

KEY FACTS 2017

WE CREATE VALUE OUT OF RISK, WHERE OTHERS CAN'T

SC Lowy is a market leader in secondary loan and high-yield bond trading across Asia-Pacific, the Middle East and Australia, with a well-established European business and growing DCM team.

We provide liquidity all along the capital structure.

THE ONLY INDEPENDENT FIXED INCOME SPECIALIST WITH FULL INVESTMENT BANK CAPABILITIES

SC Lowy is unique in the industry because:

- We have a strong balance sheet;
- We are independent, private and employee-owned, and transact deals in absolute confidentiality;
- We act as principal in transactions and co-invest with clients;
- Nearly one third of our workforce is dedicated to research, one of the deepest research benches in the industry; and
- We believe traditional investment banks underserve dynamically growing small-to-mid-sized corporations and we work hard to fill that gap.

SCALE AND REACH

Headquartered in Hong Kong, with a team of investment professionals located across London, Seoul and New York. SC Lowy has built a global client network of over **700** international and regional banks, asset managers, hedge funds, private equity and pension funds, family offices and corporations.

INDUSTRY LEADERSHIP

Our teams of professionals combine decades of industry leadership and operate across Asia Pacific, Europe, the Middle East and the Americas.

PRIMARY ISSUANCE

We leverage our research and secondary trading platform to advise our corporate clients and provide access to debt capital markets, with full structuring and underwriting capabilities.

SECONDARY TRADING

SC Lowy leads the market in providing liquidity for secondary positions across the debt structure in a full range of sectors and geographies, and across the risk spectrum.

ADVISORY

We assist clients in achieving their investment, capital-raising, asset-purchasing/selling, refinancing or restructuring objectives in the course of our securities trading business.

RECOGNISING HIDDEN VALUE

We believe there is no substitute for local knowledge. SC Lowy analysts are constantly in touch with their respective geographies and maintain a comprehensive network of business leaders, advisers and investors. SC Lowy specialises in pricing hard-to-value assets. Our research features a fundamental, bottom-up approach to learning and understanding businesses, and an acute knowledge of various financial products.

SECTOR EXPERTISE

Energy, Infrastructure, Manufacturing, Telecom & Media, Metals & Mining, Financials, Shipping and Real Estate

A SUPERIOR RISK/RETURN MODEL

SC Lowy has introduced a unique style of deal-making that has led to the survival and growth of many businesses. Each deal demonstrates SC Lowy's ability to present a superior risk/return model, arising from a combination of a highly experienced investment team and the insights and enhanced liquidity generated by the firm's trading activity.

SC Lowy has delivered sustained year-on-year double-digit growth in high-yield bond trading while expanding our secondary loan trading platform to include par loans. Total volumes exceeded **USD 13 billion** in 2016 up from **USD 8 billion** in 2015.

GLOBAL TRADING VOLUMES: EMEA **1/3** AP **2/3**

AWARDS

- 2016**

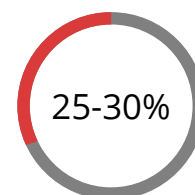
 - CEO Michel Lowy receives Asian Social Caring Leadership Award
 - CIO Soo Cheon Lee ranks 6 on Lloyd's List Ship Finance Top 10
 - The Asset*, Winner - Best Secondary Sukuk Trader for excellence in the Middle East market
- 2015**

 - The Asset*, Winner - Best Restructuring Deal for Korea's STX Pan Ocean
 - Lloyd's List Awards - Asia Finalist: Deal financing excellence on STX Pan Ocean
- 2014**

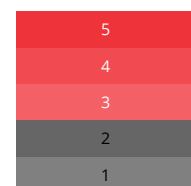
 - Global Finance* magazine names SC Lowy, for its arranger role with Redco Properties, as Best DCM provider for its "Stars of China" Awards
- 2013**

 - Atlas Turnaround Awards: Financing Deal of the Year for Korea Line Corporation Debtor-In-Possession Financing

RANKING*



Market share in Asia-Pacific secondary loan trading (ex Japan)



Top-5 High Yield bond trader in Asia-Pacific

Market Leader in the Middle East

* Based on SC Lowy estimates of market trades