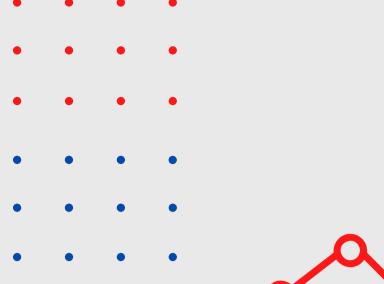
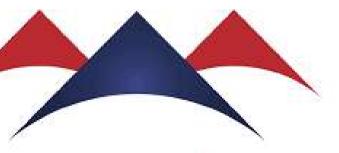
PROTECT CAPITAL, CREATE WEALTH

Investor Presentation -AAA IOP PMS PLAN

December 2021



AAA IOP **PMS PLAN**



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Why AAA?

What separates us from competitors? What makes us ahead of pack?



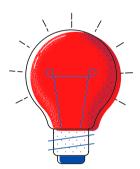
India - Ready for Next Leap of Growth

Reforms & Digitalisation = Powerful combination



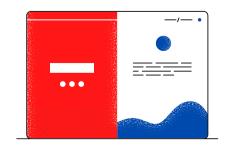
3M Stock Selection Approach

- Market Size
- Market Share
- Margin of Safety



Prudent Risk Management

- Diversification
- Staggered Investments
- Defined Exit Strategy



AAA PMS Themes



Big getting Bigger



Capex revival



China+I Strategy

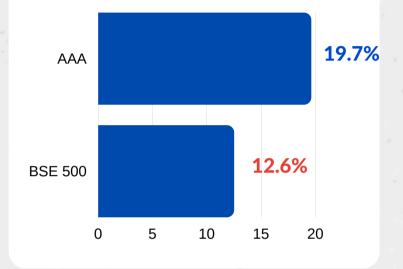






Performance

Superior risk adjusted returns



World Class **Investor Services**

Strategic tie-ups with the best service providers



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WHY AAA?

Founders are Fund Managers

- Rajesh Kothari, Founder of the firm is CIO of AAA PMS.
- Prior to AAA, Rajesh was Fund Manager with DSP MF & Partner with Voyager Investment Advisors (FII).
- Received CNBC TV18 CRISIL Mutual Fund of the Year Award & Platinum Fund Manager Award for DSP EQUITY FUND.
- No risk of change in guards for the client which ensures 100% commitment and alignment of interest with investors.

Client centric Business Model

- AAA is only into PMS & Investment advisory and not into other businesses like broking, wealth management, etc. Hence, no conflict of interest for the clients.
- AAA clients enjoys the benefits of directly communicating with the founder, thereby ensuring enhanced understanding.
- AAA clients includes family offices, UHNIs and AAAPMS product is presently distributed by well known national distributors.

Superior Track Record

- AAA PMS is one of the few players in the industry which has completed 12 years.
- During the last 12+ years, AAA IOP PMS delivered 19.7% CAGR vs 12.6% CAGR reported by BSE 500 Index.
- AAA IOP PMS received Best 10 year Performance Award (rank 3) in the country for delivering superior risk adjusted returns across categories by PMSAIF World (Feb21)(data analysed by IIM Ahmedabad).

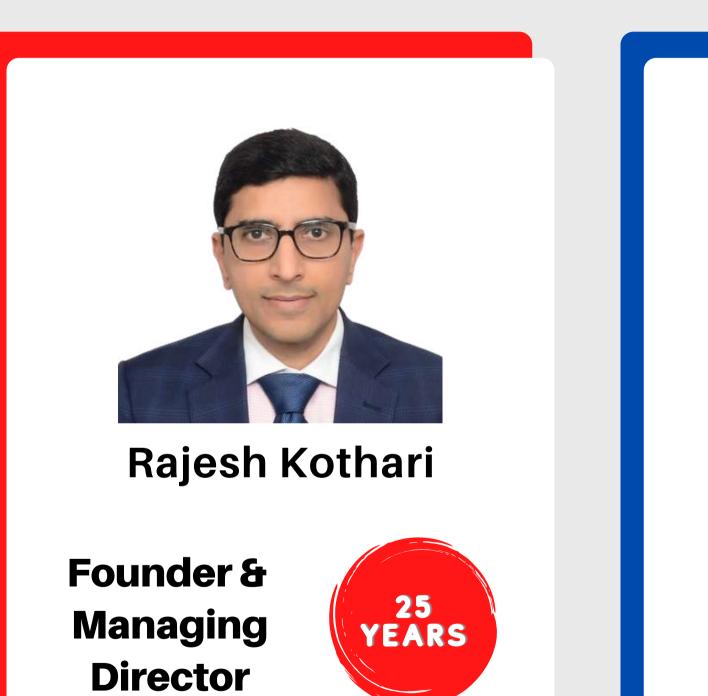
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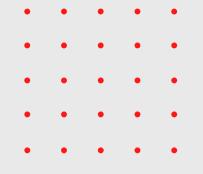




Govind Agrawal









Bhushan Koli

Head of Operations





THE TEAM



Founder & Managing Director

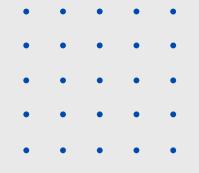
(Grad CWA, MBA)

- Rich experience of more than 25 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



- 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 Maharash Infrastructure
- Invited by Institute of Deficit
- Actively involved with Arham Yuva Group philanthropic initiative



Achievements

- Invited at Maharashtra Economic Summit to present views on Indian
- Invited by Institute of Directors to present views on Governance



THE TEAM

Director (FCA - Chartered Accountant, LLB)

- Rich experience of 26 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

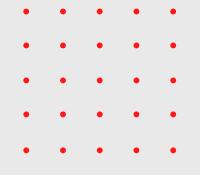
- Former Senior VP Equity Sales with Motilal Oswal Securities Ltd for 10 years
- Played key role in establishing institutional equity broking business, systems and processes

- 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



Achievements



INVESTMENT PHILOSOPHY - GENERATE ALPHA THROUGH 3M INVESTMENT APPROACH

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.

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

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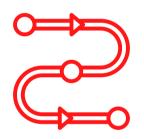




INVESTMENT PHILOSOPHY - PROTECT CAPITAL THROUGH PRUDENT RISK IMANAGEMENT



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.



We build the portfolio over a period of time. We do not follow Model portfolio approach.



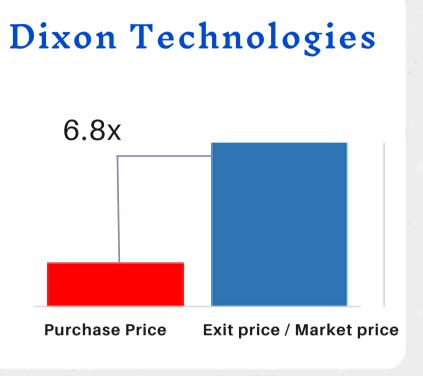
We have a disciplined Exit strategy. We sell/reduce due to rebalancing of the portfolio, change in growth assumption of our portfolio company, expensive valuations.



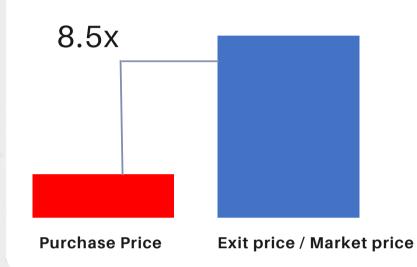


AAA IOP INVESTMENT SUCCESS STORIES

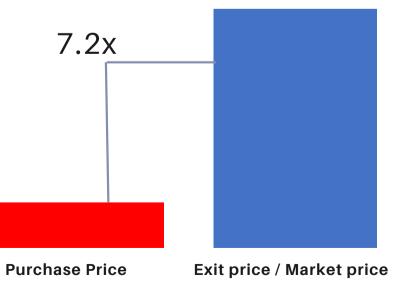
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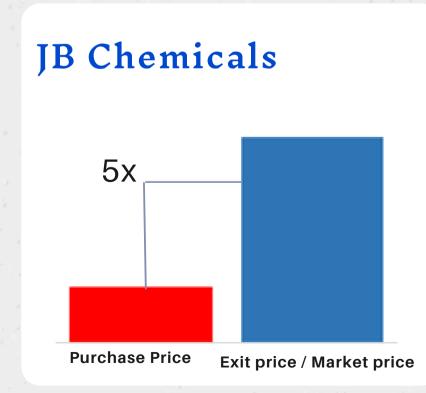


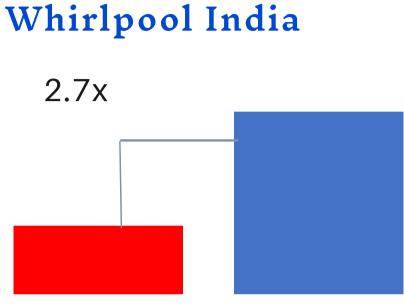
Timken India



Honeywell Auto







Purchase Price Exit price / Market price

Teamlease





Case Study: JB CHEMICALS

MARKET SIZE

The domestic pharma industry size: Rs. 134,700 crores (CAGR 8-10%).

The market continues to show intense competition with an increased number of brands being launched in the market.

MARKET SHARE

Domestic business: Rs 620 crs revenue.

Company ranked 34th in domestic market.

Key brands: Rantac (anti-peptic ulcerant), Metrogyl (amoebicides), Cilacar (calcium channel blocker) and Nicardia (calcium channel blocker). Its key therapeutic segments viz. Cardiovascular & Gastroenterology

Exports: Rs 686 crs, 25% growth FY19 13 approved ANDAs, while 6 ANDAs are pending with US FDA for approval

MARGIN OF SAFETY

- Valuations: PER of 10x on FY21 estimates - attractive considering strong earnings growth potential
- PER significantly lower compared to its peer group.
- Net cash: Rs 390 crs (15% of mcap)
- ROCE of 19%
- OCF/OP: 60%+

Made 5x returns in ~2 years

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Case Study: JB CHEMICALS



Stock Identification

Analysis

3M Investment Approach

- Market size

The domestic pharma industry size: Rs134,700 crores

- Market share

Domestic market: Co. ranked 34th (Rs 620 crs rev). Exports: Rev 686 crs, 25% g (FY19). 13 approved ANDAs, while 6 ANDAs are pending with US FDA for approval.

- Margin of safety

PER 10x, Debt free B/S, ROE 15%

Growth drivers:

- MR productivity in domestic market
- New product launches
- Focused segment approach

Performance

- Achieved OP & net profit growth of 27% & 47% in FY20.
- Co further improved its market share.
- Founders decided to sell their stake to KKR
- New professional and experienced management appointed (ex-CIPLA)
- Strong revenue and profit growth continued in FY21 Growth:
- Revenue 15% **OP 50%** NP 66%



Exit Strategy

At Exit price, stock trades at PER of ~25x on FY23 basis

Valuation gap vs large players narrowed significantly

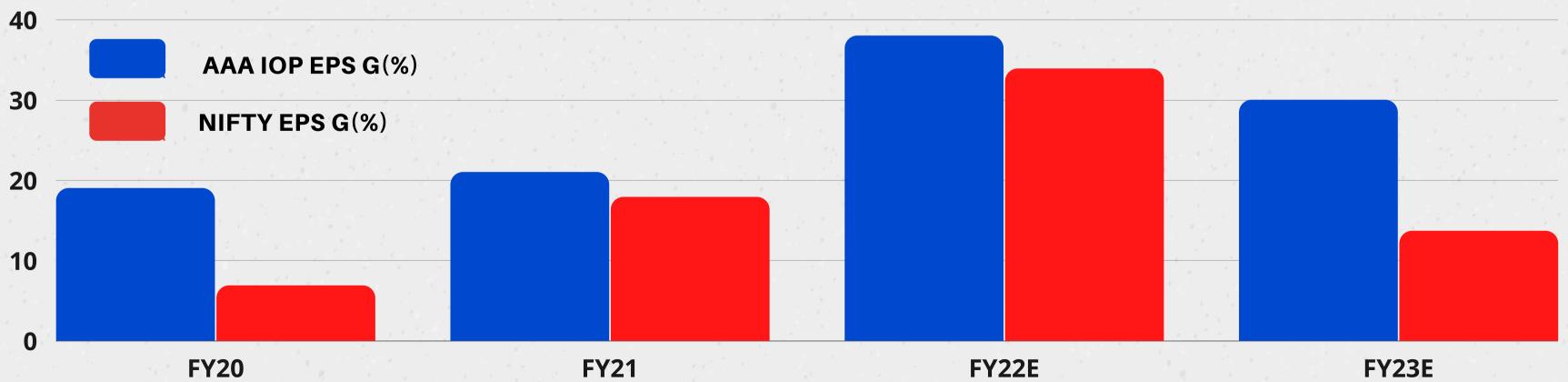
Entry market cap: Rs 2300 crs Exit market cap: Rs13000 crs

Made 5x returns in ~2 years



Superior Earnings growth

Earnings Matrix	Nifty FY20	AAA IOP FY20	Nifty FY21	AAA IOP FY21	Nifty FY22E	AAA IOP FY22E	Nifty FY23E	AAA IOP FY23E
EPS G(%)	6.9%	19.0%	17.9%	21.0%	33.9%	38.0%	13.7%	30.0%
ROE(%)	11.6%	16.1%	12.0%	16.1%	14.2%	19.4%	14.6%	21.3%
P/E(x)					24.2	51.0	21.2	36.0
P/BV(x)					3.4	10.3	3.1	8.2

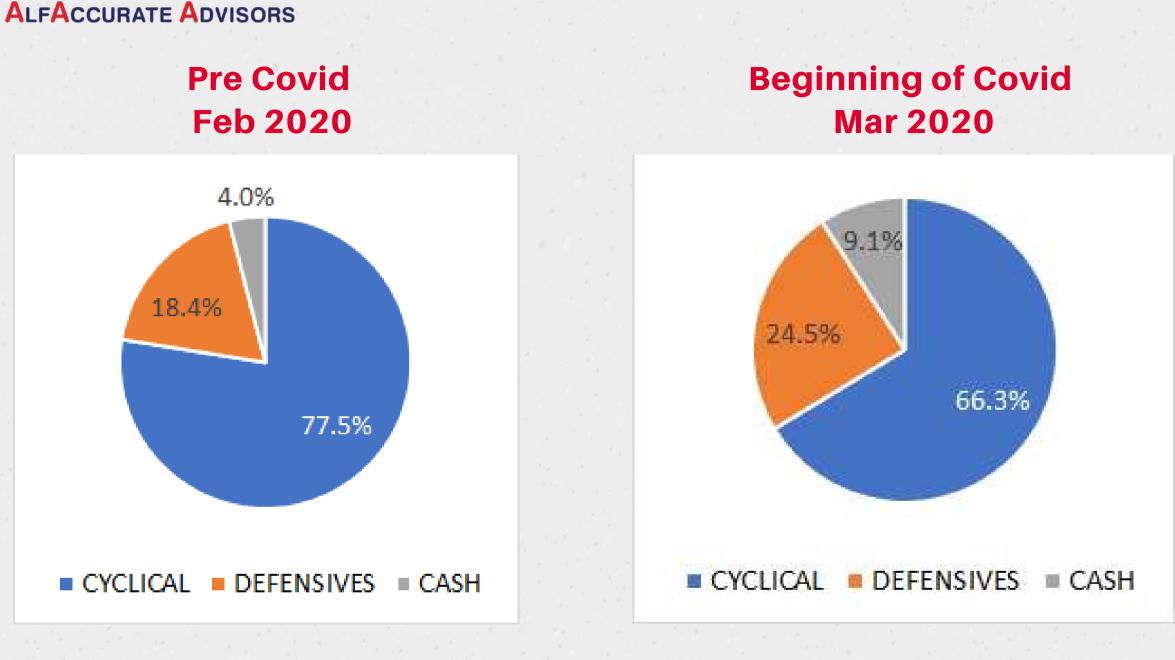


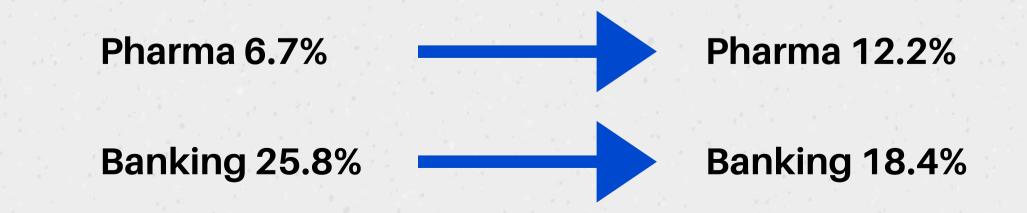
Source: AAA research



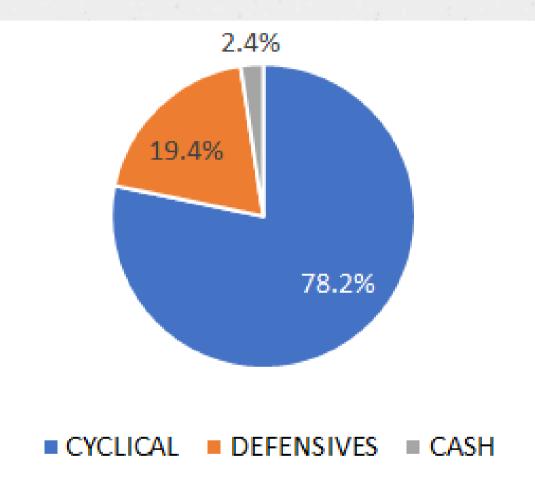


AAA IOP - Active Sectoral Allocation





Post Covid wave1 Mar 2021

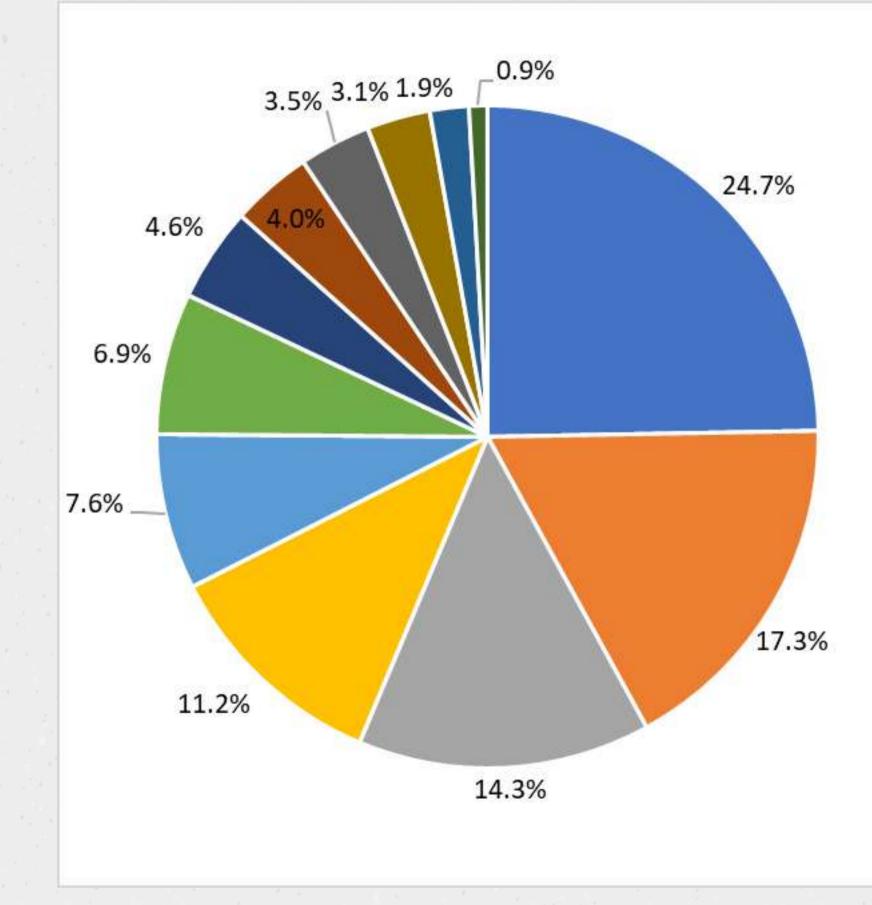


Pharma 5.80%

Banking 23.7%

AAA IOP - Active Sectoral Allocation

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- Banking & Finance
- Consumer
- Software
- Engineering
- Chemicals
- Others
- Auto & Auto Anc
- Cash
- Pharma
- Oil & Gas
- Cement
- Agri Input

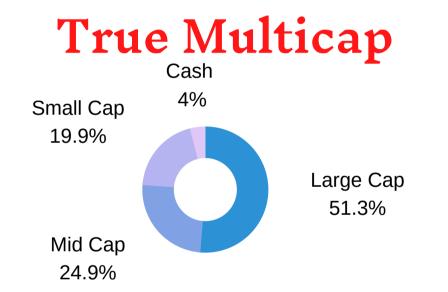


AAA IOP CHARACTERISTICS

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- 90.4% of portfolio companies Rs.100cr+ NP (56.8% above Rs.500cr+)





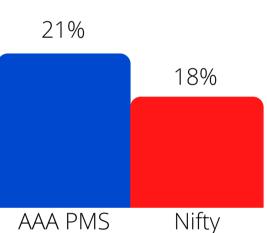
- 78.6% of portfolio cos have ZERO NET DEBT - 18.2% of portfolio cos D/E <1x

*across categories on risk adjusted returns by PMS AIF World

AWARD FOR BEST 10 YEAR PERFORMANCE (RANK 3*) IN THE COUNTRY (FEB2021)

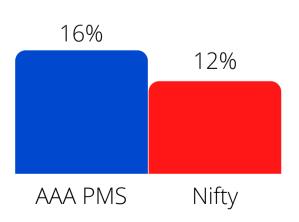
Strong Earnings Growth

21% AAA PMS vs 18% Nifty (FY21)



Superior ROE

16% AAA PMS vs 12% Nifty (FY21)

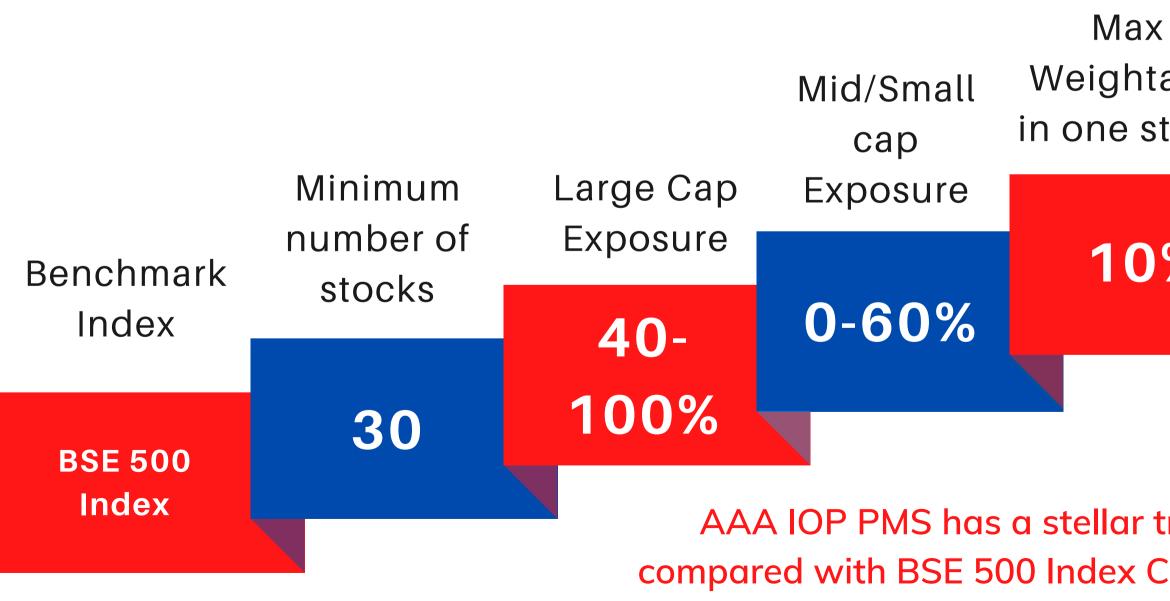




AAA IOP PLAN FEATURES

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AAA IOP PMS plan is a portfolio of 40-60 companies which are Market leaders with strong corporate governance and high growth potential with investment horizon of 3-5 years.



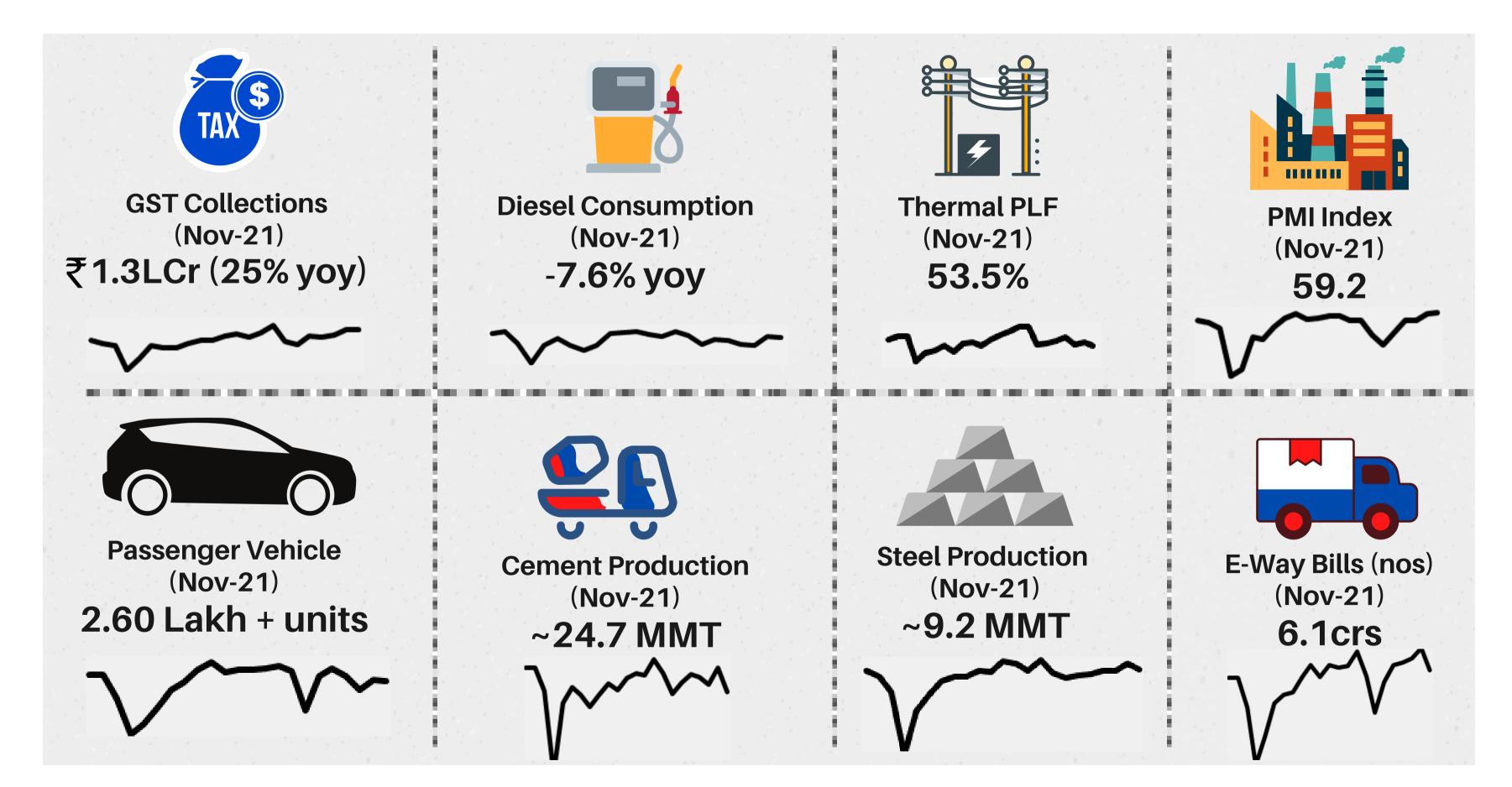
MAN

%		
stock	35%	50%
x tage ^{ir}	Max Weightage n one sector	Weightage in top 10 stocks

AAA IOP PMS has a stellar track record of delivering ~19.7% CAGR compared with BSE 500 Index CAGR of ~12.6% during last 10+ years.

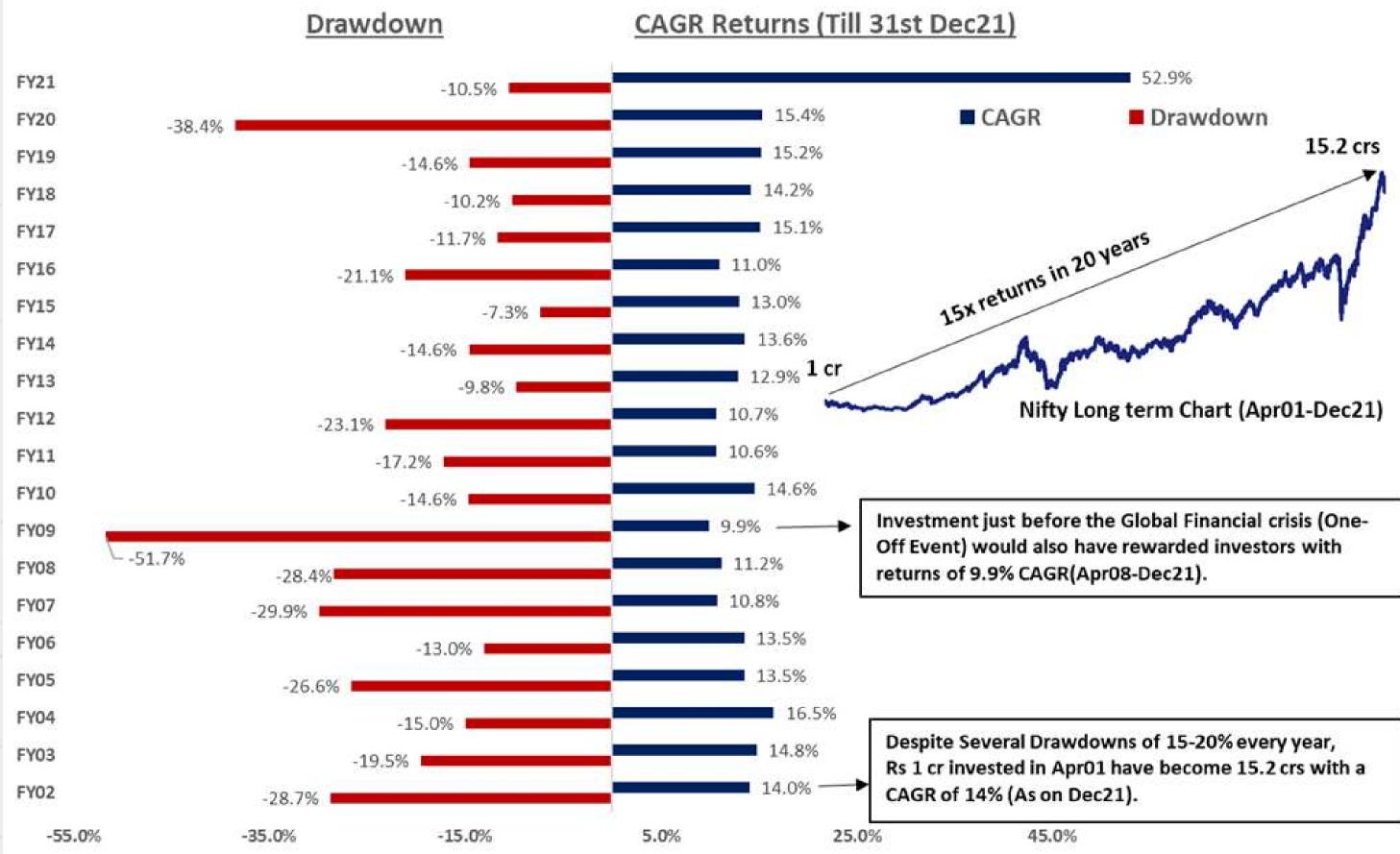


Indian Eco - Fast frequency data indicators

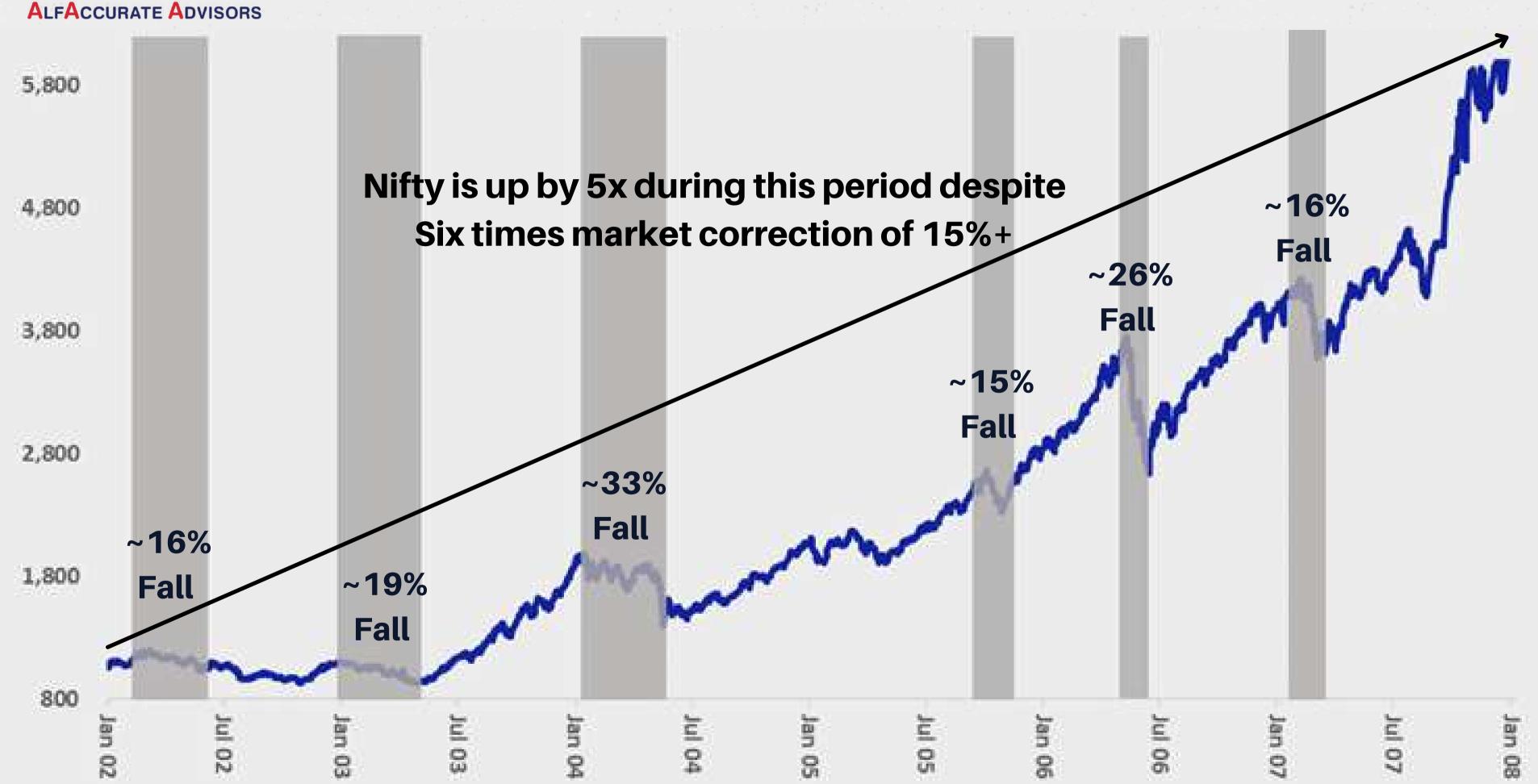


Healthy returns despite drawdowns



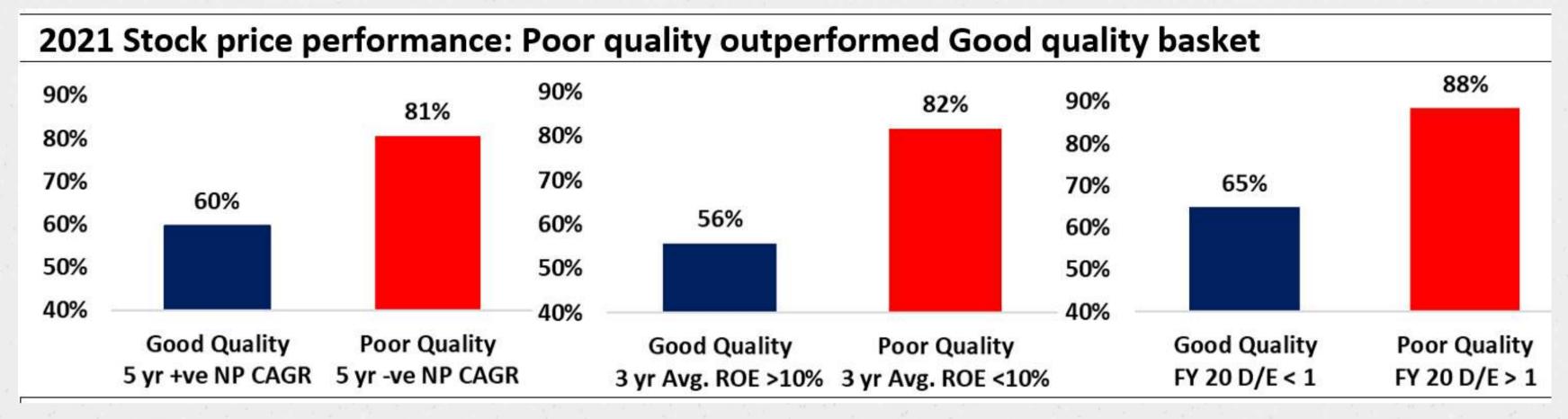


Corrections are part of Equity Market!





2021: Poor quality outperformed Good qualiy



Source: AAA Research

2021 was a paradoxical year where poor-quality companies with negative profit growth, lower return ratios or high debt has outperformed good quality companies who have historically reported strong earnings growth with high return ratios and lean balance sheet (low Debt).

However, we except this to reverse in 2022, whereby good quality companies will outperform the poor quality as has been the case historically.



AAA PMS Superior Earnings growth

Fig3:	AAA IOP PMS	AAA IOP PMS	Peer group	Peer group
2Year QTR CAGR %	Revenue	EBITDA	Revenue	EBITDA
Agro. Chem (Ex fertiliser)	22.0	23.2	12.4	9.9
Pharma	14.4	20.8	9.8	2.5
Engineering	10.5	12.9	2.7	0.7
Cement	11.8	19.0	9.7	14.2
Auto Ancillary	20.1	20.3	10.0	10.5
Building Material	25.1	25.4	17.4	22.7
Consumer durable	27.7	16.5	15.0	25.0
Consumer	17.7	21.4	12.1	10.1

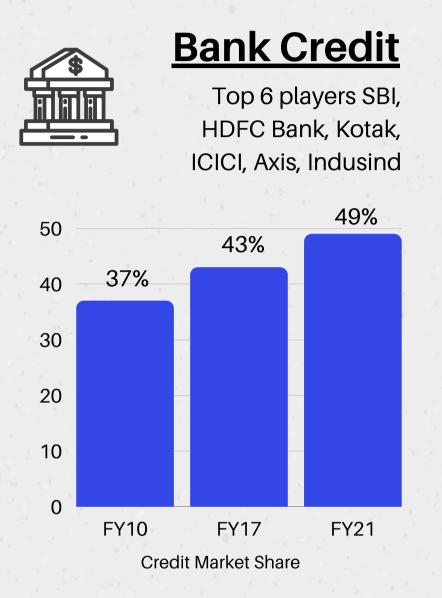
Majority of portfolio companies across sectors, outperformed their peer group by a wide margin in both revenue and profitability.

The reason for such strong outperformance is their Market Leadership – a common character of all our portfolio companies. Leaders triumph even in tough environment to emerge victorious.

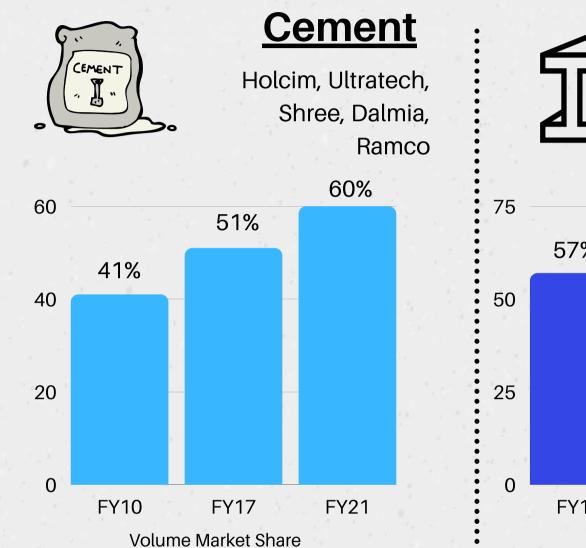


AAA PMS Theme 1: Big getting Bigger

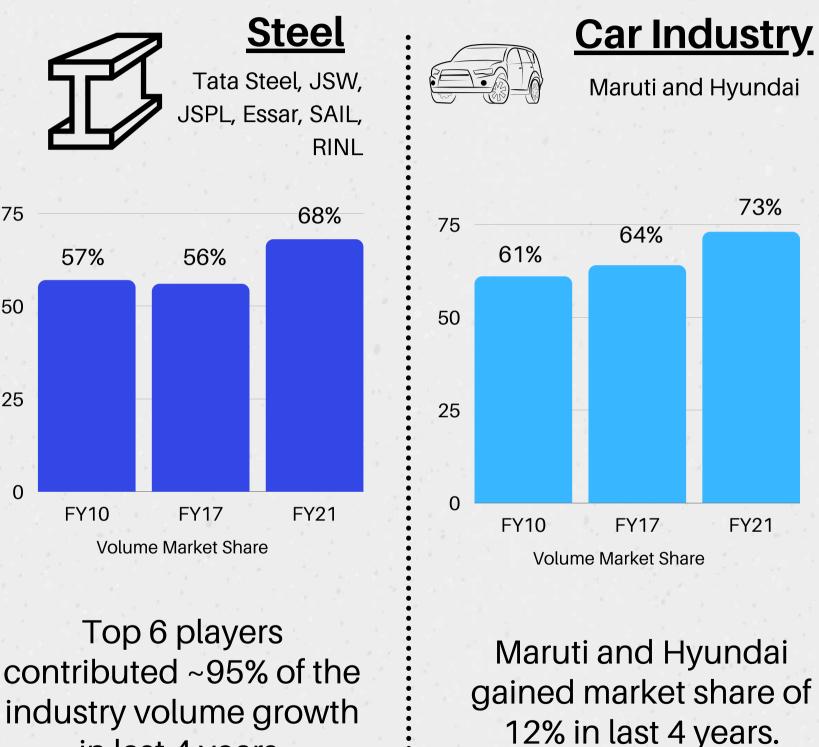
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Top 6 banks had an incremental Market share of 67% from FY17 to FY21



100% of incremental sales volume in last 4 years were from Top 5 players



Market leaders getting bigger by capturing higher incremental market share.

Source: Spark Capital, AAA Research

in last 4 years.



AAA PMS Theme 2: Capex Revival

INR 7559bn capex in FY22-24E vs INR 3227bn over the previous 3yr - 134% jump !!



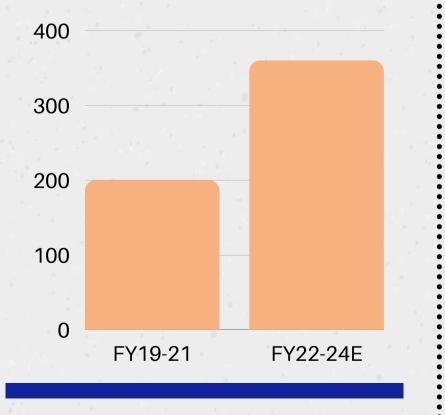
CEMENT **INDUSTRY**



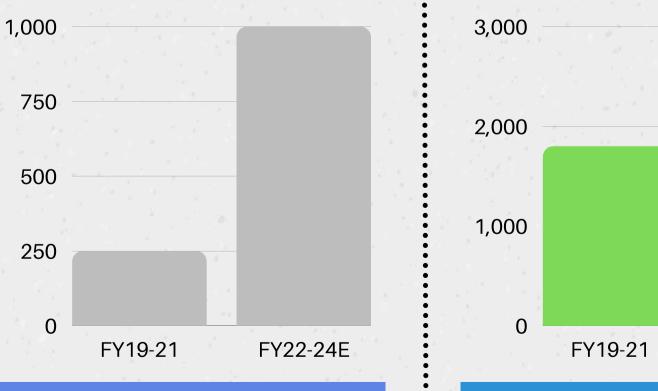
STEEL **INDUSTRY**



+160 Billion



+750 Billion



Source: Spark Capital, AAA Research.

NON THERMAL POWER **INDUSTRY**

+900 Billion



FY22-24E



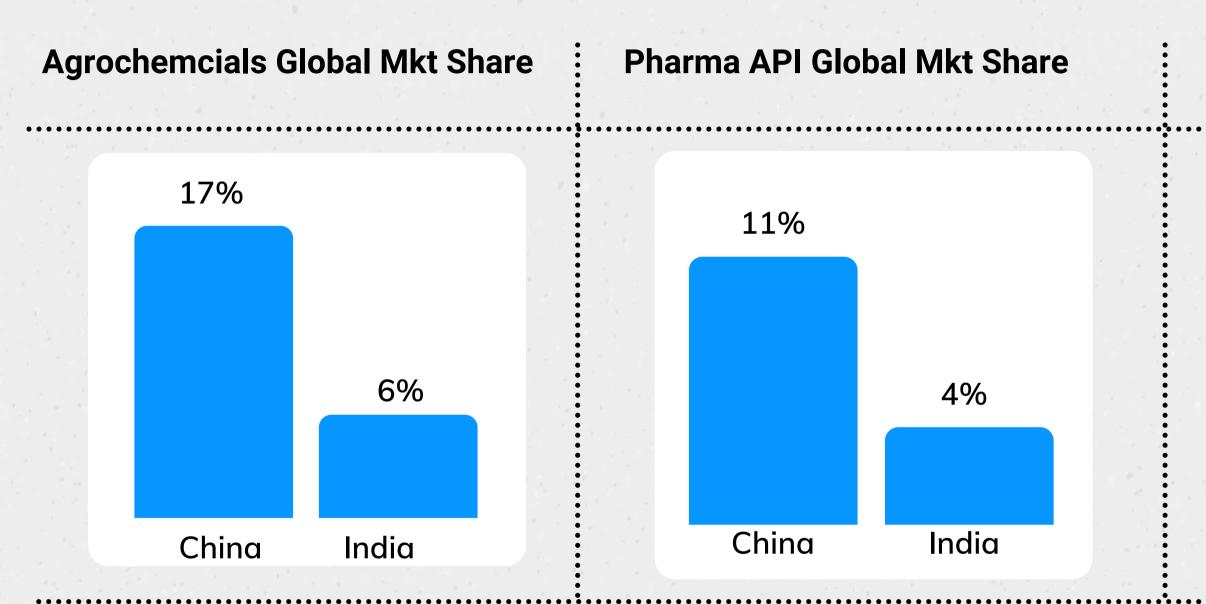
TOTAL CAPEX ACROSS **SECTORS**

+4,300 Billion





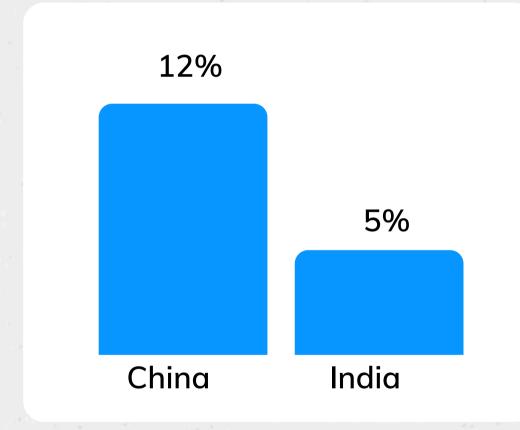
AAA PMS Theme 3: China + 1



Following factors are forcing global companies to look for alternate sourcing options:

- 1) China's crack down on environment scofflaws
- 2) Abrupt closure of many chemical zones
- 3) China's deteriorating relations with US & Europe

Dyes & Pigments Global Mkt Share





Market = Mirror of earnings growth

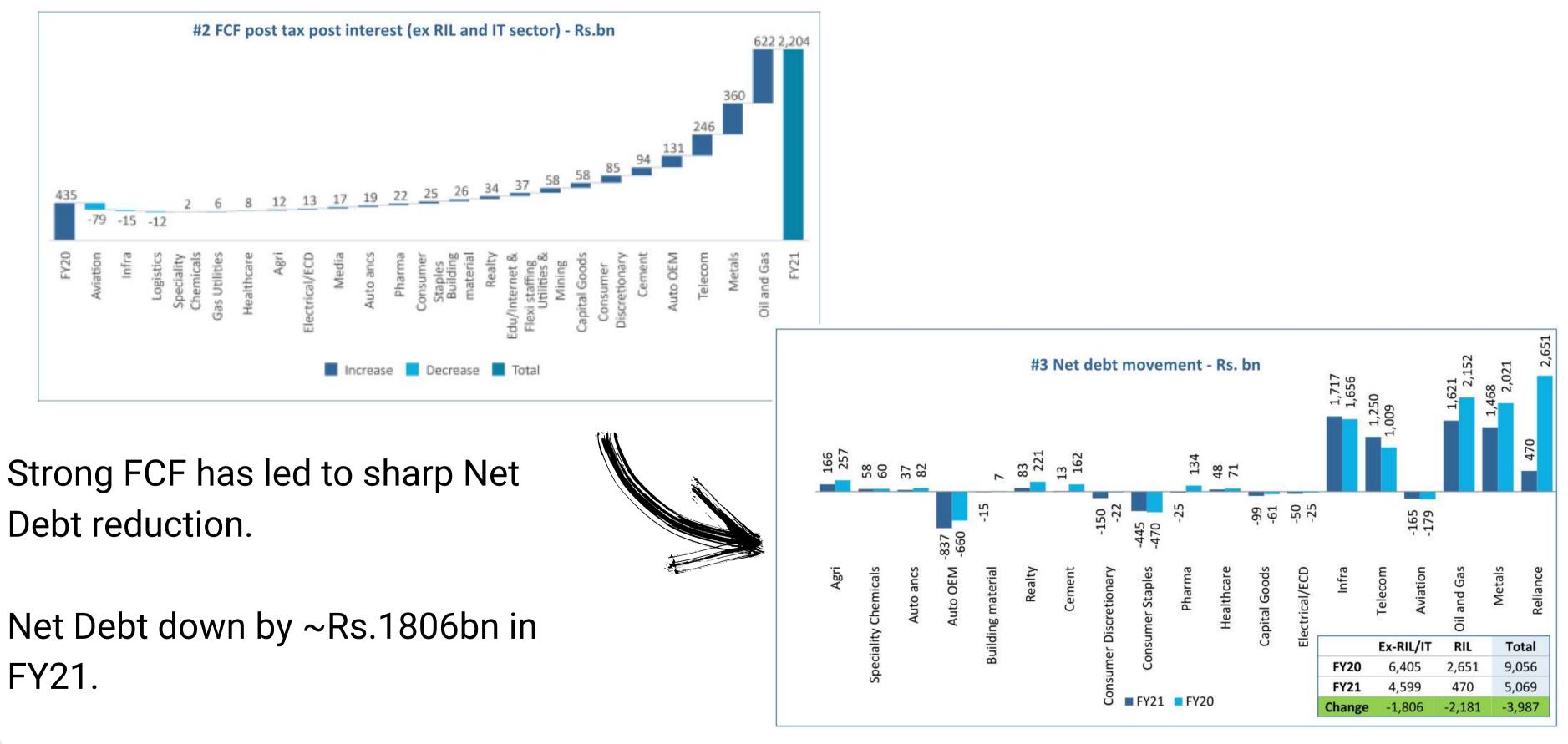
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Corporate Balance sheet deleveraged

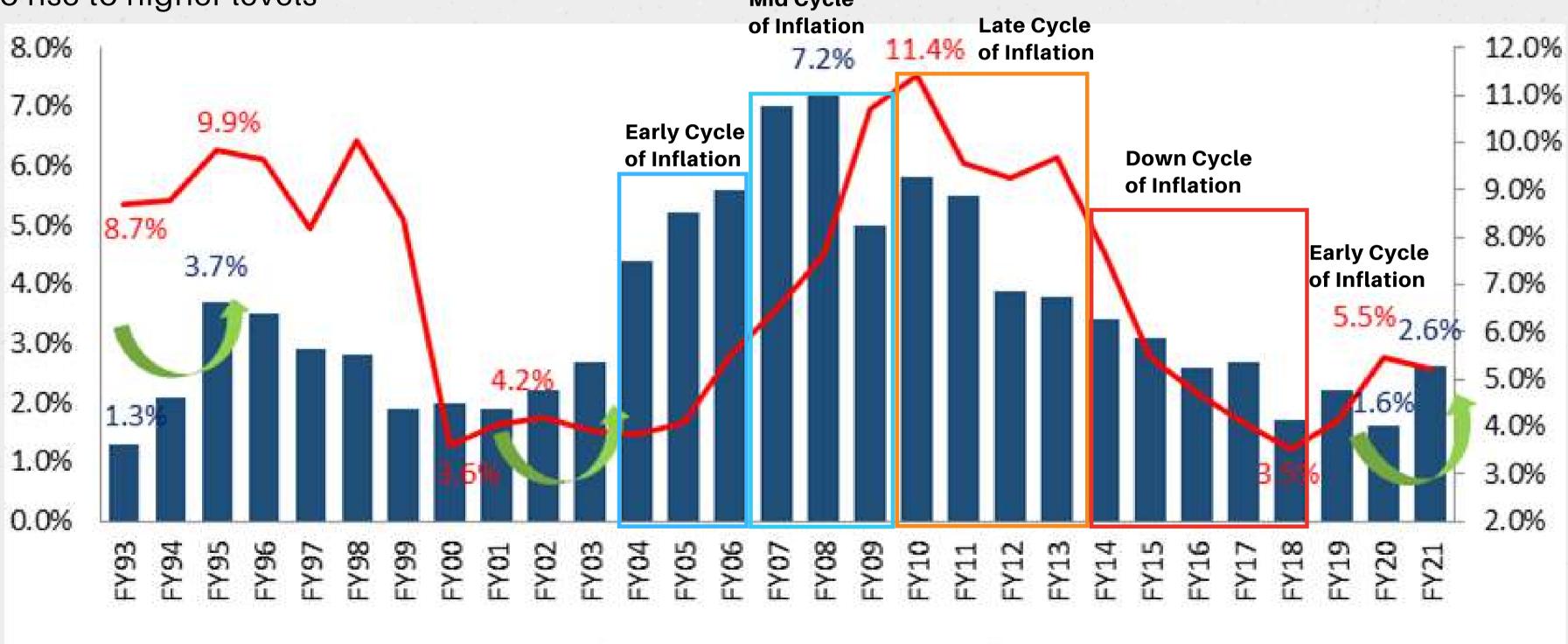
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Moderate increase in inflation is GOOD!

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Corporate profits to increase with initial rise in inflation, but it starts deteriorating after inflation continues to rise to higher levels **Mid Cycle**



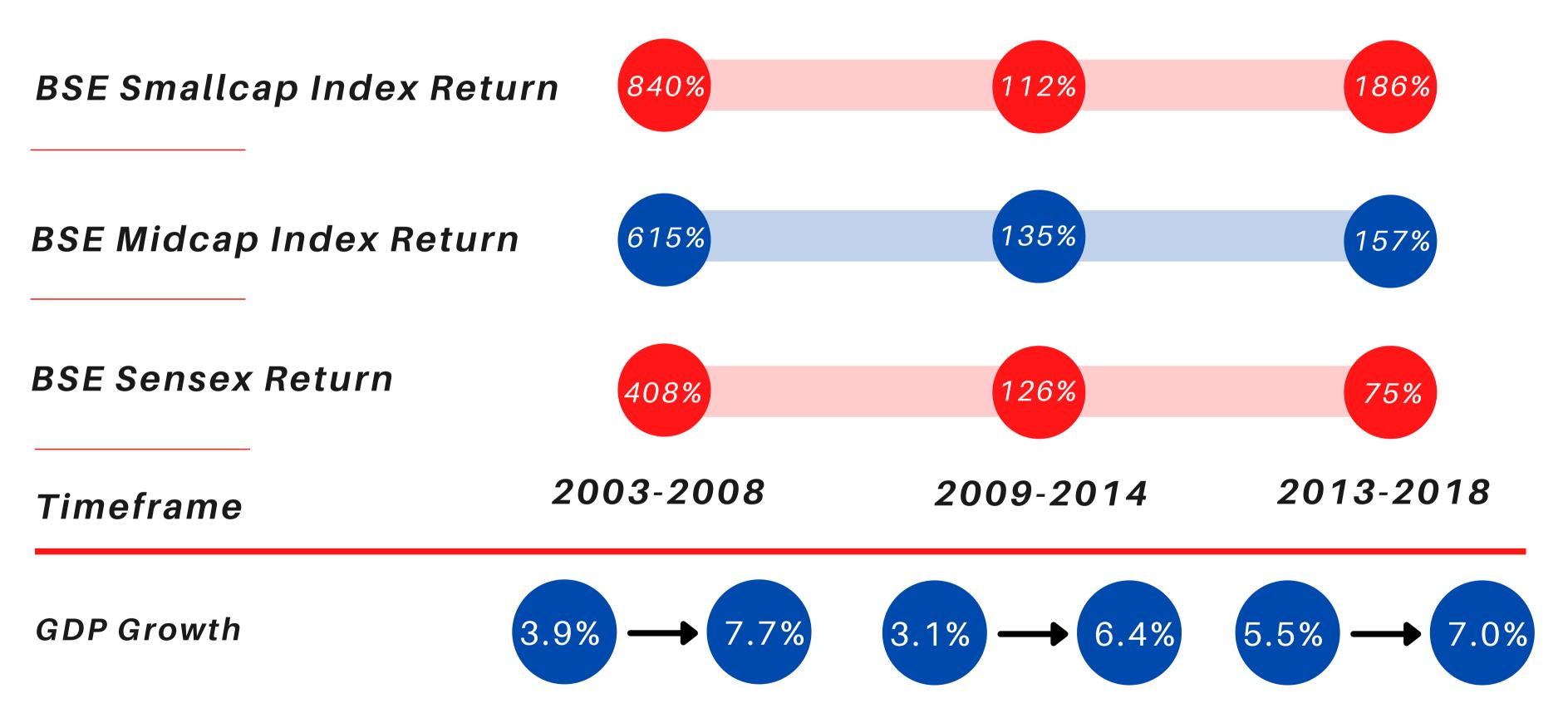
Corporate profit to GDP (%)

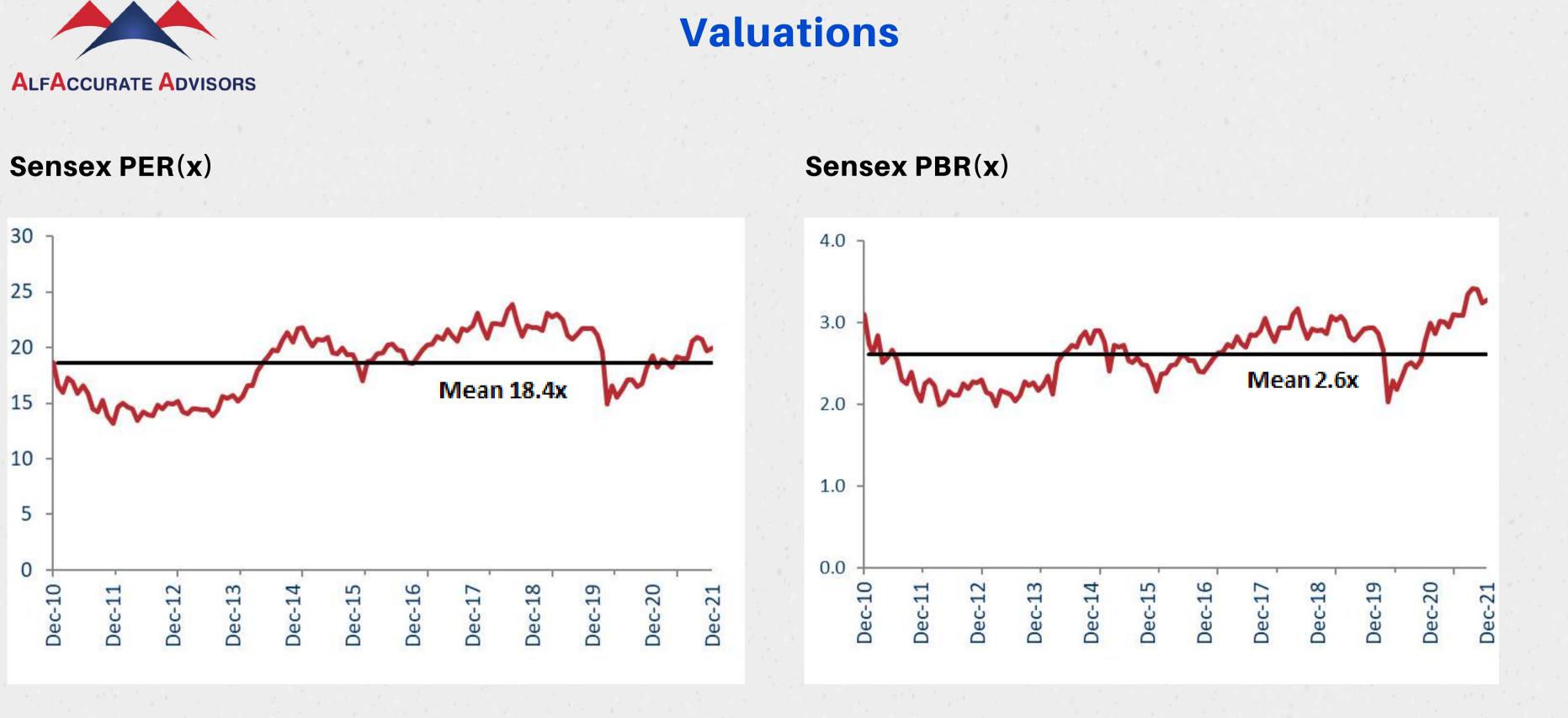
Source: Spark Capital, AAA Research

CPI inflation (%, yoy)-RHS



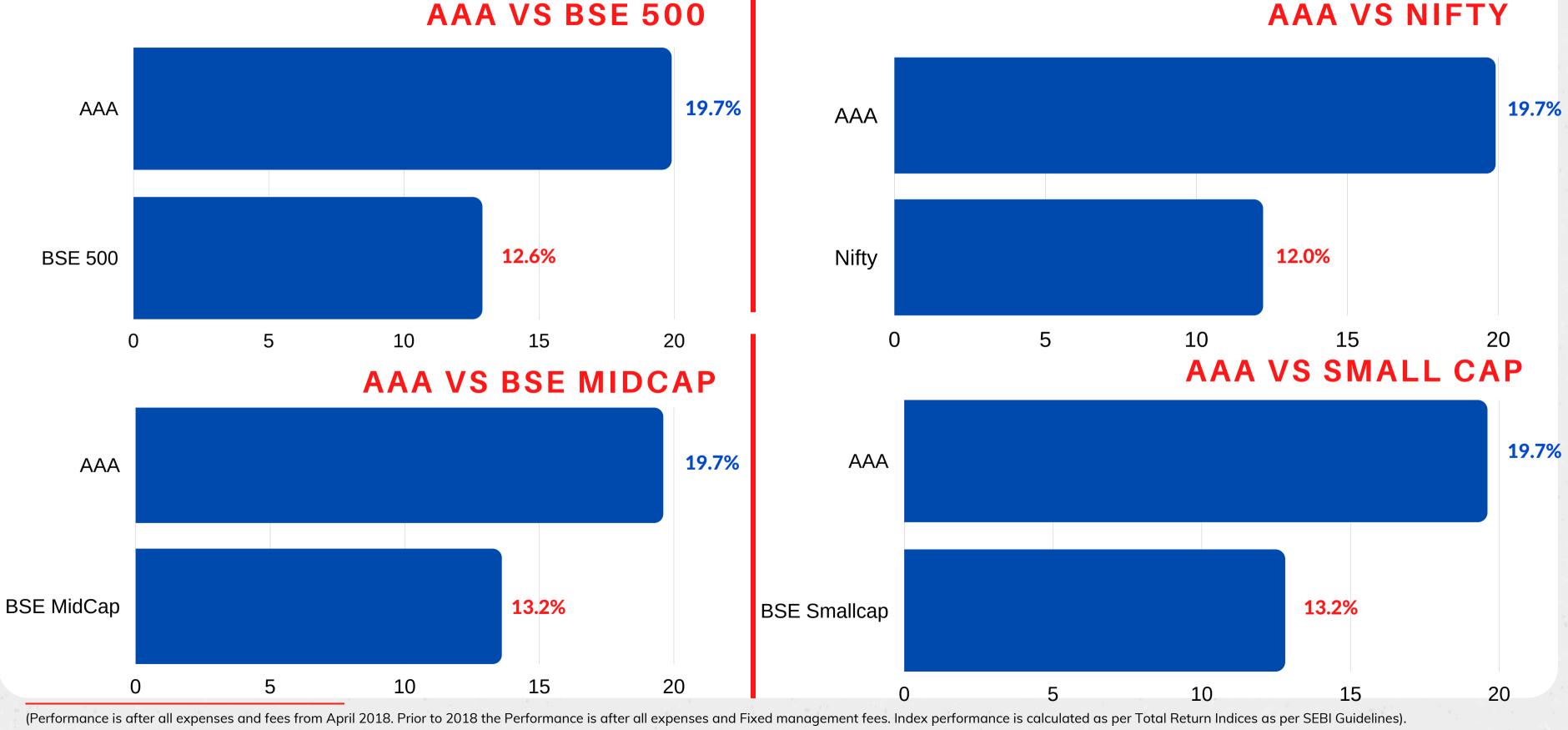
Economic Recovery - results in stronger market returns





AAA IOP Plan Performance since inception Nov 2009

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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 VS NIFTY



AAA IOP Plan Performance Insights

Performance (%)	FY22 YTD	FY21	FY20	FY19	FY18	FY17	FY16	FY15	FY14	FY13	FY12	FY11	*Since Inception
AAA IOP Plan	25.4	75.1	(23.6)	(4.4)	24.1	27.8	1.9	71.8	29.1	12.7	5.0	19.1	775.6
BSE 500 Index	22.6	78.6	(26.4)	9.7	13.2	25.5	(6.4)	35.0	19.0	6.5	(7.8)	8.9	320.5
BSE Midcap Index	24.6	93.0	(30.8)	(2.1)	14.3	34.3	1.8	51.3	17.7	(1.7)	(6.4)	2.4	348.8
BSE Smallcap Index	43.5	116.5	(35.1)	(10.9)	18.5	37.8	(2.1)	55.7	24.0	(11.1)	(17.6)	(2.4)	345.1
CNX Nifty	19.3	72.5	(25.0)	16.4	11.8	20.2	(7.8)	28.2	19.5	8.7	(8.2)	12.4	293.3

*(23 November 2009 – 31 December 2021) (Performance is after all expenses and fees from April 2018. Prior to 2018 the Performance is after all expenses and Fixed management fees. Index performance is calculated as per Total Return Indices as per SEBI Guidelines)

Note: 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 IOP Plan Performance Insights

Compounded Annual Returns (%)	1 YEAR	2 YEARS	3 YEARS	5 YEARS	10 YEARS	*Since Inception
AAA IOP Plan	35.9	29.4	20.4	18.0	22.7	19.7
BSE 500 Index	31.6	24.8	19.3	18.1	16.8	12.6
BSE Midcap Index	40.7	30.6	18.7	17.0	18.6	13.2
BSE Smallcap Index	64.1	48.0	27.3	20.6	19.4	13.2
CNX Nifty	25.6	20.8	18.3	17.7	15.6	12.0

*(23 November 2009 – 31 December 2021) (Performance is after all expenses and fees from April 2018. Prior to 2018 the Performance is after all expenses and Fixed management fees. Index performance is calculated as per Total Return Indices as per SEBI Guidelines)

Note: 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.



Risk Analysis: AAA IOP Plan

Parameters	How to read ratio	AAA IOP Plan	BSE500 Index
Beta	Less than 1 beta is good sign as it denotes lower volatility of the portfolio	0.83	1.0
Sharpe Ratio	Excess return per unit of deviation. Higher the Sharpe ratio, better it is.	0.76	0.34
Standard Deviation	Standard deviation denotes amount of variation	16.8	16.6
Upside capture	It denotes overall performance of PMS during up markets.	170	100
Downside capture	It denotes overall performance of PMS during down markets.	96.3	100
Capture Ratio	Capture ratio >1 indicates, Investment Manager has gained more during up (positive) markets and lost less during down (negative) markets.	1.76	1.0

Data is analysed since inception of AAA IOP PMS data i.e. 23 Nov 2009 – 31 December 2021. Performance related information provided herein is not verified by SEBI.



AAA IOP Plan Rolling Return Analysis

Monthly Rolling Returns Analysis(%)	AAA IOP 1 Year	BSE500 Index 1 Year	AAA IOP 3 Years	BSE500 Index 3 Years	AAA IOP 5 Years	BSE500 Index 5 years
No of observations	135.0	135.0	111.0	111.0	87.0	87.0
No of Positive Observations	108.0	106.0	107.0	106.0	87.0	87.0
No of Negative Observations	27.0	29.0	4.0	5.0	0.0	0.0
Loss Probability (%)	20.0%	21.5%	3.6%	4.5%	0.0%	0.0%
Average Returns (%)	21.2%	13.8%	18.8%	11.7%	20.6%	12.6%
Median Returns (%)	16.8%	9.5%	16.6%	12.4%	22.4%	13.8%
Maximum Returns (%)	104.7%	78.6%	42.0%	24.8%	30.6%	20.4%
Minimum Returns (%)	-23.6%	-26.5%	-3.2%	-3.0%	3.4%	1.4%

*(23 November 2009 – 31 December 2021) (Performance is after all expenses and fees from April 2018. Prior to 2018 the Performance is after all expenses and Fixed management fees. Index performance is calculated as per Total Return Indices as per SEBI Guidelines)

Note: 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.



STRATEGIC PARTNERSHIPS

DEPOSITORY PARTICIPANTS





DIRECT ONBOARDING ROUTE

All clients have an option to invest in the AAAPMS directly, without intermediation of persons engaged in distribution services.





AWARDS & RECOGNITIONS

ALFACCURATE ADVISORS



Equity Diversified		Absolute Returns in W					
Fund Name		3 M 1 Yr		J Yrs	AUMI	Fund Manager	
SBI Magnum Sector Funds Umbrella-Contra	Platinum	-10.1	64.5	4/6.6	1,120	Sanjay Sinha	
Tata Pure Equity	Platinum	-11.2	49.3	298.3	240	M Venugopa	
SBI Magnum Global	Platinum	-12.3	62.1	509.3	595	Sanjay Sinha	
DSP Merrill Lynch Equity Fund	Platinum	-11.9	52.6	302.8	520	Rajesh Kothar	
PruiCiCi Power	Platinum	-10.7	55.9	267.7	1,277	Anil Sarir	
Tata Equity Opportunities Fund-B	Platinum	-15.4	48.5	514.0	366	M Venugopa	
SBI Multiplier Plus 1993	Gold	-14.3	. 64.7	582.5	649	Sanjay Sinha	
Sundaram Growth	Gold	-10.8	51.3	263.0	124	N Prasac	
HSBC Equity	Gold	-10.2	49.0	311.5	960	Viresh Mehtz	
SBI Magnum Equity	Gold	-8.4	53.0	262.4	193	Saniay Sinha	

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



AAAIOP PMS received Award for Best 10 Years Performance

across categories on Risk adjusted Returns Basis by PMS AIF -2020

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



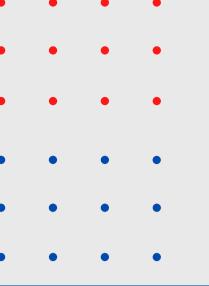
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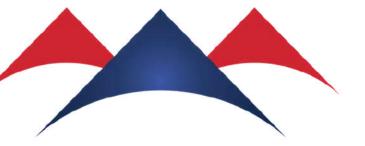
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THANK YOU



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