

# EXPAT'S ETF FAMILY

expatcapital

## EXPAT INTERNATIONAL ETF CONFERENCE

Capital Fort Congress Center

New York City Hall

22 March 2018 (Thursday), 6:00 p.m.



A grayscale world map serves as the background, overlaid with a network of white lines and circular nodes, suggesting global connectivity and technology. The nodes are of varying sizes and are connected by thin white lines, creating a web-like structure across the map.

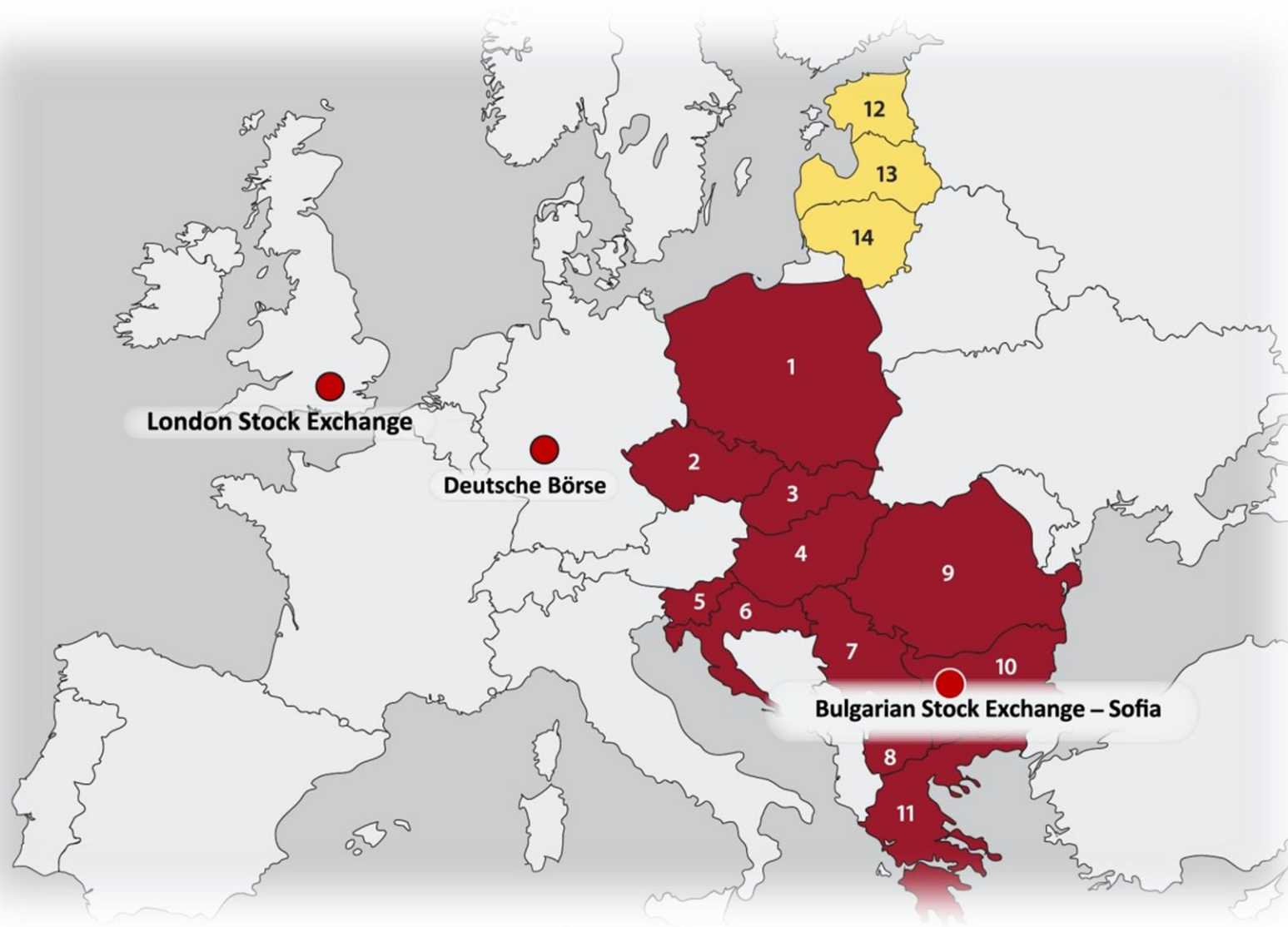
# expatcapital

**CONTROL YOUR MONEY. PRESERVE YOUR WEALTH. BUILD YOUR FUTURE.**  
**A REMARKABLY DIFFERENT WEALTH MANAGEMENT EXPERIENCE.**

A grayscale photograph of a person sitting in a chair, seen from behind, with their hands clasped behind their head. They are in a relaxed posture, looking towards a large screen or wall that displays the world map and network graphic seen in the background. The scene is dimly lit, with the primary light source coming from the screen/wall.

# EXPAT – THE ETF OPERATOR IN THE CEE REGION

# EXPAT – THE ETF OPERATOR IN CEE



# EXPAT – THE ETF OPERATOR IN CEE

Expat Asset Management intends to become the leader in the ETF management industry in the CEE region. We have launched 11 ETFs:

Country	Expat fund	Index	Ticker
1 Poland	EXPAT POLAND WIG20 UCITS ETF	WIG20 on Warsaw Stock Exchange	PLX
2 Czech Republic	EXPAT CZECH PX UCITS ETF	PX on Prague Stock Exchange	CZX
3 Slovakia	EXPAT SLOVAKIA SAX UCITS ETF	SAX on Bratislava Stock Exchange	SK9A
4 Hungary	EXPAT HUNGARY BUX UCITS ETF	BUX on Budapest Stock Exchange	HUBE
5 Slovenia	EXPAT SLOVENIA SBI TOP UCITS ETF	SBI TOP on Ljubljana Stock Exchange	SLQX
6 Croatia	EXPAT CROATIA CROBEX UCITS ETF	CROBEX on Zagreb Stock Exchange	ECDC
7 Serbia	EXPAT SERBIA BELEX15 UCITS ETF	BELEX15 on Belgrade Stock Exchange	ESNB
8 Macedonia	EXPAT MACEDONIA MBI10 UCITS ETF	MBI10 on Macedonian Stock Exchange	MKK1
9 Romania	EXPAT ROMANIA BET-BK UCITS ETF	BET-BK on Bucharest Stock Exchange	ROX
10 Bulgaria	EXPAT BULGARIA SOFIX UCITS ETF	SOFIX on Bulgarian Stock exchange – Sofia	BGX
11 Greece	EXPAT GREECE ASE UCITS ETF	ATHEX Composite on Athens Stock Exchange	GRX

## EXPAT'S ETFs CHARACTERISTICS

- UCITS-compliant
- Passive, no stock picking, no market timing
- Equity index trackers
- Open-ended, providing daily liquidity
- Direct physical replication
- Reinvesting dividends; not distributing any dividends
- Expat's ETFs do not hedge their exposure to the local currencies against the EUR. The funds are quoted and traded in EUR, but investors bear the underlying exchange rate risk in seven of the 11 countries
  - Slovakia, Slovenia, Greece are members of the Eurozone, no FX risk against the EUR. Bulgaria has a fixed BGN/EUR exchange rate
  - Poland, the Czech Republic, Hungary, Croatia, Serbia, Macedonia, and Romania have their own currencies which fluctuate against the EUR

## EXPAT'S ETFs – A UNIQUE MARKET PROPOSITION

- A unique market propositions providing country-specific exposure in the CEE region to international investors
- Designed to be major highways for capital flows to and from the equity markets of the CEE countries
- Link the stock exchanges of the CEE countries with the financial centres of London and Frankfurt
- Easy and cost-effective for international investors to take and liquidate an exposure to the specific countries in the region
- Overcome deficiencies such as lack of liquidity, lack of access, cross-border settlement issues, high execution costs, large spreads, and other technical factors typical for many of the CEE markets

## EXPAT'S ETFs ADVANTAGES

- A convenient and efficient macro play, easy to follow
  - No need to devote time and resources to analyze, pick and follow individual stocks
  - Portfolios published daily on the Expat website
- Diversification
  - Exposure to the largest and most liquid stocks on the relevant market
- Superior liquidity
  - The existence of both primary and secondary markets ensures superior liquidity. Any amount can be invested or divested on any given day.
  - Market-makers guarantee the liquidity of the shares
  - Traded on 2 stock exchanges (more in the future)



## NEXT STEPS

ETFs covering the  
Baltics and other ETFs  
in CEE and elsewhere



## ABOUT EXPAT CAPITAL

- The largest independent wealth management company in Bulgaria
- Managing a family of ETFs tracking the performance of major equity indices in the CEE region, hundreds of individual investment portfolios, and 3 mutual funds with global focus
- Global client base and global markets reach
- A team of professionals with diverse international education and experience
- Optimized cost-effective solutions with first-mover advantage in niche categories

# CONTACT

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