



# MONVISO CAPITAL LIMITED

*Monviso, is a boutique alternative investment consultancy firm focused on the sourcing and analysis of emerging and niche independent fund managers. Our business model is multi-faceted, working with managers for the benefit of investors.*

## Introduction to Monviso:

Monviso was founded in May 2020 as a boutique alternative investment consultancy firm by Richard Novack and several partners. The firm is regulated by the FCA in the UK and offers services to both asset managers and investors. We are centred on **deep due diligence** and selection of **alpha generating** asset managers for the benefit of potential investors.

## Highlights:

- At our core we focus on strategy selection through an extensive, repeatable, institutionalised due diligence process.
- The team of 4 principals has over a century of front-line experience in capital markets including: manager selection, due diligence, portfolio and risk management, trading, operations, business development, fund structuring and legal matters plus raising assets.
- We have extensive knowledge working with absolute return, highly liquid uncorrelated strategies which are Monviso's direct expertise rooted from its principals' many years of experience running proprietary trading and asset management companies.
- We embrace hard to access specialist and often capacity constrained strategies.
- The team is supported by an equally qualified group of brokers with extensive experience across product types and jurisdiction.
- We provide targeted sourcing and due diligence services by investor mandate.
- We can provide a fully outsourced business development and marketing capability to our fund manager clients and our approach is to develop working relationships in the spirit of true partnership.

## Philosophy:

- The mission of Monviso is to build long-term relationships with investor clients and a select group of alternative investment funds leveraging our combined decades of experience.
- Monviso believes in the 'All-Weather' strategy concept. We aim to identify managers who generate repeatable absolute returns with low volatility and correlation to traditional asset classes. Our focus on tactical strategies has paid dividends with strong returns during the 2020 crisis driven by greater market opportunities and uncertainties should last into the future.
- We embrace the idea of sharing our knowledge and due diligence work with investors and sharing ideas with a broad range of industry participants.
- We are active and focused on understanding the complex issues of ESG integration in the hedge fund space in consideration to our clients' needs.

## Unique Selling Proposition:

Monviso is highly specialised working with emerging and smaller boutique managers and is well positioned to capture the opportunity associated with the trend of increasing investor interest in this manager group.

- We offer a suite of marketing and business development services to upcoming managers providing inspiration to help them grow in a dynamic way.



- We have decades of direct trading and asset management experience working with managers in multi strategy solutions, across a range of asset classes.
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- We offer to investors advisory and execution on hedging strategies, Outsourced Chief Investment Officer (OCIO) and Non-Executive Director (NED) services.
- The principals have been active within the Israeli investment community for 20 years and Monviso offers a liquid alternative platform with local partners and is actively sourcing local talent to help them expand their geographic footprint.
- We take a very hands-on approach to marketing and capital introduction services to independent hedge fund managers and opportunistically work with quality strategies in private markets including PE/VC funds and direct deals originating from an extensive network.
- We seek hedge strategies with a quantitative focus and have reviewed 1000+ while identifying a deeply vetted diversified universe of investible managers with superior pedigree and top tier service providers.

### Services for Independent Asset Managers

The goal is finding Managers that stand out from the crowd. Our team understands, and appreciates, the difficult task of navigating the issues impacting their development as they grow; Monviso feels our wealth of experience can help plot a pragmatic and efficient roadmap and mitigate costly mistakes in both time and economics

#### Business Development Services

- Full assessment of existing set up and infrastructure
- Formulate an appropriate growth strategy based on several key factors
- Advise on infrastructure and set up including introductions and liaison with a full range of service providers
- Advise on marketing strategy + capital introduction
- We look at strategy access via SMA and/or fund format and jurisdictional needs (EU, US, or Others)
- Provide full scope of work

#### Marketing Services

- Capital introduction for a select group of asset managers
- We offer capital introduction to qualified investors in the UK, Switzerland, Israel as well as maintaining opportunistic relationships in other jurisdictions
- We work with an extended network of sell side partners enabling greater coverage for each manager
- We have excellent investor coverage in Israel where we maintain a platform of liquid alternatives with local partners

### Services for Investor Clients

Investors face a difficult task navigating the constantly changing markets and new uncertainties. They are bombarded with solicitations which can be a drain on internal resources and Monviso looks to mitigate that workload.

#### Due Diligence Related Services

- Manager/fund selection and analysis
- Full performance and risk review, both qualitative and quantitative
- Operational Due diligence
- Full negotiations and liaison with the independent managers on behalf of investor
- Ongoing DD including acting as relationship manager to independent managers as required

#### Advisory Services by Mandate

- Targeted sourcing of hedge strategies and independent managers by investor mandate.
- Sourcing is supported by deep due diligence and may include special situations i.e., seed/acceleration opportunities.
- Portfolio or sub strategy hedging solutions
- Tailored portfolio construction solutions matched to investor requirements
- Outsourced Chief Investment Officer
- Risk management and systems integration
- White Label and other investor driven solutions