

CONFERENCE NOTES

20η Επέτειος "Capital Link's Closed-End Funds & Global ETFs Forum"

Τρίτη, 5 Οκτωβρίου, 2021 – ΨΗΦΙΑΚΟ ΣΥΝΕΔΡΙΟ 11πμ – 6μμ EST

Νέα Υόρκη, 18 Οκτωβρίου, 2021

Το "20th Annual Capital Link Digital Closed-End Funds & Global ETFs Forum" πραγματοποιήθηκε με μεγάλη επιτυχία, ως Ψηφιακό Συνέδριο την Τρίτη, 5 Οκτωβρίου, 2021 από τις 11πμ – 6μμ EST, σε συνεργασία με το New York Stock Exchange – NYSE. Η συμμετοχή της Calamos Investments ως Χρυσός Χορηγός και της Nuveen ως Silver χορηγός, ήταν εξαιρετικά σημαντικές για την πραγματοποίηση του Συνεδρίου.

Η ατζέντα του Συνεδρίου επικεντρώθηκε σε θέματα κρίσιμου ενδιαφέροντος για τον χώρο των Closed-End Funds (CEFs) και των ETFs καθώς και σε επενδυτικές στρατηγικές που περιλαμβάνουν CEFs, ETFs, MLPs και BDCs (Business Development Companies).

ΚΥΡΙΑ ΣΥΖΗΤΗΣΗ (στρογγυλής τραπέζης)

Το Συνέδριο τίμησαν με τη συμμετοχή τους τρεις κορυφαίοι «γκουρού» του χώρου, σε μία συζήτηση στρογγυλής τραπέζης, οι οποίοι μοιράστηκαν τις πολύτιμες και μοναδικές γνώσεις τους και την εμπειρία τους σχετικά με την τρέχουσα κατάσταση, τις προοπτικές και τις εξελίξεις όσον αφορά τις επενδύσεις στον χώρο των CEF & ETF:

- John P. Calamos, Founder, Chairman and Global CIO of Calamos Investments and
- Mario Gabelli, CFA, Chairman & Chief Executive Officer of GAMCO Investors, Inc. and LICT Corp.
- The session was moderated by **John Koudounis**, CEO of Calamos Investments.

ΚΕΝΤΡΙΚΟΣ ΟΜΙΛΗΤΗΣ

"Multi-Year Trends: Energy Transition and "Crypto" Beyond Bitcoin"

Jan Van Eck, President and Chief Executive Officer - Van Eck Associates Corporation

Θεματολογία Συνεδρίου: πραγματοποιήθηκαν 8 πάνελ συζητήσεων σχετικά με την αγορά των CEF και ETF: CEF Industry Roundtable; Alternatives & Real Assets (REITs, MLPS, Preferreds & Convertibles); New CEFs Brought to Market & Looking Ahead; The Use of Leverage; BDCs Roundtable – Financing America's Growth; ETF Industry Roundtable; Analyst Roundtable; and Industry Leaders on Challenges & Opportunities.

ΜΕΛΗ ΤΗΣ ΣΥΜΒΟΥΛΕΥΤΙΚΗΣ ΕΠΙΤΡΟΠΗΣ ΤΟΥ ΣΥΝΕΔΡΙΟΥ

- Mariana Fariña Bush, CFA, Research Director CEFs & ETPs/Passive Products Wells Fargo Investment Institute
- Michael Jabara, Managing Director and Head of ETF and Closed-End Fund Research Morgan Stanley Wealth Management
- Alexander Reiss, Director Stifel

Εισαγωγικά σχόλια - καλωσόρισμα: κ. Νίκος Μπορνόζης, President - Capital Link, Inc.

Ο κ. Νίκος Μπορνόζης, ευχαρίστησε και καλωσόρισε όλους τους συμμετέχοντες στο 20th Annual Capital Link Closed-End Funds & Global ETFs Forum και τόνισε: «Γιορτάζουμε σήμερα ένα σημαντικό ορόσημο, την 20η επέτειο του Συνεδρίου. Όλα αυτά τα χρόνια, η Capital Link έχει επιδείξει ιδιαίτερη αφοσίωση στον χώρο των Closed-End Funds and ETFs, και έχοντας πάντοτε δυνατή ατζέντα και μεγάλη προσέλευση, το Φόρουμ έχει

αναγνωριστεί ευρέως ως ένα από τα μεγαλύτερα Συνέδρια του χώρου, συγκεντρώνοντας το εξαιρετικό ενδιαφέρον των παραγόντων της αγοράς κάθε χρόνο.

Θα ήθελα να ευχαριστήσω τη συμβουλευτική επιτροπή, για τη βοήθεια τους για ακόμη μία χρονιά, στη δόμηση της ατζέντας με θέματα σχετικά με την αγορά και κρίσιμου ενδιαφέροντος για τους επενδυτές, τη Mariana Fariña Bush, CFA, Research Director - CEFs & ETPs/Passive Products - Wells Fargo Investment Institute, τον Michael Jabara, Managing Director and Head of ETF and Closed -End Fund Research - Morgan Stanley Wealth Management, τον Alexander Reiss, Director – Stifel, το Χρηματιστήριο της Νέας Υόρκης - New York Stock Exchange για την υποστήριξή τους, και φυσικά θα ήθελα να εκφράσω τις ιδιαίτερες ευχαριστίες μου σε όλους τους χορηγούς που βοήθησαν να πραγματοποιηθεί αυτή η εκδήλωση.

Είμαστε ιδιαίτερα περήφανοι για την ατζέντα του φετινού Φόρουμ, και ανυπομονούμε να παρακολουθήσουμε τις σημερινές σημαντικές συζητήσεις και τον εποικοδομητικό διάλογο μεταξύ των ομιλητών.»

CEF Industry Roundtable

Συντονιστής: κα. Mariana Fariña Bush, CFA, Research Director - CEFs & ETPs/Passive Products - Wells Fargo Investment Institute Ομιλητές:

- K. Robert F. Bush, Jr., Senior Vice President, Director of Closed-End Fund Products Calamos Investments
- K. Jonathan Isaac, Director of Product Management Eaton Vance
- **K. Parth Doshi**, Vice President, Closed-End Fund Product Management and Development **Nuveen**
- **k. Robert F. Bush,** Jr., Senior Vice President, Director of Closed-End Fund Products **Calamos Investments**, served as both a panelist and Moderator on separate roundtables that discussed industry trends, as well as hearing input from research analysts on the current closed-end fund market.

As a participant in the CEF Industry Roundtable discussion, Mr. Bush provided insight into the current product designs and pricing structures related to new issuance in the closed-end fund market. K. Bush also discussed topics including a general overview of the CEF market, the importance of fund advisor's secondary market support, as well as the positive impact of virtual meetings on both CEF IPO issuance and follow on shareholder and advisor communications.

Alternatives & Real Assets

REITs, MLPS, Preferreds & Convertibles

Συντονιστής: κ. Alexander Reiss, Director - Stifel Ομιλητές:

- K. Barry Nelson, CFA, Partner, Senior Advisor Advent Capital Management
- κ. Ryan Sullivan, CFA, Co-Head of Real Assets abrdn
- κ. Matthew Sallee, CFA, Sr. Managing Director & Sr. Portfolio Manager Tortoise
- κ. Paulo Almeida, CIO Tufton Investment Management
- k. Barry Nelson, CFA, Partner, Senior Advisor Advent Capital Management, addressed moderator, Alexander Reiss's question about whether convertibles were becoming a mainstream asset class in the wake of record new issuance in the last two years. Mr Nelson said convertibles remain an attractive niche—as they have for centuries. Niches create investment opportunities for those in the know. Meanwhile, the rising number of convertible securities creates greater opportunities for convertible investors. Mr Nelson emphasized the timeliness of investing in convertible securities in the face of concerns about Fed tapering, rising interest rates, and rising inflation. The basic asymmetry of convertible securities—downside protection combined with upside participation—is particularly reassuring in this uncertain environment. Historically, convertible securities have outperformed most other fixedincome classes during periods when 10-year Treasury rates rose. Convertible bonds have much shorter durations than nonconvertible bonds, hence less sensitivity to increases in market rates of interest. Convertibles did well during the "stagflation" in the latter half of the 1970s—as Mr Nelson recalls vividly, because he has worked on Wall Street since 1972. Fed tapering is likely to cause higher volatility, which will increase the theoretical value of the conversion privilege that is embedded in convertible securities. Rising short-term interest rates raise the cost of leverage, which also boosts the theoretical value of the conversion right. Mr Nelson addressed a guestion about allocating convertibles to a traditional 60/40 portfolio of equities and fixed-income securities by observing that convertibles provide an "automatic transmission" by shifting more toward equity sensitivity in bull markets and by becoming more bond like in bear markets—an advantage in investment returns that is akin to the superior fuel mileage most drivers obtain from automatic transmissions.

Ο κ. Matthew Sallee, CFA, Sr. Managing Director & Sr. Portfolio Manager – Tortoise, τόνισε:

"TortoiseEcofin Overview:

We broadly focus on those assets and services that are indispensable to the economy and society. Our Investment capabilities are primarily focused on energy infrastructure including midstream, power, renewables, and energy technology, both listed and private and across the capital structure. Today we have 132 people at TortoiseEcofin of which roughly 30 are investment professionals focused on energy, power, renewables, and energy technology.

Energy Transition Overview:

- The world is facing competing challenges of growing energy demand and reducing energy poverty contrasting against the need to reduce global c02 emissions
 - o This is leading to an evolution around how energy is delivered and consumed
- we have been studying these trends for years and are convinced the best way to meet the conflicting needs is
 not an either-or solution, we need low or no carbon renewables and natural gas to work in concert to replace
 heavy carbon energy sources that dominated the supply mix over the last several decades
- This creates a secular tail wind benefiting renewables and gas as they disrupt coal. This is similar to what we saw during the shale revolution in the US over the last 20 years but on a global basis.... it's bigger and impacts around 10% of the global equity market.

Defining Transition:

First, to set the table it's important to start with the high-level fact that over 2.5B people don't have basic access to electricity or gas in their home for something as simple as cooking, think UN sustainable development goal #7, (access to clean affordable energy). Also 2/3 or China and India's energy consumption comes from coal so energy transition can mean vastly different things depending on what part of the world you live in. Sure, in the US it may mean buying an EV but in India it means gaining access to US sourced LPG so you no longer have to use wood and animal dung to cook food for your family. Or in China and India, imagine the C02 emission reductions from replacing coal with gas and renewable generation for the nearly 3B people living there. US midstream companies are making the transition happen by exporting low carbon natural gas and LPG.

How to Invest:

TYG started as an MLP fund but evolved to a midstream fund with less emphasis on structure rather picking our favorite midstream names; as we look forward we see great opportunities in both midstream and utilities transitioning to cleaner generation mixes and pure renewable companies. We announced in fall 2020 TYG's portfolio will gradually transition to reflect the broader opportunity we see in "decarbonizing infrastructure"

- If you look at S&P global infra index it's about 2/3 energy and power and 1/3 industrial and transportation infrastructure
 - We are focused on 2/3 where we see most evolution and investment opportunity and ability to pick between winners and losers plus the biggest impact in terms of ability to decarbonize the world."

New CEFs Brought to Market & Looking Ahead

Συντονιστής: κ. Jefferey D. LeMaster, Partner - Clifford Chance US LLP Ομιλητές:

- κ. Stephen Minar, Director BlackRock
- K. Finbar Ward, Vice President Morgan Stanley Wealth Management
- **K. Dave Lamb, Sr. Managing Director, Head of Closed-End Funds Nuveen**

The Use of Leverage

Συντονιστής: κ. Peter Gargiulo, Director - Fitch Ratings Ομιλητές:

- κα. Kimberly Green, Analyst Fitch Ratings
- k. Nate Jones, CFA, Senior Managing Director, Head of Fund Finance and Treasury Nuveen
- κ. Mark B. Quaglia, Director TD Prime Services LLC

BDCs Roundtable - Financing America's Growth

Συντονιστής: κ. Allen G. Laufenberg, CFA, Managing Director, Investment Banking - KEEFE, BRUYETTE & WOODS / Stifel Ομιλητές:

- κ. Jim Labe, Co-CEO & Co-Founder TriplePoint Capital
- K. Steve Brown, Chairman, CEO & Founder Trinity Capital Inc.

k. Rob Pomeroy, Chief Executive Officer, Chairman & Co-Founder - Horizon Technology Finance Corporation

KEYNOTE ADDRESS

Multi-Year Trends: Energy Transition and "Crypto" Beyond Bitcoin

- k. Jan Van Eck, President and Chief Executive Officer Van Eck Associates Corporation
- k. Jan van Eck, spoke to the Forum about two multi-year themes representing extreme value and extreme growth and the paradoxes they present for investors. For commodities, the energy transition and sustainability are expected to be key drivers. Crucially, he noted that sustainability is multi-dimensional, and it's important to look beyond power and transport to consider agriculture, land use markets and food systems as well. He highlighted the supply constraints as well as the intense demand for commodities going forward. After facing an extended bear market, many commodities companies restructured and are in better financial shape than ever. However, the paradox is that their stock prices do not reflect this and remain undervalued—he pointed to gold miner stocks as an extreme example. On the other side, extreme growth, is blockchain. He referred to 2021 as the year of smart contracts. Disruption of finance by crypto is happening in three areas: brokerage/exchanges, payments and banking/lending. The blockchain revolution is happening, but the paradox here is that many growth companies are richly valued. These two multi-year themes are not going away anytime soon, but investors may be wary of participating, for conflicting reasons. In his view, a dollar cost average approach to edge into those investments makes the most sense.

ETF Industry Roundtable

Συντονιστής: κ. Douglas Yones, Head of Exchange Traded Products - New York Stock Exchange Ομιλητές:

- к. Arne Noack, Head of Systematic Investment Solutions Americas DWS
- к. Paul Kim, CEO and Cofounder Simplify ETFs
- k. Gunjan Chauhan, Senior Managing Director, Global Head of SPDR Capital Markets State Street **Global Advisors**

Analyst Roundtable

Συντονιστής: κ. Robert F. Bush, Jr., Senior Vice President, Director of Closed-End Fund Products - Calamos **Investments** Ομιλητές:

- κα. Mariana Fariña Bush, CFA, Research Director CEFs & ETPs/Passive Products Wells Fargo **Investment Institute**
- k. Michael Jabara, Managing Director and Head of ETF and Closed-End Fund Research Morgan **Stanley Wealth Management**
- к. Alexander Reiss. Director Stifel
- κ. Mike Taggart, CFA, CEO & Head of CEF Insights Taggart Fund Intelligence, LLC
- κ. Robert F. Bush, Jr., Senior Vice President, Director of Closed-End Fund Products Calamos Investments, served as both a panelist and moderator on separate roundtables that discussed industry trends, as well as hearing input from research analysts on the current closed-end fund market.

As moderator for the CEF Analyst Panel, Mr. Bush led the discussion on topics that explored the current dynamics and influences pertaining to both the primary and secondary markets of closed-end funds, the thoughts on the impacts of leverage in the current economic environment, the importance of CEF manager's coordination with research analysts to best support their closed-end fund products, and key takeaways from 2021 and thoughts for 2022 for the closed-end fund space.

Ο κ. Mike Taggart, CFA, CEO & Head of CEF Insights - Taggart Fund Intelligence, LLC, τόνισε: "The closed-end fund IPO and secondary markets are in a virtuous circle: the strong valuations in the secondary market create a positive environment to launch new funds; meanwhile, the IPO marketing gets people interested in closed-end funds in general, bolstering the secondary market. Yields are also supporting the strong secondary market. The average valuation right now is a -2.6% discount. That's largely due to yields that are far higher than in similarly invested funds wrapped as mutual funds or ETFs. One could argue that valuations would be even better if some fund sponsors did a better job providing investors - and particularly prospective investors—with more and more pertinent information about their funds; Control your narrative! Tell your story! Investors and advisors don't have the time to dig and their narrative is going to be 'I'm moving onto the next fund.' Now, the flip side of these exceptional valuations is that investors who own funds trading at large premiums should consider taking their gains and investing the proceeds in similarly-invested funds trading at cheaper valuations. There's nothing wrong with taking gains or holding cash; however, there is something wrong with thinking that this positive environment will last 4 forever – this time is NOT different from other cycles, as time will surely prove. While I don't think there will be a strong tax-loss selling season this year, assuming volatility doesn't spike, I do think valuations will widen once short rates go up, primarily because the marginal closed-end fund investor doesn't understand the effects of rising rates on their funds, assumes the worst, and sells."

"Industry Leaders on Challenges & Opportunities"

A Roundtable Discussion among CEOs

Συντονιστής: κ. John S. Koudounis, CEO - Calamos Investments Ομιλητές:

- K. John P. Calamos, Founder, Chairman and Global CIO Calamos Investments
- K. Mario Gabelli, CFA, Chairman & Chief Executive Officer GAMCO Investors, Inc. and LICT Corp.
- **κ. John Koudounis,** served as Moderator of the highlight panel of the day featuring esteemed industry veterans, John Calamos, Sr. Founder, Chairman and Global CIO of Calamos Investments and Mario Gabelli Founder, Chairman and CEO of GAMCO Investors. κ. Koudounis led the group discussion covering various challenges and opportunities these seasoned investors are seeing in the industry. He elicited spirited conversation covering everything from the impact of tax increases on the markets and economy, the unique attributes of convertible securities within a CEF portfolio and the impressive resiliency of CEFs as a product.
- **k. John Calamos**, discussed the importance of investor education, pointing out how CEFs are a solution in the search for income. He emphasized, "We are in the lowest interest rate environment in history; CEFs offer benefits to investors, including a level distribution policy." As an investor who was one of the pioneers in the use of convertible securities, Calamos discussed how the asset class is uniquely suited for a closed-end fund product. He pointed out, "Convertibles can generate both capital gains and income to support distributions, and offer risked-managed exposure to equity markets. The asset class is adept at absorbing market volatility, which can help CEF investors stay in markets over the long haul as more stable NAVs due to convertible holdings can also mitigate wide price fluctuations of CEFs during periods of market volatility."

Εταιρείες που συμμετείχαν:

- abrdn
- Advent Capital Management
- BlackRock
- Calamos Investments
- CLIFFORD CHANCE US LLP
- DWS
- Eaton Vance
- Fitch Ratings
- GAMCO Investors, Inc. and LICT Corp
- Horizon Technology Finance Corporation
- KEEFE, BRUYETTE & WOODS / Stifel
- Morgan Stanley Wealth Management
- New York Stock Exchange
- Nuveen
- State Street Global Advisors
- Stifel
- Trinity Capital Inc.
- TriplePoint Capital
- TortoiseEcofin
- Tufton Investment Management
- Van Eck Associates Corporation
- Wells Fargo Investment Institute

Το Συνέδριο είναι εγκεκριμένο για 6 CFP CE Credits.

ΣΧΕΤΙΚΑ ΜΕ ΤΟ ΣΥΝΕΔΡΙΟ:

Με ένα ιστορικό 20 ετών επιτυχούς διεξαγωγής, είναι το μακροβιότερο επενδυτικό συνέδριο που αφορά τα Closed-End Funds (Κλειστά Κεφάλαια) & Global ETFs (Ανοιχτά Κεφάλαια) με σημαντική αναγνώριση στον κλάδο. Ενημερώνει την ευρύτερη επενδυτική κοινότητα για τις τελευταίες τάσεις, εξελίξεις και στρατηγικές επένδυσης που περιλαμβάνουν Closed-End Funds, MLPs, BDCs και Exchange Traded Funds.

Αυτό το φόρουμ προσελκύει σταθερά κάθε χρόνο χρηματοοικονομικούς συμβούλους, θεσμικούς επενδυτές, εγγεγραμμένουs επενδυτικούs συμβούλουs (RIA), ιδιωτικούς τραπεζίτες, χρηματοοικονομικούς φορείς, διαχειριστές

κεφαλαίων και περιουσιακών στοιχείων, αναλυτές και οικονομικά ΜΜΕ, οι οποίοι βρίσκουν αυτό το συνέδριο χρήσιμο όχι μόνο ως μέσο για την ανταλλαγή και την αξιολόγηση των τελευταίων προϊόντων και τάσεων των CEF και ETF, αλλά και ως μία εξαιρετική διαδραστική πλατφόρμα για την ενίσχυση της προβολής και τη δημιουργία των κατάλληλων επαφών.

ΤΟ ΣΥΝΕΔΡΙΟ ΔΙΟΡΓΑΝΩΘΗΚΕ:

Σε συνεργασία με: New York Stock Exchange - NYSE

хорнгоі:

ΧΡΥΣΟΣ ΧΟΡΗΓΟΣ: Calamos Investments

SILVER XOPHΓOΣ: Nuveen

BRONZE XOPHFOI: abrdn • Clifford Chance US LLP • DWS • Eaton Vance • Fitch Ratings • Gabelli Funds •

Guggenheim Investments • Stifel • Tortoise Ecofin • Tufton Investment Management

ΦΟΡΕΑΣ ΥΠΟΣΤΗΡΙΞΗΣ: Closed-End Fund Association, Inc. – CEFA

ΓΙΑ ΠΕΡΙΣΣΟΤΕΡΕΣ ΠΛΗΡΟΦΟΡΙΕΣ:

Παρακαλούμε επικοινωνήστε με:

NEA YOPKH // Κα. Όλγα Μπορνόζη & Κα. Eleni Bej

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Για χορηγικές δυνατότητες παρακαλούμε επικοινωνήστε με κ. Νίκο Μπορνόζη ή κα. Anny Zhu στο forum@capitallink.com or call +1 (212) 661–7566.

Ή επισκεφθείτε:

http://forums.capitallink.com/cef/2021/index.html www.capitallink.com www.capitallinkforum.com

H TAYTOTHTA THΣ CAPITAL LINK

Με έδρα τη Νέα Υόρκη και παρουσία στο Λονδίνο, την Αθήνα και το Όσλο, η Capital Link δραστηριοποιείται από το 1995 στον τομέα των Επενδυτικών Σχέσεων και Επικοινωνίας (Investor Relations & Financial Communication) παρέχοντας συμβουλευτικές υπηρεσίες στο τομέα των χρηματοοικονομικών επικοινωνιών και των επιχειρήσεων με στρατηγική εστίαση στους τομείς της ναυτιλίας, των εμπορευμάτων και της ενέργειας, των MLP, των Closed_End Funds καθώς και των ETF.

Η Capital Link είναι μέλος του **Baltic Exchange** και συνεργάζεται στενά με το **Χρηματιστήριο της Νέας Υόρκης, το NASDAQ και το Χρηματιστήριο του Λονδίνου** καθώς και με σημαντικούς διεθνείς και παγκόσμιους οργανισμούς του κλάδου, εστιάζοντας στους κύριους τομείς της δραστηριότητος της.

Επιπλέον η Capital Link διοργανώνει ετησίως μία σειρά 22 Συνεδρίων και 28 webinars, τα περισσότερα από τα οποία επικεντρώνονται στον ναυτιλιακό τομέα, στις ΗΠΑ, Ευρώπη και Ασία, στα μεγαλύτερα ναυτιλιακά κέντρα παγκοσμίως όπως: στη Νέα Υόρκη, Λονδίνο, Όσλο, Αμβούργο, Αθήνα, Λεμεσό, Σαγκάη, Σιγκαπούρη, Τόκυο, και στο Χόνγκ Κόνγκ. Τα Συνέδρια της Capital Link προσελκύουν την ελίτ των οικονομικών, επενδυτικών και ναυτιλιακών κοινοτήτων και παρέχουν ένα μοναδικό συνδυασμό πληροφοριακού περιεχομένου, ευκαιριών μάρκετινγκ και δικτύωσης.

Εκτός από τα συνέδρια, η **Capital Link διοργανώνει Webinars** με έμφαση σε επενδυτικές στρατηγικές, σε διάφορους τομείς και κρίσιμα θέματα ενδιαφέροντος για την επενδυτική κοινότητα και εταιρικές παρουσιάσεις. **Η παγκόσμια πλατφόρμα μάρκετινγκ της Capital Link** ενισχύει την προβολή και την εμβέλεια αυτών των γεγονότων σε παγκόσμια κλίμακα, με διάρκεια πέραν της ημερομηνίας κατά την οποία πραγματοποιείται το κάθε γεγονός, καθιστώντας ένα συνεχές σημείο αναφοράς για τους συμμετέχοντες στην αγορά.

Οι προσπάθειες και η συμβολή της Capital Link έχουν αναγνωριστεί το 2011 από τα Ελληνικά Ναυτιλιακά Βραβεία Lloyds's List, το 2012, το 2013 από το περιοδικό InterContinental Finance, το 2016 από το περιοδικό Wealth & Finance. Επίσης, το 2016, από το Propeller Club και το Ελληνο-Αμερικανικό Ινστιτούτο ΑΗΙ στην Washington.