Hedge fund solutions
Commingled funds of funds vehicles are the traditional core of Optima’s business. Today, the firm offers a variety of well-defined products that investors can use to gain access to diversified “portfolios” of hedge fund managers.

For institutions or substantial private groups that have a need for “private label” products, Optima has all the necessary expertise to build and manage customized programs. These can be either for proprietary capital or for distribution to external customers.

The firm is intensively involved in identifying exceptional talent among hedge fund managers. Consequently, offering single-manager funds is a natural complement to the multi-manager business. Many of the single-manager products are focused on particular industry sectors or specialized investment strategies.
RISK MANAGEMENT
Vigilance is an essential component of preserving and growing capital. Optima devotes substantial effort to actively manage and monitor asset allocations, not only through the qualitative process of continual dialogue with managers, but also by utilizing rigorous quantitative measures.

FOCUSED ON QUALITY
Optima has always been committed to the quality and integrity of its programs and operations. This is not just our business strategy – it is the standard against which we measure everything we do.

MELLON RELATIONSHIP
Mellon Private Asset Management (“Mellon”) selected the firm after extensive due diligence as its sole provider of hedge fund offerings for its client base. Subsequently, Mellon became a partner in the firm.

Optima has been on the cutting edge of developments in the hedge fund industry ever since the launch of its first fund of funds in 1988. While there has been a tremendous proliferation of hedge funds and funds of funds since that time, few can offer the depth and breadth of experience that Optima has.

BUILDING ON SUCCESS
From modest beginnings, Optima has grown into one of the most well-recognized and highly respected firms in the business. Today, the firm consists of a sophisticated team of professionals with expertise in all aspects of designing, structuring, marketing and managing effective hedge fund programs.

PRESERVING AND GROWING CAPITAL
From its inception, Optima has maintained an unwavering dedication to earning its clients’ trust and meeting the demands of one paramount objective:

To overcome volatile markets and unpredictable economic and political developments by preserving and growing capital over time.

“We were pioneers in hedge fund investments. Over the years, we’ve accumulated a base of knowledge and a perspective on the market that is unsurpassed in our industry.”

D. DIXON BOARDMAN, FOUNDER AND MANAGING MEMBER
Our multi-manager funds provide an intelligent and efficient solution for investors who want diversification without sacrificing performance.

HAL MCMAH, MANAGING DIRECTOR, PORTFOLIO MANAGEMENT

The underlying premise of a fund of funds is that there are great managers but there is no such thing as “the single best” manager. Although a given manager’s long-term track record may be outstanding, there will be periods when they are out of phase with the markets or with their peers. Utilizing different but complementary managers within a single program is an approach that seeks to achieve diversification without compromising performance. Furthermore, because hedge funds are so diverse, it is important not only to pick the right managers but also to pick the right mix of managers in order to create a “portfolio” of managers with the proper balance of risk/return characteristics that is appropriate to a given set of objectives.

ACCESS TO THE BEST AND THE BRIGHTEST
Optima’s long experience in the field and reputation as a highly professional investor have become increasingly important as the industry has expanded and become more institutional. These characteristics have enabled the firm to gain access to and build relationships with hedge fund managers in ways that other investors may not be able to achieve on their own. Frequently, “the best and the brightest” may be closed or require prohibitively high minimum investments, obstacles that Optima can often overcome.

CAPITALIZING ON EXPERTISE
Analyzing, selecting and monitoring hedge funds have become an increasingly complex process that is partly an art and partly a science. Over the years, Optima has honed its edge in investing successfully with diverse mixes of hedge funds. The firm is rigorous and disciplined in identifying talent, conducting effective due diligence, evaluating changes within a manager’s organization or approach and taking well-considered action to re-allocate when necessary. Many investors may not possess the required experience, skills or time to conduct these efforts on their own. This is Optima’s added value.
Certain investment groups, such as institutions or substantial individuals and family offices, may prefer to invest in hedge funds on a proprietary basis. In other cases, organizations such as a bank or another type of intermediary may seek to offer hedge fund products to their own client base as a private label product. Optima has a wealth of experience in building and managing such programs in a variety of circumstances.

**STRATEGICALLY DESIGNED**

In addition to offering all the necessary investment expertise, due diligence and monitoring skills, Optima is very adept at defining the needs of the organization as a prelude to developing a customized hedge fund program. Furthermore, the firm has a keen understanding of how to position such programs in the marketplace when an institution is aiming to market the product on a private label basis.

**TAILORED TO UNIQUE CRITERIA**

Often times there are special needs in a customized program, to which Optima is highly attuned. There may be strict parameters regarding liquidity, other manager selection criteria or transparency. Sometimes, concessions must be negotiated with the managers in order to satisfy these needs. Optima’s relationship with managers can often be important in obtaining their cooperation.

**ADDING STRATEGIC OVERVIEW**

Optima provides a high level of reporting and insight to institutional clients with customized programs. In particular, Optima can offer a valuable strategic overview that goes well beyond performance reporting or program monitoring.

“We spend considerable time getting to know each of our clients. A deep understanding of their unique goals and requirements forms the foundation of our customized programs.”

Christopher J. Heath, Managing Director
Institutions and sophisticated investors are constantly on the search for exceptional hedge fund talent. Given Optima’s role both in its own funds of funds process and in its customized programs for clients, in which it is constantly meeting with and evaluating a wide range of both well-established and emerging managers, the firm is well-positioned to act as an intermediary. Optima selectively seeks to “cherry pick” hedge fund managers that have demonstrated a particular expertise.

**MONITORING PERFORMANCE**
A critical component to the success of the single-manager funds is Optima’s ability to monitor and administer each product. In addition to overseeing the preparation of legal documents and correctly structuring each product at its inception, Optima monitors performance on a daily basis. Full transparency enables the firm to monitor changes in the portfolio and frequent contact with the manager provides ongoing input on strategic and organizational developments.

**SPONSORING TALENT**
Optima’s single-manager funds are aimed primarily at highly focused investment niches. These may encompass:

- Specific market segments (small capitalization equities)
- Specific industry sectors (healthcare, energy)
- Individual countries (Japan)

In many cases, Optima serves as exclusive distributor for the manager on an international basis.

“We evaluate numerous managers, across a broad spectrum of strategies. Only those we deem ‘best-in-class’ qualify for our single-manager funds.”

*Robert A. Picard, CIO/Director of Research*
In today’s asset management business, a commitment to service may seem old fashioned. However, Optima is serious about making just such a commitment to each of its clients.

**EMPHASIZING CLOSE COMMUNICATION**
The first element in this process is in providing comprehensive, informative and timely investment updates on a regular basis. These are made available through written reports and on the firm’s website. More importantly, Optima believes that there is no substitute for personal contact. Principals and investment staff are always on call to respond to investors’ requests.

**RESPONDING TO CLIENTS’ NEEDS**
The firm’s success can be measured by the performance of its programs and by the growth of its assets. However, Optima also believes that its success is reflected in the satisfaction of its clients’ needs. The firm continually seeks a dialogue with investors to ensure that the investment products are on target.

“The most rewarding aspect of what we do is developing strong, long-term relationships with our clients. At the end of the day, that is how we define our success.”

NICHOLAS C. VON SPEYR, DIRECTOR OF MARKETING
“Optima has a presence in both New York and Bermuda. In addition, we leverage the specialized talents of trusted advisors renowned throughout the world.”

NANCY S. LITTMAN, DIRECTOR OF ADMINISTRATION
Established in 1988, Optima is one of the most established groups in the hedge fund investment business.

The firm has a strong reputation for professionalism and is highly regarded by investors, managers and peers alike.

Optima can boast a depth and breadth of experience that few other organizations can.

The firm’s multi-faceted team of professionals is skilled in all aspects of building and overseeing effective hedge fund products.

Optima has developed a rigorous and disciplined approach to manager identification, evaluation and monitoring.

The firm also has a broad understanding of the strategic trends that affect the investment business.

Optima continues in its goal to build a corporate culture known for its professional expertise and service to its clients.

“We add value on so many levels – our experience ... our knowledge ... the products we offer. Everyone at Optima is intensely proud of the company we have built.”

D. DIXON BOARDMAN, FOUNDER AND MANAGING MEMBER
“The caliber of professional talent at Optima makes us confident we will continue delivering premier hedge fund solutions. We have a truly remarkable team.”

GEOFFREY M. LEWIS, CHIEF FINANCIAL OFFICER