

# **AMAGIS CAPITAL MANAGEMENT LTD**

## **Remuneration Policy**

*DECEMBER 2017*



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**AMAGIS  
CAPITAL**

## **1.0 Introduction**

The objective of this Policy is to establish, implement and maintain remuneration policies, procedures and practices that support the Company's business objectives and corporate values, including promoting sound and effective risk management, by attracting, retaining and motivating the key talent to achieve its objectives. Furthermore, the Company, due to the scale and lack of complexity of its business will not establish a remuneration committee; or apply the pay-out process rules.

This will be reviewed in the event of material changes to the current set up of the Company.

## **2.0 SCOPE OF THE REMUNERATION POLICY**

Article 13, Article 22(2)(e) and (f) and Annex II of the AIFM Directive introduce remuneration provisions with the aim of ensuring that remuneration and incentive structures in AIFMs (and self-managed AIFs) do not induce excessive risk-taking and are disclosed appropriately. Similar provisions have also been introduced regulating remuneration in Articles 14a and 14b applicable to UCITS Management Companies (and self-managed UCITS) pursuant to the UCITS V Directive.

Management companies should identify the identified staff, according to these guidelines and any other guidance or criteria provided by competent authorities. Management companies should be able to demonstrate to competent authorities how they have assessed and selected identified staff.

In order to be considered "identified staff", personnel must be either:

- senior management;
- risk takers and portfolio managers;
- control functions, i.e staff other than senior management that is responsible for Risk Management, Compliance, Internal Audit, Administration, Marketing, Human Resources and other relevant functions who receive total remuneration that takes them into the same remuneration bracket as senior management and risk takers;

It is important to highlight that, in line with the MFSA's Guidance to the Financial Services Industry on the Application of the Proportionality Principle in Relation to the ESMA Guidelines on Sound Remuneration Policies under the UCITS directive and the AIFMD, only staff of the AIFM and the UCITS manager can be considered identified staff. When a UCITS Management Company or AIFM delegates any functions of portfolio management or risk management should ensure that either: (a) delegation is carried out to entities which are subject to regulatory requirements on remuneration that are equally as effective as those under these guidelines; or (b) appropriate contractual arrangements are put in place to ensure there is no circumvention of the remuneration rules.

Such remuneration policies are applied to and inclusive of salaries and discretionary pension benefits. All remuneration can be divided into two categories:

- Fixed remuneration: Example, payments or benefits without taking into consideration any performance criteria; or
- Variable remuneration: additional payments or benefits which depends on performance or other contractual criteria.

Both of these categories may include monetary payments in the form of cash, shares, pension contributions etc., or non (directly) monetary payments such as discounts, fringe benefits, or special allowances for car and mobile services amongst others. The Investment Manager must comply with the principles set out in the AIFMD when applying remuneration, and in such a way that is proportionate and appropriate to their size, internal organization, and the nature, scope and complexity of their organization and activities.

The Company shall avoid creating any incentive for employees to take any inappropriate risks and in general all remuneration-related decisions are approved by the Board; indeed, currently the Company only pays fixed remuneration to its employee.

## **3.0 RISK MANAGEMENT AND RISK TOLERANCE**

It is the Company's policy to promote sound and effective risk management and to discourage risk-taking that exceeds the level of tolerated risk of the Company. As such the Company shall maintain:

- Strong disclosure practices, which provide investors with the information they need to determine whether to invest in a fund, to monitor their investment and to make a decision whether to redeem their investment, based on the risk profile of the investment strategy;

- Robust valuation policies and procedures to provide for clear and consistent valuations of the investments in the funds' portfolio, with independent oversight provided by the funds' Board or other governing body, third party administrators, independent auditors ;
- Comprehensive risk management processes to measure, monitor, report and manage risk, including stress testing of the portfolio and liquidity risk management;
- Sound operational and regulatory systems and controls; and
- A strong culture of compliance, sponsored by Senior Management with specific practices to address conflicts of interest.

Due to the volatile nature of the financial market, and the sensitivity of the investors to both risk and performance, the Company strives to achieve a fair balance between risk and reward. This balance has to be reflected in the Company's risk management and remuneration policy. The Company shall avoid to manage portfolios which become systemically important as this might bring additional risks that the Company could not be in a position to manage as their determination is outside the control of the Company.

As such the Company shall not operate risk policies which may result in mirroring the risk profile of other investment pools, or being involved in investment propositions which result in the strategy being operated in line with a group of other managers which may result in a policy having a systemic impact on the market.

The Company shall align its remuneration policies with its risk profile which attempts to be diversified against the market.

The Remuneration Policy shall be in line with the business strategy, objectives, values and long-term interests of the Company and its investors. The Company's business objective is to provide investors with positive returns within a reasonable risk profile that protects their assets from significant falls in the market.

The Company operates management fees, performance fees and high water marks. This means that it is expected that the manager will cover its costs even during poor performance having a sufficient income to be able to look after the assets during adverse market conditions.

The Company considers its wind down process as part of its Internal Capital Adequacy Assessment process to ensure that it would take such steps to protect the assets before it runs out of resources. The performance fees accrue only once the funds under management earn positive returns for investors and there are high watermarks. Absolute returns promised are only rewarded when achieved.

In order to achieve his performance objectives the Company needs to attract appropriate talent which creates a balance of risk takers and risk management. As such the Company needs to provide some flexibility and retain confidentiality in respect of some of the terms it introduces.

However, these terms are appropriate and respect the principles in this policy. In line with its business objectives, the Company needs to manage its fixed costs against this background and ensure that any variable costs are only payable once actual performance targets are achieved.

#### **4.0 AVOIDING CONFLICTS OF INTEREST**

The Company considers all conflicts within its Conflicts of Interest Policy. This requires the Company to review potential conflicts of interest on a regular basis.

Conflicts of interest involve a failure by the Company to act in the best interests of its clients and will typically involve a material risk of damage to the interests of any client. Either the Company (and connected persons) may gain a benefit at the expense of a loss or disadvantage to a client; or one client may gain a benefit at the expense of a loss or disadvantage to another client. When assessing a potential conflict of interest the Company must consider whether it:

- Is likely to make a financial gain, or avoid financial loss, at the expense of the client;
- Has a distinct interest in the outcome of the service provided to the client or of a transaction carried out on behalf of the client;
- Has a financial or other incentive to favour the interest of another client or group of clients over the interests of the client;
- Carries on the same business as the client; or receives, or will receive, from a person other than the client an inducement in relation to the service provided to the client, in the form of monies, goods or services, other than the standard commission fee or fee for that service.

Individuals may act unfairly between clients if their remuneration structure encourages them to favour one fund over another. The Company ensures fair treatment of clients by having an investment policy and ensuring that it adheres to that policy; investment opportunities are allocated in line therewith.

The Company aligns its interests with the interest of its clients by the operation of this policy. Senior Management's holdings in the funds align their interests with that of investors. Furthermore, remuneration is designed to ensure

return is achieved in line with risk management. The long term objectives of the Company and the clients are to achieve absolute returns throughout the life time of the funds. Therefore, the objective of long-term returns aligns the interests of both parties.

The Company also operates a high-water mark to ensure such long term alignment. Finally, the Company has a Conflicts of Interest Policy to avoid undue influence on the trade allocation process.

## **5.0 GOVERNANCE**

The Remuneration Officer appointed by the Board of Directors of the Investment Manager is Dr. Paul Magro. The Company, based on its size, internal organization and the nature, scope and complexity of its activities, has been granted derogations from the establishment of a Remuneration Committee and the Pay-Out Process Rules.

Given required material changes to the Company a separate Remuneration Committee shall be established.

The basis for the derogations refer to the MFSA Remuneration Guidelines issued on 31 January 2017 on the grounds of proportionality, namely due to:

- (i) Size – AUM leveraged assets <Euro 1.25 billion
- (ii) Internal Organization – multiple but simple legal structures, simple internal fund manager governance, limited fund public listings, segregation of duties via delegation to independent third-parties;
- (iii) Nature, scope and complexity of activities – multiple but clearly structured activities, no high-risk (emerging and frontier markets) or complex fund strategies & products, well-defined risk restrictions, high-quality risk management; and.
- (iv) Remuneration - No employee has either variable remuneration exceeding 50% of total remuneration, or total remuneration exceeding €500k.

The Remuneration Officer verifies that any variable or fixed remuneration is in line with the principles of such document, if needed he is authorised to appoint another Director of the Company to represent him at meetings. He is responsible for the oversight whilst the board is responsible for the setting of the approval and maintenance of the remuneration policy.

Furthermore, all the partners, employees and secondees by signing this document, acknowledge and agree that they have read and understood the remuneration policy and are compliant with its principle

### **Year-end evaluation process**

The company operates a year end evaluation process. The internal valuation committee which is composed by the senior management of the Company shall take in consideration the performance of the individual considering the contribution related to the function performed (investment management, sales & distribution, analyst or control function), the seniority of the role and the relative performance to the peer group. Other non-financial metrics will be considered such as effectiveness, attitude and commitment, communication ability to carry out functions without supervision, fit and proper test for approved persons and the compliance to the Company policies and procedures.

Compensation recommendations for all the Company's identified employees will ultimately be reviewed and approved by the Board prior to communication.

The amount of total compensation shall be considered after reviewing:

- Overall Funds' Performance
- Overall Company Performance
- Performance of the individual and performance of each team
- Market "value of the seat"
- Compliance to the internal policies and procedure

A yearly performance appraisal for the identified staff has to be held by the company human resources team.

A change in the total remuneration is only effected when the Company capital resources requirements have been satisfied and need to satisfied the liquidity and capital stress testing periodically performed by the company.

## **6.0 PENSION POLICY**

The Company does not operate a company pension scheme.

## **7.0 PENSION POLICY**

Employees must not use personal hedging strategies or contracts of insurance relating to remuneration which could undermine the risk alignment effects embedded in their remuneration arrangements. Employees will be required to undertake on an annual basis that they will not use such personal hedging strategies/insurance. Breach of this undertaking and/or the use of such personal hedging strategies/insurance may constitute gross misconduct and will render the individual liable to immediate removal from employment, without notice or payment in lieu. The Company will review on an annual basis the personal account dealing records of employees to ensure that employees are not using personal hedging strategies in breach of their undertakings.

## **8.0 AVOIDANCE OF REMUNERATION CODE**

The Company will not pay remuneration through any vehicles or methods that will facilitate the avoidance of the Remuneration's Policy.

## **9.0 REMUNERATION STRUCTURES**

As mentioned in Section 5, individuals are reviewed based on their contribution to the overall strategy, which is assessed on an annual basis, taking into account their contribution to investment generation, investment trading, sales and marketing and operations, but the Company's ability to maintain competitive salaries is based on the performance of the Funds it manages.

(a) Guaranteed Bonuses: The Company does not award, pay or provide guaranteed variable remuneration.

(b) Reward Bonuses: is paid only if it is sustainable according to the financial situation of the AIFM as a whole, and justified according to the performance of the business unit, the AIF and the individual concerned.

(c) Deferral of Annual Discretionary Bonuses. The company has been granted derogation of the pay out process

(d) Buy-Out Awards: Buy-out awards will only be offered exceptionally and will reflect the amount and terms (including any deferral or retention periods) or the variable remuneration awarded or offered by the individual's previous employer.

(e) Severance: Severance pay is at the Company's absolute discretion, unless contractually defined. Any payments related to early termination of contracts or retirement from employment will reflect performance achieved over time and will be designed in a way which does not reward failure. Severance packages for employees and any material severance payments are subject to the approval of the Board.

(f) Enhanced Pensions. The Company does not provide any enhanced pension benefits to employees.

## **10.0 PERSONAL HEDGING**

In order to ensure the effectiveness of risk alignment, staff members should not buy an insurance contract which compensates them in the event of a downward adjustment in remuneration. As a general rule, however, this would not prohibit insurance designed to cover personal payments such as healthcare and mortgage instalments (provided that the mortgage coverage concerns health-related circumstances that would render the staff member unable to work in an equivalent position), although each case should be judged on its merits.

## **11.0 TRANSPARENCY / EXTERNAL DISCLOSURE**

The Company will disclose the total amount of remuneration for the financial year, split into fixed and variable remuneration, paid to its employees, indicating the number of beneficiaries and, where relevant, performance fees paid by the Funds. The disclosure will indicate:

1. Total remuneration of the identified employee, indicating the number of beneficiaries;
2. Total remuneration of those employee who are fully/partly involved in the activities of the Fund indicating the number of beneficiaries;
3. The proportion of the total remuneration of the employee attributable to the Fund and the number of beneficiaries (pro rata allocation).

The annual report must also disclose the aggregate amount of remuneration of senior management and members of

employee of the Company “whose actions have a material impact on the risk profile of the Fund”. The remuneration disclosure will also be made in the annual report of each Fund managed by the Company, where applicable (i.e. an allocation of the Company’s remuneration to the Fund insofar as this information exists or is readily available, including a description of how the allocation has been provided).

This Policy shall furthermore be made available to clients.

## **12.0 BREACHES OF THIS POLICY**

Any significant breach of this policy or proposed changes to the policy that could have a significant impact on the Company’s risk profile or resources will be promptly notified to the MFSA in accordance with their rules.

## **13.0 REVIEW**

This Remuneration Policy will be reviewed at least annually by the Board of Directors of the Investment Manager, in collaboration with its Remuneration Officer. However, if the business maturity allows it, the Investment Manager may decide to review such policy even before the annual interval expires.

All potential amendments that may be made to this Remuneration Policy in the future will need to guarantee that:

- The Policy remains in line with the business strategy, objectives, values and interests of the AIFM and the AIFs it manages or the investors of such AIFs, and includes measures to avoid conflicts of interest;
- where remuneration is performance related, the total amount of remuneration is based on a combination of the assessment of the performance of the individual and of the business unit or AIF concerned and of the overall results of the AIFM, and when assessing individual performance, financial as well as non-financial criteria are taken into account;
- guaranteed variable remuneration is exceptional, occurs only in the context of hiring new staff and is limited to the first year;
- the variable remuneration, including the deferred portion, is paid or vests only if it is sustainable according to the financial situation of the AIFM as a whole, and justified according to the performance of the business unit, the AIF and the individual concerned.

The amount of management fees paid by Amagis Management co to the AMAGIS LLP is part of the sub investment agreement contract signed by the parties

## **Appendix A**

“Identified personnel or functions”:

- Andrea Angelone, executive member of the investment committee, senior management and risk taker
- Guido Miani, executive member of the investment committee, senior management and risk taker
- Simone Russo, director of AMA Sicav and Amagis Sicav, senior management

