

Hedge Funds Europe

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Fundana Seeks 'Another Eight' Hedge Funds by Year-End

BY CHRIS LARSON

Fundana S.A., the \$850 million Geneva-based fund of hedge funds, intends to hire about eight managers by the end of the year, according to senior analyst **Bruno Guillemin**.

The firm selects about 15 managers a year and has hired six so far in 2013. "We expect another eight by the end of the year," Guillemin said in a telephone interview. Fundana is looking for a range of strategies, including long/short equity, global macro, event-driven and distressed.

It typically makes small initial allocations with smaller managers and is not averse to hiring those with short track records, Guillemin said.

One focus this year is funds that launched in 2010 or 2011 and "have

done a good job, but have not raised the assets," he said.

The firm's analysts like to look at younger managers, including start-ups. "We're always meeting with new managers very early," Guillemin said. "Most of the time we meet three months before they launch, and then again when they are just launching, so we can act quickly."

For initial allocations, Fundana typically selects funds with between \$50 million and \$700 million in assets. Initial allocations average between \$1 million and \$2 million.

In most cases, the firm will either add money or pull out of that fund altogether within 12 months to 15 months, Guillemin said. "Normally, after 15 months, if we've not increased the initial allocation, it means we have better ideas, or the manager is not managing the way we like."

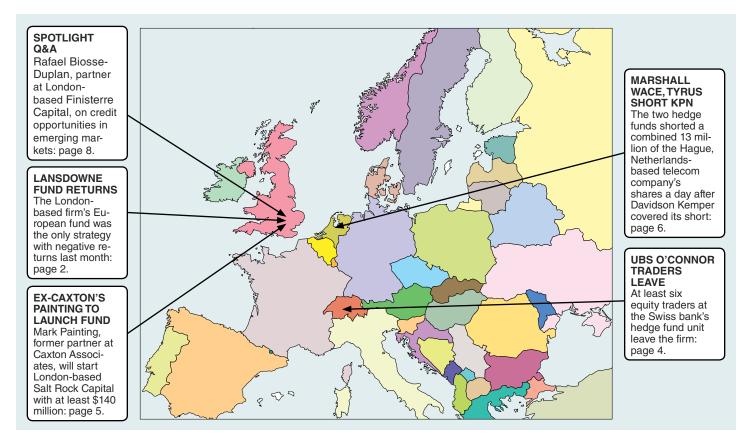
The firm is invested in about 50 managers overall, and advises three funds of hedge funds. The largest is the \$500 million Prima Capital Fund, founded in 1993, focused on long-short equity "with a large bias toward the U.S.,"



Bruno Guillemin

Guillemin said. That fund has been seeing inflows recently, which is helping to drive the firm's searches for such strategies, he said.

Managers may email fundamental@fundana.ch for more information.



RETURNS IN BRIEF

- Lansdowne Partners Ltd.'s flagship Developed Markets Fund climbed 2.9 percent in April and 10.4 percent year to date, according to a performance report sent to investors and obtained by Bloomberg. Stuart Roden and Peter Davies are co-managers of the fund, which has \$8.6 billion in assets. The firm's European Hedge Fund fell 3.1 percent in April, the only Lansdowne fund with negative returns for the month, reducing year to date returns to 3.3 percent. The Developed Markets Strategic Investment Fund returned 3.2 percent in April and 19 percent so far this year, while the Developed Markets Long-Only Fund rose 3 percent in April and 16 percent year to date, the reports said. The European Long-Only Fund, managed by Steven Heinz and Daniel Avigad, gained 2.3 percent in April and is up 11 percent so far in 2013. Heinz and Avigad's Europa Fund returned 1.6 percent for the month and 10 percent year to date. The two also manage the Global Long-Only Fund, which was up 3.7 percent in April and 6.6 percent for the first four months of the year, according to the reports. The Global Financials Fund, managed by William de Winton, Marc Rubenstein and Stephen Kirk, rose 1.3 percent in April, bringing year to date returns to 6.1 percent. London-based Lansdowne Partners oversees \$12.4 billion in assets, making it the largest equity-focused European hedge fund manager. Through an external spokesman, the company declined to comment on the returns.
- Drury Capital Inc.'s systematic trend-following program returned 8.1 percent in April, bringing year to date gains to 14 percent, the Princeton, N.J.-based commodities trading advisor said in a statement. "Metals, both precious and base, were the biggest driving force, up almost 8 percent" in April, said Bill Miller, Drury's London-based head of global sales, in a telephone interview. Shorts on gold and copper were among the top performers among metals. Drury also realized gains from stock indexes and interest rates, while investments in energy brought losses, said Miller, who was formerly head of European sales at Winton Capital Management Ltd. Drury has \$340 million under management, according to the statement.

Chris Larson

RETURNS BY STRATEGY

STRATEGY	BLOOMBERG INDEX CODE	2011	2012	2013	APRIL 2013
Asset-Backed Securities	BBHFASTB	3.5	18.4	4.5	0.6
Equity Statistical Arbitrage	BBHFSTAT	-5.1	8.7	4.2	0.1
Distressed Securities	BBHFDIST	-6.7	10.0	3.6	0.3
Long/Short Equities	BBHFLSEQ	-6.0	5.6	3.3	0.1
Global Aggregate Index	BBHFUNDS	-6.2	4.9	3.2	1.8
Mortgage-Backed Arbitrage	BBHFMARB	12.5	20.8	3.1	0.5
Fixed Income Arbitrage	BBHFFARB	5.0	7.9	2.8	0.9
Capital Structure Arbitrage	BBHFCRED	1.3	10.8	2.1	0.1
Multi-Strategy	BBHFMLTI	-2.9	-3.8	2.0	0.3
Market-Neutral Equities	BBHFMNFL	-2.5	2.8	1.7	0.4
Merger Arbitrage	BBHFMERG	-2.6	4.0	1.7	0.7
Global Macro	BBHFMCR0	-6.5	-0.7	1.4	0.3
Convertible Arbitrage	BBHFCARB	-0.7	8.4	1.4	0.4
Long Biased Equities	BBHFLONG	-15.3	10.1	1.3	-1.1
CTA/Managed Futures	BBHFMGDF	-6.3	-3.4	0.8	1.0
Emerging Market Debt	BBHFEMDB	-9.2	0.7	-1.9	-0.8
Emerging Market Equities	BBHFEMEQ	-7.6	6.6	-3.9	-4.9

Source: Bloomberg Hedge Fund Indices

Type HFND<GO> to view return statistics

QUOTE OF THE WEEK

"This story will not end well."

- Rafael Biosse-Duplan, Finisterre Capital, on the record amounts of high-yield debt being issued in emerging markets (see story, page 8).

Bloomberg Brief Hedge Funds Europe

Newsletter Ted Merz

Executive Editor tmerz@bloomberg.net 212-617-2309

Bloomberg News Larry Edelman

Managing Editor ledelman3@bloomberg.net

617-210-4621

Hedge Funds Nathaniel E. Baker

Editor nbaker14@bloomberg.net

212-617-2741

Reporters Chris Larson clarson22@bloomberg.net

+44-20-3525-8840

Kellv Bit kbit@bloomberg.net

212-617-1097

Contributing Katherine Burton

Reporters kburton@bloomberg.net 212-617-2335

Saiiel Kishan

skishan@bloomberg.net

212-617-6662

Contributing Matthew Kelly Data Editors

mkelly17@bloomberg.net

609-279-5064

Anibal Arrascue

aarrascue@bloomberg.net

609-279-5084

Newsletter Nick Ferris

Business Manager nferris2@bloomberg.net

212-617-6975

Advertising bbrief@bloomberg.net

212-617-6975

Reprints & Lori Husted

Permissions Iori.husted@theygsgroup.com

717-505-9701

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ON THE MOVE

UBS O'Connor Traders Go to Millennium, BlueCrest and Tudor

BY JESSE WESTBROOK

UBS O'Connor LLC, the \$5.7 billion hedge-fund unit within Switzerland's biggest bank, has lost at least six equity traders this year to Millennium Management LLC, BlueCrest Capital Management LLP and Tudor Investment Corp., three people with knowledge of the matter said.

Felipe Cruz, Arnaud Langlois and Mark Napp have left to join the U.K. unit of Millennium, the New York hedge-fund firm with \$17.8 billion of assets, said the people. Bernard Ahkong and Rabin Tambyraja will join BlueCrest, which oversees \$35 billion, the people said. Jason Randolph started working at Greenwich, Connecticut-based Tudor this week, one of the people said.

They're leaving as O'Connor tries to keep top traders after UBS clamped down on immediate cash bonuses earlier this year. All six of the traders joining outside

hedge funds were portfolio managers at O'Connor, the people said.

Millennium and London-based BlueCrest have been hiring employees in the past year as they add assets and expand their range of investments into fixed income and stocks respectively.

Headcount at Millennium, run by Israel Englander, increased by 32 percent last year to 1,250 as assets rose 25 percent to \$16.9 billion, regulatory filings show. BlueCrest, the hedge-fund firm cofounded by former JPMorgan Chase & Co. trader Michael Platt, has more than doubled its assets since the end of 2009 and is returning to stocks after shutting down an equity hedge-fund six years ago.

"O'Connor has approximately 90 frontoffice investment professionals, and like most hedge funds will have departures and new joiners in any given year," Ollie Gadney, a London based spokesman for UBS AG, said by e-mail. Spokesmen for Millennium, BlueCrest and Tudor all declined to comment.

Cruz's registration with the U.K. Financial Conduct Authority has been inactive since May 10, Langlois's after April 26 and Napp's since May 1, according to the regulator's website. Ahkong is listed as inactive since May 8 and Tambyraja as of two days later. The London traders, who have yet to start at their new firms, didn't answer calls to their UBS telephones and couldn't be located through directory assistance. Randolph, who is based in the U.S., didn't respond to e-mails and calls to his office at Tudor.

Ahkong and Tambyraja will be part of a team targeting equities at BlueCrest run by Christian Dalban, who joined the firm in March from Nomura Holdings Inc. to oversee its expansion into stocks, one of the people said.



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LAUNCHES

Ex-Caxton's Painting to Start Salt Rock Capital

Mark Painting, a former partner and managing director at Caxton Associates LP, is preparing to start his own hedge-fund on July 1 with \$140 million-worth of commitments, according to two people with knowledge of the matter.

Painting's **Salt Rock Capital Partners LLP** will be a London-based global macro fund, the people said. Painting, 45, left New York-based Caxton in 2012 after working at the hedge-fund firm founded by Bruce Kovner for eight years.

At Caxton, Painting's responsibilities included overseeing a team of portfolio managers in London, according to a marketing document that was prepared by Goldman Sachs Group Inc. He previously worked at Goldman Sachs, where his jobs included head of money-market trading, sales and origination in Europe, according to the marketing document. Painting didn't respond to an email seeking comment. Rowan Levy, Salt Rock Capital's chief operating officer, declined to comment on the hedge-fund firm.

- Jesse Westbrook

Paulson Said to Team With Insurer for Low-Tax Merger Fund

John Paulson will offer a new fund designed to lower U.S. taxes for investors through insurer Philadelphia Financial Group Inc., said two people with direct knowledge of the matter.

Investors in Paulson Partners Premium LP can put money into **Paulson & Co.**'s mergerarbitrage strategy either through an annuity that defers income taxes or a life insurance policy that is tax-free for beneficiaries, both of which are offered by Philadelphia Financial, said the people. The vehicle only invests in dollar-denominated share classes of the firm's merger funds, its oldest strategy.

The \$18 billion hedge-fund firm decided to start the offering after its high-net-worth and family-office clients, who comprise a smaller percentage of Paulson & Co.'s assets than its institutional investors, asked for a way to invest their money that would mitigate income taxes, the person said. Paulson began marketing the fund at a presentation last month, according to an invitation obtained by Bloomberg News.

Armel Leslie, a spokesman for Paulson & Co. at Walek & Associates, declined to comment on the new fund.

- Katherine Burton and Kelly Bit

Colombia's Carrasquilla to Start Fourth Fund

Former Colombian Finance Minister **Alberto Carrasquilla** is starting a fourth fund to buy delinquent credit-card debt in his country, where joblessness is the highest in Latin America.

Carrasquilla's **Konfigura Capital Ltda.**'s first fund, which had 404 billion pesos

(\$220 million) of assets, returned an annualized 14.8 percent after fees in the past three years, said **Lia Heenan**, a partner at the Bogota-based firm. That's 18.6 percent per year in dollars, exceeding the average 11.2 percent gain for hedge funds invested in loans and asset-backed securities, data compiled by Bloomberg show. Konfigura now plans to raise capital to buy as much as 1.5 trillion pesos of past-due loans in Colombia, Heenan said.

A 54-year-old economist with a Ph.D. from the University of Illinois, Carrasquilla is capitalizing on the increasing number of delinquencies in Colombia as slowing growth leaves unemployment at 11.6 percent, twice the rate in Brazil, Latin America's biggest economy. Investment returns hinge on the ability to buy the soured loans at bulk discounts from banks and get the borrowers to start paying again, Heenan said.

"The timing is key here," Heenan said in a telephone interview from Bogota. "You come in when the economy is slowing, negotiate with the debtor as the economy is in that valley phase, and recover the loans as the economy gains traction."

Last year, Bogota-based Konfigura started a third fund to buy soured consumer loans in Brazil, Mexico, Peru and Panama. To date, the fund has bought \$469 million of loans, Heenan said. The fund, scheduled to run for five years, is targeting a return of more than 13 percent after fees, she said.

Andrea Jaramillo

OVER THE HEDGE

■ Children's Investment Fund Management (UK) LLP is providing the loan for a \$950 million hotel-and-condominium project a block north of the World Trade Center in lower Manhattan. Developer Larry Silverstein plans to start building the 926-foot (282-meter) tower, to be the tallest residential structure downtown, he said in an e-mailed statement. The development, to be called 30 Park Place, will house a 185-room Four Seasons hotel and 157 Four Seasons-branded luxury residences, Silverstein Properties Inc. said in the statement. The financing agreement revives a project Silverstein had to put on hold after the 2008 financial crisis froze credit worldwide. He acquired the property at 99 Church St. in partnership with California State Teachers' Retirement System in 2007 from Moody's Corp. for \$170 million, and later tore down a building that had been the Moody's

headquarters. Children's Investment Fund also helped finance a 432 Park Avenue condo project, which Harry Macklowe and CIM Group are building. Fund partner **Martin Frass-Ehrfeld** said Silverstein and his co-investors are "a pristine group of partners" and said 30 Park Place "perfectly fits our investment strategy," which also includes financing 737 Park Ave., which Macklowe bought in 2011 and is converting to condos.

David M. Levitt

■ Pierre Andurand has poured \$30 million into kickboxing promoter Glory Sports International Pte in an attempt to turn it into a moneymaker, Bloomberg Pursuits reports in its Summer 2013 issue. The founder of Andurand Capital Management LLP said kickboxing and money managing go hand in hand as "a good trader needs to be curious and experiment with things." Andurand, 36, also owns Urban Kings, a gym on the edge of central London.

Matthew Brown

THE SHORT OF IT

European Union regulations that took effect Nov. 1 require market participants to notify national authorities when they intend to short sell 0.2 percent or more of a company's shares. Bloomberg has collated this data and made it available to terminal clients via SPOS<GO>. For questions contact SPOS product manager Scott Feder at sfeder3@bloomberg.net or +1 212 617 2185.

Most Shorted Companies

The following companies had the greatest percentage of outstanding shares on loan as of May 15.

	LAST WEEK	COMPANY	TICKER	TOTAL SHARES SHORT (MILLIONS)	MARKET VALUE (USD MILLIONS)	% SHARES ON LOAN	RECENT HEDGE FUND SHORTS (FILING DATE)
1	3	Aixtron SE NA	AIXA GR Equity	15.80	240	15.5%	AQR Capital Management (May 13)
2	2	Ocado Group PLC	OCDO LN Equity	83.88	256	14.5%	Kynikos Associates (May 14)
3	4	WH Smith PLC	SMWH LN Equity	17.16	192	13.7%	None
4	-	Neopost SA	NEO FP Equity	17.16	194	13.6%	Brahman Capital (May 7) Axial Capital (May 7) Valinor Capital (May 2)
5	5	Weir Group PLC/The	WEIR LN Equity	28.48	1,050	13.4%	Carlson Capital (May 15)

Recent Shorts

FILING DATE	FUND	COMPANY SHORT	TICKER	SHARES (MILLIONS)
May 15	Marshall Wace LLP	Koninklijke KPN NV	KPN NA Equity	6,000,000
May 15	Tyrus Capital LLP	Koninklijke KPN NV	KPN NA Equity	7,000,000
May 15	Adage Capital Partners	Fiat SpA	F IM Equity	1,000,000
May 15	Susquehanna International	International Con- solidated Air	IAG LN Equity	3,000,000
May 15	Carlson Capital UK	Weir Group PLC/ The	WEIR LN Equity	1,070,000
May 14	Maverick Capital Ltd	Outotec OYJ	OTE1V FH Equity	325,380
May 14	Blue Ridge Capital LLC	Gemalto NV	GTO NA Equity	176,032
May 14	Pointstate Capital	K+S AG	SDF GR Equity	325,380
May 14	CQS UK LLP	ITV PLC	ITV LN Equity	4,000,000
May 13	Highbridge Capital	Alcatel-Lucent/ France	ALU FP Equity	2,000,000

Recent Covers

FILING DATE	FUND	COMPANY SHORT	TICKER	SHARES (MILLIONS)
May 15	Odey Asset Management	Peugeot SA	UG FP Equity	2,000,000
May 15	Viking Global Investors	Nokia OYJ	NOK1V FH Equity	7,000,000
May 15	Odey Asset Management	Banca Monte dei Paschi di Sien	BMPS IM Equity	48,000,000
May 15	Highbridge Capital	Banco Popolare SC	BP IM Equity	3,000,000
May 15	Marshall Wace LLP	Commerzbank AG	CBK GR Equity	5,000,000
May 15	Blue Ridge Capital LLC	Weir Group PLC/ The	WEIR LN Equity	468,645
May 15	SAC Global Investors	Commerzbank AG	CBK GR Equity	4,000,000
May 15	Odey Asset Management	Fiat SpA	F IM Equity	9,000,000
May 14	Davidson Kempner	Koninklijke KPN NV	KPN NA Equity	28,000,000
May 13	Amber Capital LP	ACS Actividades de Construccio	ACS SM Equity	125,866

CALENDAR OF EVENTS: EUROPE

To submit an event email hedgebrief@bloomberg.net

DATE	EVENT	FEATURING	LOCATION	CONTACT / REGISTRATION
May 22	Credit Suisse Global Capital Introduction Event	Hedge fund manager/investor evening reception	Paris (location provided to attendees)	Private event by invitation only.
May 22-23	EuroHedge Summit 2013	"Incisive and topical content about hedge fund strategies."	Palais de la Bourse, Paris	http://bit.ly/QlayHe
June 5-7	Opal Group's European Family Office & Private Wealth Management Forum	"The challenges and opportunities associated alternative investments."	Intercontinental Geneva	http://bit.ly/REzFFM
June 11-13	Goldman Sachs's 13th Annual European Hedge Fund Symposium	Capital introduction event.	Rome (exact location pro- vided to attendees)	Private event by invitation only
June 17-19	GAIM International 2013	Jamil Baz, GLG; Peter Thiel, Clarium; Karlheinz Muhr, QFS; Gavyn Davies, Fulcrum.	Monte Carlo (exact location to be determined)	http://bit.ly/PQQCwH
June 25-27	FundForum International 2013	Jan Straatman, Lombard Odier; Elizabeth Corley, Allianz Global Investors; Mark Schindler, UBS Wealth Management.	The Grimaldi Forum, Monaco	http://bit.ly/TUQ19F
June 27	Credit Suisse Global Capital Introduction Event	Hedge fund manager roundtable.	London (location provided to attendees)	Private event by invitation only.
Sept. 3-5	Hedge Funds World Asia 2013	Agenda to be determined.	Hong Kong (exact location to be determined)	http://bit.ly/WbMUMS
Oct. 23, 7pm	100 Women in Hedge Funds' 2013 London Gala	To benefit Action on Addiction, a member of the Charities Forum of the Duke and Duchess of Cambridge.	London (exact location to be determined)	http://bit.ly/lfpflb
Nov. 20-21	Hedge Funds World Zurich 2013	Agenda to be determined.	Dolder Grand Hotel, Zurich	http://bit.ly/ZqniQM
Nov. 21	Hedge Funds Review's European Fund of Hedge Funds Awards	Twelfth annual event honoring best-performing fund of funds from 2012.	London (location provided to attendees)	http://bit.ly/YZUmKD
Nov. 27	100 Women in Hedge Funds' 2013 Geneva Gala	To support the Roger Federer Foundation.	Hotel President Wilson, Geneva	http://bit.ly/ZP7MJb

ROAD SHOWS

05.17.13

Items may be submitted to hedgebrief@bloomberg.net

DATE(S)	СІТҮ	FUND	STRATEGY	MANAGER(S) IN ATTENDANCE	CONTACT
May 21	Toronto	Tree Capital Equity Fund	Long-short equity (Latin America-focused)	Luiz Carvalho	Luis Gomez
May 22	New York	OCEANA Investimentos	Long-biased equity (Brazil-focused)	Alexandre Rezende	
May 22	New York	Overland Advisors	Relative value	Peter Sterling	
May 22	New York	Pentwater Capital Management	Event-driven	Matthew Halbower	
May 23	Washington	Tree Capital Equity Fund	Long-short equity (Latin America-focused)	Mario Epelbaum	Luis Gomez
May 27-28	Hong Kong	MNJ Japan Absolute Return Fund MNJ Asia-Pacific Absolute Return Fund	Multi-strategy (Japan-focused) Multi-strategy (Asia-focused)	Joseph Oyaski	Ainie Aziz
May 28	Los Angeles	LDR Capital Management	Directional fixed-income (REITs)	Larry Raiman	John Dawson
June 3-7	New York	KL Special Opportunities Fund	Event-driven	Jamie Sherman Jan Lernout	Chuck Gulden
June 4-7	London	Monsoon Capital	Long-short equity (Asia-focused)	Gautam Prakash	Tim Savage

SPOTLIGHT

Finisterre's Biosse-Duplan Likes Greek Debt, 'High-Grade' Emerging Markets Issuers

Rafael Biosse-Duplan, partner at Finisterre Capital LLP, spoke to Bloomberg's Chris Larson about credit opportunities in emerging markets. Biosse-Duplan manages the Finisterre Credit Fund with Rahul Sharma and Alex Williamson.

Q: What global events are currently shaping your investment outlook?

A: Growth in emerging markets, the lack of growth in Europe and the promise of growth in the U.S. and Japan. We're also watching developments in the commodity market, as they impact emerging markets first. We're seeing super accommodative central bank policy globally, which is distorting credit markets by repressing volatility and keeping rates at artificially low levels. One consequence is that we are experiencing record supply of emerging market credit to feed record demand in a world without yield.

Q: What are some of the trends in emerging credit markets these days?

A: Supply of emerging market credit is at all-time highs: about \$415 billion in 2012 and about the same forecast in 2013. Petrobras just issued \$11 billion-worth of bonds in one day on a book of \$50 billion of demand. This demand comes overwhelmingly from long-only cross-over investors, rather than leveraged accounts or emerging market specialists. We do note that the proportion of high-yield deals is increasing, which in a rising rate environment will lead to higher default rates and ultimately lower returns for long-only investors. We're also aware that this massive supply is happening at a time when regulatory pressure on dealers means that credit bond inventories are near all-time lows. As a result, expect liquidity to be poor when positions are trimmed. We maintain a long-short book and hedge rates as a matter of course.

Q: Do you focus on particular markets?

A: Our strategy is overwhelmingly microdriven. So we have favorite issuers in certain jurisdictions, rather than favorite countries. Saying this, in the sovereign sector, we still like Greece, which has reformed with great social and economic

pain, and is turning the corner. Not all the good news has been priced in and we think that private external debt, which has been discounted twice already, will benefit from official sector re-profiling.

Q: Are you steering clear of any specific emerging market countries?

A: We're not big fans of Argentina, as one can hardly build a competitive advantage in analyzing the complex legal process undermining the current price action. We're also skeptical of small African, Latin American or Asian nations, which display good debt metrics as first-time issuers, but have very fragile institutional set-ups. Political risks and reversals in commodity markets are not priced in, in our view.

Q: What is the institutional appetite for strategies like yours?

A: We've seen strong demand coming from public and private pension funds, as well as insurance companies, which are all looking to diversify away from excess exposure to the rate-free-risk world of government bonds. This has been a clear trend throughout 2012 and 2013. The Credit Fund has seen more than \$250 million of new allocations from insurance companies alone over the last nine months.

Q: Can you give us an example of a recent trade?

A: We have been active traders of new issues in the high grade space, where

indiscriminate supply is creating pricing anomalies; we have held short and long positions in fallen angels in the high-yield market, in particular in the Mexican telecom and homebuilder sectors. We also have been long the European periphery with success over the last 12 months.

Q: How does your fund short?

A: We aim to have as many shorts as we have longs. Clearly, liquidity can be challenging when scaling up in the repo market and in the single-name CDS market, but the development of more liquid index CDS has somewhat compensated for that.

Q: What do you make of the argument that emerging market economies are weaker overall than developed markets' and will likely trail them this year?

A: Emerging economies are institutionally and politically weaker by definition. But they still outgrow developed markets by substantial margins and that in itself is highly relevant for credit investors. Our view is that high-grade issuers in emerging markets are still somewhat inexpensive to their developed market equivalents. However, high-yield issuers have no place issuing at current levels. Refinancing will be problematic further down the line as rates rise steadily. This story will not end well. We are value driven and shorts will be a higher source of alpha in the near future.

AT A GLANICE

Age: 46

Hometown: Paris/London

Residence: London

Education: ESCP-Europe (Paris), Harvard Kennedy School.

Professional Background: Salomon (1991-2003), Lehman Brothers (2003-05)

Family: Married with one daughter

Mentor: Nick Roditi

Charitable Work: Director, EM Power

Hobbies: Sailing

Favorite London Restaurant: Malabar, Notting Hill