

Geneva, 19 November 2019

Reji Vettasseri joins DECALIA as Lead Portfolio Manager for investment selection in private markets

The Geneva-based asset management company DECALIA Asset Management has hired Reji Vettasseri as Lead Portfolio Manager for alternative funds and mandates invested in private markets. Reji Vettasseri is an experienced private debt and private equity investor with more than 14 years' industry experience. He joins DECALIA from Morgan Stanley Alternative Investment Partners. Identifying investments in unlisted markets is one of the areas of expertise developed by DECALIA, allowing it to offer investors advantaged solutions in the current environment of negative interest rates, economic slowdown and high stock market valuations.

Before joining DECALIA, Reji Vettasseri was an Executive Director at Morgan Stanley Alternative Investment Partners in London, where he was a senior member of a team that built diversified portfolios of private markets investments. His responsibilities included leading the group's private debt and special situations investment activities in Europe, and he has experience with direct investment and manager selection across a range of private equity and private credit market sub-segments. Before Morgan Stanley, he began his career as a consultant at Bain & Company in London, before working for 5 years at Goldman Sachs in London where he was an Executive Director in the EMEA investment banking team. Reji Vettasseri holds a Bachelor of Arts in Law and a Master of Laws from the University of Cambridge, and an MBA with Distinction from the Harvard Business School.

Illiquid strategies: a source of alpha that remains under-exploited

Relative to listed assets, private markets remain largely inefficient and therefore offer an under-exploited potential for outperformance for managers with differentiated origination and due diligence capabilities. With growing demand from investors, USD 5,800 billion is now invested in private markets¹, but DECALIA's investment philosophy is to focus resolutely on those sub-segments of the market which remain undercapitalised and offer the greatest potential for superior risk-adjusted returns.

Focusing on specialised and less competitive segments of the market

To meet the needs of a sophisticated client base that includes wealthy individuals, family offices, institutional investors and private banks, DECALIA has developed unique expertise in this demanding area, thanks to a highly experienced management team and a network that is particularly rich in high-level contacts. Over the course of the last 5 years, it has developed partnerships with specialists of a dozen private market strategies in less competitive segments, with a particular focus on private credit. These include specialist areas such as hybrid capital solutions for European businesses, real estate lending, litigation funding, film production financing, co-investment and mezzanine debt. With the arrival of Reji Vettasseri, DECALIA intends to develop its own investment management expertise in the long term. Headed by Rodolfo De Benedetti, Partner and Head of Product Strategy, the team is run by Nicoló Miscioscia, Head of Private Markets.

Rodolfo De Benedetti explained: *"In the current environment, private markets represent a source of alpha that remains relatively untapped. In addition, as a number of high potential companies are no longer in any hurry to be listed, investors who restrict their investments to listed companies are missing out on many opportunities. Reji Vettasseri's experience will considerably strengthen our expertise in this area and help us to offer new strategies."*

Reji Vettasseri added: *"I am delighted to be joining an exceptional team at DECALIA, which shares my passion for developing innovative ways to access advantaged opportunities in specialist markets. At a time when areas such as private debt are undergoing rapid development, I believe there is an unprecedented opportunity to develop new solutions that offer our clients superior risk-adjusted returns."*

¹ Source: Bain & Company

For any further information, please contact:

Ricardo Payro
Payro Communication Sàrl
5, chemin Neuf
CH-1207 Genève
T +41 (0)22 322 13 17
M +41 (0)79 460 57 74
rp@payro.ch

About DECALIA Asset Management

Established in Geneva in 2014, the DECALIA Group is a private and institutional investment management company. With more than 45 employees and assets under management that stand at CHF 3.5 billion, DECALIA has expanded rapidly, in particular thanks to its active-management experience built up over the last 30 years by its founders. The strategies developed by DECALIA focus on four investment themes deemed promising in the long term: banking disintermediation in Europe, quest for yield, new consumption trends and market inefficiencies.

Geared to practical solutions, DECALIA is devoted entirely to generating for its clients a higher risk-adjusted performance, while ensuring the highest level of service. The fundamental values that shape its DNA and underpin its action are dedication, innovation and team spirit. Its investment philosophy is based on several fundamental principles: stringent risk management, capital preservation, an active management style and selection of the best talent.

DECALIA is regulated by FINMA through a collective investment manager's license (LPCC). It is also a member of the *Association Suisse des Gérants de Fortune* (Swiss Asset Managers Association) and the *Alliance des Gérants de Fortune Suisses* (Alliance of Swiss Asset Managers).

In addition to its Geneva headquarters, DECALIA has offices in Zurich and Milan through DECALIA Asset Management SIM SpA.

Legal information

This press release is provided for information purposes only. This document is confidential and is intended to be used solely by the person to whom it is sent. It is neither directed to, nor intended for distribution or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. This document is neither an offering memorandum, nor should it be considered as a solicitation to purchase or to invest in DECALIA SICAV. Any offer to purchase shares in the funds based on this document will not be capable of acceptance. The Prospectus, KIID, articles of association, annual and half-year reports (the "legal documents") may be obtained free of charge at the address provided below. Please read the legal documents before investing and take note of the risk factors listed in the fund's prospectus, which are not proposed to be reproduced in full in this document. No guarantee can be provided that the funds described will attain their objectives. The value of an investment may fall as well as rise and shareholders risk losing all or part of their investment. In addition, any performance data included in this document does not take into account fees and expenses charged on the issue or redemption of shares or any taxes that may be levied. Changes in exchange rates may cause your returns to rise or fall. If you are interested in investing in the funds described, you should seek advice from independent legal and tax advisers to determine whether an investment of this type is consistent with your own objectives. The information and figures contained in this document are valid at the time of publication and there is no obligation to update such information or figures.