

# ASSESSMENT REPORT\*

February 18, 2025

## Update

ARX Investimentos LTDA.

Investment Manager Quality Assessment

MQ1.br

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## ARX Investimentos LTDA.

**Investment Manager Quality Assessment** 

	2021	2022	2023	2024
Indicators (BRL millions)				
Assets Under Management	40,398	39,949	32,024	40,608
Net Inflows	9,932	(186)	(6,862)	5,441
Fund Type (% AUM)				
Fixed Income	68.4%	59.4%	56.8%	64.7%
Pension	14.8%	28.6%	27.8%	23.6%
Equity	11.5%	10.4%	14.5%	11.1%
Multimarket	0.3%	1.6%	0.6%	0.3%
Other	1.2%	-	0.2%	0.4%
Investor Type (% AUM)				
Retail	21.7%	20.4%	19.5%	26.8%
Open Pension Plans	18.6%	26.2%	25.8%	24.6%
Foreign Investor	8.5%	8.3%	12.4%	9.7%
Pension Plans	1.5%	1.9%	2.1%	1.3%
Other*	49.0%	42.5%	39.6%	37.4%

Source: ARX Investimentos, Moody's Local Brasil.

## Fundamentals of the Assessment

## Assessment: MQ1.br (Excellent)

ARX's investment manager quality assessment of MQ1.br is based on: (i) a disciplined investment process, (ii) support and oversight of its parent, (iii) solid risk-adjusted performance of its funds, and (iv) strong risk management and compliance procedures. The key challenges ahead for ARX are (i) maintaining market position considering the competitive environment, (ii) sustaining risk-adjusted performance above its benchmarks, and (iii) retaining the investment team, reducing the historical key-person turnover.

## Overview

ARX was founded in 2001 as an independent asset manager and in 2008, it was acquired by The Bank of New York Mellon Corporation, BNY Group's parent. The asset manager underwent a restructuring between 2015-2017, following significant turnover among its partners and key investment. Since then, the company has achieved a significant increase in its assets under management (AUM), reaching BRL40,6 billion in 2024. ARX operates in various strategies, such as private credit

<sup>\*</sup>Includes BNY Group liquidity management resources.

multimarket and equity funds, and two years ago, it began operating in the real estate strategy.

## **Factor 1 – Investment Management Activities**

#### **Investment Structure**

The investment identification process and the ability to achieve the funds' objectives based on the theses established by the management team are positive factors in ARX's assessment. Overall, the asset manager's investment style is oriented towards capital preservation and long-term results.

For fixed income funds, ARX bases its decisions on analysis of the macroeconomic environment, market conditions, and trend indicators. The well-defined credit approval process determines allocation and credit limits based on analytical factors, using quantitative and qualitative methodologies. The asset manager adopts a proprietary model that defines the credit profile and payment capacity of entities in different scenarios.

For equity funds, ARX has a disciplined methodology for portfolio construction, based on fundamental analysis and complemented by macroeconomic analysis and cycles. A portfolio is built by companies that present the best risk-return relationship, aiming to achieve long-term results. For multimarket funds, decisions are taken considering the risk-return potential, supported by fundamental analysis, and with the aim of surpassing the benchmark in the long term. Decisions in both Macro and Long&Short sub-strategies are dynamic and have strict control of asset allocation and risk.

The investment identification methodology and the ability to adapt theses to the funds' objectives are factors that we consider positive in the ARX's decision-making process. Risk management is an integral part of ARX's investment management activities, and its team consistently follows guidelines for monitoring market risk, such as limits, value at risk (VaR), as well as credit and liquidity risks of the funds, conducted independently from the asset management team.

## **Investment Infrastructure**

ARX has an excellent investment infrastructure, with real-time portfolio management, risk control and compliance systems. In addition, the asset manager benefits from the support of its parent, with shared technological infrastructure, including physical servers and could environments that store periodic backup data. ARX follows policies and procedures established by its parent, which also supervises and monitors key systems and tools. Given these set of defense systems, we consider that ARX has a very low exposure to business interruption risk.

## **Organizational Structure**

Currently, ARX is composed by 56 employees, of which 27 are directly involved in investment management activities. The asset management team has strong professional and academic credentials. The organizational structure has independent and well-structured teams for risk management and compliance activities.

Regarding reporting, the Risk, Compliance and Legal Executives report to the local CEO, as well as to the BNY Group, as an independent line of report, which increases the managerial independence of the teams in Brazil, ensuring the access to its parent's global expertise and allowing ARX to effectively replicate the global standards of the group.

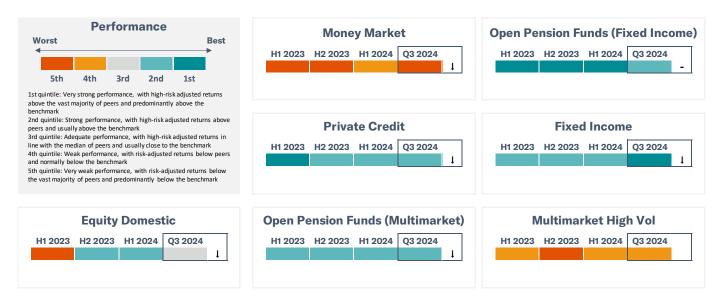
#### Factor 2 - Investment Results

#### **Investment Skill and Risk**

The asset manager's performance in each segment is the average score of all performance metrics weighted by the assets under management of the funds/portfolios representing that segment. The analysis periods encompass three-year windows ending on the dates indicated in the tables. The quintile positioning indicates its risk-adjusted performance relative to peers and respective benchmarks.

#### **EXHIBIT 1**

#### **Relative Performance**



Moody's Local notes that the evaluation takes into consideration funds that may charge different fees, have different strategies and benchmarks, or target distinct investor types. As a result, Moody's Local acknowledges that a fund that was narrowed down to a segment may not directly compete with another within the same segment. Based on a combination of the following metrics: Information ratio, Merton Skill, Alpha, Sharpe ratio, Beta and Maximum Drawdown. Further details in Appendix 1. Source: Moody's Local Brasil

#### Factor 3 - Financial Profile

## **Revenue and Profitability Levels and Stability**

ARX has reported volatility in its financial metrics, demonstrated by its operating and profit margins. However, the asset manager benefits from its affiliation with the BNY Group for financing its activities, both in ongoing strategies and new initiatives.

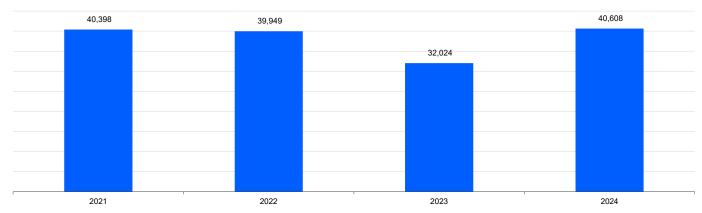
## **Corporate Organization**

ARX benefits from the support provided by its parent, The Bank of New York Mellon Corporation, a globally systemically important financial institution. This support results in a strong capacity to finance ARX's current operations, as well as future projects, investments need, or talent retention. The parent has a significant role in support and supervision, and enables distribution through its international network.

#### **Assets Under Management**

ARX ended 2024 with BRL40.6 billion in total assets under management (AUM), representing an annual growth of 26.8%. Net inflows were positive in 2024, which had not occurred since 2021. The still restricted scenario for inflows into multimarket and equity funds was compensated by the attractiveness of fixed-income products especially in the second half of 2024. Regarding its liability profile, ARX has a significant presence of retail clients, including open platforms, as well as open pension plans, pension funds, and foreign investors. Additionally, the asset manager has exclusive funds for liquidity management of BNY Mellon Serviços Financeiros DTVM, which is also part of the BNY Group, but within the asset servicing line of business of the group in the country.

EXHIBIT 2
Assets Under Management (BRL million)



Source: ARX Investimentos, Moody's Local.

EXHIBIT 3
AUM by class, December 2024

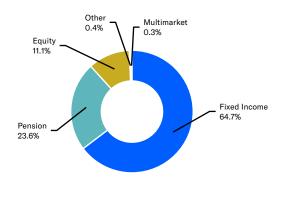
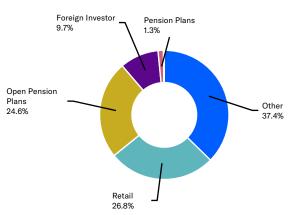


EXHIBIT 4
AUM by segment, December 2024



Source: ARX Investimentos, Moody's Local.

Source: ARX Investimentos, Moody's Local.

## Factor 4 - Client servicing

## **Retention and replacement of clientele**

ARX has shown adequate client retention, with a moderate rate of turnover. The company's replacement rate, measured by the percentage of lost assets that have been replaced by new investor applications, is also consistent. In recent years, the asset manager has shown significant expansion of its client's base through platforms of investment, achieving retail clients.

## Other considerations

#### What could change the assessment - Down:

- » Risk-adjusted performance of funds deteriorates significantly, performing below their peers and benchmarks.
- » The funds register a considerable decrease in AUM, with material impacts on the financial profile.
- » Significant deviations from the investment process, exposing the company to operational risks.
- » Significant turnover of the investment key-personnel.
- » Decrease of parent's support.

## **Appendix: Investment performance measurement**

#### **Fund sampling**

From the Economatica's database, which includes more than 30,000 active mutual funds, we selected a sample of approximately 9,000 funds that met some predetermined criteria for use in our performance analysis:

- 1. Fund segments: Narrowing the sample down to the most popular mutual fund segments among investors, we selected the following segments: Local Market Shares, Foreign Shares, Long Short, Multi-market, High-Volatility Multi-market, Short-Term Fixed Income, Fixed Income, Private Credit, Funds of Fund, Fixed-Income Previdência and Multi-market Previdência and Variable Income Previdência.
- 2. Type of funds: Master and exclusive funds are not considered in our analysis.
- 3. Length of existence: We only considered mutual funds that have traded for at least three years. The exception is the Real Estate Fund class, whose set minimum limit was a track record of two years, because of specific characteristics of the segment, which witnessed a boom in emissions between 2019 and 2021.
- 4. Fund size: Only funds with a minimum of \$25 million in total assets as of our last assessment date were included in the sample.

Because of the use of these criteria, there may be differences between the analyzed volumes of AUM of the segments and the total volumes of AUM of the segments.

#### **Performance measurement**

We analyze the historical risk-adjusted return performance achieved by individual products or representative portfolios of similar funds across assets, offered by the firm. The analysis covers a three-year period. Results are aggregated, compared with a universe of similarly managed products and scored on the basis of quintile ranks. The firm's ranking in each segment is the average score of all performance metrics weighted by AUM.

In the case of risk-adjusted performance results, we compute the median three-year Sharpe ratio using monthly total rates of return for a representative sample of portfolios. The median Sharpe ratio is then compared with a distribution of Sharpe ratios stratified into quintiles for local peers.

In a similar fashion, we extend this form of analysis to the other key risk measures including Maximum Drawdown, Beta and R2. To this, we add measures of manager skill, which include key measures such as Alpha, the Information ratio and the Merton Skill Measure.

## Basic measures used to evaluate investment results, risk and manager skill

Alpha measures the difference between a fund's actual returns and its expected performance, given its level of risk (as measured by Beta). It can be used to calculate the "skill" of a fund manager.

Beta is a measure of a fund's volatility relative to the market, which for stocks in the US, for example, may be represented by the S&P 500 Index.

The Sharpe ratio measures the fund's risk-adjusted return. It is the portfolio's average return in excess of the risk-free rate divided by the portfolio's standard deviation.

R2, or the R-squared value, is the fraction of variance in the dependent variable that is explained by variance in the independent variable.

The Information ratio is the ratio of a manager's excess return (Alpha) divided by the standard deviation of that excess return. It is a measure of the value added by an active manager.

The Maximum Drawdown is the worst period of "peak-to-valley" performance for a fund or other investment vehicle, regardless of whether or not the drawdown consists of consecutive months of negative performance.

The Merton Skill Measure is a returns-based measure of market timing skills that includes a ratio of unsuccessful to successful "down market" calls.

## Assessment Framework used in the assessment referenced in this Assessment Report

» Investment Manager Quality (MQ) Assessments of Asset Managers Framework, available at www.moodyslocal.com/country/br

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