

Investing. As It Should Be. Proven Across Real Markets. Trusted by Real Investors.

Founded in 2019, ELIA Investment Advisors AG delivers institutional-grade investment expertise to sophisticated investors. The firm bridges institutional asset management and private wealth management, combining rigorous investment discipline with a deep understanding of UHNW clients' needs. ELIA serves a select group of individuals, families, and professional clients with actively managed strategies across major liquid markets, tailoring solutions to client objectives while remaining fully independent.

ELIA's principle, "Investing. As It Should Be.", emphasises transparency, risk management, and intellectual independence. Using its Quantamental Methodology – a rigorous blend of fundamental and quantitative analysis – the firm earned the 'Best Fixed Income Strategy' award for its Fixed Income Opportunities Strategy (EUR/USD). Amid higher rates and market volatility, the strategy redefined fixed income, adopting a dynamic, risk-aware approach that delivered standout value in a challenging environment.

ELIA advocates risk targeting over traditional "conservative-balanced-aggressive" classifications. How is this philosophy applied within the Fixed Income Opportunities Strategy?

Fixed income is perceived as something stable, with little price variations. Several episodes over the recent years, demonstrated that the fixed income markets can be more volatile than the equity markets. The impact of interest rates and credit spreads on fixed income performance is often underestimated, and the performance of fixed income in the post-Covid period has caught investors by surprise. Suddenly, the conventional approach of zero-interest-rate-policy for long, has switched to higher-inflation for longer, and this requires certain adjustments in the way investors should see fixed income.

Risk targeting is central to the strategy's design. Rather than relying on static labels, we start with a clearly defined risk objective and construct the portfolio accordingly. We need to offer to fixed income investors the security and yield stability they expect from deploying capital in such strategies. Low volatility and a reliable, well above-inflation rate of return, are critical requirements.

The utilisation of active risk mitigation strategies ensures that risk assumed is intentional, measurable, controllable and aligned with the goals a fixed income strategy should deliver.

In which ways do the Fixed Income Opportunities Strategy differ from conventional fixed income approaches?

The key difference lies in investment rigor and execution agility. Fixed income markets are heavily influenced by macroeconomic forces, policy decisions, and liquidity dynamics. Our approach allows exposures to be adjusted as conditions evolve, while remaining anchored to a disciplined framework and clear risk parameters. This adaptive balance helps avoid rigid positioning in a rapidly changing environment.

How does the Fixed Income Opportunities Strategy help reinforce long-term trust with clients and investors?

Trust is built through transparency, discipline, and consistency - particularly during challenging markets. Clients understand the strategy's objectives, its risk profile, and the rationale behind decisions. Last five years have been admittedly very challenging for fixed income investors, and we are glad to see that we emerged as winners, not only outperforming peers but also creating positive value for our investors. This alignment between philosophy, execution, and communication fosters confidence and supports durable, long-term relationships.



Christos Kontos
Founding Partner & CEO
ELIA Investment Advisors AG

A Legacy of Trust, A Future of Growth

Great investments don't just preserve wealth; they propel it forward.
At ELIA Investment Advisors, we guide your investments with precision, expertise, and a deep understanding of the ever-changing financial landscape.
Your wealth deserves a thoughtful, institutional approach.



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