

## KEY FACTS 2018

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

SC Lowy is an international banking and finance group specialised in fixed income.

**We provide liquidity all along the capital structure.**

#### AN INTERNATIONAL BANKING AND FINANCE GROUP SPECIALISED IN FIXED INCOME

SC Lowy is unique in the industry because:

- We hold controlling interests in commercial banks, **Choeun Savings Bank** and **Credito di Romagna**.
- 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 are dedicated analysts, one of the deepest benches in the industry; and
- We believe that traditional investment banks underserve dynamically growing small-to-mid-sized corporations and we work hard to fill that gap.

We use our balance sheet to facilitate primary issuance, secondary trading and investments focused on corporate bonds, loans, trade claims and special situations.

Our teams of professionals combine decades of industry leadership and operate across Asia-Pac, Europe, the Middle East and the Americas. We have significant sector expertise, particularly in energy, infrastructure, manufacturing, telecom & media, metals & mining, financials, shipping, retail and real estate.

#### SCALE AND REACH

Headquartered in Hong Kong, the group was established in 2009 and currently has over 250 employees located across the world's major financial centres. In addition to its traditional banking clients, SC Lowy has built a global institutional client network of over **1000** 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-Pac, Europe, the Middle East and the Americas.

#### PRIMARY ISSUANCE

We leverage our analysis 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 expertise stems from a fundamental 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, Retail 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. We rank among the leaders across Asia-Pac and EMEA. Total trading volumes exceeded **USD 20 billion** in 2017.

**GLOBAL TRADING ALLOCATION:** EMEA **40%** ASIA-PAC **60%**

## CORORATE SOCIAL RESPONSIBILITY

SC Lowy is a proud supporter of **EMpower**, a global philanthropy focused on at-risk youth in emerging market countries.

## AWARDS

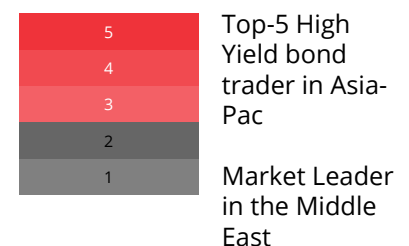
- 2017**

  - International Finance Awards* - Best Secondary Loan Trading Platform
  - FinanceAsia* - Best Mongolia Deal for Government of Mongolia exchange offering and \$600 million seven-year note
  - International Finance Review (IFR)* - Best Restructuring deal award for Mongolian Mining Corp
  - The Asset* - Best Sovereign Bond deal for Government of Mongolia exchange offer and \$600 million new bond
- 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

## RANKING\*



\* Based on SC Lowy estimates of market trades