# Quantitative Investment Handbook

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# Contents

Ι	Financial Market and Investment Tools	1
1	Economics and Econometrics	2
	1.1 Macroeconomics	 2
2	2 Basic Financial Concepts	4
	2.1 Asset Management	 4
	2.2 Accounting, Corporate Finance and Fundamental Analysis	 4
3	B Major Asset Classes and Asset Valuation Theories	8
	3.1 Money Market	 8
	3.2 FX	 9
	3.3 Equity	 9
	3.4 Currency/Foreign Exchange	 9
	3.5 Fixed-Income	 9
	3.6 Commodities	 10

CONTENTS 3	

II	$\mathbf{Q}$	uantitative Portfolio Management	11
4	Por	tfolio Optimization Study	12
	4.1	Estimating Return and Co-variance Matrix	14
	4.2	Transaction Cost	14
	4.3	Tax	14
	4.4	Dynamic Portfolio Choice	14
	4.5	Covariance Matrix	14
	4.6	Easy	14
	4.7	Medium	15
	4.8	Hard	15
5	Sta	tistical Arbitrage	16
	5.1	mean-reversion	16
6	Fac	tor Investing	17
	6.1	Smart beta and Smart Alpha	17
	6.2	Key things to Notice in Index Making	17
	6.3	factor analysis and risk premia	17
	6.4	Market Anomalies	18
		6.4.1 Behavioral Finance	18
7	Sing	gle (Asset Class) Trading Strategies	20
	7.1	Equity	20
	7.2	Volatility and Dispersion Trades	20

4 CONTENTS

		7.2.1 Volatility Models and Time-Series Models	20
	7.3	$\label{eq:fixed_income} \text{fixed income} + \text{macro}  \dots  \dots  \dots  \dots  \dots  \dots$	20
	7.4	fixed income derivatives	20
	7.5	credit	21
	7.6	commodities	21
8	Stra	ategies Implementation/Platform Building	<b>22</b>
	8.1	Trading System	23
	8.2	Strategy Development Pipeline (Single/Linear Strategy) $\ .$	23
		8.2.1 Basic Architecture/System	23
		8.2.2 Data	26
		8.2.3 Backtester/Simulator	26
		8.2.4 Trade Record and Money Management	27
		8.2.5 Analytics	27
		8.2.6 Research Team	27
	8.3	Backtesting	33
9	Port	tfolio Risk Management	34
	9.1	Derivatives and Hedging Strategies	34
	9.2	FX risk management	35
10	Mor	nitoring and Performance Evaluation	36
	10.1	Monitoring	36
	10.2	Performance Evaluation	36
		10.2.1 Equity	36

CONTENTS	5
10.2.2 Fixed Income	36
11 Alternative Data and General Machine Learning	37

6 CONTENTS

# Part I

# Financial Market and Investment Tools

# **Economics and Econometrics**

## 1.1 Macroeconomics

GDP, Inflation and Unemployment:

- GDP = C + I + G + X
- CPI, RPI, PPI, Core CPI, Nonfarm Payroll, HICP (Europe)
- Philips Curve(Inflation and Unemployment)
- Unemployment Rate(labor force), Participation Rate(total population), Quit Rate
- Unemployment: Frictional, Cyclical, Structural, Seasonal, Voluntary

Economic Indicators: Leading Indicators:

- PMI, Tanken Survey(Japan)
  - Capacity Utilisation
  - Retail Sales
  - Consumer Sentiment/Confidence

3

Market Data Release Time Schedule:

Time	Market Data
Week 1	Employment Situation (First Friday), ISM
Week 2	Retail Sales, Consumer Sentiment
Week 3	CPI, IP
Week 4	Durable Goods, GDP, Consumer Sentiment(UoM final & Conference Board)

- PMI
- Capacity Utilisation
- Retail Sales
- Consumer Sentiment/Confidence

Fiscal Policy and Monetary Policy:

- General Economic Goals: Full Employment, Economic Growth, Low Inflation
- Fiscal Policy: Government Spending and Tax Policy
- Monetary Policy: Open Market Operations, Discount Rate, Reserve Requirement, Federal Fund Rate(Upper Limit for Repo Rate) (In other countries: Overnight discount rate, Refi Rate, Deposit Rate, Main Lending Rate)
- Interaction: Crowding Out: Higher Interest Rates may cause investment and consumption
- Central bank, Taylor rule

Keysian Theory

stagflation and non zero inflation

# **Basic Financial Concepts**

This chapter summarizes some basic financial concepts you should know about.

## 2.1 Asset Management

Asset Owners(Real Money): From conservative to active: Banks, Insurance Company, Defined Contribution Plan, Pension, Endowment/Foundations

Hedge Funds(Fast Money)

Investment Purpose Statement(IPS): Consider Return, Risk, Time Horizon, Tax, Liquidity, Legal and Unique.

# 2.2 Accounting, Corporate Finance and Fundamental Analysis

## Accounting:

- Balance Sheet, Income Statement, Cash flow Statement Basics
- EBIT = operating profit + non recurring expense non-recurring

#### 2.2. ACCOUNTING, CORPORATE FINANCE AND FUNDAMENTAL ANALYSIS5

income, EBITDA, Operating profit, normalized net income = NI + non recurring items

- Gross Profit, Operating profit, profit before tax, net income
- Gross Margin, EBIT Margin, EBIT Margin, Net Operating Margin, Net Profit Margin
- Cash flow from Operations = NI + DA +- change in inventory/accounts payable, receivable, operating items
- CF from investing = Capital Expenditure -+ Disposal/Purchase of Assets
- CF from financing = -Dividend Share buybacks + issuance of stock/bond
- Equity: Preferred shares, authorized shares (maximum shares the board can issue), Treasury stock, buy back book value, Free float Market capitalization = share price \* ( shares outstanding shares not traded), Small free float: little share holder control, volatile share price, high premium in M&A

#### Capital Structure:

- Operating items vs financing items (cash, financial asset/liability, equity)
- Working Capital = Current Assets Current Liabilities, Operating Working Capital = Operating Assets Operating Liabilities(exclude cash)
- Inventory COGS LIFO FIFO inventory turnover
- Payable days, receivable days, working capital cycle (payable days inventory days + receivable days)
- Leverage ratios: Debt/Equity, Total Debt/EBITDA, EBITDA/inst expense

Credit Scoring/Credit Analysis

- Credit Risk = Business Risk( Country, Economic Cycle, Industry Cycle, Currencies, Commodities, trends) + Financial Risk(Cash Risk)
- Creditor Cashflow Statement Net Income + D/A/non-cash items = FFO( Funds from Operations), FFO +- Decrease/Increase in OWC = Operating Cash Flow, Operating Cash Flow Capex = Free Operating Cash Flow(FOCF)
   FOCF + Dividends = Discretionary Cash Flow, DCF +- Acquisition, Asset Disposals, Net other sources/uses of cash = pre-financing cashflow +- Increase(Decrease) in Debt, +- Net Sale/Repurchase of Shares = Inc/(Dec) in Cash/Securities
- Profitability & Efficiency Ratios: EBIT/EBITDA margin, Return on Assets, Return on Invested Capital
- Coverage Ratios: EBITDA/interest(net interest), EBITDA/(interest + Principal Amortization), EBIT/interest or net interest
- Leverage Ratios: Debt/Equity, Debt/Capital, Debt/EBITDA
- Cash flow adequacy Ratios: FFO/Debt, FOCF/Debt, Free Cash flow/Debt, Retained Cash Flow/Debt
- Liquidity Ratios: maturing debt principal this year/FFO or discretionary cash flow, Quick Ratio = (Cash + Marketable Securities + Committed un-used bank credit lines)/maturing debt principal this year.

Tax: Effective Tax Rate, Loss Harvesting and Tax-Aware investment Valutaion fundamentals:

- Enterprise Value = Debt + Equity Value Cash/Cash Equivalent
- Equity Value (affected by performance (operating), investing and financing (leverage)) = Price x Shares Outstanding
- Asset = Enterprise Value + Non-core assets(not valued by Multiples/DCF models, like cash)

### 2.2. ACCOUNTING, CORPORATE FINANCE AND FUNDAMENTAL ANALYSIS7

- Free Cash Flow Calculation: EBIT tax on EBIT (LT tax rate x EBIT) = NOPAT (net operating profit after tax )/EBIAT, Free Cash flow = NOPAT + D&A capex increase in OWC + decrease in OWC Increase in Other net operating assets + Decrease in other net operating assets
- FCFF, FCFE
- Discount Rate- Weighted Average Cost of Capital (WACC) CAPM / required rate of return, WACC = D/(D+E) cost of net debt x (1-t) +  $(rf + (r_m r_f) \times beta) \times E/(D+E)$ , D is net debt
- Gordon Growth Model

# Major Asset Classes and Asset Valuation Theories

## 3.1 Money Market

- Overnight (O/N) reference rates L SONIA (Sterling Overnight Index Average), EONIA, SOFR ALl has different day count convention
- LIBOR Rate, STIR Futures (Cash Settlement by 100 expected interest), IMM Dates (Exchange for interest rate and currency futures)
- T-bill(1,3,6,12 Month), T-note, T-bond
- Commercial Paper (Issued by best quality companies)
- Day Count Conventions
- Repo Market: Repo(seller, needs cash), Reverse Repo(buyer, owns collateral for a while)
- Fed Funds Rate:
  - The Upper Bound: Interest on Excess Reserves: interest rate paid by the Fed on Excess reserves held by banks at the Fed. (many money market participants are not reserve account holders so they do not have access to the IOER).

3.2. FX 9

 Lower Bound: Overnight RRP: Non-reserve account holder can earn interest by entering into an overnight reserve repo(overnight RRP)- offer each day.

### 3.2 FX

## 3.3 Equity

## 3.4 Currency/Foreign Exchange

## 3.5 Fixed-Income

#### Basic Concepts:

- Day Count Convention, Dirty Price
- Macaulay Duration, Modified Duration, DV01, Dollar Duration, Effective Duration
- Maturity Effect, Coupon Effect, Yield Effect, Coupon Frequency Effect on Duration
- Term Structure of Yield Curve, Expectation Theory, Liquidity Preference Hypothesis, Segmented Markets/Preferred Habitat Theory. Bond Markets: ¡ 1 y (money market) 1-3, 3-10 (bellwehter of market movements, the major contributor for beta in the fixed-income portfolio) 10(long end, relatively illiquid and sensitive)
- long end risks: liquidity, credit( sovereign credit), inflation, growth
- Carry and Roll Down(no yield curve shift)
- yield curve trading/fly trading, steepner, flatener, positive/negative butterfly, Barbell and Bullet
- Inflation Linked bonds(Linkers) UK Index-Linked Gilts, French OATi, US TIPS, JGBi. Breakeven Inflation: The difference in linker yields and nominal bond yields (linker coupon is always lower under positive inflation)

### 10CHAPTER 3. MAJOR ASSET CLASSES AND ASSET VALUATION THEORIES

## 3.6 Commodities

- 1. NPV and IRR
- 2. Discounted Cash Flow Model
  - Free Cashflow
  - Required Rate of Return = Cost of Capital = Risk-adjusted discount rate : Usually from the CAPM
- 3. Valuation using Multiples P/E, P/B

# Part II

# Quantitative Portfolio Management

# Portfolio Optimization Study

- 1. Efficient Market Hypothesis (Weak, Semi-strong, Strong forms)
- 2. Markowitz Portfolio Optimization
  - Minimum Variance Portfolio / Tangency Portfolio
  - Jensen's alpha
- 3. Capital Asset Pricing Model(CAPM) Model

$$r = \beta(r_m - r_f) + r_f$$
$$\beta = \frac{cov(r, r_M)}{var(r_M)}$$

- 4. APT(Arbitrage-Free-Pricing) Model
- 5. No-arbitrage(weak, strong) and Law-of-one-price
- 6. Metrics
  - Sharpe Ratio
  - Jensen's alpha
  - Required Rate of Return = Cost of Capital = Risk-adjusted discount rate : Usually from the CAPM
- 7. Valuation using Multiples P/E, P/B

Mainframe Portfolio Optimization Models Include

- 1. portfolio optimization mean-variance short-comings and 1. Monte-Carlo simulation 2. reverse optimization and black-litterman(less sensitive to inputs) 3. resampled mean-variance optimization 4. add additional constriants (other than budget) concentrated position 5. resampled mean-variance 6. non-normal optimization approach 7. allocating to less liquid asset class (no investable benchmark) 8. risk budgeting vs factor based asset allocation(risk parity)
- 1. liability-relative 1. surplus optimization 2. hedging/risk-seeking portfolio 3. integrated asset-liability (non-linear correlation) 2. goal-based approach 1. describing goals, constructing sub-portfolios (selecting a module) One-fund theorem, two fund theorem

convex reformulation of maximizing Sharpe ratio problem(normalizing)

Multi-factor Risk Model

$$r = \mathbf{B}f + u\ V = \mathbf{B}cov(f)\mathbf{B}^T + cov(u)$$

Mixed Integer Optimization

Stochastic and Dynamic Optmization

Issue

Active Holding Optimization optimize alpha holdings and tracking error

Improvements on MVO estimation error Shrinkage estimators Jason-Stein Estimator Black-Litterman Model Robust Estimators

optimization issue add constraints resampled efficiency use other diversification approach risk-parity maximize diversification

Mixed Integer Optimization

Heuristic forward backward selection clustering

Stochastic Optimization scenario optimization approach Var cVar

Kellys Crirterion

Multi-period optmization room

Excel solver CVX matlab CVXOPT python optmization toolbox matlab Gorubi

## 4.1 Estimating Return and Co-variance Matrix

## 4.2 Transaction Cost

### 4.3 Tax

## 4.4 Dynamic Portfolio Choice

## 4.5 Covariance Matrix

Table 5.4
Covariance estimators

Equally weighted	Exponentially weighted
$\sigma_{12}^2 = \frac{1}{T} \sum_{t=1}^{T} (r_{1t} - \bar{r}_1) (r_{1t} - \bar{r}_2)$	$\sigma_{12}^2 = (1-\lambda) \sum_{j=1}^{-\frac{T}{\lambda^{j-1}}} (r_{1t} - \bar{r}_1) (r_{1t} - \bar{r}_2)$

## 4.6 Easy

- 1. Two coins, one is double tail, you see one
  - three pancakes: golden-golden, golden-brunt, brunt-brunt, see one golden, probability that the other side is golden two

2. Two coins - one toss n+1, one toss n, probability that n+1 gets more tail than n man?

4.7. MEDIUM 15

## 4.7 Medium

1. Use coins to create probabilities: fair coin to create 1/3 probability toss twice, one result is retoss unfair coin to create 1/3 probability combine two toss as one

## 4.8 Hard

# Statistical Arbitrage

## 5.1 mean-reversion

intraday mean-reversion

Volatility Clustering and Leverage Effect

# Factor Investing

## 6.1 Smart beta and Smart Alpha

long-short STS strategy short extension ( 120/20 ) Strategy alpha and beta separation portable alpha

long short equities (factor) convertible arbitrage

## 6.2 Key things to Notice in Index Making

## 6.3 factor analysis and risk premia

value, momementum, quality, volatility, betaRM-RF The return spread between the capitalization weighted stock market and cash.

QUality Minus Junk (quanlity)

SMB The return spread of small minus large stocks (i.e., the size effect).

HML The return spread of cheap minus expensive stocks (i.e., the value effect).

RMW The return spread of the most profitable firms minus the least

profitable.

CMA The return spread of firms that invest conservatively minus aggressively.

UMD (momentum/trend) UMD is long winners and short losers and also from Ken Frenchs website)

Carry Vol Carry

Special: liquidity premia

Market Ineffciency Analysis: funding constraint of financial institutions, grand move of large funds constraints

### 6.4 Market Anomalies

#### 6.4.1 Behavioral Finance

Behavioral Finance Theories Includes Prospect Theory( People suffice rather than optimize, the utility curve is concave at the gain part and convex at the loss part(loss aversion). Bounded Rationality and Behavioral Market Anomalies/bias

- 1. loss aversion(herding)
- 2. illusion of control(TAA)
- 3. Mental accounting(goal),
- 4. availability bias(familiarity, home-bias)
- 5. recency bias(tactical shifts)
- 6. framing(risk-return presented in a different way)

other: liquidity risk premia

1. Risk Management and Hedging

19

- 2. Leverage
- 3. Correlation
- 4. Strategy replacements, leverage rebalancing and rebalancing frequency, leverage reset

other: liquidity risk premia

- 1. Risk Management and Hedging
- 2. Leverage
- 3. Correlation
- 4. Strategy replacements, leverage rebalancing and rebalancing frequency, leverage reset

# Single (Asset Class) Trading Strategies

- 7.1 Equity
- 7.2 Volatility and Dispersion Trades
- 7.2.1 Volatility Models and Time-Series Models
- 7.3 fixed income + macro
- 7.4 fixed income derivatives

MBS Convexity Trade

- 1. real estate-direct vs indirect environment 2. benchmarks of real estate
- 3. other alternative, commodity to hedge

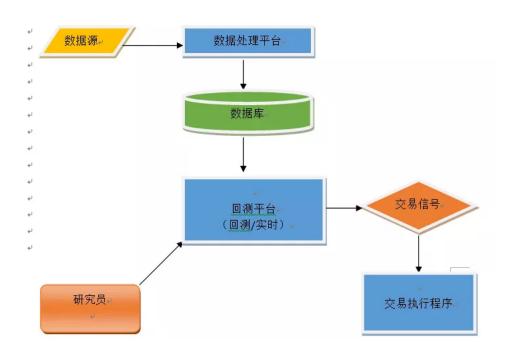
7.5. CREDIT 21

## 7.5 credit

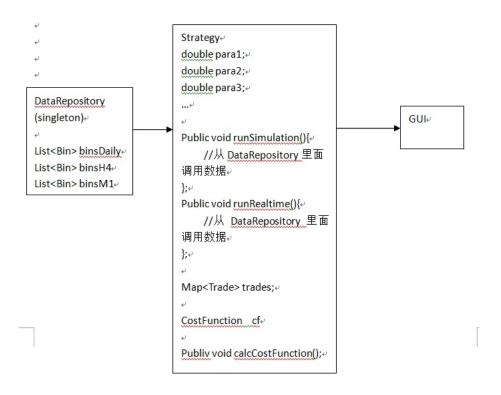
## 7.6 commodities

# Strategies Implementation/Platform Building

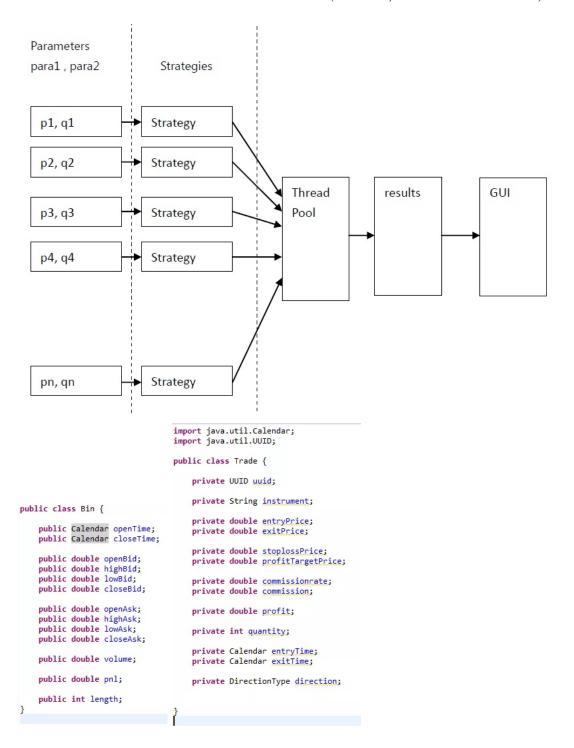
- 8.1 Trading System
- 8.2 Strategy Development Pipeline(Single/Linear Strategy)
- 8.2.1 Basic Architecture/System



## 24 CHAPTER~8.~~STRATEGIES~IMPLEMENTATION/PLATFORM~BUILDING~



### 8.2. STRATEGY DEVELOPMENT PIPELINE(SINGLE/LINEAR STRATEGY) 25



Historical Data is a singleton. All Market Data (eg. a candle stick ) should be organized to feed the researcher to program strategies on the backtester (eg. like quantopian). All back-testing should be parallized (ideally on GPU) to display parameter-profit relationship. (heatmap, stock charts, etc ) Ideally the optimization process could be visualized (like Tensorflow)

All like a research facility feedback cycle.

Key Details: API Design, Module Separation etc.

#### 8.2.2 Data

Key is a real-time listener. Technical Considerations: KDB, Hadoop and HDFI(?), SQL Like, Mongo Db to store Archive Data. Market Data Providers consideration buying from Wind, BBG, Reuters, Etc. teams: platform operation engineer, analytics builder, strategy control/management and risk management, data team, execution team, researcher team ( 3 x tech ) data licensing and data quality insurance data base, text file archive, big data issue cheap data: brokerage: interative brokers.

### 8.2.3 Backtester/Simulator

**Key Components** 

\*Send Singal to Quoting/Trading/Exection Tool(Real Time) \*Market

#### 8.2. STRATEGY DEVELOPMENT PIPELINE(SINGLE/LINEAR STRATEGY) 27

Data Objects (eg. loop for every time bins) \*stop loss/risk control system integration \*parameter-backtest profit/statistics result: optimization and loss function set function to tune the parameters \*multi-thread: Java backter (Java thread pool\*) \*human selection of parameters: parameter table and visualization

#### 8.2.4 Trade Record and Money Management

record every trade, summarize execution shortfall, statistical trends and information (shortcomings of strategy executions) and market information (learning material) build statistics and storage

More: order book and trade book level data handling

### 8.2.5 Analytics

#### Strategy Management

, Sharpe Anslysis, Holding Period, Slippage visualization to better assistant strategic allocation

#### **Execution Analysis and Cost**

quantitative trading/systematic trading strategies: \* equity long/short

### 8.2.6 Research Team

Key problems: \* Optimization and Combination of Sub-Strategies (Eg. factors) \* Market Regime Change Detection(problem not solved): Distinguish between trend and oscillation market \* market supply/demand imbalance analysis (risk-premia) \* volatility trading, dispersion trading - 2nd and 3rd degree trading, (vol model, vol clustering effect, vol leverage effect) \* hedging/overlay strategy research: hedging cost and hedging risk management, how to adjust hedge according to market condition. \* common ideas: market imbalance, mean-reversion, autocorrelation

patterns etc (find patterns and trade) - based on statistics. Risk factors, implied arbitrage - based on math.

#### Parameter Optmization and Control

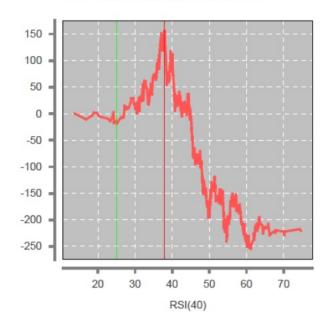
Rely on GUI - parameter distribution and selection optmization methologies from machine learning ( see optimization chapter) robustness analysis and out-of sample test \*\* ( random cut the universe of rolling window on selection period )

#### Signal Indicator Design

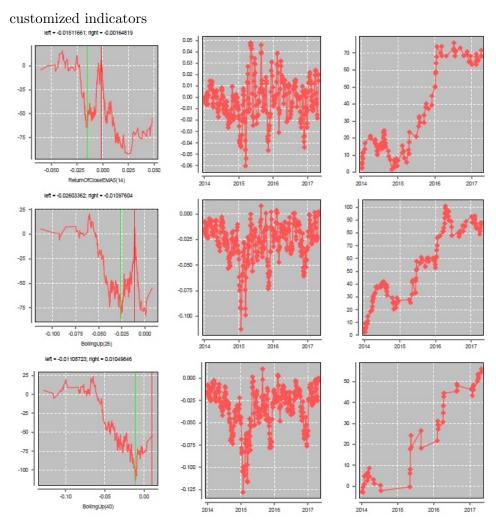
For example, based on fundemental ratio and technical indicators - design a formula. And check the level of prediction power (if any)

1.seeking stationarity: find a stationary time series use difference, integration, and normalize with volatility 2.find signal level, plot cumulative back-test return against different signal level (use own quotes, and use signal level to filter quotes)





3. Check stability of



4. check overfitting and type-II error in all settings, apply noise filtering if possible 5. design a interface to input indicator(math formula parser to read string) and visualize information using GUI.(HTML/XML Render)

```
<?xml version="1.0"?>
<indicators>
</pre
    <indicator>
        <f>OpenDivEMA(\i)</f>
        <i>>2,3,4,5,7,10,14,20,24,26,30,36,40,42,46,48,50</i>
    </indicator>
   <indicator>
        <f>CloseDivEMA(\i)</f>
         <i>>2,3,4,5,7,10,14,20,24,26,30,36,40,42,46,48,50</i>
    </indicator>
   <indicator>
        <f>HighDivEMA(\i)</f>
        <i>>2,3,4,5,7,10,14,20,24,26,30,36,40,42,46,48,50</i>
    <indicator>
        <f>LowDivEMA(\i)</f>
        <i>>2,3,4,5,7,10,14,20,24,26,30,36,40,42,46,48,50</i>
     </indicator>
 </section>
<section name="ReturnEMA">
    <indicator>
        <f>ReturnOfOpenEMA5(\i)</f>
        <i>>2,3,4,5,7,10,14,20,24,26,30,36,40,42,46,48,50</i>
    </indicator>
        <f>ReturnOfCloseEMA5(\i)</f>
        <i>>2,3,4,5,7,10,14,20,24,26,30,36,40,42,46,48,50</i>
    </indicator>
    <indicator>
        <f>ReturnOfHighEMA5(\i)</f>
        <i>2,3,4,5,7,10,14,20,24,26,30,36,40,42,46,48,50</i>
     </indicator>
    <indicator>
        <f>ReturnOfLowEMA5(\i)</f>
        <i>>2,3,4,5,7,10,14,20,24,26,30,36,40,42,46,48,50</i>
     </indicator>
-</section>
```

```
public static HashMap<String, List<String>> parseXML(File fXmlFile) {
    HashMap<String, List<String>> map = new HashMap<String, List<String>>();
    DocumentBuilderFactory dbFactory = DocumentBuilderFactory.newInstance();
    DocumentBuilder dBuilder = null:
        dBuilder = dbFactory.newDocumentBuilder();
    } catch (ParserConfigurationException e) {
        e.printStackTrace();
    Document doc = null:
        doc = dBuilder.parse(fXmlFile);
      catch (SAXException | IOException e) {
        e.printStackTrace();
    doc.getDocumentElement().normalize();
    NodeList nList = doc.getElementsByTagName("section");
    for (int i = 0; i < nList.getLength(); i++) {
        Node nNode = nList.item(i);
        if (nNode.getNodeType() == Node.ELEMENT_NODE) {
    Element element = (Element) nNode;
            String sectionName = element.getAttribute("name");
            map.put(sectionName, new ArrayList<String>());
            NodeList childList = element.getElementsByTagName("indicator");
            for (int j = 0; j < childList.getLength(); j++) {</pre>
                 Node childNode = childList.item(j);
                 Element cElement = (Element) childNode;
                String indicatorNameOrigin = cElement.getElementsByTagName("f").item(0).getChildNodes().item(0)
                         .getNodeValue();
                if \ (cElement.getElementsByTagName("i").getLength() > 0) \ \{\\
                     String \ in \underline{dicatorParaList} = \mathtt{cElement.getElementsByTagName}("i").item(0).\mathtt{getChildNodes}().item(0)
                              .getNodeValue();
                     String[] indicatorParas = indicatorParaList.split(",");
                     for (String indicatorPara : indicatorParas) {
                         String indicatorName = indicatorNameOrigin.replace("\\i", indicatorPara);
                         map.get(sectionName).add(indicatorName);
                } else {
                     map.get(sectionName).add(indicatorNameOrigin);
       }
    return map;
```

6. aggregate all indicators (eg. macd, ead). Aggregate all strategies using optimization framework or selection framework to gain statistical alpha 7. indicator effectiveness test 1. test correlation - the correlation between indicator and profit vs. the correlation between correlation and white noise (hypothesis test) \* use spearman correlation rather than pearson correlation\* 2. Use Monte Carlo Simulation to do permutation test of effectiveness of indicator 3. Very very hard - detect sensentivity to market regime change (osicallation and trend) and identify market regime change.

### 32CHAPTER 8. STRATEGIES IMPLEMENTATION/PLATFORM BUILDING

#### Integration of single indicators and portfolio theory

Form indicator as factors: standardization to mean-0, normal/t-distributed scores. Select powerful ones (ones that passed the permutation test). Optimize to maximize holdings exposure to factor with risk penalty. The key is still feature engineering.

$$h'f - ah'Vh$$

h:列向量, portfolio 里各个品种的持仓

f:列向量, expected return

a 常数: risk aversion

V: covariance matrix

' 意思是矩阵转秩

For Covariance, See section "covariance matrix".

#### Strategy Risk Management and Money management

small stop loss, big stop gain level on reversion strategies.bigger stop loss, smaller stop gains on volatile markets - based on experience, market analysis.

Choose symmeteric/non-symmetric risk control based on market belief

Hedging and Market Exposture Management - Volatility Control and Automatic de-leveraging.

together with cost consdieration.

33

## 8.3 Backtesting

- 1. Surviorship-bias
- 2. Look ahead-bias
- 3. In-sample bias

# Portfolio Risk Management

## 9.1 Derivatives and Hedging Strategies

- 2. risk management 1. Var historical, analytical, MC good and bad 2. credit risk exposure (pv only swap has) 3. derivatives 1. futures, hedge, synthetic equity/cash, pre-investing 2. options 1. spread-bull bear, butterfly 2. straddle, collar, box spread(bull, bear spread-risk free rate) 3. interest rate swap leveraged floating-rate notes, inverse floater; currency swap 4. swaption payer, receiver use receiver to add/remove callable bond features
- 1. fixed income 1. duration matching 1. requirements 2. vs cashflow matching(tenor offer), contingent immunization, horizon matching 2. index and challenges 1. index vs mutual fund,ETF, synthetic strategies(total return swap, less cash but counterparyt risk) 3. yield curve strategies 1. laddered, bullet, barbell vs level slope curvature 2. barbell vs bullet, condor and butterfly long short at level change, slope change, curvature change, yield volatility change performance and strategy (wing and body) 4. high yield and credit stprad 1. IGB HYB: credit risk, credit migration risk, interest rate risk, liquidity risk 2. access liquidity risk and tail risk 3. emerging market difference

## 9.2 FX risk management

1. currency management 1. forward price (long/short base currency) 2. options- risk reversal, put spread, seagull spread 2. index and benchmark 1. capitalization-weighted, price-weighted, equal-weighted index, fundamental-weighted indexes

# Monitoring and Performance Evaluation

## 10.1 Monitoring

1. rebalancing corridor width 2. CPPI/ swaption etc

## 10.2 Performance Evaluation

## 10.2.1 Equity

Factor Model (Axima, Barra)

## 10.2.2 Fixed Income

1. fixed income - no contribution-risk-free-asset categories-benchmark level(style)-manger-allocation effects(residual)

# Alternative Data and General Machine Learning