AI
2015 awards

HEDGE*fund*

Most Consistent Offshore Fixed Income Fund & Most Dynamic Investment Product 2016

~

FTM was founded in 2009 as a direct response to the global financial crisis. It was created as a way for family, friends and clients to be able to sleep at night no matter what was happening throughout the broader global economy and still generate consistent returns. Endre Dobozy took some time to speak with us, sharing some insights into the firm's award winning work.

Company: FTM Limited
Contact name: Endre Dobozy
Email: endre@ftmmutual.com
Web: www.ftmmutual.com
FTM YouTube video presentation
http://youtu.be/-oQ2wSRKdJ0
Telephone +678 238 39

After seeing global markets tumble, we stepped back, looked at what worked and what didn't and decided to create an investment strategy that could generate returns commensurate with the markets long term averages, avoiding the rollercoaster ride generally associated investing.

Despite many hedge funds struggling this year and most markets being down FTM has remained unaffected. FTM Class A launched in March 2010 has just had its 70th positive month in a row. In fact, we have never had a negative month and our return net of fees to November is 62.81%.

Our approach is to never forget that we are dealing with client's money and that they trust us to grow their wealth. Accordingly, we don't take unnecessary risks, always ensuring the safety of their investment first.

We don't worry about remaining on the cutting edge; we stick to what works for us, looking at the ways we can expand business while keeping risks to a minimum. Our job is to eliminate as much risk as possible but continue to generate returns for our clients.

FTM differentiates itself from other funds in that we don't employ leverage instead we purchase receivables at a rate of $3 for every dollar invested. The other way we differ is through our consistent returns which, since inception, equates to an annualized return of 8.84%.

When it comes to staff, I look for people who genuinely have a passion for investing, think outside the box and genuinely want to help our clients reach their goals. As for clients, my number one criteria is, if I saw you walking down the street, would I happily have a conversation with you or would I cross the street hoping to avoid you?

Our goal is to expand our assets under managements but we can only do this by using a waiting list. The reason is if we have good quality receivables but no cash to fund, then we may not get an opportunity to deal with this company again if we have too much cash and no good quality receivables to purchase when we dilute our clients returns. It's a bit of a tight rope which is why I would like to implement a 'waiting list' approach, so I know I can fund when I need to without diluting our existing clients returns.