



FEIFA MASTERCLASSES Q1 2024

FEBRUARY/MARCH 2024

CYPRUS, PRAGUE AND MARBELLA



DELEGATE QUOTES

“

CYPRUS

"Informative and enjoyable - a day well spent"

"Very good"

"An excellent day as always"

"5 out of 5 for the morning session"

”

“

PRAGUE

"Very good"

"General information and sales training really valuable"

"Great. Well done"

"The combination of soft topics was a great choice"

"Interesting perspective on sustainability and an analytical outlook appreciated"

”

“

MARBELLA

"Great selection of presenters"

"Useful and relevant"

"Good range of topics"

"Great organisation"

”

CYPRUS

An aerial photograph of a coastal resort during sunset. In the foreground, a large, rectangular swimming pool with blue water is surrounded by lounge chairs and palm trees. To the right, a modern building with a white canopy is visible. The middle ground shows a sandy beach with several cars parked and a small pier extending into the sea. The background features a wide expanse of the ocean with a few ships and a city skyline on the horizon under a sky with soft, orange and blue hues.

CYPRUS - 29/02/2024



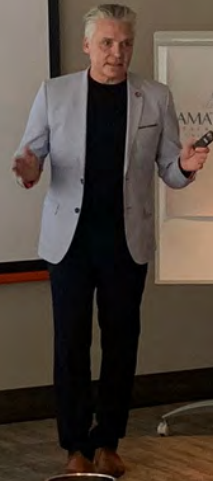
CYPRUS - 29/02/2024



CYPRUS - 29/02/2024

REGULATORY FRAMEWORK

Multi-tiered, detailed and growing

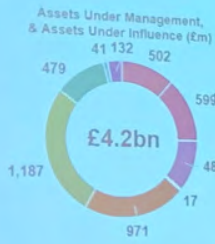


CYPRUS - 29/02/2024



Pacific Asset Management (PAM)

Modern, highly diversified, technology driven asset manager



- MA UCITS
- MA Under Influence
- AM in a Box
- G10 Rates
- North American Opps
- MA Discretionary
- Alternative Risk Premia
- Emerging Markets
- L&S Change

PAM is proud to be a signatory
PRI Principles for Responsible Investment

1. TECHNOLOGY ENABLED ADVISER SOLUTIONS	2. SINGLE MANAGER SOLUTIONS
AUM & AUI: £2.3 billion	AUM: £1.8 billion
Tech Enabled Multi-Asset Adviser Solutions & ESG Principled Investment	Crab Capital High Conviction Active Management
<ul style="list-style-type: none"> > MULTI-ASSET FUNDS Modern, blended utilised multi-asset strategies including sustainable offering > ADVISER SOLUTIONS Software enabled model portfolio as-a-service solutions > ALTERNATIVE RISK PREMIA Software enabled systematic non-directional factor investing including diversifying Risk Premia > ASSET MANAGEMENT IN A BOX Tech-enabled administration 	<ul style="list-style-type: none"> > EMERGING MARKETS EQUITY EM 40 Cap Yield Equity strategy managed by highly experienced team > EMERGING MARKETS INCOME EM 40 Cap Yield Equity strategy managed by highly experienced team > LONGEVITY & SOCIAL CHANGE Investing in the Longevity solutions across DM and EM, with ESG values embedded throughout > NORTH AMERICAN OPPORTUNITIES Investing in North American equity securities supported by an experienced portfolio manager and team > G10 MACRO RATES Broadly experience, proprietary technologies and implementation efficiency to create alpha
LAUNCHED OCTOBER 2023	LAUNCHED OCTOBER 2023
GLOBAL ACTIVE CREDIT Global active long only credit opportunistic fund	
RETAIL / INSTITUTIONAL CLIENTS	INSTITUTIONAL / WHOLESALE CLIENTS



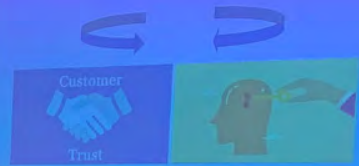
PRAQUE

A panoramic view of Prague, Czech Republic, featuring the Old Town Square, the Astronomical Clock, and the Gothic spires of St. Vitus Cathedral against a blue sky with scattered clouds. The word 'PRAQUE' is overlaid in large white letters.

PRAGUE - 20/03/2024



Reminders on rooting and building trust



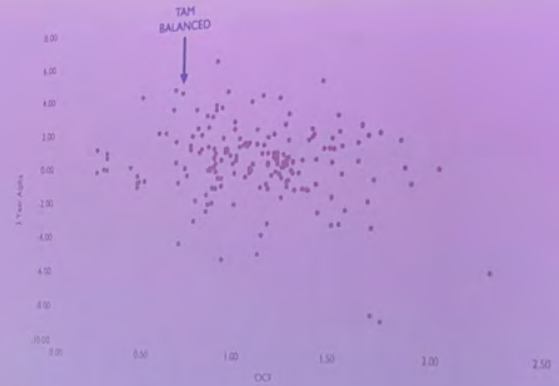
PRAGUE - 20/03/2024



PRAGUE - 20/03/2024

Risk and Value 3 Year Alpha vs. OCF

Is there a reasonable relationship between price and value?



PRAGUE - 20/03/2024



PRAGUE - 20/03/2024

INDUSTRIALS

Green steel - making a material difference



Salzgitter AG logo and a complex industrial process flow diagram showing various stages and components.

- 10th of Europe's largest steel producers - production growth eight million tons of CO₂ a year
- CO₂ footprint: 1000TWh (European level 1000TWh) - a primary driver in reducing CO₂ emissions by converting integrated steelworks to hydrogen-based production, in line with the EU Green Deal (2021)
- Global investment of CO₂ credits to reduce steel emissions with direct reduction plants (DRI) and hydrogen
- Transition production process formerly based on coking coal to be replaced by a hydrogen-based route
- Reductions amount of around 80% a year - already enabling 2.1% of Germany's carbon emissions

afinity



PRAGUE - 20/03/2024



p>CIFIC
ASSET MANAGEMENT

Advised solutions

Special focus: growth & technology driven strategies

Asset Management Solutions

- 1. **REGULATORY COMPLIANCE & REPORTING SOLUTIONS**
- 2. **NO-PROGRAMS**
- 3. **ASSET MANAGEMENT & RISK**

Driving from the benefits of our core asset management resources

Comprehensive support of multi-asset solutions across investment cycles and core portfolio strategies

Core, Sustainable, Strategic, Flexible

Highly Customized Solutions

High Performing Advisory Technology & Solutions

PRI **Oxford Risk**

A scenic view of a beach in Marbella, Spain. In the background, there are several multi-story buildings with white facades and yellow accents, surrounded by numerous palm trees. The middle ground shows a dark, pebbly beach leading to the sea. The foreground is a sandy beach with some sparse green vegetation. The sky is clear and blue. The word "MARBELLA" is overlaid in large, white, bold, sans-serif capital letters across the center of the image.

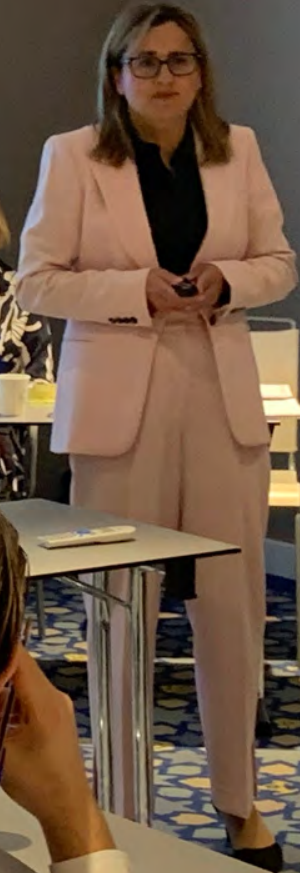
MARBELLA

MARBELLA - 27/03/2024

Circuit training – station 2
Capturing client motivation and
creating trust

Lorraine Reddaway
RBC Brewin Dolphin

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MARBELLA - 27/03/2024



Client Concerns

- 1. 20%
- 2. 20%
- 3. 15%

Source: Schroders 2023 UK Financial Advisor Annual Survey Advisor Report

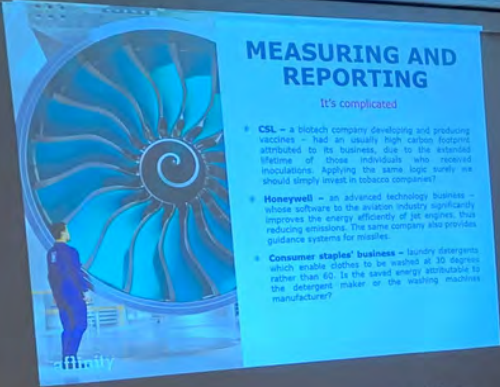
MARBELLA - 27/03/2024



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MARBELLA - 27/03/2024



MEASURING AND REPORTING

It's complicated

- **CSL** - a tobacco company developing and producing vaccines - had an abnormally high carbon footprint attributed to its business, due to the extended lifetime of those individuals who received inoculations. Applying the same logic surely we should simply invest in tobacco companies?
- **Honeywell** - an advanced technology business - whose software to the aviation industry significantly improves the energy efficiency of jet engines, thus reducing emissions. The same company also provides guidance systems for missiles.
- **Consumer staples' business** - laundry detergents which enable clothes to be washed at 30 degrees rather than 60. Is the saved energy contribution to the detergent maker or the washing machines manufacturer?

A man in a dark sweater and light-colored trousers is standing and speaking to the group, gesturing with his hands.

A man in a light blue jacket is seated at a table, looking towards the speaker.

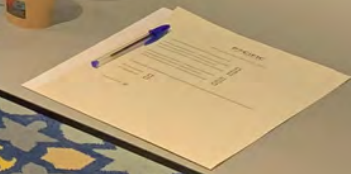
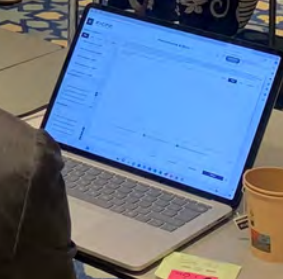
A woman in a patterned dress is seated at a table, looking towards the speaker.

A woman in a light pink jacket is seated at a table, looking towards the speaker.

A woman in a white top is seated at a table, looking towards the speaker.

A man in a dark suit is seated at a table, looking towards the speaker.

A man with long hair is seated at a table, looking towards the speaker.



MARBELLA - 27/03/2024



SUSTAINABLE INVESTING

Investment decisions are part of ESG, a concept...

- Focus on short-term returns, overlooking long-term risks (e.g., climate change)
- ESG factors are becoming a material part of business operations
- ESG factors are becoming a material part of business operations
- ESG factors are becoming a material part of business operations

affinity

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MARBELLA - 27/03/2024





**THE FEDERATION OF EUROPEAN
INDEPENDENT FINANCIAL ADVISERS**