

# Pillar 3 Disclosures

31 December 2015 update

## I. Background

The European Union Capital Requirements Directive sets out the regulatory framework governing the amount of capital which must be maintained by credit institutions and investment firms. In the UK the directive has been implemented by the Financial Conduct Authority (the “FCA”).

The capital adequacy framework consists of three “pillars”:

- Pillar 1 sets out the minimum capital requirements for credit, market and operational risks;
- Pillar 2 requires firms, and the FCA, to assess through the Internal Capital Adequacy Assessment Process (“ICAAP”) whether additional capital should be held against risks not covered by Pillar 1; and
- Pillar 3 requires firms to publish certain details of their capital, risks and risk management processes.

## II. Scope of application

The CQS EEA consolidation group (the “Group”) includes two entities that are regulated in the UK by the FCA:

- CQS (UK) LLP (“UK LLP”) – FRN 400496, a BIPRU Investment Management firm and a full-scope AIFM.
- CQS Investment Management Limited (“IML”) – FRN 459903, an IFPRU Investment Management firm.

The Pillar 3 disclosures contained within this document apply to the Group, which is regulated as an IFPRU 125k firm, on a consolidated basis. The Group is headed by CQS Finance S.A. and, in addition to the two regulated entities listed above, fully consolidates the following entities:

Name	Nature of business
CQS Luxembourg Global S.à.r.l.	Holding company
CQS Aiguille du Chardonnet S.à.r.l.	Fund general partner
CQS Asset Management Limited	Dormant*
CQS Investment Management (Australia) PTY LTD	Sales agent and marketing, regulated by ASIC in Australia
CQS Management Limited	Holding company
CQS (Grosvenor) LLP	Provision of infrastructure and personnel
CQS (US), LLC	Investment management and advisory, regulated by US SEC

\* Whilst dormant as at the date of publication, as at 31 December 2015 CQS Asset Management Limited (“AML”, FRN 408091), was a BIPRU Investment Management firm and a full-scope AIFM. AML’s permissions were cancelled effective from 3 February 2016.

### III. Risk management objectives and policies

Ultimate oversight of the Group's risk management objectives and policies is provided by the Executive Committee. The Risk and Control Committee, which reports into the Executive Committee, is responsible for overseeing and supervising the risk management function and providing oversight of the Group's risk matrix and exposures.

The objective of the Group's risk management structure is to manage known risks effectively and react to emerging risks. The Risk and Control Committee and key members of the Group's management meet on a regular basis to discuss and identify known and potential risks faced by the Group.

#### Business risk

The Group has identified its key business risk as being the risk of a substantial decline in assets under management and fee income. This is principally driven by the risk of poor investment performance, whether due to internal decision making, errors or external market conditions. The Group mitigates this risk through close monitoring of investment performance, implementing appropriate remuneration and incentive structures to hire and retain highly skilled professionals, and through maintaining robust procedures for identifying, measuring and managing portfolio risk.

The Group's business model is also at risk from reputational factors, as reputational damage could result in a significant decrease in assets under management and impairment of future business development. To curb both the effect and occurrence of damage to reputation, the Group invests resources into portfolio management, the infrastructure platform and communications with relevant parties, including investors, independent directors, regulators, third party service providers and counterparties.

Regulatory factors also give rise to business risk; the Group operates within a highly regulated environment and laws and regulations may evolve in a manner that negatively impacts upon the Group's business model. The Group mitigates this risk through ongoing monitoring of current and proposed regulatory requirements along with engagement with industry bodies.

#### Operational risk

The Group is exposed to operational risks as a result of inadequate or failed internal processes, breaches of regulatory or ethical standards, errors and breaches in the Group's security. Operational risk is monitored by the Group's Risk and Control Committee and is mitigated through the implementation of robust controls and processes, regular staff training and policies covering anti-money laundering, bribery, market abuse etc.

The Group has also established an internal audit function to provide independent, objective assurance and consulting services that help senior management to protect the assets, reputation and sustainability of the Group. Internal audit conducts ongoing audit testing and controls assurance reviews to cover areas assessed as higher risk or of being of particular interest or concern to senior management.

#### Market risk

The Group holds investments in Collateralised Loan Obligations ("CLOs") to satisfy risk retention requirements, which are exposed to possible impairment due to market performance. As part of the Group's capital planning process, specific capital and reserves are held in consideration of market risk to mitigate the impact of this exposure.

Market risk also arises through exposure to balances held in foreign currencies, primarily due to fees generated in currencies other than the Group's functional currency as well as foreign currency denominated investments. Foreign currency balances are monitored on an ongoing basis and hedging strategies executed to mitigate exposure.

#### Credit risk

The Group is exposed to the risk of loss should any of the Group's counterparties fail to fulfil their contractual obligations. This risk is managed through the establishment of short settlement terms with the Group's counterparties, primarily the funds managed by the Group and other CQS entities outside the Group, with billing for management and performance fees settled within three months. Oversight of the liquidity, credit and operational risk of the funds managed by the Group is provided by the Group's Risk and Control Committee.

## IV. Capital resources

As an IFPRU 125k firm, the Group's minimum capital requirement under Pillar 1 is calculated as being the greater of:

- A base capital requirement of €125,000;
- The sum of its market and credit risk capital requirements; and
- The fixed overheads requirement.

As a result of the regulatory permissions held, the Group's Pillar 1 capital requirements do not include an operational risk capital component. As part of the Group's ICAAP, the Group assesses all known risks, including operational risks, to consider the adequacy of the level of capital held in view of the Group's current and future activities. The risks identified are stress-tested against various scenarios to determine the level of capital that needs to be held.

The Group's own funds, on a consolidated basis, consisted of the following as at 31 December 2015:

Category	Sub-category	31 December 2015 \$'000s
Common equity tier 1 capital	Paid up capital instruments	30
	Share premium	40,000
	Other reserves	87
	Deferred tax assets	(6,021)
Total common equity tier 1 capital		34,096
Additional tier 1 capital	Paid up capital instruments	9,797
Total additional tier 1 capital		9,797
Total tier 1 capital		43,893
Total own funds		43,893

As at 31 December 2015, the Group's risk-weighted exposure amounts ("RWA") were as follows:

Risk	Exposure class	RWA \$'000s	8% of RWA \$'000s
Credit risk	Exposures to institutions	1,452	116
	Exposures to corporates	51,054	4,084
	Items representing securitisation positions	77,996	6,240
	Other items	1,271	102
Total credit risk		131,773	10,542
Market risk	Foreign exchange	17,132	1,371
Total market risk		17,132	1,371
Total credit and market risk		148,905	11,913
Additional risk exposure amount due to fixed overheads		47,922	3,834
Total RWA		196,827	15,747

The adequacy of the capital held by the Group is assessed regularly, and at least annually, as part of the ICAAP framework and is subject to approval by the Group's Executive Committee.

### Exposure to securitisation positions

The Group's securitisation positions represent holdings in Collateralised Loan Obligations ("CLOs") to satisfy risk retention requirements arising under Article 405 of Regulation No 575/2013/EU (the "Retention Rules"). The Retention Rules require that the Group holds at least 5% of the nominal value of each tranche sold or transferred to investors of each CLO for which the Group acts as sponsor in its role as collateral manager. Consequently, the CLO notes held by the Group range from most senior to most subordinate.

## V. Remuneration

The following Pillar 3 disclosure on remuneration is made for the 12 month period ended 30 September 2015 (the "Performance Period").

### Proportionality

UK LLP, AML and IML have been identified as proportionality level three firms, as described in the FCA's General Guidance on Proportionality dated January 2014, for the purposes of this remuneration disclosure. All staff involved in these businesses during the Performance Period were seconded from CQS (Global Services) Ltd ("GS"), CQS (Grosvenor) LLP ("GP") or remunerated directly by UK LLP and are captured by this disclosure.

### Governing body and remuneration committee

The responsibility for remuneration for the above staff lies with the board of directors of GS or the board of directors of the managing member of GP and the corporate member of UK LLP (each a "Governing Body").

The Governing Body sets the Remuneration Policy for CQS and oversees its governance framework to ensure that remuneration arrangements are consistent with, and promote, effective risk management. The setting of the Remuneration Policy and its operation takes account the following:

- the primary business of CQS is investment management and advisory services to funds (each of which have their own independent governing bodies) with fee-based income and the firm does not place its balance sheet directly at risk;
- the retention, recruitment and talent development requirements of the firm as well as the external market environment; and
- updates on regulatory developments and market wide remuneration issues.

The Chief Risk Officer reviews the variable remuneration structure of CQS against its risk profile and assesses it with respect to the capital and liquidity requirements (both current and future) of the firm. The Global Head of Compliance ensures that the policies and procedures comply with current legislation, regulation and internal policies. The Human Resources function is involved in coordinating and monitoring the consistent application the remuneration policies and procedures.

The Governing Body has appointed an independent Remuneration Committee ("RemCo") to make recommendations to the Governing Body in respect of remuneration. RemCo has four non-executive independent members: Alex Ribaroff (Chair), Eric Bertrand, Catherine Cripps and Gary Gladstein, and one executive member: Marc Hotimsky.

RemCo has met several times to consider evidence provided by senior management within CQS and the results of external benchmarking studies and advice from third party consultants with respect to the Performance Period. Such evidence is collected and scrutinised by an internal committee incorporating Graeme Beveridge (HR Director), Sir Michael Hintze (CEO), Marc Hotimsky (Chairman), Martin Pabari (COO) and Sir Michael Peat (Senior Advisor).

The Group's Remuneration Committee is responsible for providing an independent review and approval of all remuneration policies and annual discretionary compensation. Input into such policies and proposed discretionary compensation is provided to the Remuneration Committee by an internally constituted Compensation Review Group. The Remuneration Committee meets quarterly plus additional meetings as required at year-end.

### Information on link between pay and performance

The total remuneration for each individual comprises a base salary/draw, discretionary variable award (which may be deferred) and benefits. These components are considered and are balanced appropriately having regard to the role fulfilled by each particular individual.

In establishing the level of variable awards (if any) for the firm as whole and the individuals, the Governing Body and RemCo take into consideration:

- the operating profit of CQS reflecting the revenue from management and performance fees (on a crystallisation basis) less its operating expenses;
- the performance of the relevant team being the business line (e.g. the Convertibles portfolio management team) or support function (e.g. the Distribution or Legal function);
- the performance of the individual (both financial and non-financial performance); and
- market and benchmarking data for the industry and individual functions.

The assessment of each individual's performance encompasses both financial and non-financial performance with quantitative metrics and qualitative input utilised. CQS is committed to ensuring that individuals are not rewarded for running undue risk and are incentivised to operate within the risk tolerance set by the Governing Body in conjunction with the firm's Executive Committee. Risk, Compliance, Human Resources and Middle Office provide a confidential risk assessment to RemCo for individuals or teams and this is taken into account with adjustments made to individual variable remuneration levels (both positively and negatively) as appropriate; a weighted rating in favour of effective risk management and compliance with policies and procedures may be used to ensure an individual's remuneration promotes effective risk management.

CQS also uses deferral plans to incentivise and retain staff, to ensure individuals maintain sustainable performance and effective risk management over a multi-year timeframe and to align interests to investors in the funds managed by the firm. A significant proportion of the performance award for those in receipt of a variable award above a level set at the discretion of the Governing Body and RemCo is deferred and the amount deferred is invested in funds managed by the firm. Such amounts typically pay out at the end of a three year deferral period subject to various conditions being met and claw backs for poor performance may be made during the deferral period.

### Quantitative information on remuneration

CQS has identified 12 individuals as Code Staff during the course of the Performance Period, representing an overall decrease of 3 for this performance period. The 12 Code Staff comprises of 6 identified as being in Control Functions and 6 as being Senior Managers, most of whom are also risk takers but have been classified as Senior Managers given their primary role.

The aggregate remuneration of staff identified as Code Staff for the Performance Period is \$30,921,713 which includes the full amounts for any time individuals were Code Staff during the period. CQS considers that it has a single business area (investment management) which benefits from a range of support and ancillary functions.