

# Meltemi Investment Management

think absolute returns

# Welcome to Meltemi Investment Management

- Meltemi is an Investment Management Company based in London since 2002. It primarily provides discretionary and advisory investment management services to high net worth clients.
- Our objective is to generate **absolute investment return** for our clients. This may be defined as higher capital appreciation and income at lower volatility than available from global equity markets over a business cycle. We primarily invest in liquid global equities and bonds, and enhance portfolio return by taking advantage of opportunities available in foreign exchange markets and options. Typically a portfolio can be liquidated in a few hours.
- Our investment style is agnostic because growth, value and income can all be mispriced for long periods. Similarly no attention is paid to indices, sector weightings or benchmarks when constructing a portfolio.
- In addition to managing portfolios in accordance with our central investment strategy as described in the Meltemi Total Return Investment Portfolio (MTRIP) description, we offer **tailor-made portfolios** to suit the varying needs of our clients.

## Typical clients

Our clients perceive us to be their trusted adviser. Besides advice on their investments they benefit from our experience of handling matters typically relating to a Family Office.

- Our typical clients are:
  - > High net worth Individuals
  - > Family offices
  - > Trusts
- We introduce:
  - > Premier private banks in Guernsey and Switzerland
  - > Hedge fund managers
  - > Trustees, accountants, tax advisors and lawyers
  - > Property finders
  - > Shipping management

## Security of investors' assets

- We facilitate our clients in opening their own bank accounts at some of the premier international banks, providing security for their assets. For example Citibank, Geneva, HSBC Guernsey and Bank Julius Baer, Zurich.
- These banks then act as custodian for their assets, collect dividends and coupons, pay interest on their call and deposit accounts, and also buy and sell investments as instructed by Meltemi.
- The custodian bank will send contract notes, valuations and any other information directly to the client, and will also send a copy to Meltemi for us to manage portfolios proficiently.

# Investment process

## Strategic asset allocation

Our highly experienced investment managers and wealth managers will engage with a client to determine the core long-term strategic asset allocation befitting the client's investment objectives and risk profile.

## Tactical asset allocation and security selection

We closely follow economic and political developments in more than 30 countries. We have developed in-house models to understand economic cycles of these countries and identify evolving profitable opportunities. We engage external providers to enhance and test our hypotheses. Our investment managers have decades of experience in understanding chart patterns and also identifying market positioning. Where appropriate, we may use exchange-traded funds (ETFs) to implement the investment decisions.



### ETFs

- When going 'long' invest only in asset-backed ETFs.
- Investigate the factors influencing the price of an ETF, for example the effect of currency movements.
- Investigate the structure of an 'inverse' ETF and understand factors influencing its price. These ETFs are often based on derivatives. Use such ETFs mainly for hedging purposes.



### Equities

- Screen equities included in major market indices and select those befitting our economic and valuation criteria.
- Pass the 'buying growth cheaply' test of our in-house valuation model.
- Use our professionally qualified staff to provide an understanding of company accounts and balance sheet dynamics.



### Bonds

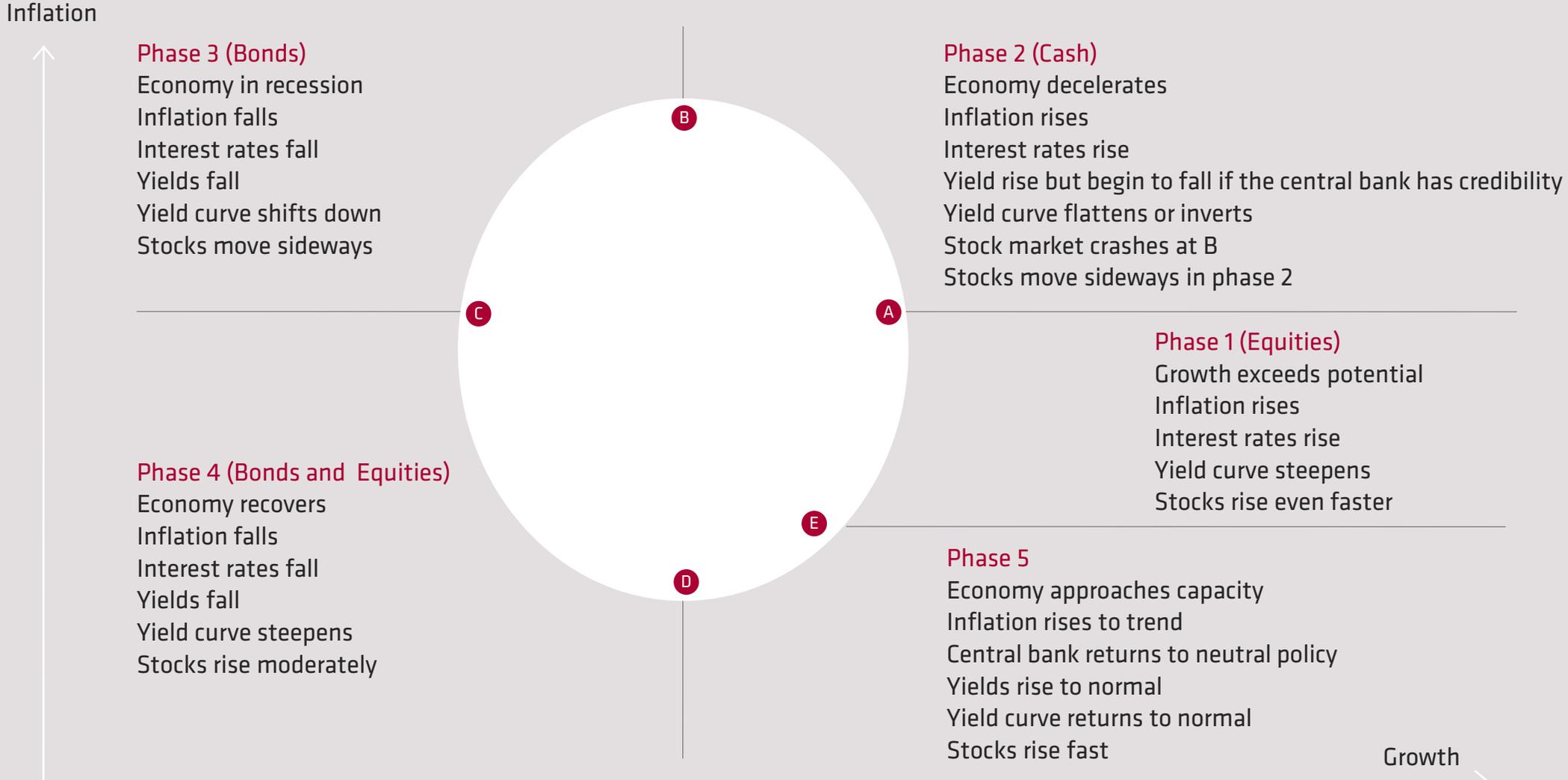
- Identify monetary, fiscal and structural trends of a country to determine which part of its yield curve will be appropriate to invest at.
- Determine whether the credit quality and the currency of a bond are appropriate for a client.
- Use our 'fair value of bonds' model to provide further guidance.



### Currencies

- Our economic models help us understand structural or cyclical forces influencing currency values.
- Our experience of foreign exchange markets is deep – fundamental, technical, chart patterns and market positioning, etc. – and spans over decades.
- We use strict discipline to adhere to the guidelines and to the stop-loss.

# Asset prices in a business cycle



# Team biographies



We have a unique investment team and investment ethos. Three senior members of the investment team have known each other for over 25 years and have managed portfolios for wealthy clients at some of the top international financial institutions. A small team enables us to react to changing markets quickly, meaningfully and efficiently, and also to construct tailor-made individual portfolios according to client needs.

## **SIKANDER H. KHAN**

Sikander H. Khan has 40 years of investment management experience. Prior to forming Meltemi he was the Chief Investment Officer of Standard Chartered Grindlays Private Bank, where he managed a team of investment professionals globally, providing discretionary and advisory investment expertise to the high net worth clients of the Bank.

He joined Citibank in 1986 and by the end of 1998 he was Senior Investment Manager and Head of Investments at Citibank Private Banking Group in London. Sikander was also the lead manager of the Luxembourg-registered CitiLandmark Managed Currency Fund. In 1997 and 1998 the Fund was awarded first place in the Standard & Poor's Micropal Offshore Territories Money Market International (Managed Currency) Sector.

He is a qualified Wealth Manager in the UK, is a Senior Chartered Accountant qualified with the Institute of Chartered Accountants in England and Wales, and a graduate with a Bachelor's degree in Economics and English Literature.

## **MARY C. FLEMING**

Born in the United States, Mary Fleming came to the United Kingdom in order to do postgraduate research at the London School of Economics. After qualifying with an M.Sc. in Economic History, she was admitted to the School's doctoral programme, where she continued her work in migration and business cycles.

She became an in-house economic analyst for a small commodity firm and afterwards was a derivatives broker at Merrill Lynch International, London for five years. However, for the bulk of her career (sixteen years) she managed global fixed income portfolios for high net worth individuals at Citibank Private Bank. In 1992 she was promoted to the Lead Portfolio Manager, Global Fixed Income portfolios. Mary was also a senior member of both the regional (European) and Global (based in New York) Investment Strategy Committee, making decisions on asset allocation for global combination accounts (those holding bonds and equities) and helped develop the group's decision-making process. The performance she achieved for her clients, adjusted for risk, was consistently good and in some years exceptional. Her UCITS fund, Citi Invest GBA (Global Bonds Fund) domiciled in Luxembourg was ranked in the first quartile by Micropal for 1, 3 and 5 years.

After leaving Citigroup at the end of 2001, Mary developed a course in Behavioural Finance which she has presented to fund management firms as well as to the UK's Society of Investment Professionals (SIP).

Mary has been associated with Meltemi since 2003.

### FIKRET ONDER

Born in Turkey, Fikret Onder studied Economics at the University of Bonn (Germany), where he worked as an assistant professor for two years after his graduation. His finance career started at Merrill Lynch AG, Düsseldorf in 1981. He became Head of Institutional Equity Sales at Sal. Oppenheim Jr. & Cie, Cologne where he worked from 1985 to 1992 before joining Citibank Private Bank, London as Lead Portfolio Manager for Global Equity portfolios. In 1995 he joined UBS Private Banking, London as a senior portfolio manager. In 1998 he moved to Julius Baer & Co., London where his responsibilities were extended to cover marketing activities as well as asset management.

In July 2000 he was appointed Executive Vice President and Head of Private Banking of AKbank in Istanbul, starting this business unit from scratch. By the time he left in July 2011, assets under management had reached USD 13.5 billion. AKbank Private Banking was awarded the 'Best Private Bank in Turkey' prize in four out of the six last years under his management by *Euromoney* magazine.

Fikret joined Meltemi in September 2011 as a principal and portfolio strategist.

### CEM BALCISOY

Cem Balcısoy has over 15 years' experience of advising and dealing with ultra-high net worth individuals based in Europe and Turkey. After achieving an undergraduate degree in Electronic Engineering from Nottingham University in 2000, he started his finance career at American Express Bank in London as an account officer handling risk assessment of financial assets and then advising on investment products to meet customer needs and requirements.

In 2004 he was awarded an MBA in Finance from Nottingham Business School (part of Nottingham University). In 2006 he joined National Bank of Dubai in London (now known as Emirates NBD) to help establish a Turkey Marketing Desk mainly to provide investment-related services to ultra-high net worth individuals. This was followed by a move to Barclays Bank in London in 2008 where he was part of the international private banking team mainly concentrating on Turkish clients for investment banking services, real estate consultancy and portfolio management.

Cem joined Meltemi in September 2011 as a portfolio manager.

## Contact information



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### Important information

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