

# Rising Dispersion in Credit Markets: Capturing Opportunities in Multi Asset Credit

**Craig Scordellis**

Head of Long Only Multi Asset Credit

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## Setting the scene

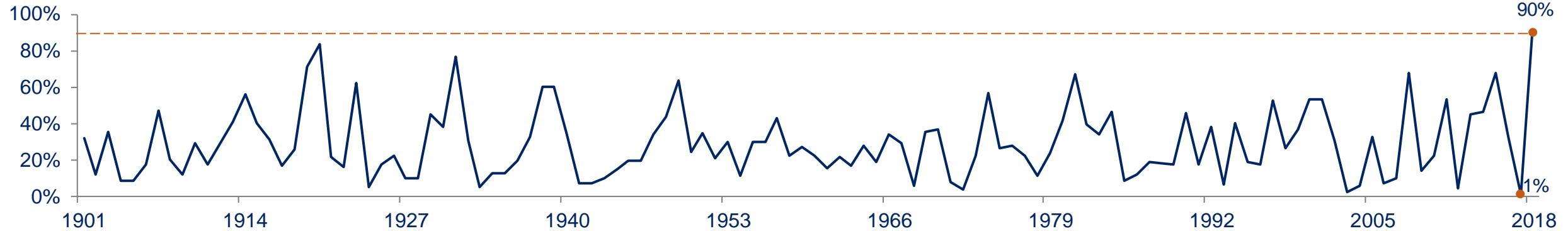
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# 2018 and Beyond: the Challenges for Pension Fund Assets



# 90% of Asset Returns were Negative in 2018

## Percentage of assets with a negative total return in USD<sup>1</sup>



## Total Return Performance of Major Global Financial Assets 2018 (in USD)<sup>2</sup>



Sources:<sup>1</sup>Deutsche Bank, Bloomberg Finance LP, GFD. Note, returns for 2018 are calendar year. Total number of assets in 2018 is 70 versus 34 in 1901. <sup>2</sup>Deutsche Bank Research, Bloomberg Finance LP, Mark-It as at 3 January 2019.



How can pension funds adapt to the changing environment?

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# CQS' Solution: Multi Asset Credit

## Pension fund challenges

De-risk from equities and deliver attractive returns

Stabilise returns

Avoid defaults

Manage interest-rate risk

Optimise yields and income

## Sample MAC solution

Target net return<sup>1</sup>  
LIBOR+4-5%  
through cycle

No more than  
single digit  
volatility

Low default  
rates

Interest-rate  
duration capped 2y

LIBOR  
plus 4-5%

Annualised  
Return  
**4.76%**

Annualised  
Volatility  
**2.21%**

Annualised  
Default Rate  
**0.13%**

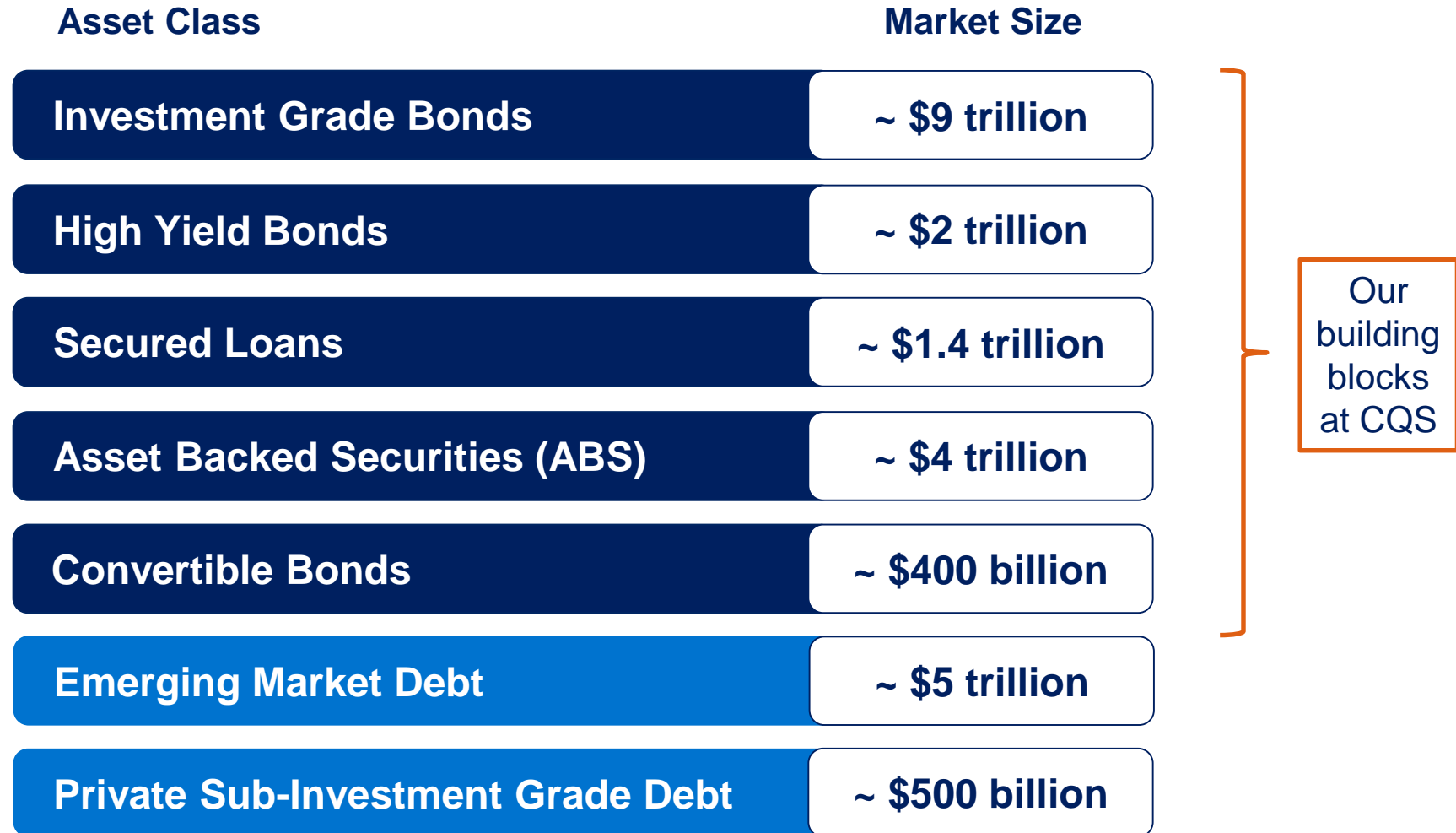
Current  
Duration  
**1.32 yrs**

YTM  
(GBP)<sup>2</sup>  
**5.37%**

*Please note, the Performance Index GBP is a theoretical, non-investable share class. It is made up of a series of share classes in order to demonstrate the longest consistently available track record for the Fund. A breakdown of the index formulation is included at the end of the presentation.*

Source: CQS as at 28 February 2019. <sup>1</sup>Target returns are estimated and net of fees, expenses and income reinvested. They are based on long-term performance projections of the investment strategy and market conditions at the time of modelling and are therefore subject to change. There is no guarantee that any target return can be achieved. Investors should not place any reliance on such target return in deciding whether to invest in the Fund. Target returns are for illustrative purposes only. Please refer to the Prospectus and Supplement for finalised risk parameters. <sup>2</sup>Assumes that the coupon payments are reinvested at the yield-to-maturity; if coupons are to be reinvested at lower rates, the yield-to-maturity will be lower.

# What are the Building Blocks of Multi Asset Credit?





How do credit markets look into 2019?

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# Assessing Fundamentals and Technicals for Credit Markets

## Fundamentals

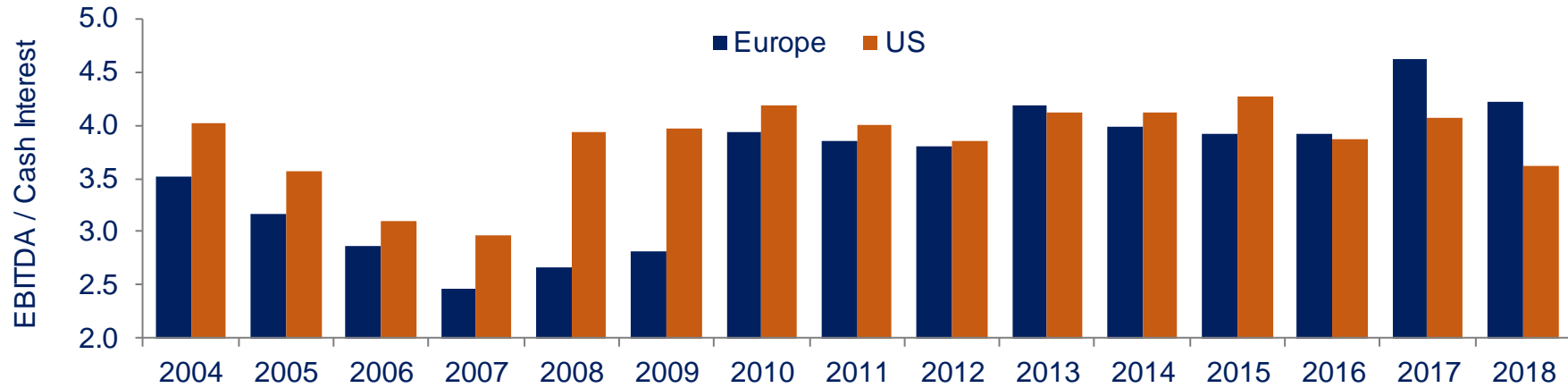
-  Corporate defaults low but some sectors likely to pick-up
-  Corporate maturity walls extended
-  Loans – interest cover ok but US rates rising and leverage rising
-  High yield – interest cover healthy, but US leverage picking up
-  Sector earnings dispersion
-  Loan and high yield documentation weak

## Technicals

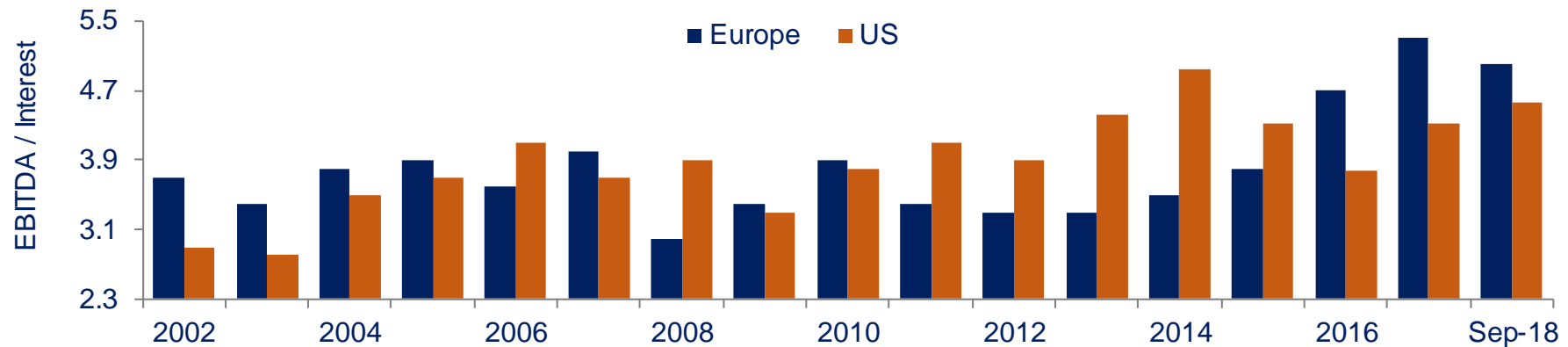
-  Retail investors represent growing portion of credit markets
-  Market size – stabilising across sub-investment grade credit
-  High yield correlation with equities rising
-  Rising interest rates a risk to fixed rate, opportunity for floating

***Multi Asset Credit can address concerns through effective credit selection and agile asset allocation***

## Senior Secured Loans<sup>1</sup>

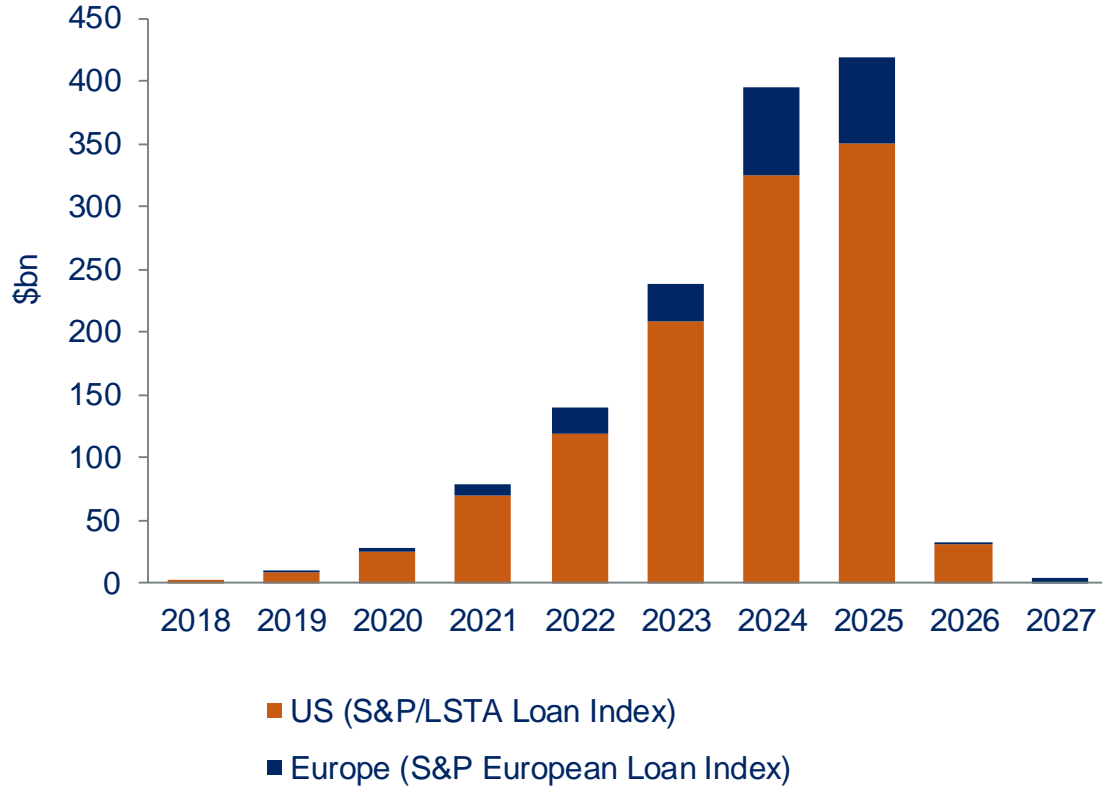


## High Yield Bonds<sup>2</sup>

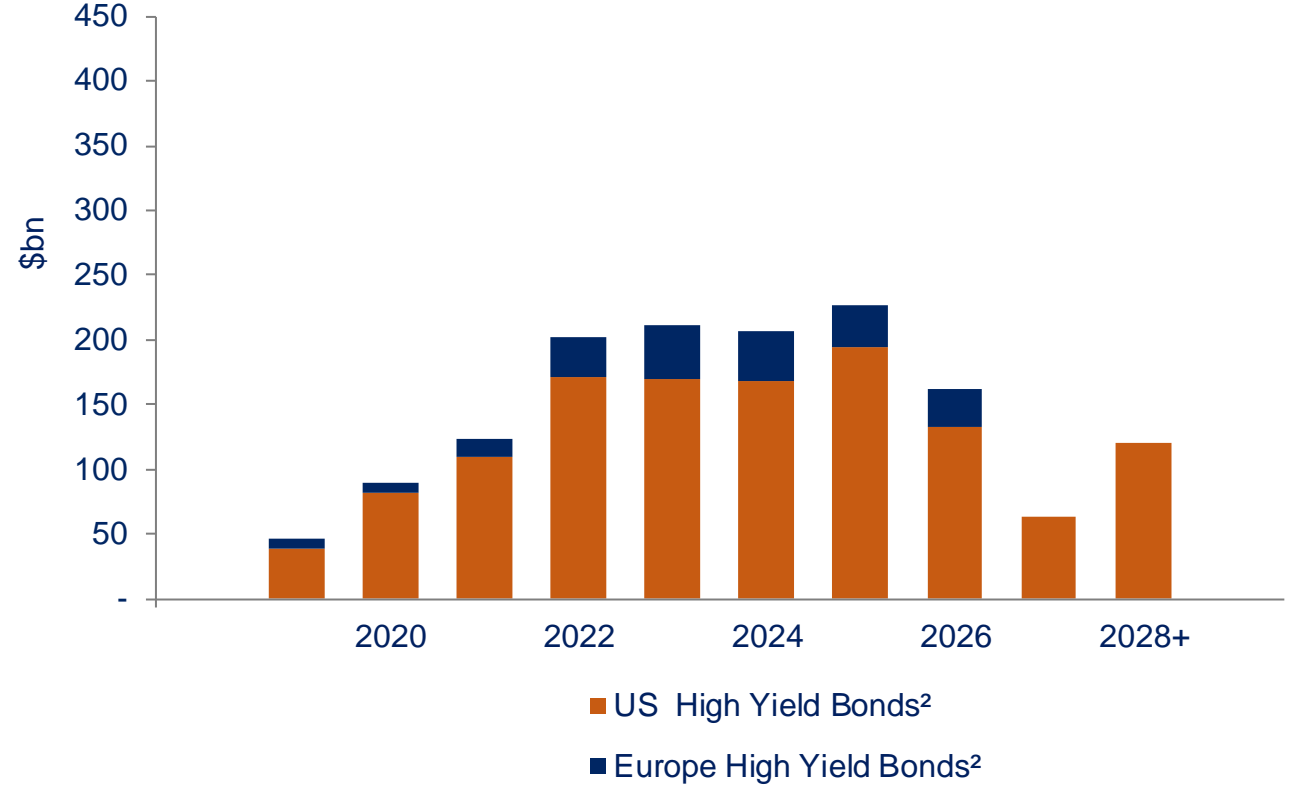


# Maturity Profiles Have Been Pushed Out

## Loans Maturity Profile



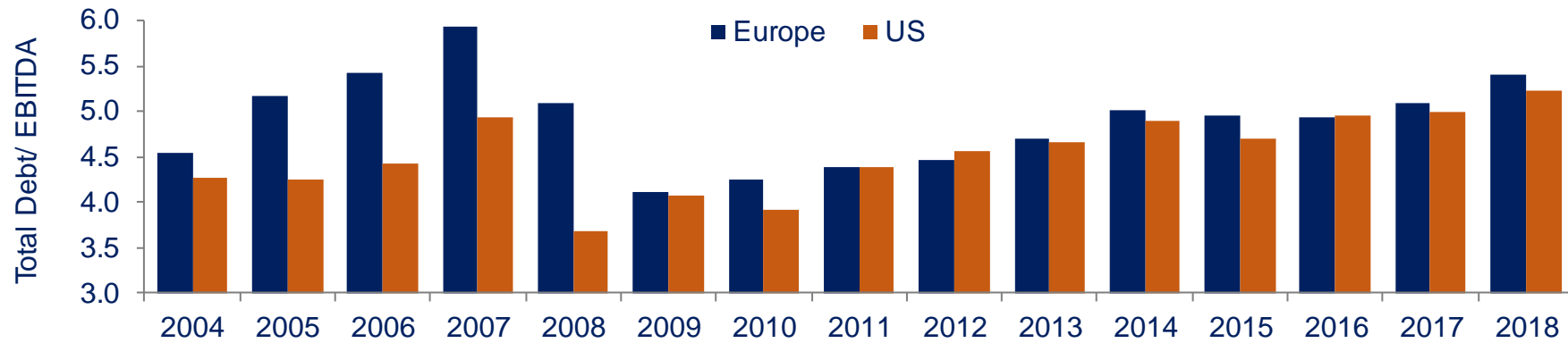
## High Yield Maturity Profile



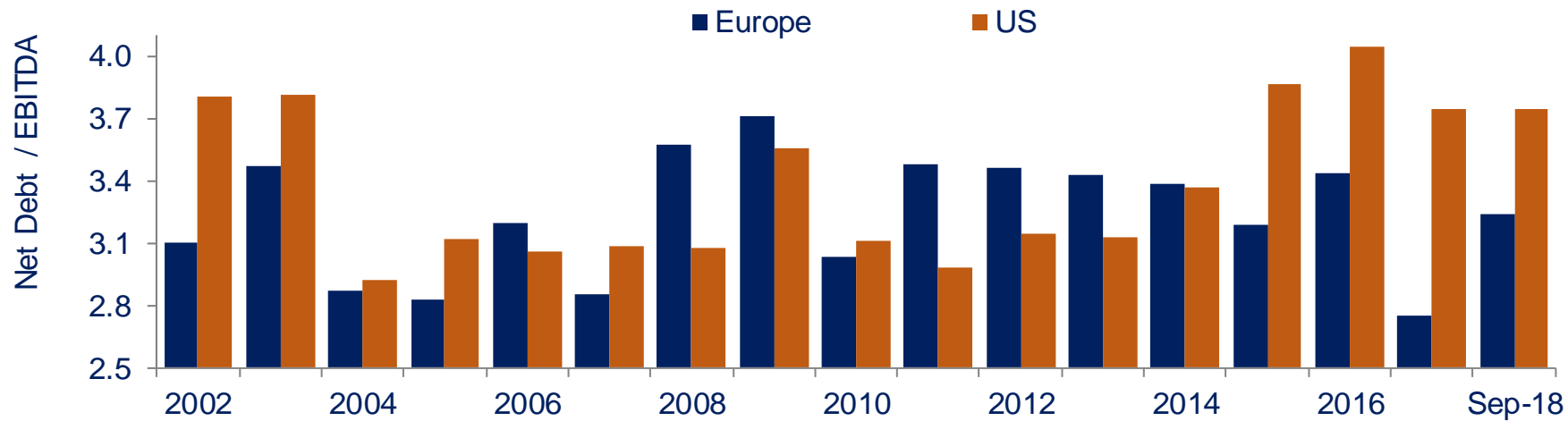


# Leverage Is Creeping Up

## Senior Secured Loans<sup>1</sup>



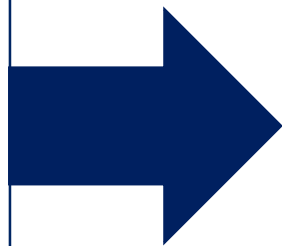
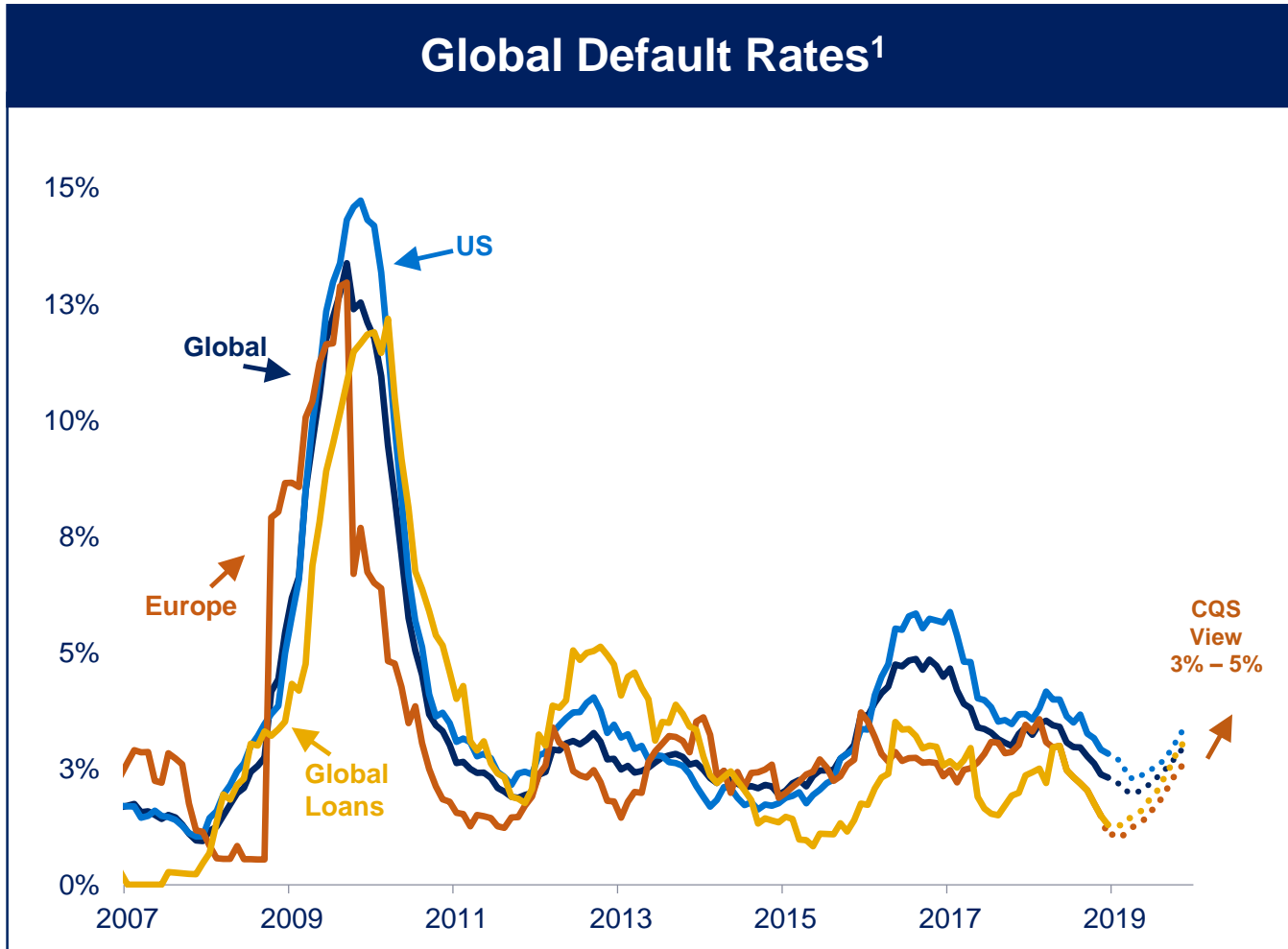
## High Yield<sup>2</sup>



Source: <sup>1</sup> S&P Global Marketing Intelligence – USD Global Leveraged Lending Report 2018 Q3. US is Large Corporate Transactions (more than \$50m of EBITDA) on an adjusted basis. <sup>2</sup> Morgan Stanley as at 18 February 2019.



# Corporate Default: Concentrated in Certain Sectors



### Defaults clustering<sup>2</sup>

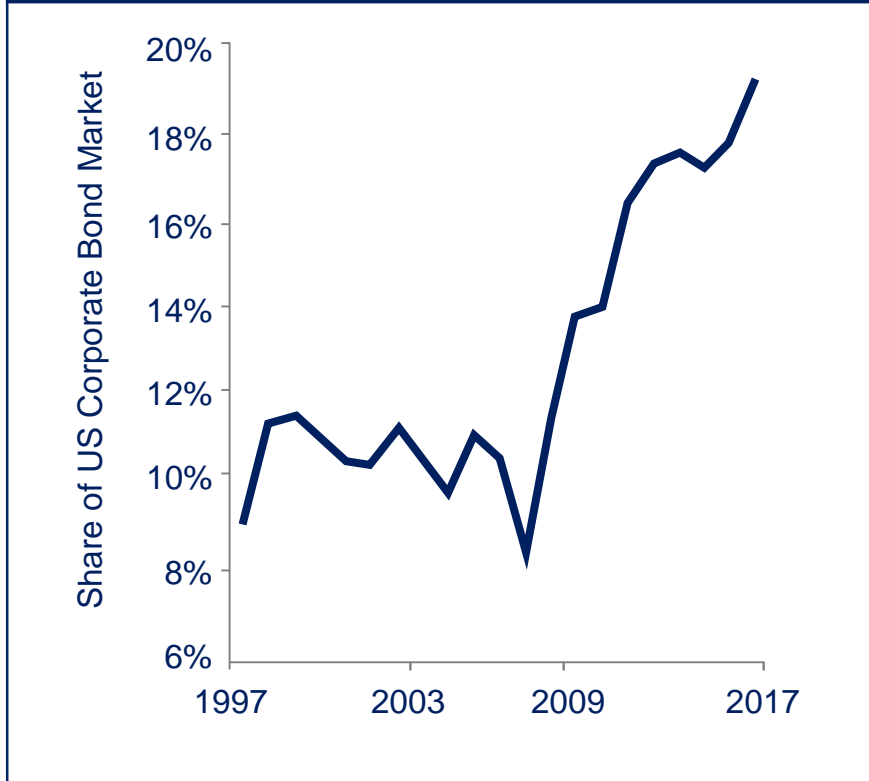
| Industry          | US HY Default Rates LTM |
|-------------------|-------------------------|
| Broadcasting      | 31.21%                  |
| Retail            | 8.34%                   |
| Consumer Products | 4.70%                   |
| Diversified Media | 3.77%                   |
| Automotive        | 3.39%                   |
| Energy            | 3.02%                   |
| Utility           | 2.37%                   |
| Mining            | 0.97%                   |
| Paper/Packaging   | 0.61%                   |
| Financial         | 0.45%                   |
| Industrials       | 0.28%                   |
| ...               | ...                     |
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| ...               | ...                     |
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Source: <sup>1</sup>Moody's as at December 2018. Please note that the dotted lines represent Moody's baseline forecast. <sup>2</sup>JP Morgan as at 2 January 2019.

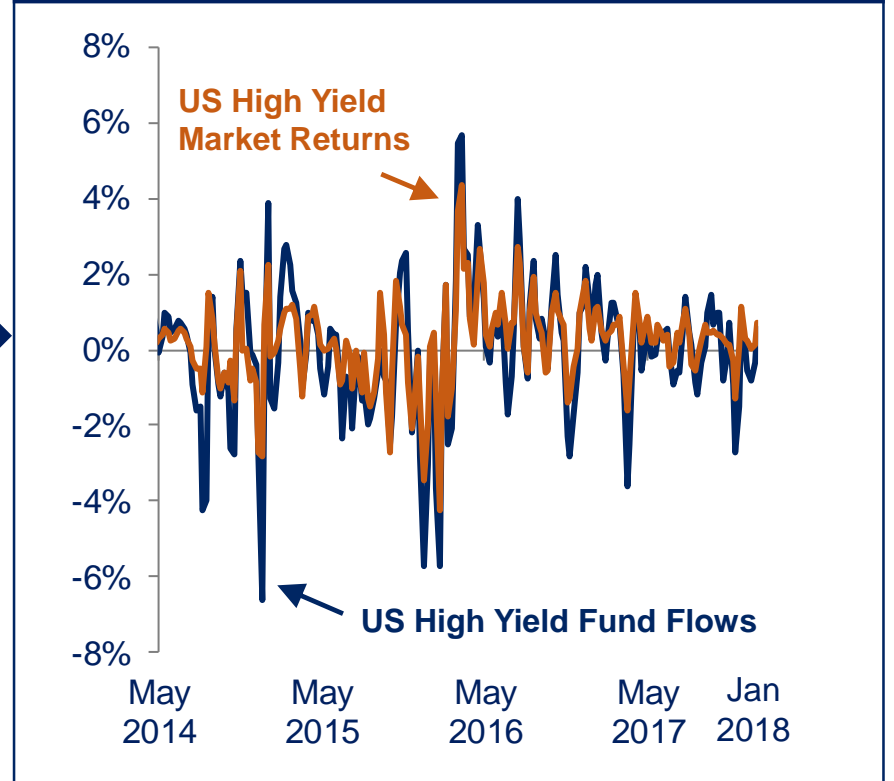


# The Rise of the Retail Investor

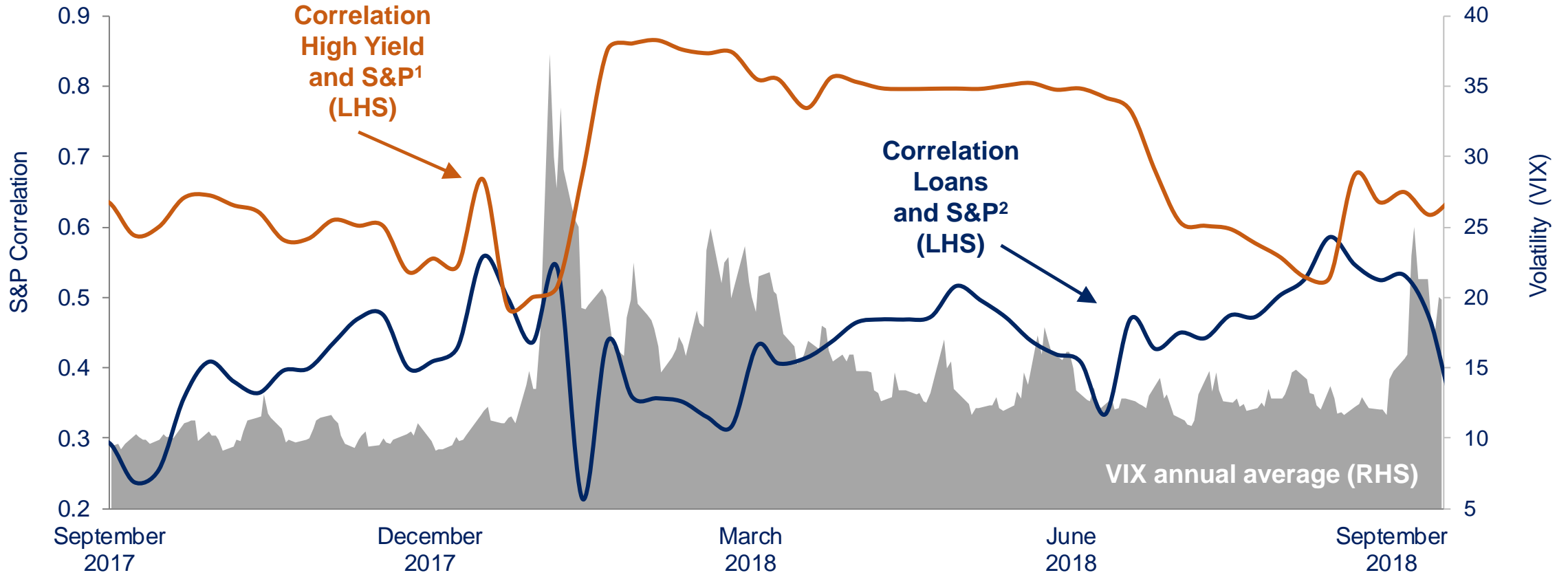
## Daily Liquidity Now 20% of US Credit Markets



## High Correlation Between High Yield Flows and Market Returns



# Correlation with Equities



**Favours agile asset allocation approach**

Source: Bloomberg, LCD and CQS analysis as at 19 October 2018. <sup>1</sup>Bloomberg, BofA Merrill Lynch Global High Yield Index (HW00) and S&P 500 Index returns. <sup>2</sup>50/50 Index is a blended benchmark return comprising the US LLI (Leveraged Loan Index) and the ELLI (S&P European Leveraged Loan Index). Global High Yield Index (HW00) and S&P 500 Index returns expressed in USD.



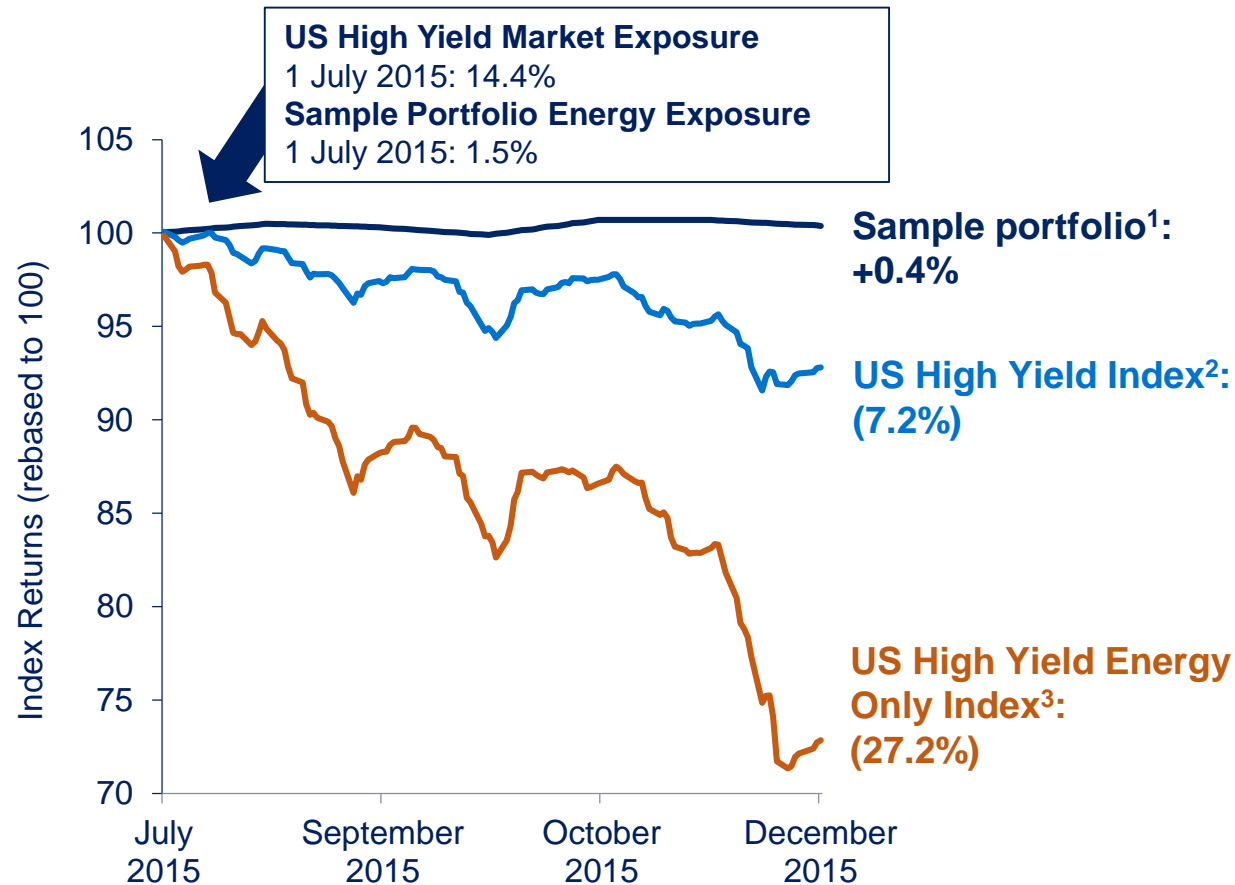
## Avoiding pitfalls and capturing opportunities

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# Avoiding Sector-Specific Pitfalls

## Avoiding Pitfalls: Energy Exposure in 2015



### Top-Down Input

- Oil and commodity price concerns

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### Fundamental Analysis

- Poor fundamentals
- High default risk
- Potentially very high loss given default

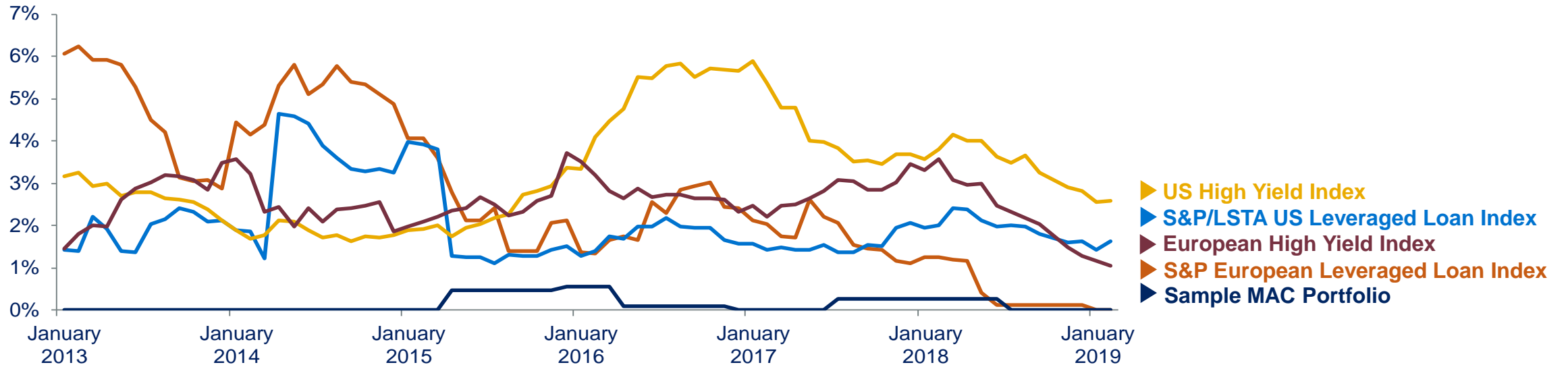
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### Resultant Asset Allocation

- Deliberate avoidance of energy issuers
- Reduction in high yield exposure
- Slight geographic bias toward Europe

# Active Credit Selection can Avoid Defaults

## 12m Trailing Issuer-weighted High Yield, Loans and Sample MAC Default Rate<sup>1</sup>



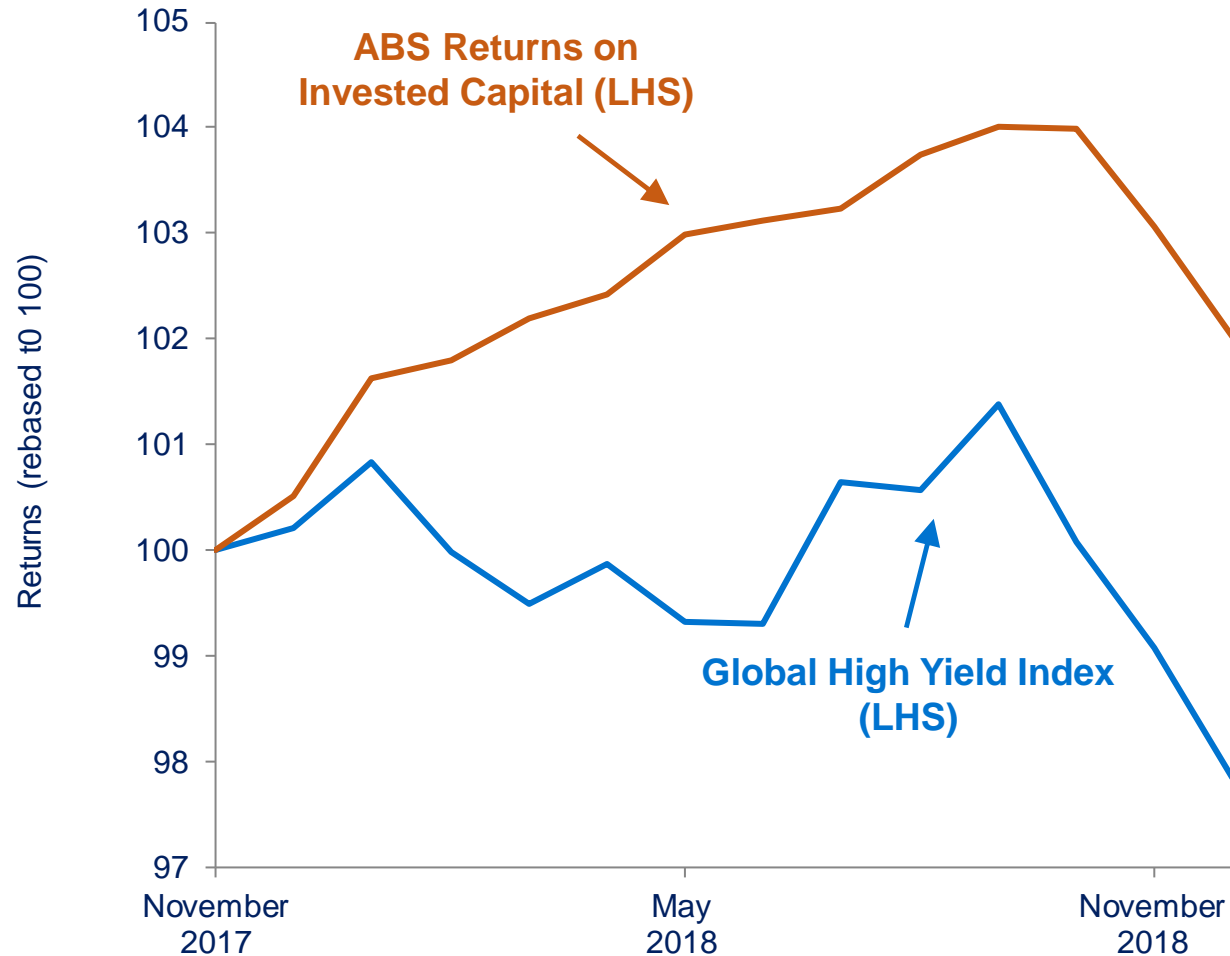
## Sample MAC Default Rate vs. Markets<sup>2</sup>

|                             | S&P European Leveraged Loan Index | S&P/LSTA US Leveraged Loan Index | European High Yield Index | US High Yield Index | Sample MAC Portfolio |
|-----------------------------|-----------------------------------|----------------------------------|---------------------------|---------------------|----------------------|
| <b>Maximum Default Rate</b> | 6.23%                             | 4.64%                            | 3.71%                     | 5.87%               | <b>0.55%</b>         |
| <b>Average Default Rate</b> | 2.70%                             | 2.06%                            | 2.56%                     | 3.28%               | <b>0.13%</b>         |

Source: <sup>1</sup>Moody's, LCD as at 28 February 2019. <sup>2</sup>CQS estimated as at 28 February 2019. Default rates are trailing 12-month dollar-weighted par value default rates. EU and US HY time series start in November 2013. All others start at CMA inception (21 January 2013).

# Avoiding Negative Technicals and Capturing Opportunities

## Capturing the Benefits of ABS



### Avoiding Impact of Retail Investors

- ABS – improving technicals; floating rate
- High yield – vulnerable to fund flows (record outflows of \$46.3bn in 2018)

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### Fundamental Analysis

- ABS – improving fundamentals in US housing
- High yield – concerns around peak cycle

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### Capturing Opportunity Set

- Reallocation into ABS from High Yield: stable returns for lower risk
- Balanced ABS portfolio; higher volatility EU CLO liabilities offset by US RMBS

Source: <sup>1</sup>CQS as 31 December 2018. ABS Return on Invested is an extract of the CMA Fund, and is based on performance statistics of the component ABS allocation, gross of fees and expenses, and unaudited. It is important to note however positions in the CMA Fund are sized in the context of overall Fund NAV rather than invested capital, and this extract may not reflect CQS' ability to construct standalone portfolios nor be representative of a portfolio that would be managed either in composition or risk. The size of allocations may have led to different sub-portfolios being constructed leading to different risk and performance characteristics. <sup>2</sup>Bloomberg, BofA Merrill Lynch Global High Yield Index (HW00) as at 31 January 2010. This presentation includes historic returns and past performance is not a reliable indicator of future results. The value of investments can go down as well as up.

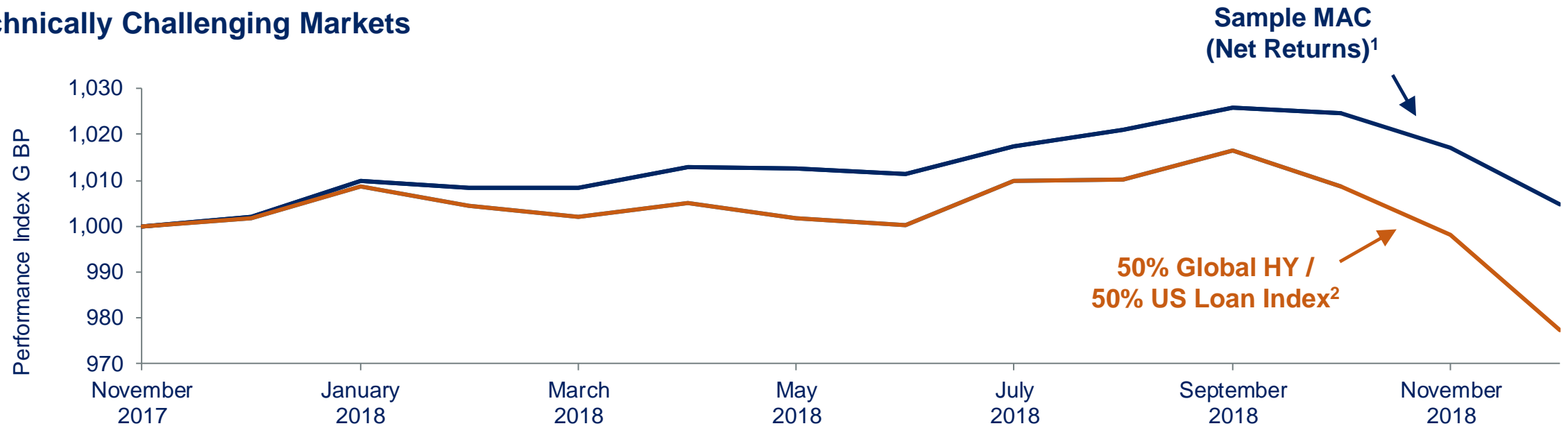


Conclusion: can multi asset credit outperform the broader market?

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# Capital Preservation in Recent Challenging Markets

## Technically Challenging Markets

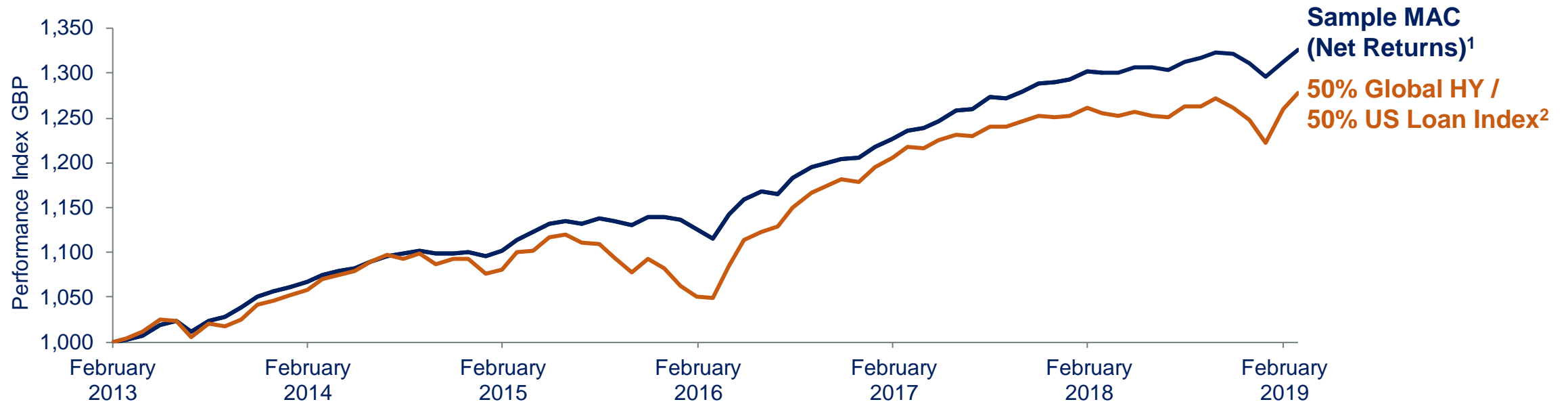


|  | Return <sup>3</sup> | Annualised Volatility <sup>3</sup> | Sharpe Ratio |
|--|---------------------|------------------------------------|--------------|
| <b>Sample MAC Fund<sup>1</sup></b>                   | 0.47%               | 2.16%                              | 0.42         |
| <b>50% Global HY / 50% US Loan Index<sup>2</sup></b> | (-2.27%)            | 2.82%                              | (0.95)       |

**Please note, the Performance Index GBP is based on a theoretical, non-investable share class. It is made up of a series of share classes in order to demonstrate the longest consistently available track record for the Fund. A breakdown of the index formulation is included at the end of the presentation.**

Source: CQS as at 31 December 2018. <sup>1</sup>Returns reference the Performance Index GBP. <sup>2</sup>50/50 Index is a blended benchmark return comprising of the US LLI (Leveraged Loan Index) and the Global High Yield Index (HW00) expressed in Hedged GBP terms. The index is included merely to show the general trends in the period indicated and is not intended to imply that the fund is similar to the index in composition or risk. <sup>3</sup>Estimated returns and annualised volatility over the period starting from 1 September 2017 to 31 December 2018. This presentation includes historic returns and past performance is not a reliable indicator of future results. The value of investments can go down as well as up.

# Multi Asset Credit: Adding Value over the Long Term



|                           |              |                               |              |                      |             |
|---------------------------|--------------|-------------------------------|--------------|----------------------|-------------|
| Annualised Return LTD     | <b>4.76%</b> | Annualised Volatility LTD     | <b>2.21%</b> | Sharpe Ratio LTD     | <b>1.91</b> |
| Annualised Return (Index) | <b>4.11%</b> | Annualised Volatility (Index) | <b>3.65%</b> | Sharpe Ratio (Index) | <b>0.99</b> |

**Please note, the Performance Index GBP is based on a theoretical, non-investable share class. It is made up of a series of share classes in order to demonstrate the longest consistently available track record for the Fund. A breakdown of the index formulation is included at the end of the presentation.**

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Source: CQS as at 28 February 2019. Class returns are calculated net of fees and expenses and with all dividends and income reinvested on the basis of a holding since inception of such class or, if such class has become dormant at any point following inception, since the first new investment into such class. The Fund launched on 21 January 2013 with Class C1 EUR, which has since become inactive. The Performance Index GBP is a combination of Class C1 GBP returns from this class's inception on 1 February 2013 to 31 May 2015 and a weighted average of GBP Classes I1 (formerly C2), I2 (formerly C3) and C4 returns from 1 June 2015 to 28 August 2015. Returns from 1 September 2015 to 30 September 2016 are a weighted average of GBP Classes I1 and I2. Returns from 1 October 2016 to the present date are a weighted average of GBP Classes I1, I2, I3 and D3. Investors should note that the base currency of the Fund is US dollars. The Performance Index is not an investable share class and therefore does not have a NAV/Share. Individuals may have different returns depending upon the date of their investment. Investors should refer to each specific share class for the actual historical performance of the relevant class; please request full history of data from CQS. This presentation includes historic returns and past performance is not a reliable indicator of future results. The value of investments can go down as well as up.

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*The S&P European Leveraged Loan Index (ELLI)* covers the European market back to 2003 and currently calculates on a weekly basis

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**Index Descriptions:** It is not possible to invest directly in an index (continued).

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