

# Altana Wealth – Compounding Real Wealth

## Investment Team

**Founder, Portfolio Manager & CIO**  
Lee Robinson

**Portfolio Managers**

Philip Crate  
Steffen Diétel  
Ian Gunner  
Alex Krainer  
Callum Lee  
Alistair Milne  
George Nadda  
Neil Panchen  
Albert Saporta  
Gregory Swartberg  
Alphons Vermorken

**Quantitative Analysts**

Peter McQuaid  
Vitali Sakovic

## Operations Team

**CFO**

Mark Engelbrecht

**CTO**

Neil Panchen

**Risk Manager**

Samed Bouaynaya

**COO/Head of Operations**

Mohsin Khan

**Operations**

Jason Flood  
Tom Gillham

**Head of Talent**

Daniel Andronic

**Sales**

Antony Brown  
Othman Domiati  
Patrick Lachotzki  
James Paton  
Nicole Sattinger

**Head of IR**

Nerissa Ventanilla

**Sales Assistants**

Maylis Darc  
Ann Panchen

## Service Providers

**Administrators**

Société Générale Securities Services & JTC Group

**Depository**

Société Générale S.A. Dublin Branch

**Auditor**

Grant Thornton

**Legal Advisors**

Proskauer, Walkers

## Legal Structure

**Structure**

Irish UCITS V

**Umbrella Company:**

Altana UCITS Funds plc

**Investment Manager**

Altana Funds Limited (domiciled in the Cayman Islands), with regulated subsidiaries, Altana Wealth Limited (London) and Altana Wealth S.A.M. (Monaco); Altana Wealth Sari (Luxembourg)

## Investment Approach

Altana Wealth was created by Lee Robinson, one of the co-founders of Trafalgar Asset Managers, in 2009. The company was originally established to manage Lee’s personal wealth, the main aim being to counter the destructive effects of inflation by delivering real (inflation-adjusted) returns.

Altana has built an institutional quality operational infrastructure with over 30 people including back office, IT, risk, fund accounting and client reporting. Altana Wealth is regulated by the FCA, CCAF and CSSF and is an approved UCITS operator by the Central Bank of Ireland.

The funds are invested in liquid strategies alongside Lee Robinson, who to date has invested \$75m into the existing funds.

## Competitive Advantage

At Altana, we believe that the investment industry has lost sight of how to successfully outperform. Real returns based on competitive information analysis used to drive higher returns. Many investors are now focused on backward looking track records in sectors where, due to greater information transparency and competition from many players chasing the same ideas, there is no longer any competitive advantage. Worse still many investments are based on the track records of managers from when they were smaller and more nimble.

We actively seek investment strategies that have a competitive business edge typically due to creative information advantage or style of investing. Our belief is that great alpha delivering strategies can only remain competitive indefinitely with scale restrictions.

Our preference is for investment strategies that we can easily explain and consistently replicate:

1. Source of ideas
2. Filter the best ideas
3. Exit & entry strategy

We always invest alongside clients in a meaningful way to ensure alignment of interest and that performance is not diluted.

### Why invest?

- **Exceptional investment team** led by highly experienced professionals
- **The search for Alpha** - we are constantly looking to discover and mine new sources of uncorrelated and non-scalable alpha
- **Protect your purchasing power** - we focus on protecting your wealth from the risks of inflation, currency debasement and counterparty and custodian risks
- **Independent risk control oversight**
- **Alignment of interests** - we always invest alongside clients in a meaningful way
- **Industry recognised performance and award winning institutional platform**

## The Four Pillars: Altana’s approach to managing YOUR money

<b>It’s Your Money, After All</b>	<b>In Every Alpha Trade, There’s an Alpha Limit</b>	<b>Preserve Capital and Compound</b>	<b>Our Interests Must Be Aligned</b>
We give you full transparency and the best liquidity terms the underlying investments afford	We will close our funds when we believe that liquidity limits have been reached	You should get your money back when you need it and be opportunistic	Our performance fees should exceed our management fees and we must risk a sizeable amount alongside our investors

## Co-Investment Opportunities

### Terms

#### ACBF (UCITS)

PMs: Lee Robinson & Philip Crate  
Management fee: 0.75%  
No performance fee

#### ACWF (SLP)

PM: Gregory Swartberg  
Management fee: 1.5%  
Performance Fee: 20%

#### ACTF

PMs: Neil Panchen & Alistair Milne  
No Management Fees  
Hurdle Rate: 8%  
Performance fees with catch up

#### ADCF

CIO: Alistair Milne  
Management fee: 2%  
Performance fee: 20%

#### ADAS (UCITS)

PM: Alphons Vermorken  
Management fee: 1.5%  
Performance fee: 20%

#### ADOF (SLP)

PMs: Steffen Dietel & George Nadda  
Management fee: 1%  
Performance fee: 20%

#### AHCF

PM: Ian Gunner  
Management fee: 1.5%  
Performance fee: 20%

#### APAS (SLP)

PM: Callum Lee  
Management fee: 1% for day one investors (1.5% for subsequent investors)  
[Quoted on the cash subscribed before leverage.]  
Performance fee: 20%

#### TBF - TTBF (UCITS)

PM: Albert Saporta  
Management fee: 1.0%  
Performance fee: 20% over MSCI World

#### Liquidity

Daily, Weekly or Monthly dependent on fund. An exemption to ACWF: 12 months lock-up period + 90 business days of notice

### Fund Information

#### Altana Corporate Bond Fund (ACBF UCITS)

AUM \$58m, Capacity: \$300m

A liquid credit fund, whose goal is to generate positive returns in all market phases by investing in a globally diversified long/short credit portfolio. The fund emphasises on capital preservation and controlled risk taking. ACBF has a balanced approach to portfolio management. It allocates to low risk/short duration investment grade/cross-over credit and opportunistic investment in higher yielding event driven credit strategies.

*Competitive edge: Alpha generation through engagement in topical, opportunistic or generally improving quality credits. Use of forward credit curves to identify the best relative value. Investment team has a combined experience of 100+ years in credit gained over a number of business cycles. ACBF has the ability to be nimble in secondary markets and to generate returns in a rising interest rate environment.*

#### Altana Cru Wine Fund (ACWF SLP)

AUM \$1m, Capacity: \$75m

The fund is investing and actively trading a select number of investment-grade wines that are traded in high volume and on frequent basis. The fund focuses on wines principally from Bordeaux and a limited number of flagship Burgundy, Californian and Tuscan wines. ACWF generates alpha with its ability to identify and purchase wine at a discount versus market price, and resell at a fair value through market exchanges and its international network of buyers. Management has created proprietary software that takes advantage of arbitrage opportunities.

*Competitive edge: Unique proprietary software which gives ACWF a competitive advantage and generates true alpha (identifying opportunities for bids and offer). Access to direct relationships enabling broker margins to be eliminated.*

#### Altana Cryptocurrency Trade Finance (ACTF BVI)

AUM \$7m, Capacity: \$50m

ACTF exploits a unique alpha opportunity to generate attractive double-digit returns while maintaining a low risk profile. There is an increasing demand for trade finance in cryptocurrency trading. While trading volumes went up 80 times in the 12 months from December 2016 there are few providers of the liquidity required to enable leveraged trading meaning traders are willing to pay high short-term interest rates. Altana has developed a proprietary algorithm, which automatically places funds based on best available yield and maturity.

*Competitive edge: This is a limited collateralised margin lending opportunity with potential for >20% gross returns with some tail risk. Loans systematically placed and managed 24/7. Interest paid and compounded daily.*

#### Altana Digital Currency Fund (ADCF Cayman/Lux Feeder)

AUM \$7m, Capacity: \$200m

ADCF is invested exclusively in cryptocurrencies in proportion to their global market capitalisation. As it is the largest digital currency, the majority of the fund's value is derived from price movements in Bitcoin. The fund enables investors to gain exposure to Bitcoin and other digital currencies without the challenges of buying, storing and safekeeping them. ADCF trades up to 50% of its NAV, aiming to take advantage of volatility and increase investor returns rather than passively benchmark Bitcoin. It can go long or short on cryptocurrencies and hedge with puts.

*Competitive edge: ADCF has been trading cryptocurrencies since 2014, the first such fund in Europe. CIO and co-founder Alistair Milne is a recognised guru in the fast expanding digital currency universe with an extensive social media following. Trading in highly volatile markets open 24-7 makes active management both essential and an advantage over passive holding.*

#### Altana Director Alignment Strategy Fund (ADAS UCITS)

AUM \$23m, Capacity: \$1,000m

The fund is a systematic US equity Long/Short strategy investing in large cap stocks with a market cap over USD 1 billion based on patterns from director buys and sells. The European version is now ready and enters real money testing phase shortly. The strategy has positive convexity short term via trade stops and longer term due to directors seeing the cycle change with real time data.

*Competitive edge: It generates alpha on both the long and the short book by filtering director's transactions. It is an intuitive strategy, which can easily be explained and understood.*

#### Altana Distressed Opportunities Fund (ADOF SLP)

AUM \$7m, Capacity: \$100m

An event driven credit strategy with emphasis on risk adjusted returns, investment liquidity and duration flexibility. ADOF invests in a diversified portfolio of 15-20 positions in event driven or special situations to target yields of 12-15%. Currently we see great opportunities in offshore Oil and Gas to exploit the massive dislocations the oil price decline has brought to a crucial part of global oil supply. The portfolio invests in credit securities, convertibles and highly selected equity positions to capture the opportunities while focusing relentlessly on downside risks.

*Competitive edge: Flexible non-benchmarked investment strategy aiming for positive returns via events. Special situations and event driven strategy will typically have low correlation to broader risk markets. Ability to take advantage of secondary markets.*

#### Altana Hard Currency Fund (AHCF via managed accounts)

AUM \$16m, Capacity: \$500m

The fund aims to increase and protect the value of real wealth by optimally investing in a diversified group of hard currencies including Gold. We classify currencies as 'strong' or 'weak' on the basis of a country's relative strength in public finances, the balance of payments, monetary policy and the domestic financial system.

*Competitive edge: Investment ideas driven by credit quality of currency pulling together multiple national and international databases.*

#### Altana Protective Alpha Strategy Fund (APAS SLP)

AUM \$60m committed for May Launch, Capacity: \$100m

APAS is a systematic option trading strategy designed to generate alpha whilst maintaining a significant negative correlation to the underlying index. It uses a combination of dynamic knock-out options (DKOs) and futures across a range of major indices to provide short exposure in a falling market, without negative carry in a sideways or rising market.

*Competitive advantage: Its negative correlation to falling markets (-0.45 to S&P 500) and positive correlation to volatility (0.2 to VIX) improves the Sharpe Ratio, performance and drawdowns of long biased portfolios, without the bleed typically associated with portfolio protection.*

#### The Billionaires Fund - Thematic Top Billion Fund UCITS

AUM \$20m, Capacity: \$100m

The Fund invests in the stocks of companies in which the top billionaires of the world, as ranked by Forbes Magazine and Bloomberg are invested as founders or major shareholders. The Fund aims to be fully invested at all times in a global portfolio of stocks of such companies. There are no geographical or market capitalisation restrictions and the holdings will be held in large capitalisation stocks. A dynamic option overlay will be used to limit downside risk. The Fund's objective is to achieve returns from equities in excess of the MSCI World Index over the medium to long term.

*Competitive edge: An opportunity to co-invest alongside the most successful people on the planet.*

**Further information:** Investor Relations | E: [investorservices@altanawealth.com](mailto:investorservices@altanawealth.com) | T: +377 97 70 56 36 or +44 (0)20 70 79 1080 |

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