Signet

Investors for a changing world

November 2023

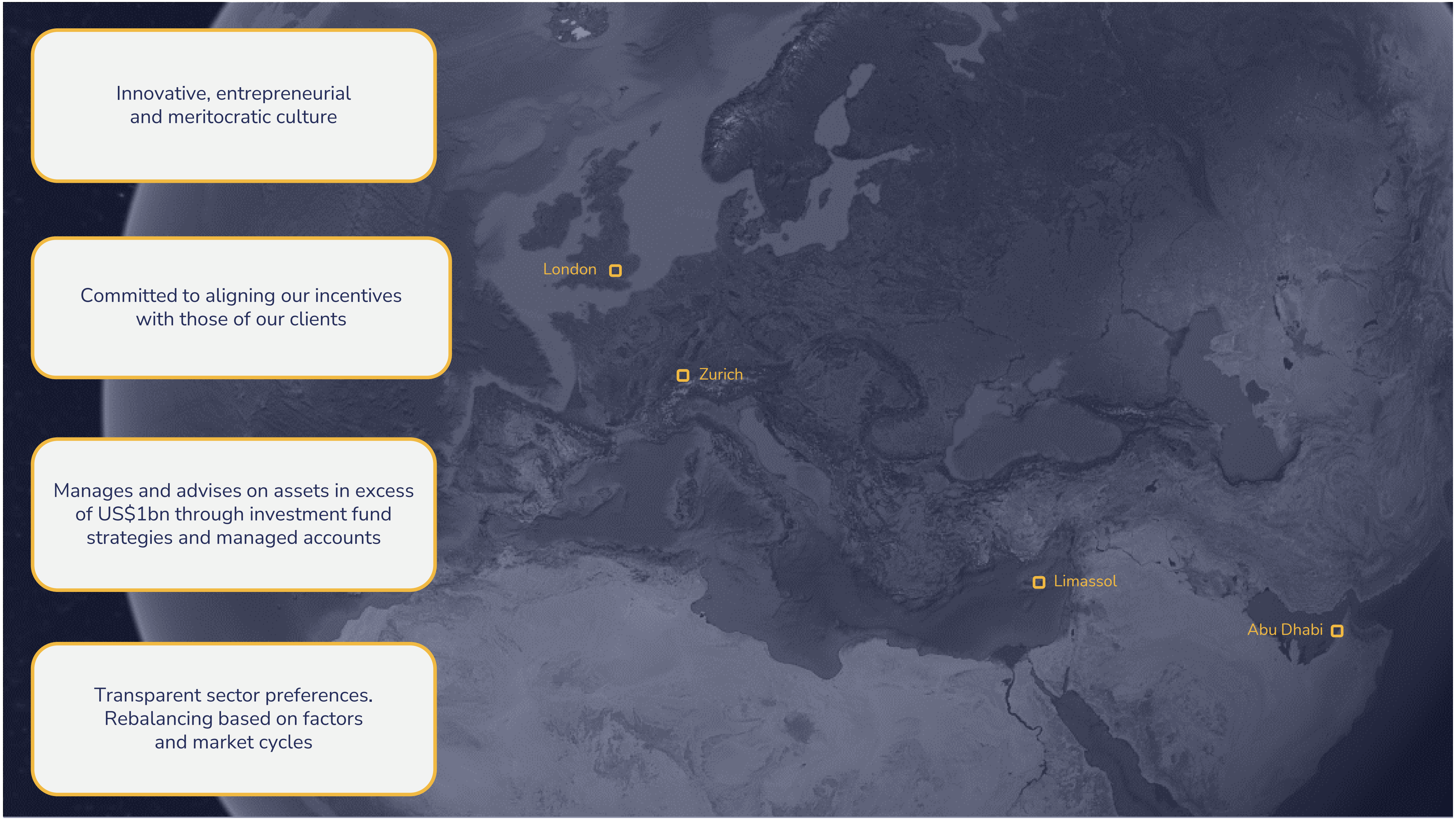
Overview

Innovative, entrepreneurial and meritocratic culture

Committed to aligning our incentives with those of our clients

Manages and advises on assets in excess of US$1bn through investment fund strategies and managed accounts

Transparent sector preferences. Rebalancing based on factors and market cycles



About us

Experience	Over 30 years of global expertise in asset management and wealth advisory services with a profound understanding of investment process and proven ability to identify solutions
Value creation	Broad and comprehensive expertise serving individual, family office and institutional clients, creating value by pursuing outperformance to ensure they're on the right side of change
Strong team	An expansive multi-national team with an unbeatable institutional track record driving Signet's entrepreneurial, hands-on approach
Platform	An unrivalled investment platform based on decades of experience in portfolio and fund management, risk management, fund strategies and the art of wealth management
Global reach	Partnerships with leading providers of financial services, international banks, fund administrators, auditors and legal advisors

Our services

Asset management

Our Asset Management division targets businesses that are in the business of fundamental change, such as large cap global leaders in IT.

They are not just creating change but are fundamentally changing our way of life.

We also take positions in pioneering and potentially transformational businesses. We are both quantitative and qualitative in our approach.

Wealth management

Our Wealth Advisory division is a highly personalized investment office service.

Recognizing that traditional asset allocation advice has moved far beyond a simple mix of equities and bonds, we tailor strategies to individual requirements and ever evolving circumstances.

We partner with clients' other advisers or act as their in-house investment office.

Asset management

The autonomy of our investment teams is core to our offering. This gives them the freedom and agility to form their own views and leverage their own connections, in pursuit of the long-term outperformance that we seek for our investors.

Our investment products are developed to evolve and investment managers operate within clearly articulated parameters as they seek to achieve their objectives. Transparency of process, positioning and progress towards meeting objectives are central to our approach.

Investment philosophy

Belief

We are convinced that over the long-term, the key contributing factor to returns is growth. That's why we favour growth companies and stocks.

Quantitative approach

When selecting investments, we tend not to rely upon human factors, but rather, classic and proprietary valuation methods to choose investments that will outperform.

Risk vs reward evaluation

We seek to preserve capital while maximising total return, balancing opportunistic investments with low-risk assets to ensure earnings stability and diversified wealth creation.

Alignment of interests

Align our interests with the success factors of every client; participate in wealth creation alongside our clients and share their success.

Deep analysis

We believe in the importance of deep investment analysis and efficient asset allocation as a driving force of portfolio performance.

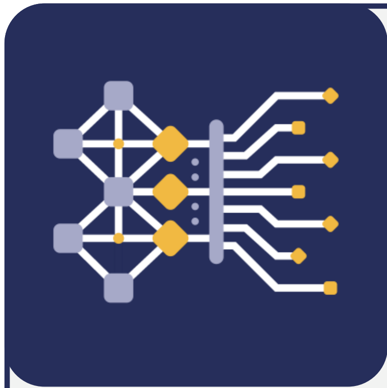
Funds

Global Leaders

Our Global Leaders portfolio is highly concentrated around market caps of minimum $5bn in the US, Western Europe, Canada and Australasia.

We focus on IT, Healthcare, Consumer discretionary, Media & Entertainment.

We do not invest in emerging markets, nor do we attempt to time the market or use any form of leverage.



Thematic Alpha

In Thematic Alpha we invest in companies that benefit from megatrends — long-run changes that transform our lives.

We identify four megatrends — Demographics, Urbanization, Digitalization, Environment.

Choice of securities is made using proprietary scoring system based on 10 factor groups and 100 factors.

Wealth management

Acknowledging that traditional asset allocation advice is no longer confined to a mix of equities and bonds, our Wealth division tailors asset allocation strategies to individual and family requirements and ever-changing circumstances.

We provide differentiated strategic and tactical advice as well as unparalleled service to high net worth individuals, family offices and institutional investors.

We offer advisory and portfolio management capabilities across high conviction equity and outcome oriented solutions. We support customized investment solutions, investment and transaction advisory services.

Services

Discretionary management

We provide asset allocation services and portfolio management based on client’s risk profile and our view on markets and companies.

Holistic quantitative approach is our cornerstone to asset allocation.

We track performance of 6 asset classes and 21 assets.

These asset classes and assets are non-overlapping and provide exposure to almost the entire tradable universe instruments.

Advisory

Advisory services are about providing well-researched ideas based on client’s risk profile.

We talk to a client and make surveys to understand risk profile and asset preferences. Together with a client we define realistic risk and performance targets.

For each client we outline a universe of suitable assets and financial instruments.

We base our recommendations on fundamental valuation techniques and detailed modelling of the company’s business.

Research

High quality independent view on markets and companies is one of the most important elements in the investment process.

We make outlook research pieces on macroeconomic situation and assets, as well as megatrends and themes.

Our research team has over 50 companies under coverage, providing support in decision making by maintaining detailed financial models and releasing analysis of earnings.

Team

Leadership

Stefan Reutter
Group CEO

Stefan is a seasoned finance professional with an extensive and successful career in banking and financial advisory. He joined Signet Group from J.P. Morgan, where - as a Senior Banker - he led a Zurich based team catering to Emerging Market clients within the International Private Bank. Prior to joining J.P. Morgan in 2020, Stefan spent 10 years at UBS in various senior management and client coverage roles, having worked abroad and at UBS headquarters in Zurich. His most recent role at UBS was as Regional Vice Chairman for UHNW clients in EMEA. Throughout his banking career, Stefan worked closely with his colleagues across banking divisions, especially investment banking, to originate and lead significant cross-divisional transactions. Prior to UBS, Stefan was a managing partner of Deloitte Corporate Finance with responsibility across the CIS region. His team won accolades as a leading mid-cap M&A advisor. He joined Deloitte from KPMG Switzerland, where he was also an Equity Partner and led the M&A, valuation and private equity team and was involved in numerous landmark transactions. Stefan studied at the University of St.Gallen, a leading business administration university in Europe. He is fluent in several languages, including native German, English, Russian and French.

Robert Marquardt
Chairman

Robert Marquardt was the Founder of the Signet Group of Companies in the early 1990s and is today Chairman of Signet Wealth Management. Robert, as hedge fund CIO, has managed and advised on investment strategy and hedge fund / alternative investment selection globally since 1994. Through Signet's offices in Switzerland, London and Hong Kong the group managed and advised on hedge fund selection with an asset level in excess of $3.5 billion at the peak. Prior to founding Signet, Robert was the Managing Director of Chase Private Banking in Luxembourg and a Credit Officer of Chase Manhattan Bank in the Middle East during a 12-year career at the Chase. Robert has deep knowledge of the opportunities and risks in different global economic and market environments across fixed income, equity, commodity and currency strategies through different economic cycles and holding structures.

Leadership

Alan Higgins
Non-Executive Director

Alan has held a variety of roles in his time at Coutts including Head of Investment Strategy, Chief Investment Officer (UK) and Head of Multi Asset Investing. Alan has over 30 years of experience in portfolio management. Prior to Coutts, he worked at Morgan Stanley Wealth Management where he specialised in asset allocation, fixed income and alternative investments. His previous experience includes senior roles in institutional fixed income portfolio management and working for a multi-strategy hedge fund. Alan advises several charities on manager selection and underlying investments and is an external adviser to multi family office. He was also previously a non-executive director of Nestlé's UK and Swiss pension fund management companies. Alan has a Bachelor of Science degree in Mathematics from Bristol University and is a CFA charter holder.

Alexey Filatov
Chief Operations Officer

Alexey joined the Company in 2018. Alexey is a Chief Operations Officer of Signet and executive director of Signet Capital Management (CY). Alexey has over 17 years of experience in financial markets, especially focused on hedge funds and brokerage business. From 2006 to 2009, he led the operations of the Marcuard Spectrum Group, which manages hedge funds with a focus on CIS Region. From 2009 to 2012 he worked as the operational director of Spectrum Partners – Asset management structure of Marshall Capital group and during that period was promoted to head of execution. Between 2015 and 2018 he headed dealing on own account department and later brokerage in Fintailor Investments. In 2017 - 2018 Alexey was head of brokerage in Wise Wolves Finance. Alexey holds a Bachelor degree in Finance and Credit, and Financial Management from the Russian Economic School and the Institute of Stock Markets and Management. Alexey has Advanced Cyprus Securities and Exchange Commission Certificate.

Nikos Anastasiades
Head of Compliance

Nikos Anastasiades has almost 20 years of experience in regulatory compliance function units within the financial markets. He has held previous roles at Lamda Development SA, Société Générale Bank & Trust as well as Argus Stockbrokers Ltd. Nikos holds a BSc in Economics, a BSc in Business Economics and an MA in International Business, as well as AML Certificate, an Advanced Certificate and a Certificate A1 of the Central Bank of Greece and HCMC, and an Equities Trader Certificate (ATHEX).

Asset management

Mike Miroshnichenko
Chief Investment Officer

Mike has more than 19 years of experience in financial markets. He joined Signet in 2016. Prior to that, he was Head of Fixed Income, Currencies and Commodities at Renaissance Asset Managers / Kazimir Partners, where he was managing the hedge fund strategies. Between 2009 and 2012 Mike was Head of Capital Markets at RESO Insurance. In 2005—2008 he was a fixed income and currency trader at Morgan Stanley. Mike holds a bachelor's and master's degrees in economics from Moscow State University, where he also received a PhD. He also holds a Certificate in Quantitative Finance.

Anatoly Fedorov
Portfolio Manager

Anatoly has more than 12 years of experience in financial industry. He joined Signet in 2018. Anatoly manages Signet Global Leaders Fund and has experience working with Equity Long Short and Merger Arbitrage strategies. Prior to joining Signet in 2018, he worked at JPMorgan in EMEA Diversified Industrials Practice on large scale equity raise and M&A transactions. Prior to JPMorgan, he was an Equity Research Analyst at Genesis Investment Management, covering Emerging Markets. Anatoly holds a bachelor and master degrees in economics from Moscow State University as well as master degree in economics from New Economic School.

Evgeny Shatrov, PhD
Portfolio Manager

Evgeny Shatrov has over 15 years of experience in financial markets. Before joining Signet Evgeny worked as a senior equity and equity derivatives trader at SIB in Nicosia and London facilitating clients' flow and managing prop book of the desk. In 2009—2013 Evgeny worked as equity trader at Morgan Stanley bank, covering Russia and CIS markets. In 2006—2009 he was Portfolio manager at Renaissance Insurance group and Uralsib Asset management. Evgeny holds PhD from Institute of World Economy and International Relations (RAoS), BSc in Financial management from International University in Moscow and BA in International Business and Spanish from Washington & Jefferson College.

Asset management

Nikolay Tsarkov
Portfolio Manager

Nikolay has professional experience of more than 15 years in financial industry in investment banking, private banking and asset management. In 2007—2014 Nikolay was in different roles in Sberbank CIB (former Troika Dialog), in 2014—2018 was in BCS Group as a sales trader in Cyprus and Moscow, in 2018—2020 in Gazprombank worked as an executive director also in Cyprus and Moscow, came back to Sberbank SIB in Cyprus in the end of 2020 as senior financial advisor and joined Signet Capital Management Cyprus in mid of 2022 as a discretionary portfolio manager. Nikolay has degree of international finance from NSI Higher School of Economics.

Maksim Semyanin
Portfolio Manager

Maksim Semianin has over 10 years of experience in asset management. Joined Signet in 2020. Previously has been a Director of Investment Management Department at SOLID Management, prior to which he was a Portfolio Manager at the same company since 2012 and was responsible for Mutual and Pension Funds, algorithmic trading strategies. Maksim graduated from the Financial Academy under the Government of the Russian Federation with a degree in Mathematical Methods in Economics.

Wealth management

David Maffeis
Head of European clients

David has over 25 years of experience in the financial services industry, specializing in delivering wealth management and wealth structuring advice. He joined Signet‘s Zürich Office in 2023. He has advised a variety of prominent family offices and high net worth individuals across several longstanding client relationships spanning multiple jurisdictions. David is fluent in French, Italian, German, English, and Dutch. He holds an Economics degree from ISEC/UMH Haute Ecole Commercial de la Province du Hainaut, Belgium.

Pierce Cushing
Chief Investment Officer

Piers has over 22 years of experience in the financial services industry, specialising in multi-asset class investment management. He has held previous roles as the CIO of Dark Star Asset Management, the Head of Discretionary Portfolio Management for Plurimi Wealth, and as a senior investment manager for Barclays Private Bank / Wealth. He is a BSc financial economics graduate from Brunel University, holds the CISI FCSI designation and is a former intelligence officer in the British Army.

Rob Cloete
Senior Investment Consultant

Rob has over 17 years of experience in the financial services industry, specialising in multi-asset class investment management. His previous roles include the Head of Research at Dark Star Asset Management, the Head of Client Portfolios for Plurimi Wealth, a senior investment manager for Barclays Wealth and a deals advisory manager at PwC. Rob holds Honours Degrees in Finance and Accounting from the University of Cape Town, has qualified as a Chartered Accountant (SA) and is a CFA Charterholder.

Regulatory notice and legal disclaimer

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