1.68	0.21	
Tracking Error (%)1	0.4	41	
Information Ratio <sup>2</sup>	0.	50	
UBS (Lux) Bond Fund - CHF	1.98	0.51	
Tracking Error (%)1	0.	61	
Information Ratio <sup>2</sup>	0.	84	



#### Resources

Optimal combination of local expertise coupled with global resources:

- Over 30 Fixed Income buy side credit analysts with average industry experience of more than 17 years, covering the majority of the CHF bond universe
- Supported by 130+ Fixed Income professionals in total
- In-house sustainability framework supported by ~15 dedicated experts in the Sustainable and Impact Investing Team.



# Innovation and idea generation

Over the last years we have excelled at **building new CHF bond capabilities** such as a Swiss mortgage fund, pure corporate bond strategies, sustainable focus strategies, and a cash-flow matching concept

Source: UBS Asset Management, Past performance is no indicator for future performance. The performance shown does not take account of any commissions and costs charged when subscribing to and redeeming units, data as per 31st December 2021

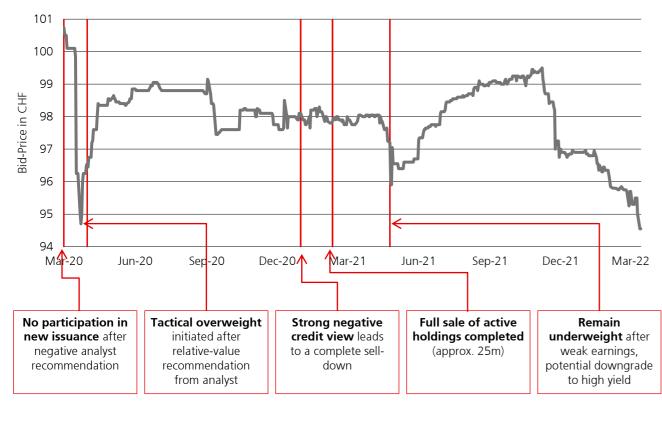
- 1 Tracking error is the standard deviation of the difference between the monthly composite and benchmark returns, based on logarithmic returns.
- 2 Information ratio is the arithmetic value added divided by the tracking error. For periods greater than one year, annualized returns are used to calculate the value added and the tracking error.



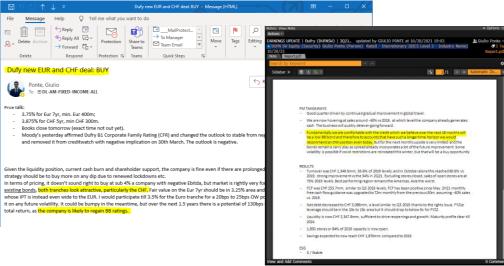
## Active management in practice (1/2)

Issuer selection – high conviction trades lead to alpha

#### Example I – AMP Group 06/03/2024 BBB-



#### Example II – Dufry One BV 04/15/2026 B+



- Participation in new issuance of B-rated Dufry One CHF Bond on 15 April 2021
- Yield of 3.625% / Spread of +420bps vs. Government Bond
- Strong opinion and recommendation from analyst based on ample liquidity and strong shareholder support
- Continued monitoring and exchange with analyst, continue to hold bonds as carry story continues



## Active management in practice (2/2)

Private placements – leverage the power of UBS

#### UBS Corporate & Institutional Clients

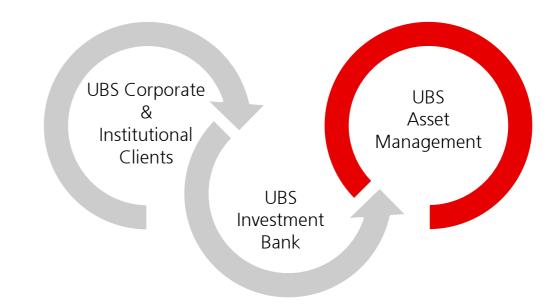
- Existing client highlights need for short to medium term funding needs
- UBS as large business bank in corporate client space provides a broad variety of domestic investment opportunities and reaches out to UBS IB

#### **UBS Investment Bank**

- UBS IB has a leading position in the domestic private placement market and weighs options with focus on internal franchise
- UBS IB reaches out to UBS AM to sound potential private placement

#### **UBS Asset Management**

- Looks for attractive investments in CHF private placements
- Fundamental issuer assessment by internal buy-side credit analyst
- Benefits from customized pricing and maturity



#### Deal Summary – 30m Alpiq 25/01/22

- CHF30 m private placement on 25 Jan 2022
- Maturity: 1 Nov 2022
- Yield to Maturity: 0.15% p.a. (0.25% 0.30% pick-up vs. secondary curve)
- Daily pricing and ISIN





# Hedge Funds, an attractive alternative to traditional fixed income

René Steiner Global Head Investment Specialists, UBS Hedge Fund Solutions



## **UBS Hedge Fund Solutions**

#### **Business Overview**

#### Global scale and expertise

- Deep expertise in sourcing, monitoring, and managing portfolios of investments utilizing top tier managers
- Boutique model backed by one of the best capitalized global banks, sits with UBS Asset Management
- Independent oversight by UBS control infrastructure
- Diversified investor base across institutional and high net worth investors
- Registrations<sup>1</sup>—US: SEC, CFTC; Korea: FSC

#### Key facts







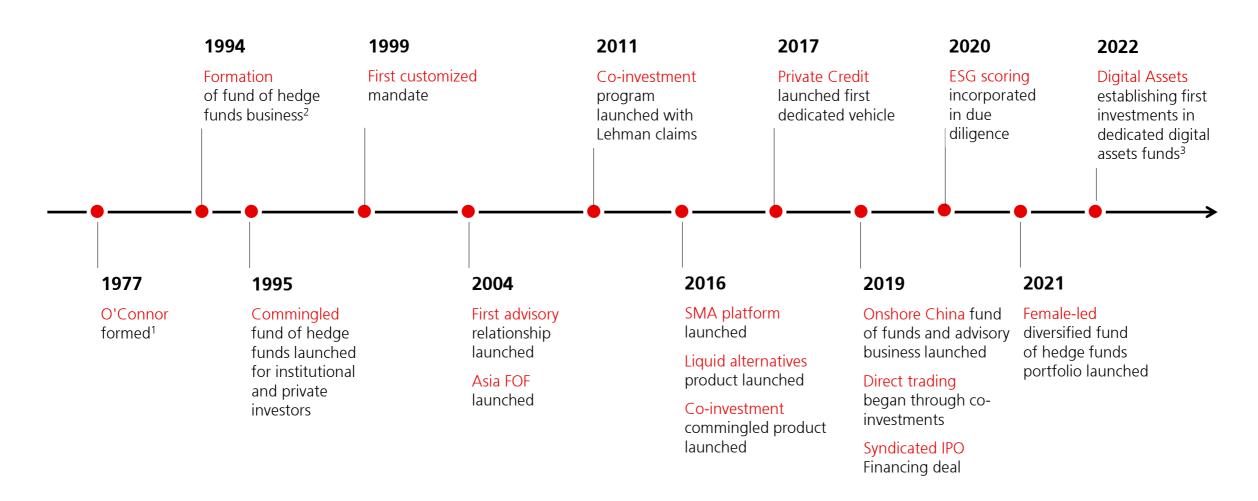




105 global employees with 69 investment professionals and 9 offices globally<sup>3</sup>

## **HFS** Evolution

Expanding our offerings to meet the needs of a global investor base



<sup>1</sup> Please note 1977 represents the formation of UBS Hedge Fund Solutions original predecessor firm O'Connor and Associates.



<sup>2</sup> The inception date of UBS Hedge Fund Solutions is October 1994, which includes predecessor firms such as O'Connor's Multi-Manager team based in Stamford and Alternative Investment Strategies based in Hong Kong.

<sup>3</sup> UBS has approved HFS to invest in this asset class and will aim for its first investment in Q2 2022.

## What's on our investors' minds

#### Inflation one of the key concerns

#### Asia



#### **Dedicated Exposure**

Long-term growth in China and Asia sustained: rising consumption, urbanization and innovation

China A-share is the 2nd largest equities market and the most liquid in the world<sup>1</sup> yet remains underinvested given that:

Foreign ownership of the retail market is only 10%<sup>2</sup>

We believe that China's large equity universe is underresearched and has generally experienced higher dispersion, offering more alpha opportunities for long / short investors

#### Inflation



#### **Uncorrelated Sources of Return**

Maintaining a diversified portfolio, including exposure to hedge funds, can help investors navigate a more volatile environment. In this context, hedge funds can potentially serve as:

#### **Portfolio Substitute**

Market-neutral and conservative strategies substituting parts of portfolio e.g. Fixed Income

#### **Portfolio Diversifier**

Exposure to strategies that tend to benefit from higher volatility and supply imbalances e.g. commodity, macro space

#### ESG



#### **Energy Transition**

Today, only around 8% of global electrical power is generated using solar and wind.<sup>3</sup>

According to the International Energy Agency (IEA), to meet sustainable development goals, that figure would need to rise to around 30% by 2030, and 40%–45% by 2040.<sup>3</sup>

Companies across various sectors of the economy will face the challenge of maintaining profitability while implementing strategies and initiatives to address climate change

1 World Development Indicators (The World Bank), UBS, as of 30 June 2020. 2 Source Wind, CSRC, CIRC, NSSF, UBS-S.As of December 2020. 3 Source: Eurostat, European Environmental Agency, UBS.

#### Digital Assets



**Digital Assets** 

Digital assets have become of increased interest for investors and may open undiscovered new opportunities.



## Inflation: in the search for uncorrelated sources of returns

Possible approaches to diversify sources of risk and return



#### Substitute

Stabilizing active element in clients' portfolios: diversification and capital protection in uncertain and volatile markets

#### A&Q Neutral Alpha Strategies

- Broadly diversified market-neutral portfolio with 20+ years of track record
- Low Beta (<0.1) to Equity market and low sensitivity to Fixed Income markets
- Over 70% of AuM invested in capacity constrained managers<sup>1</sup>



#### Diversifier

Monetize on changing inflation expectations and active monetary policy as well as supply imbalances in the commodity space

#### Commodity / Inflation Basket<sup>2</sup>

- A strategy that can monetize the alpha opportunity in the macro and commodity space
- Covering a diversified set of themes and approaches (fundamental, systematic, arbitrage)
- Exclusive and concentrated access



## Case study: Portfolio Substitute

A&Q Neutral Alpha Strategies Limited



#### Market-neutral

Broadly diversified portfolio with focus on marketneutral and conservative Equity Hedged strategies.

#### Track record

Track record of 20+ years, seeking marketindependent returns with low correlation to the broad equity market

#### **Exclusive**

Around 70%<sup>1</sup> of the portfolio is invested in capacity constrained managers or UBS Hedge Fund Solutions bespoke vehicles

#### Resilient

INDICATIVE OF FUTURE RESULTS.

Seeks to be resilient under challenging market conditions and rising interest rates

#### Performance statistics since inception<sup>2</sup>

Performance statistics	Jul 01, 2000 – Jan 31, 2022
Annualized return	5.44%
Annualized volatility	2.97%
Sharpe ratio	1.33
Worst draw down	-9.87%
Positive months	80.31%
Beta to S&P500 Index	0.09
Beta to FTSE US Broad Investment-Grade Bond Index	0.12

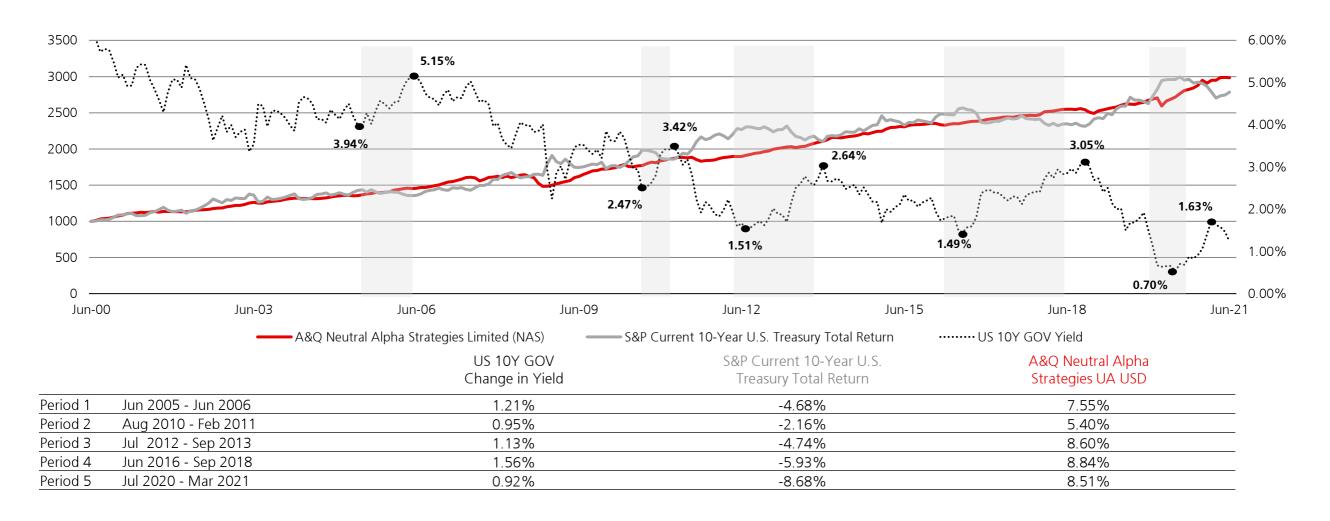


Source: UBS Hedge Fund Solutions. 1 As of 1 January 2022. 2 A&Q Neutral Alpha Strategies Limited pro forma returns represent the application of the profits and losses of A&Q Neutral Alpha Strategies Limited (class D shares a zero fee share class, from April 2001 through August 2017, gross returns of the C share class from Jul-2000 to March 2001 and actual returns beginning Sept 2017), assuming (i) annualized management fees of 0.30% and (ii) a 10% performance fee deducted monthly from profits. Furthermore, the pro forma returns are based on calculations made by the Fund's Investment Manager, UBS Hedge Fund Solutions LLC, based on calculations and information provided by the Fund's Administrator, MUFG Alternative Fund Services (Cayman) Limited. In addition to being unaudited, the returns have not been reviewed by an independent third party. Therefore, returns are subject to change without notification. Any returns presented may or may not be indicative of the returns of the share class, series, and/or fund offered to you. Your actual returns may be different. **PRO FORMA AND ACTUAL RETURNS ARE NOT** 

## A&Q Neutral Alpha Strategies Limited, Class UA USD Net

Portfolio Substitute

Performance in periods of rising interest rates





Source: UBS Hedge Fund Solutions, Morgan Stanley Capital International, Bloomberg.. Indices are for illustrative purposes only. Please see Endnotes for selected statistics definitions and index descriptions A&Q Neutral Alpha Strategies Limited pro forma returns represent the application of the profits and losses of A&Q Neutral Alpha Strategies Limited (class D shares a zero fee share class, from April 2001 through August 2017, gross returns of the C share class from Jul-2000 to March 2001 and actual returns beginning Sept 2017), assuming (i) annualized management fees of 0.30% and (ii) a 10% performance fee deducted monthly from profits. Furthermore. The pro forma returns are based on calculations made by the Fund's Investment Manager, UBS Hedge Fund Solutions LLC, based on calculations and information provided by the Fund's Administrator, MUFG Alternative Fund Services (Cayman) Limited. In addition to being unaudited, the returns have not been reviewed by an independent third party. Therefore, returns are subject to change without notification. Any returns presented may or may not be indicative of the returns of the share class, series, and/or fund offered to you. Your actual returns may be different. **PRO FORMA AND ACTUAL RETURNS ARE NOT INDICATIVE OF FUTURE RESULTS.** 

#### Portfolio Substitute

## A&Q Neutral Alpha Strategies Limited, Class UA USD Net

Historical monthly performance

#### **A&Q Neutral Alpha Strategies UA USD net**

#### FTSE US Broad IG Bond Index<sup>1</sup>

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	YTD
2022	0.69	-0.41E	0.09E										0.37E	-3.41
2021	-1.34	1.37	0.01	1.27	0.12	-0.16	0.45	0.81	1.36	0.69	0.58	0.44	5.71	-1.60
2020	0.64	0.65	-4.14	2.64	0.92	1.13	1.66	1.58	0.56	0.71	1.27	2.41	10.33	7.74
2019	1.42	0.50	0.64	0.47	0.50	0.95	0.60	-0.07	-0.12	0.68	0.41	1.03	7.21	8.85
2018	1.68	0.14	0.28	0.48	0.41	0.03	0.03	-0.13	0.53	-0.65	-1.38	-0.62	0.78	-0.01
2017	0.45	0.32	0.33	0.45	0.15	-0.18	0.39	0.49	-0.04	0.22	-0.17	0.46	2.90	3.60
2016	-0.06	-0.70	-0.28	0.48	0.47	-0.17	0.63	0.42	0.36	0.13	0.18	0.63	2.11	2.66
2015	0.09	1.37	0.93	0.10	0.45	-0.17	0.91	0.37	0.06	0.09	0.27	0.36	4.93	0.53
2014	1.10	1.47	-0.04	-0.24	0.50	0.37	0.38	0.59	1.01	-0.34	0.86	0.71	6.55	5.91
2013	1.24	0.53	0.53	0.47	0.23	-0.60	0.63	0.17	1.18	0.83	0.83	0.56	6.80	-2.04
2012	1.06	0.72	0.34	0.49	-0.14	0.13	0.88	0.63	0.85	0.35	0.77	0.43	6.71	4.23
2011	0.68	0.78	0.44	0.77	-0.06	-0.30	0.44	-1.78	-1.12	0.42	0.20	0.27	0.70	7.85
2010	0.48	0.57	1.40	0.98	-1.40	-0.25	0.71	0.30	1.47	1.14	-0.36	1.28	6.47	6.30
2009	1.32	1.03	0.98	0.76	2.71	0.96	1.81	1.37	1.58	0.20	1.22	0.06	14.91	5.06
2008	-1.13	1.23	-1.12	0.84	1.13	0.49	-1.62	-0.81	-5.00	-2.78	0.17	0.95	-7.57	7.02
2007	1.36	0.48	0.94	1.08	1.45	0.30	-0.58	-2.63	1.28	1.78	0.39	0.61	6.57	7.22
2006	1.59	0.59	0.76	0.58	-0.46	0.35	0.70	0.13	0.68	0.93	0.67	1.33	8.12	4.33
2005	0.57	0.47	0.00	-0.60	0.18	0.89	0.95	0.32	1.08	-0.20	0.46	0.41	4.60	2.57
2004	1.09	0.76	0.50	-0.06	-0.42	0.13	-0.16	0.03	0.30	0.43	0.94	0.78	4.40	4.48
2003	0.72	0.78	0.00	1.18	1.62	0.72	-0.84	-0.03	1.44	0.47	0.48	0.60	7.36	4.20
2002	0.10	-0.20	0.07	0.74	0.99	0.49	0.30	0.33	0.83	0.57	0.17	1.46	6.01	10.09
2001	0.90	2.05	0.40	0.55	0.75	-0.45	0.64	0.74	-0.80	0.78	0.05	-0.29	5.43	8.52
2000							0.96	2.26	0.57	0.43	1.50	1.55	7.49	7.38



Source: UBS Hedge Fund Solutions. A&Q Neutral Alpha Strategies Limited pro forma returns represent the application of the profits and losses of A&Q Neutral Alpha Strategies Limited (class D shares a zero fee share class, from April 2001 through August 2017, gross returns of the C share class from Jul-2000 to March 2001 and actual returns beginning Sept 2017), assuming (i) annualized management fees of 0.30% and (ii) a 10% performance fee deducted monthly from profits. Furthermore. The pro forma returns are based on calculations made by the Fund's Investment Manager, UBS Hedge Fund Solutions LLC, based on calculations and information provided by the Fund's Administrator, MUFG Alternative Fund Services (Cayman) Limited. In addition to being unaudited, the returns have not been reviewed by an independent third party. Therefore, returns are subject to change without notification. Any returns presented may or may not be indicative of the returns of the share class, series, and/or fund offered to you. Your actual returns may be different. 1 As per end of February 2022. **PRO FORMA AND ACTUAL RETURNS ARE NOT INDICATIVE OF FUTURE RESULTS.** 

## Case study: Portfolio Diversifier

Portfolio Diversifier

Commodity / Inflation Mandate<sup>1</sup>



### **Broad Opportunity Set**

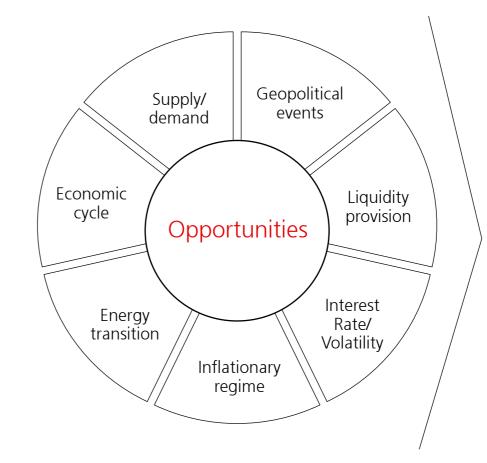
Monetize the alpha opportunity in the macro and commodity space covering a diversified set of themes

#### Concentrated

Exposure through exclusive and concentrated access to experienced managers in areas such as Commodities, Macro Discretionary and Fixed Income Relative Value

### Approach

Covering a diversified set of investment approaches: fundamental, systematic and arbitrage



Fixed Income

Carbon markets

**Soft Commodities** 

Power

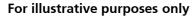
Oil

Metals

**Interest Rates** 

Natural Gas

Energy markets



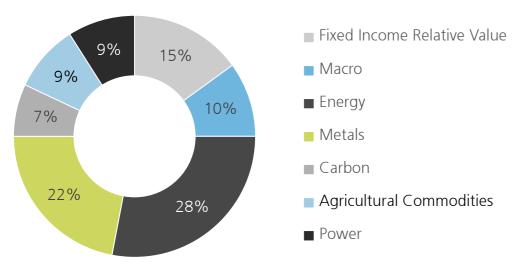
Source: UBS Hedge Fund Solutions

1 Please note that this concept has not been formally approved by UBS Hedge Fund Solutions. No guarantees can be made that this proposed strategy will be available in the future. Proposal subject to further customization



#### Expected basket characteristics and allocation<sup>1</sup>

- Biased to perform better in higher volatility, inflationary regime
- Tail awareness for stagflationary scenarios
- Equity Beta: Low → S&P500 Index Beta <0.15



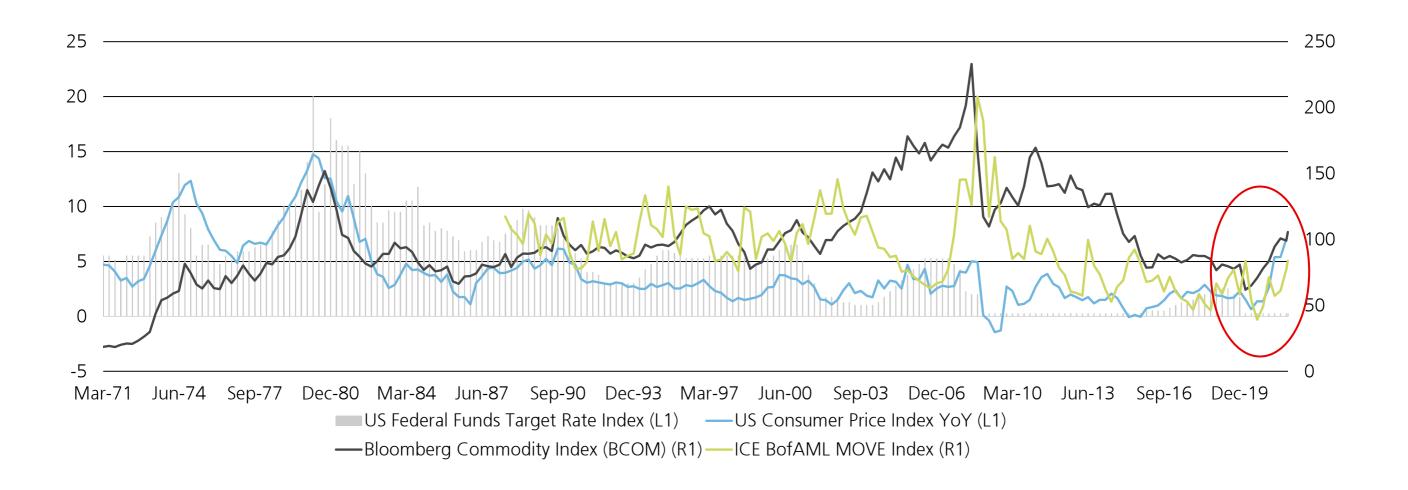
#### Hypothetical Performance statistics<sup>2</sup>

Performance statistics	Feb 01, 2017 – Jan 31, 2022
Annualized return	14.95%
Annualized volatility	5.04%
Sharpe ratio	2.60
Worst draw down	-2.73%
Positive months	71.67%
Beta to S&P500 Index	-0.02
Beta to FTSE US Broad Investment-Grade Bond Index	-0.05

For Illustrative purposes only. Source: UBS Hedge Fund Solutions. 1 There is no guarantee that this strategy or its portfolio guidelines. Return and beta targets should be considered over an economic cycle (3-5 years), Note that target percentages are not intended to be guarantees or assurances that the portfolio will be within such target ranges at all times and may be changed in the future. 2 Proposal subject to further customization. Please note that the hypothetical performance so sub-funds do not have track records that cover the entire hypothetical performance period, their respective allocations have been reallocated to the remaining sub-funds on a proportional basis. Funds with track records that did not cover the entire hypothetical performance period include: World Carbon Fund, Caxton Global Investments and Statar Capital Fund. Caxton Energy Transition Fund has not yet launched and therefore has no track record. Backtested hypothetical performance results do not represent actual client trading but were achieved through a retroactive application of a model constructed on the basis of historical data with the benefit of hindisight. The results do not reflect the impact that material economic and market factors may have on the investment manager's decision making process used for actual accounts. The model may not perform as well when application of a model constructed on the basis of historical data with the benefit of hindisight. The results do not reflect the impact that material economic and market factors may have on the investment manager's decision making process used for actual accounts. The model may not perform as well when applied prospectively as past performance is not a guide for actual accounts. The model may not perform as well when applied prospectively as past performance in the backtested performance in the backtested performance is not a guide for actual accounts. The model may not perform as well when applied prospectively as past performance is not a guide for actual accounts. The m



Comparison





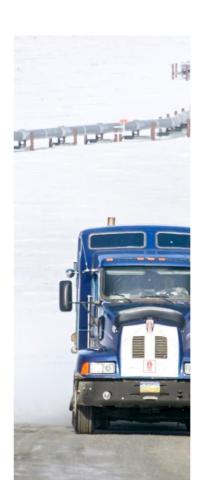
## Summary

Diversified sources of risk and return



Substitute
A&Q Neutral Alpha Strategies

- Stabilizing active element in clients' portfolios
- +20 years of historical performance
- Uncorrelated, providing historically low Beta that doesn't aim to time the markets
- Consistent performance with over 80% positive months since 2000¹
- Exclusive manager access



# Diversifier Commodity / Inflation Basket<sup>2</sup>

- Taking advantage of changing inflation expectations and active monetary policy as well as supply imbalances in the commodity space
- Covering a diversified set of approaches
- Focus on Commodities, Macro Discretionary Fixed Income Relative Value strategies
- Dedicated exposure through experienced managers

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