

# Global Convertible Bonds

Analysing issuance and global investment trends to achieve success in the market

Hilton Kensington, London

30th September – 1st October 2013

**New for 2013!** The end investor perspective. Meet the outright investors who are making the decisions on convertible investment

- City of Zug Pension Fund
- Universities Superannuation Scheme
- Government of Singapore Investment Corporation
- Brown Shipley
- Bank Hapoalim
- The National Association of Pension Funds
- Merseyside Pension Fund
- Rathbones Wealth Management
- Ericsson Pensionsstiftelse
- Bank De Groef

### Learn from Key Practical Case Studies

- Aviva Investors look at the state of the primary market
- UBS present the inside view on convertible indices
- GAM and DWS Investments analyse the asset class
- BCM Partners examine the potential of frontier markets

### Who Should Attend

#### From Buy and Sell Side Firms:

##### Heads of:

- Convertible Bonds
- Equity Capital Markets

##### From investors:

- CIO
- Head of Asset Allocation

##### From issuers:

- CFO

### Gold Sponsor



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With the industry hungry for new issuance and investment, we need to look to the people who are

# making things happen

in the market



### In the Chair

#### Luke Olsen

Head of Convertibles Research, EMEA and APAC, and EMEA Equity Derivatives Research  
**Barclays**

#### Alexander Large

Managing Director: Head of Equity-Linked Capital Markets, EMEA  
**JP Morgan**

### Keynote Speaker

#### Adrian Scherer

Head of Securities  
**Pension Fund, City of Zug**

### Expert Speaker Panel

#### Leandros Kalisperas

Credit  
**Universities Superannuation Scheme**

#### Helen Roberts

Lead Investment Policy Advisor  
**National Association of Pension Funds**

#### Peter Botham

Chief Investment Officer  
**Brown Shipley**

#### Daniel Jakobovits

Chief Investment Officer  
**Bank Hapoalim**

#### Anna Stupnytska

Executive Director  
**Goldman Sachs**

#### Paul Sansome

Partner  
**Ferox Capital Management**

#### Justin Craib-Cox

Fund Manager  
**Aviva Investors**

#### Ben Helm

Investment Manager  
**GAM**

#### Martin Kühle

Senior Partner, Sales and Relationship Management  
**Fisch Asset Management**

#### Martin Haycock

Global Head, UBS Index Group  
**UBS**

#### Pedro Ferreira

Product Manager  
**ITO33**

#### Rico Pedrett

Managing Director  
**Unicredit**

#### Anton Dindio

Portfolio Manager  
**Arrowgrass Capital Partners**

#### Jan De Spiegeleer

Head of Risk Management  
**Jabre Capital Partners**

#### Christian Hille

Managing Director, Head of Deutsche Asset and Wealth Management Multi Asset, Head of Convertibles, and Lead Fund Manager of Deutsche Asset and Wealth Management Convertibles  
**Deutsche Asset and Wealth Management (Deutsche Bank Group)**

#### Tarek Saber

CEO/CIO of Convertible Bond Strategies  
**Avoca Capital**

#### Daniel Björk

Director, Senior Credit Portfolio Manager  
**Swisscanto Asset Management**

#### Olivier Elamine

Chief Executive Officer  
**Alstria**

#### Glen Neukomm

Fund Manager  
**Catam Asset Management**

#### Randol Curtis

Founding Partner, Lead Fund Manager  
**BCM Partners**

#### Ingrid Daerden

Group Treasurer  
**Cofinimmo**

08.30 Registration and Coffee

09.00 Opening Address from the Chair

**Luke Olsen**

Head of Convertibles Research, EMEA and APAC, and EMEA Equity Derivatives Research  
Barclays

## DYNAMICS IN THE NEW ISSUANCE ENVIRONMENT



## PANEL DISCUSSION

09.10 **Examining the current issuance market: Peering beyond the bare statistics**

- What is the current state of the issuance market worldwide? When is issuance in Europe likely to pick up?
- What do the buy and sell side expect to see from an issuance?
- Managing the discrepancy between the size of the market and the funds, examining inflows: The increasing interest in convertibles
- Peripheral issuance
- The increasing number of forced conversions in the market: A trend for the future?

**Tarek Saber**

CEO/CIO of Convertible Bond Strategies  
Avoca Capital

**Justin Craib-Cox**

Fund Manager  
Aviva Investors

10.10 **Case Study****Convertible bond issuance: The corporate perspective**

- The decision making process: Why issue a convertible bond? What alternatives were considered?
- How does the issuance process work? What are the potential areas for improvement?
- What challenges and concerns were faced as part of the issuance process, and how were these managed?
- Managing potential dilution
- Feedback from the board

**Olivier Elamine**

Chief Executive Officer  
Alstria

10.40 Coffee and Networking Break

11.10 **Developments and trends in the European primary market**

- Are European issuers (re)gaining confidence to access the equity-linked market?
- Is the willingness to accept dilutive financing instruments increasing amongst issuers and investors in countries with historical under-representation (e.g. Germany, Italy)?
- Will any weakness in the bond markets force issuers to consider convertible bonds as an alternative source of funding?

**Rico Pedrett**

Managing Director  
Unicredit

11.40 **Case Study****Challenges and decisions of a convertible bond issuer in 2013**

- Why we chose to issue a convertible bond as oppose to other solutions
- A review of the process from the board decision until closing:
  - Key terms of the transaction
  - Offering process
  - Learning points

**Ingrid Daerden**

Group Treasurer  
Cofinimmo

## GLOBAL DEVELOPMENTS IN THE CONVERTIBLES INDUSTRY

12.10 **Keynote Speech****Asset allocation in a difficult environment: Where to invest?**

- The economy and the worldwide outlook
- Bonds: High yield and investment grade
- Stock markets
- Commodities and gold
- Currencies
- Model portfolio 'balanced'

**Adrian Scherer**

Head of Securities  
Pension Fund, City of Zug

12.55 Lunch

13.55 **Investment themes in a growth market world for 2014 and beyond**

- The shifting world economic order this decade and 2050
- Growth markets as major contributors to global growth
- Will any weakness in the bond markets force issuers to consider convertible bonds as an alternative source of funding?
- Prospects for China's economy and other BRICs
- Short and long term investment opportunities

**Anna Stupnytska**

Executive Director  
Goldman Sachs



## PANEL DISCUSSION

14.25

**Developments in the Asia Pacific region**

- Developments in the Asia Pacific market 2012 – 2013
- Comparing Japan to other markets
- Is the Japanese boom sustainable? What is the impact of the wider economic climate and policy?
- Addressing the Asian issuance situation: Why the lack of issuance so far, when and where can we expect to see things improve?
- Asset swaps: How do these work, what happens when rates go up?

**Martin Kühle**

Senior Partner, Sales and Relationship Management  
Fisch Asset Management

**Glen Neukomm**

Fund Manager  
Catam Asset Management

15.15 Coffee and Networking Break



## NETWORKING ROUNDTABLES

15.45 **Half Day Networking and Round Table Break Out Sessions**

*This afternoon will be dedicated to a number of roundtable discussions and an opportunity to network on a more intimate level. Delegates will be able to join discussions and speak to experts in this area about their individual concerns, spending approximately 30 minutes on each topic. Delegates will be able to enjoy refreshments and networking opportunities from 16.10 to 16.40.*

**Table 1****Prospects and challenges for the primary market****Table 2****Geographical trends and investment opportunities****Table 3****Trends in structures and valuation****Table 4****The future of convertible bonds as an asset class**

17.45 Closing Comments from Chair and End of Day One

08.30 Registration and Coffee

09.00 Opening Address from the Chair

CLASSIC QUESTIONS FOR THE CONVERTIBLES INDUSTRY

09.10 Case Study

**Convertible indices: Following or leading?**

- The role of the CB index
- Evolution: A case study
- Balancing needs
- A view from the inside

**Martin Haycock**

Global Head, UBS Index Group  
UBS

09.40 **Pricing exchangeable bonds: More complex than it seems**

- Exchangeable bonds: Presentation and features analysis
- Are classical models good enough for pricing exchangeable bonds
- Which requirements for a relevant pricing model?
- Why correlation between issuer and underlying matters?

**Pedro Ferreira**

Product Manager  
IT033

INVESTOR DECISIONS AND INFLUENCES

PANEL DISCUSSION

10.10 **Investor attitudes towards convertible bonds: Hedge funds versus long only**

- The increasing dominance of long only investors: The impact on the asset class
- What changes will we see in this relationship going forward?
- How are strategies progressing?
- Are hedge fund and long only strategies actually that different?

**Christian Hille**

Managing Director, Head of Deutsche Asset and Wealth Management Multi Asset, Head of Convertibles, and Lead Fund Manager of Deutsche Asset and Wealth Management Convertibles

**Deutsche Asset and Wealth Management (Deutsche Bank Group)**

**Paul Sansome**

Partner  
**Ferox Capital Management**

**Anton Dindio**

Portfolio Manager  
**Arrowgrass Capital Partners**

11.00 Coffee and Networking Break

11.30 **Investing in frontier markets: Opportunities and managing risk**

- Examining regional potential: Eastern Europe, Africa, China
- Managing geopolitical risk
- Local monetary policy
- Legal risk and legislation
- Corporate governance

**Randol Curtis**

Founding Partner, Lead Fund Manager  
**BCM Partners**

12.00 Case Study

**The hedge fund perspective**

- View of the market from the hedge fund perspective
- Current developments and new players
- Why invest in a convertibles hedge fund?
- How are hedge funds making money in Japan/the US?
- The impact of the financial transaction tax on hedge fund performance

**Anton Dindio**

Portfolio Manager  
**Arrowgrass Capital Partners**

12.30 Lunch

PANEL DISCUSSION

13.30 **Perspectives on the survival of the convertible bond asset class**

- Where do convertibles sit as an asset class?
- Examining the relationship between convertibles and other asset classes
- Convertibles versus standard bonds: Making convertibles a more attractive option
- The defensive profile of convertible bonds
- What to expect going forward: A technical assessment
- Convertibles from pension fund perspective: The pros and cons, current exposure, what alternatives are pension funds considering?

**Christian Hille**

Managing Director, Head of DWS Multi Asset, Head of Convertibles, and Lead Fund Manager of DWS Invest Convertibles

**DWS Investments (Deutsche Bank Group)**

**Ben Helm**

Investment Manager  
**GAM**

**Helen Roberts**

Lead Investment Policy Advisor  
**National Association of Pension Funds**

**Peter Botham**

Chief Investment Officer  
**Brown Shipley**

14.20 Case Study

**Long only investment: Perspectives in practice**

- Quantitative or fundamental analysis – or both?
- The importance of the primary market
- How to use the secondary market
- What matters most to outright investors?

**Justin Craib-Cox**

Fund Manager  
**Aviva Investors**

PANEL DISCUSSION

14.50 **The decision making process of an investor: Why choose convertibles?**

- Why look at convertibles as an investment
- Risk profiles and asset allocation
- Making the choice to use a fund manager
- The regulatory view on convertibles

**Leandros Kalisperas**

Credit  
**Universities Superannuation Scheme**

**Daniel Jakobovits**

Chief Investment Officer  
**Bank Hapoalim**

15.40 Coffee and Networking Break

ALTERNATIVE STRUCTURES FOR CONVERTIBLE BONDS

16.10 **Maximising the value of cocos**

- Do cocos fit in the convertibles space?
- Valuation of cocos: A practical approach
- An equity or credit product? Or both?
- How to create cocos with an upside

**Jan De Spiegeleer**

Head of Risk Management  
**Jabre Capital Partners**

16.40 Case Study

**Coco strategies**

- The coco market: An update
- The investment case for cocos
- The Swisscanto coco strategy: Valuation and risk management
- Cocos: The clever alternative to financial stocks

**Daniel Björk**

Director, Senior Credit Portfolio Manager  
**Swisscanto Asset Management**

17.10 Closing Comments from Chair and End of the Conference