

Investor Presentation



ALFAccurate Advisors
Protect Capital, Create Wealth

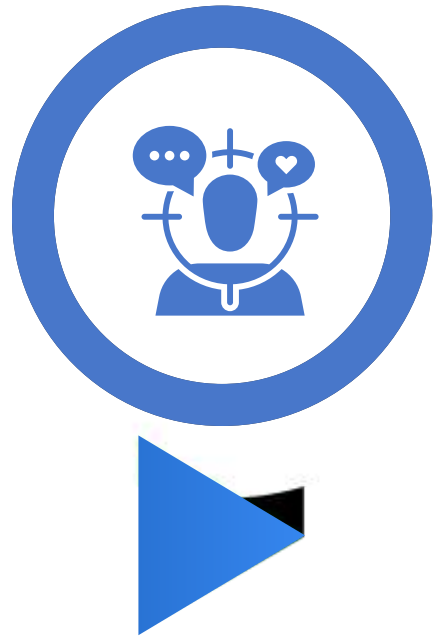
AAA Emerging Business Opportunities (EBO) Strategy

Nov 2024

CONFIDENTIAL- DO NOT REPRODUCE OR DISTRIBUTE

These materials are provided solely on the basis of request received from the recipient and it should not be construed as an investment advice and form a primary basis for any person's or investor's investment decisions. See the important disclaimer at the end of this presentation.

Why AAA Investment Advisory?



Advise In Your Interest
When you do better,
we do better.



**Disciplined & Active
Investment Management**
Not just stock pickers but
active portfolio managers
centered on your long-
term goals



Transparency
Full transparency in
investment decisions to
ensure you sleep
peacefully at night.



**Award Winning
Track Record**
We have a proven
track record of
investment in
companies yielding
multibagger returns.

The Team



Rajesh Kothari

Founder & Managing Director

29
years



Govind Agrawal

Director

29
years



Sandeep Biyani

Head of Sales & Business
Development

15
years



The Team

About

- ▶ Rich experience of more than 29 years in Indian capital market with expertise in both Long Only & Long Short investment strategy
- ▶ Former Director with Voyager Investment Advisors (US\$500m) – USA based India dedicated fund. During his tenure, fund Outperformed the benchmark indices significantly
- ▶ Former Fund Manager with DSP Merrill Lynch Fund Managers (DSP MF) for more than four years. The schemes delivered annualized return of 55% (Equity Fund) & 62% (Top100 Fund) outperforming benchmark indices by more than 20% & 10% respectively. The equity schemes maintained its “1st Quartile Ranking” consistently during his tenure

Achievements

- ▶ Received CMA Young Achiever Award 2014
- ▶ Rated as “Platinum Fund Manager” by Economic Times for DSP ML Equity Fund on a risk-adjusted return basis (Jul 2006)
- ▶ Received CNBC TV18 - CRISIL Mutual Fund of the Year Award 2006 for DSPML Equity Fund and Lipper India Fund Awards 2006 for best equity fund group for 3 years
- ▶ Invited at Maharashtra Economic Summit to present views on Indian Infrastructure
- ▶ Invited by Institute of Directors to present views on Governance Deficit
- ▶ Actively involved with Arham Yuva Group - philanthropic initiative

Rajesh Kothari

Founder &
Managing Director

CWA, MBA

The Team



Govind Agrawal

Director

CA, LLB

About

- ▶ Rich experience of 29 years in Indian capital market
- ▶ Former Fund Manager with Reliance Capital Asset Management Company (USD 20bn) for over four years. Reliance Emergent India Fund (USD 100m offshore fund) outperformed benchmark indices by 35% since its inception. Played instrumental role in setting up Macro Economic Research desk
- ▶ Former Executive Director with UBS Securities India Pvt Ltd for 4 years as India Account Manager for large FIIs and guided the portfolio managers for right country, sectors and stocks allocation. Former Senior VP - Equity Sales with Motilal Oswal Securities Ltd for 10 years. Played key role in establishing institutional equity broking business, systems and processes

Achievements

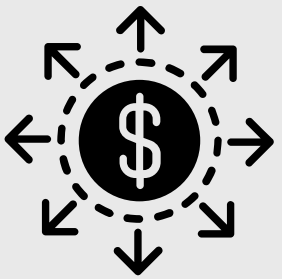
- ▶ Represented Reliance AMC on international platforms and panel discussion on Emerging Markets and Indian Equity Market
- ▶ Addressed investors' meet and the private banking teams of large banks in Middle East, Asia, London, Europe and in India
- ▶ At UBS, was voted as the "Best Equity Sales Person-Mega Funds category, Asia Money 2006"
- ▶ Won several awards at Motilal Oswal for consistently contributing to Institutional Equity Sales

Investment Philosophy

Protecting Capital - DSD Mechanism

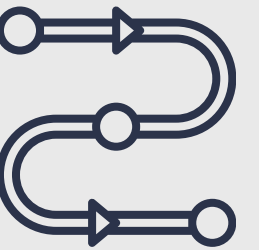
DIVERSIFICATION

Three important risks : Governance, Technology and Business cycle - can be reduced only by Diversification. We invest across market cap, sectors, and companies to reduce company/sector specific risk.



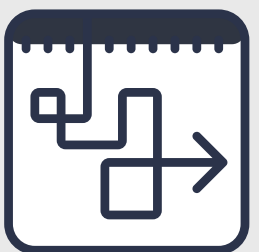
STAGGERED APPROACH

We build the portfolio over a period of time.



DISCIPLINED EXIT STRATEGY

We have a disciplined Exit strategy. We sell/reduce due to rebalancing of the portfolio, change in growth assumption of our portfolio company, expensive valuations.



Investment Philosophy

Creating Wealth - 3M Approach

01

Market Size

Market size determines size of opportunity. We prefer companies which are targeting large market size to generate exponential returns.

Market Share

We buy the companies which are leaders in their sector as they are best positioned to navigate upturn and downturn of the economy.

02

03

Margin Of Safety

Price is what you pay. Value is what you get. We buy the companies which are available at reasonable valuations.

AAA EBO Features



Portfolio Overview



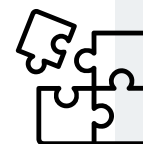
AAA Emerging Business Opportunities is a portfolio of 10-15 companies which are market leaders with strong corporate governance and high growth potential with investment horizon of 3-5 years.



Portfolio Strategy



AAA Emerging Business Opportunities portfolio focus on long-term growth potential by capitalizing on business opportunities driven by evolving consumer behavior, changing technology trends, formalization of the economy, and a rising focus on niche business segments.



Portfolio Marketcap



Mid & Small cap

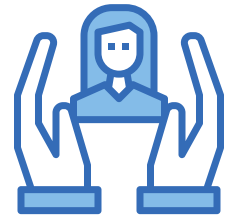


Minimum Investment Amount



Rs. 2,50,000

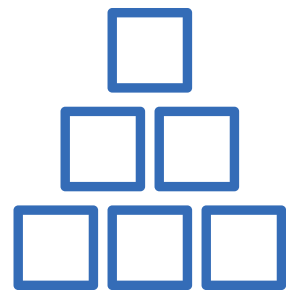
EBO Investments



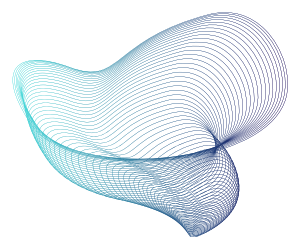
Capitalise on changing consumer behaviour



Capitalise on new technology trends



Capitalise on formalisation of economy



Capitalise on Niche Business Segments

AAA Emerging Business Opportunities Portfolio

A curated portfolio of 10-15 companies which are likely to be big beneficiaries of emerging opportunities.

What We Look In The Company



GREAT MANAGEMENT

We seek companies that are led by a competent management team, that are best-of-breed within their sector and have some defensible characteristics—i.e. patents, infrastructure, cost competitiveness, brand, etc. They have focused approach with efficient capital allocation.



MARKET INNOVATION

We invest in well-established companies that are breaking new ground, whether it's through exploring untapped markets or creating entirely new products and experiences that address consumer needs in new ways.



GROWTH POTENTIAL

We invest in companies that will capitalise from emerging business opportunities, and hence, they are expected to grow faster than the underlying economy. The faster earnings growth is key to our investments.

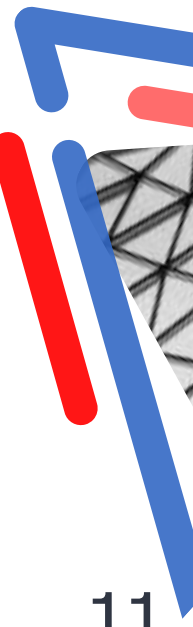
Capitalise On Changing Consumer Behaviour

Indian retail is undergoing a rapid digital transformation propelled by - online buying/selling, store and inventory management, digital marketing etc. The e-commerce market size is expected to increase 4x from from USD26bn in FY21 to USD110bn in FY25.

FROM OFFLINE DISCOVERY



TO ONLINE ANYTIME + ANYWHERE



Capitalise On Changing Consumer Behaviour

95%

of the consumers have made at least one change to their lifestyle that they expect to be permanent.

343%

Increase in the the proportion of online purchases for products such as food, home decor, luxury goods

79%

Would like to work from a "Third place" - a location other than their home or workplace.

Capitalise On Technology Trends

1100%

Amount by which digital lending increased in the last 7 years.



Source: PWC report

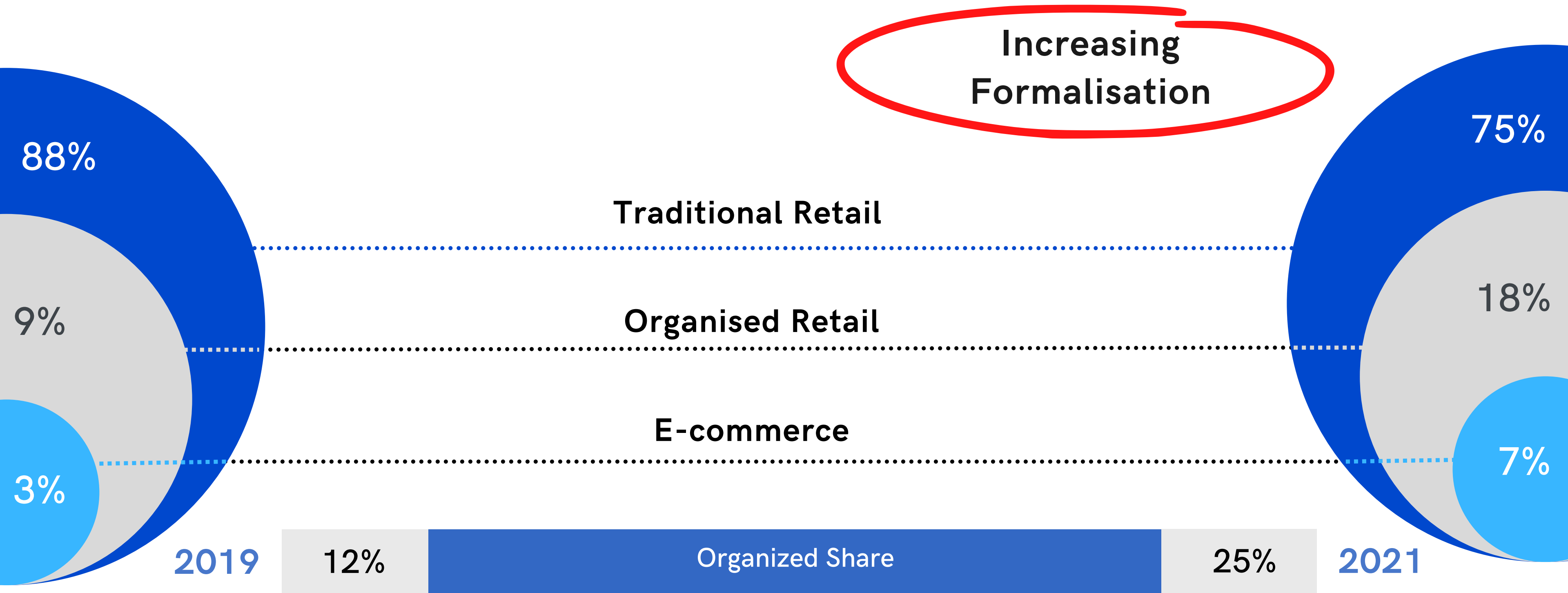
39%

of total transactions in India are digital as compared to less than 3% in 2012.



Source: The Hindu business line Article

Formalisation of the Economy



Capitalising Niche Business Segments



Product Specilization

Niche companies/segments specialise in a product or service and control a small but very profitable niche.



Value Added Segments

Niche players are into value added products and services and they respond to competition with innovation and higher quality products.



Small To Big

We believe that small companies operating and dominating in niche areas can become bluechips of tomorrow.



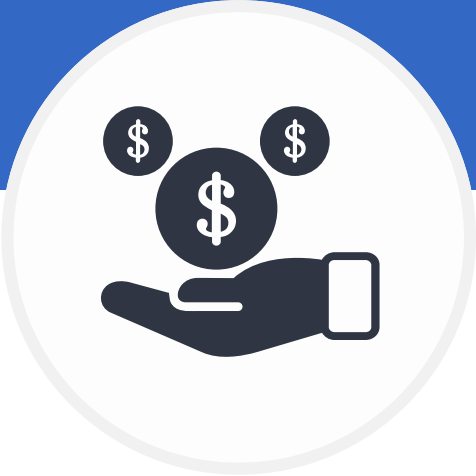
Few examples:
Contract research,
staffing services,
express logistics,
speciality chemicals,
Specialised
engineering services,
etc.

AAA's Way to Build Resilient Portfolios

Market
Leadership



Large
Profit Size



Low
Leverage



Strong
Earnings
Growth



Attractive
Valuations



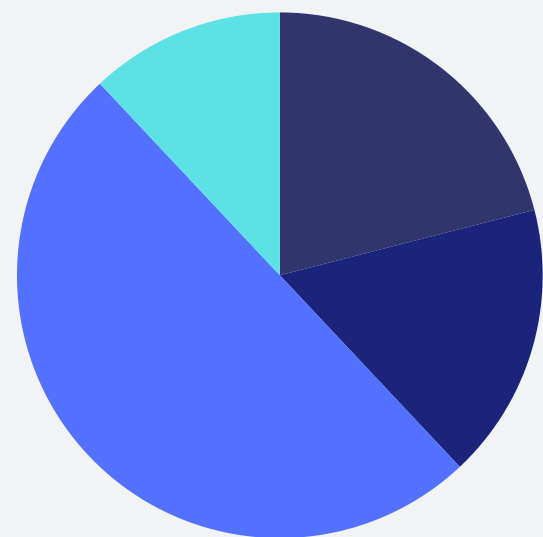
**AAA EBO
Portfolio**



Sectoral and Stocks Allocation



Multicap



■ Large Cap	: 21%
■ Mid Cap	: 17%
■ Small Cap	: 50%
■ Cash	: 12%



Top 5 Sectoral Allocation

Consumer	:	22%
Engineering	:	18%
Pharma	:	16%
Chemical	:	11%
Others	:	7%

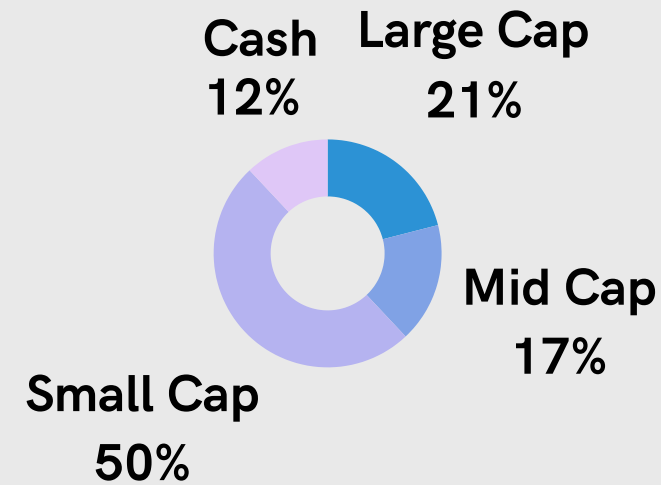


Top 5 Holdings

- 1) BSE
- 2) Vesuvius India
- 3) Varun Beverages
- 4) Sudarshan Chemical
- 5) Dee Development

AAA EBO Plan Characteristics

Market cap

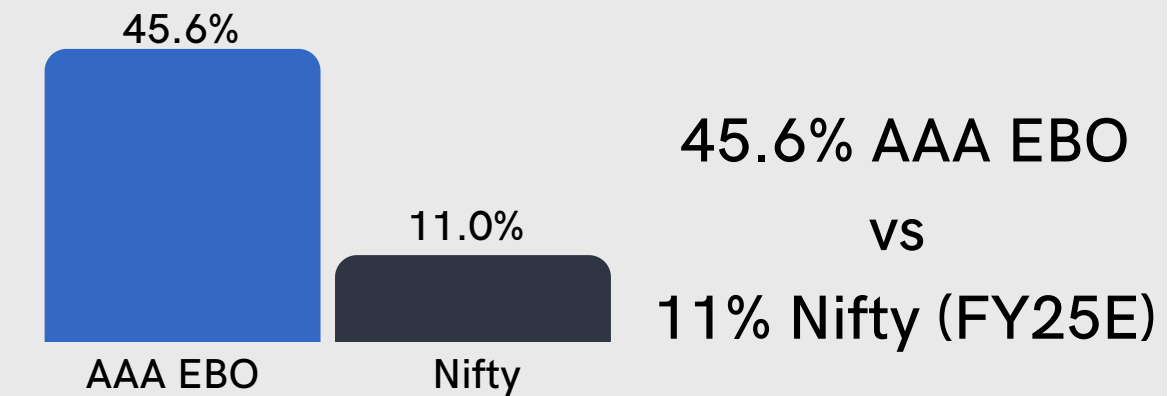


Large Profit Size



52% of portfolio companies Rs.100cr+ NP
(24% above Rs.500cr+)

Strong Earnings Growth



Sectoral Leaders



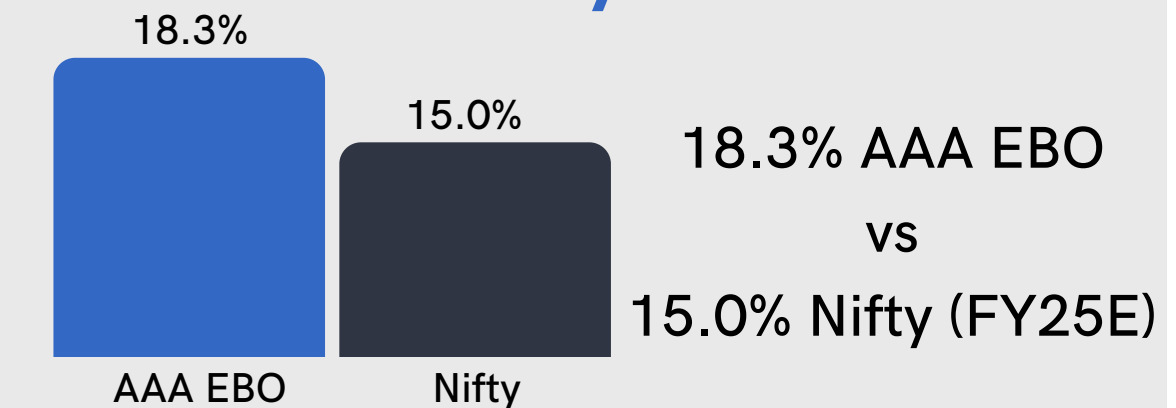
3M stock selection approach

Cash-rich Balance Sheet



- 35% of portfolio cos have zero net debt
- 59% of portfolio cos have a D/E <1x

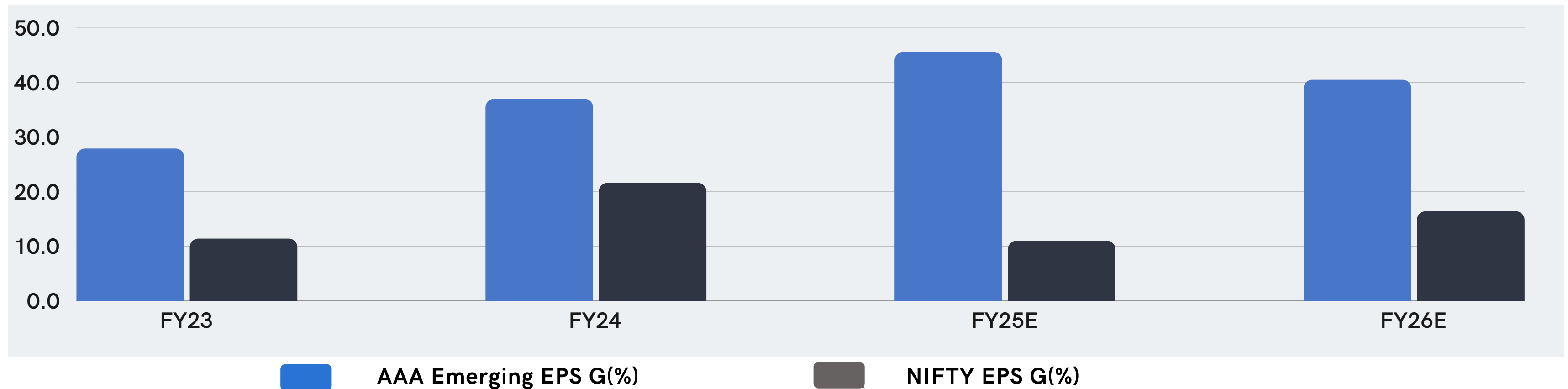
Healthy ROE



Source: Kotak Sec, Bloomberg, AAA Research

Superior Earnings Growth

Earnings Matrix	AAA EBO FY23	Nifty FY23	AAA EBO FY24	Nifty FY24	AAA EBO FY25E	Nifty FY25E	AAA EBO FY26E	Nifty FY26E
EPS G(%)	27.9	11.4	37.0	21.6	45.6	11.0	40.5	16.4
ROE(%)	21.3	14.4	18.9	15.8	18.3	15.0	19.9	15.8



AAA EBO Performance

GROWTH OF Rs. 100,000



*Performance from 25 June 2021 to 30 Nov 2024.

Note: Performance figures are net of all expenses and fees. Index performance is calculated as per Total Return Indices in accordance with the SEBI Guidelines. Returns of individual clients may differ depending on time of entry in the Strategy. Past performance may or may not be sustained in future and should not be used as a basis for comparison with other investments. Performance related information provided herein is not verified by SEBI.

AAA EBO Performance

Particulars (%)	1M	3M	6M	1 Year	2 Years	3 Years	Since Inception*
AAA EBO	3.9	5.8	21.5	63.5	49.5	36.5	34.7
BSE 500 TRI	0.1	-4.4	7.9	27.0	20.0	16.8	17.3
BSE400 MidSmallCap TRI (Benchmark)	-0.1	-4.5	10.8	34.0	33.4	24.4	24.5

*Performance from 25 June 2021 to 30 Nov 2024.

Note: Performance figures are net of all expenses and fees. Index performance is calculated as per Total Return Indices in accordance with the SEBI Guidelines. Returns of individual clients may differ depending on time of entry in the Strategy. Past performance may or may not be sustained in future and should not be used as a basis for comparison with other investments. Performance related information provided herein is not verified by SEBI.

AAA EBO Risk Analysis

Since inception*	AAA EBO	BSE 400 MidSmall Cap TRI
Sharpe	1.6	1.1
Std. dev	17.7	16.7
Beta	0.8	1.0

Note: Performance from 25 June 2021 to 30 Nov 2024.

Performance figures are net of all expenses and fees. Index performance is calculated as per Total Return Indices in accordance with the SEBI Guidelines. Returns of individual clients may differ depending on time of entry in the Strategy. Past performance may or may not be sustained in future and should not be used as a basis for comparison with other investments. Performance related information provided herein is not verified by SEBI.

Key Holdings

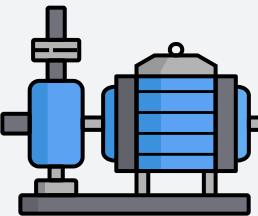
PLAY ON CHANGING CONSUMER BEHAVIOUR

Leading player in the Indian branded retail industry having multiple store formats. Ability to control entire value chain gives a competitive edge. With India's rising working women population, customer preference is shifting towards branded and trendy designs from large organised players.



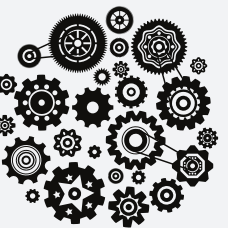
PLAY ON CAPEX

A subsidiary of German MNC, leading player in Indian pumps and valves industry. Rise in industrial capex provides robust outlook for the industry. Its strategy to further expand its product portfolio in railway etc will further aid to its growth.



PLAY ON DEFENCE

Sole manufacturer of surface-to-air missiles, anti-tank guided missiles, with a pipeline of Rs856bn over the next decade. New growth dimension from in-house missiles tecg, operationalisation of greenfield plants for new missiles programs offering long term revenue visibility.



Awards & Recognition



AAAIOP PMS received **Award for Best 10 Years Performance** across categories on Risk adjusted Returns Basis by PMS AIF World 2020



Dr. Jitendra Singh, Union Minister of State (I/C), Prime Minister Office, giving Certificate of Merit - **CMA Young Achiever Award** - 2014



WHAT MAKES THEM TICK?						
Equity Diversified Fund Name	Absolute Returns In %	3 M			AUM	Fund Manager
		1 Yr	3 Yrs	AUM		
SBI Magnum Sector Funds Umbrella-Contra	Platinum	-10.1	64.5	476.6	1,120	Sanjay Sinha
Tata Pure Equity	Platinum	-11.2	49.3	298.3	240	M Venugopal
SBI Magnum Global	Platinum	-12.5	62.1	509.3	595	Sanjay Sinha
DSP Merrill Lynch Equity Fund	Platinum	-11.9	52.6	302.8	520	Rajesh Kothari
Prudential Power	Platinum	-10.7	55.9	267.7	1,277	Anil Sarin
Tata Equity Opportunities Fund-B	Platinum	-15.4	48.3	314.0	366	M Venugopal
SBI Multiplier Plus 1993	Gold	-14.3	64.7	382.3	649	Sanjay Sinha
Sundaram Growth	Gold	-10.8	51.3	263.0	124	N Prasad
HSBC Equity	Gold	-10.2	49.0	311.5	900	Viresh Mehta
SBI Magnum Equity	Gold	-8.4	53.0	262.4	193	Sanjay Sinha

Assets Under Management In Rs Crore As On June 30, '06

Rajesh was recognized as the platinum fund manager by Economic Times during his time at DSP MF.

Disclaimer

This document is intended only for the personal use of the prospective investors to whom it is addressed or delivered and must not be reproduced or redistributed in any form to any other person without prior written consent of AlfAccurate Advisors Pvt. Ltd. This document does not purport to be all-inclusive / comprehensive, nor does it contain all the information which a prospective investor may desire for making decisions for engaging the PMS/Investment Advisor.

Holdings and Disclosure of Interest

AAA or its affiliates or employees/Promoters or funds advised/managed by AAA may have same or contra positions in personal or fiduciary capacity the above securities/stocks. Investors should take caution while executing the advice based on their risk/return profile and suitability.

Other disclosure:

The information shared by the PMS/Investment Adviser from time to time should not be construed as any form of advice, recommendation, or suggestion, to buy or sell any securities or financial instruments or avail any services to any individual or entity. PMS/Investment Adviser shall not be responsible for the loss or damage (financial or otherwise) caused due to incorrect, inaccurate, or erroneous information, details or data stated in the document(s).

AAA retains all the rights in relation to all information contained in the document(s) shared from time to time.

AAA operates from within India and is subject to Indian laws and any dispute shall be resolved in the courts of Mumbai, Maharashtra only.

AAA declare that the data and analysis provided shall be for informational purposes. The information contained in the analysis shall be obtained from various sources and reasonable care would be taken to ensure sources of data to be accurate and reliable. AAA will not be responsible for any error or omission in the data or for any losses suffered on account of information contained in the analysis. While AAA will take due care to ensure that all information provided is accurate however AAA neither guarantees/warrants the sequence, accuracy, completeness, or timeliness of the report. Neither AAA nor its affiliates or their Promoters, directors, employees, agents, or representatives, shall be responsible or liable in any manner, directly or indirectly, for views or opinions expressed in this analysis or the contents or any systemic errors or discrepancies or for any decisions or actions taken in reliance on the analysis. AAA does not take any responsibility for any clerical, computational, systemic, or other errors in comparison analysis.

The PMS/Investment Advisor warrants that the contents of this Key Information and Disclosure document are true to the best of the knowledge, belief, and information of the Promoters of AAA, however, assume no liability for the relevance, accuracy, or completeness of the contents herein. The PMS/Investment Advisors (including its affiliates) and any of its Promoters, officers, employees, and other personnel will not accept any liability, loss, damage of any nature, including but not limited to direct, indirect, punitive, special, exemplary, consequential, as also any loss of profit in any way arising from the use of this document in any manner whatsoever.

This document may include certain forward-looking statements which contain words or phrases such as "believe", "expect", "anticipate", "estimate", "intend", "plan", "objective", "goal", "project", "endeavor" and similar expressions or variations of such expressions that are forward-looking statements. Actual results may differ materially from those suggested by the forward-looking statements due to risks, uncertainties, or assumptions. AAA takes no responsibility of updating any data/information. This document cannot be copied, reproduced, in whole or in part or otherwise distributed without prior written approval of the Investment Advisor.

AAA (including its affiliates) may offer services in nature of advisory, consultancy, sponsorship of funds, investment management of funds which may be in conflict with the activities of investment advisory services.

Prospective clients are advised to review this document, Advisory Agreement, presentation(s), and other related documents carefully and in its entirety. Prospective clients should make an independent assessment, and consult their own counsel, business/investment advisor and tax advisor as to legal, business and tax related matters concerning this document, the Advisory Agreement, and the other related documents before becoming interested in the Advisory Portfolio.

The information can be no assurance that future results or events will be consistent with this information. Any decision or action taken by the recipient based on this information shall be solely and entirely at the risk of the recipient. The distribution of this information in some jurisdictions may be restricted and/or prohibited by law, and persons into whose possession this information comes should inform themselves about such restriction and/or prohibition and observe any such restrictions and/or prohibition. Unauthorized disclosure, use, dissemination or copying (either whole or partial) of this information, is prohibited. AAA will not treat recipient/user as customer by virtue of their receiving/using this report. Neither AAA nor its affiliates, directors, Promoters, employees, agents, or representatives, shall be responsible or liable in any manner, directly or indirectly, for the contents or any errors or discrepancies herein or for any decisions or actions taken in reliance on the information. The person accessing this information specifically agrees to exempt AAA or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold AAA or any of its affiliates or employees responsible for any such misuse and further agrees to hold AAA or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Thank You



ALFACCURATE ADVISORS

Protect Capital, Create Wealth

AlfAccurate Advisors

503, B Wing,
Naman Midtown,
Elphinstone Road,
Mumbai - 400 013, India

T : +91 22 42360300
F : +91 22 42360333
info@alfaccurate.com
www.alfaccurate.com

Rajesh Kothari

T : +91 22 4236 0301

rajeshkothari@alfaccurate.com

Govind Agrawal

T : +91 22 4236 0311

govindagrawal@alfaccurate.com

Sandeep Biyani

T : +91 22 4236 0319

sandeepbiyani@alfaccurate.com