PROTECT CAPITAL, CREATE WEALTH

Investor Presentation -AAA IOP PMS PLAN

December 2022

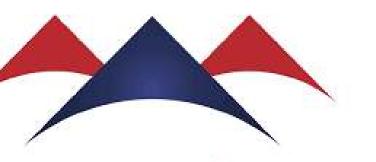
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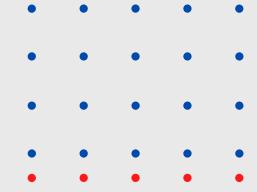




AAA IOP PMS PLAN



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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



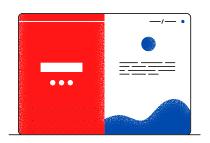
3M Stock Selection Approach

- Market Size
- Market Share
- Margin of Safety



Prudent Risk Management

- Diversification
- Staggered Investments
- Defined Exit Strategy



AAA PMS Themes







Capex revival



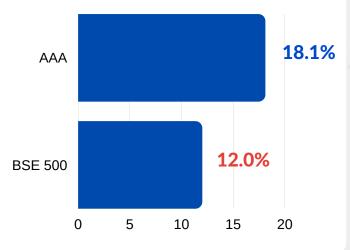
China+I Strategy



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IOP 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 Received CNBC TV18 - CRISIL Mutual Fund of the Year Award & EQUITY FUND. No risk of change in guards for the client which ensures 100% co investors.
Client centric Business Model	 AAA is only into PMS & Investment advisory and not into other b etc. Hence, no conflict of interest for the clients. AAA clients enjoys the benefits of directly communicating with th understanding. AAA clients includes family offices, UHNIs and AAAPMS product national distributors.
Superior Track Record	 AAA PMS is one of the few players in the industry which has com During the last 12+ years, AAA IOP PMS delivered 18.1% CAGR v AAA IOP PMS received Best 10 year Performance Award (rank 3 adjusted returns across categories by PMSAIF World (Feb21)(data)

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er with Voyager Investment Advisors (FII). & Platinum Fund Manager Award for DSP

commitment and alignment of interest with

businesses like broking, wealth management,

the founder, thereby ensuring enhanced

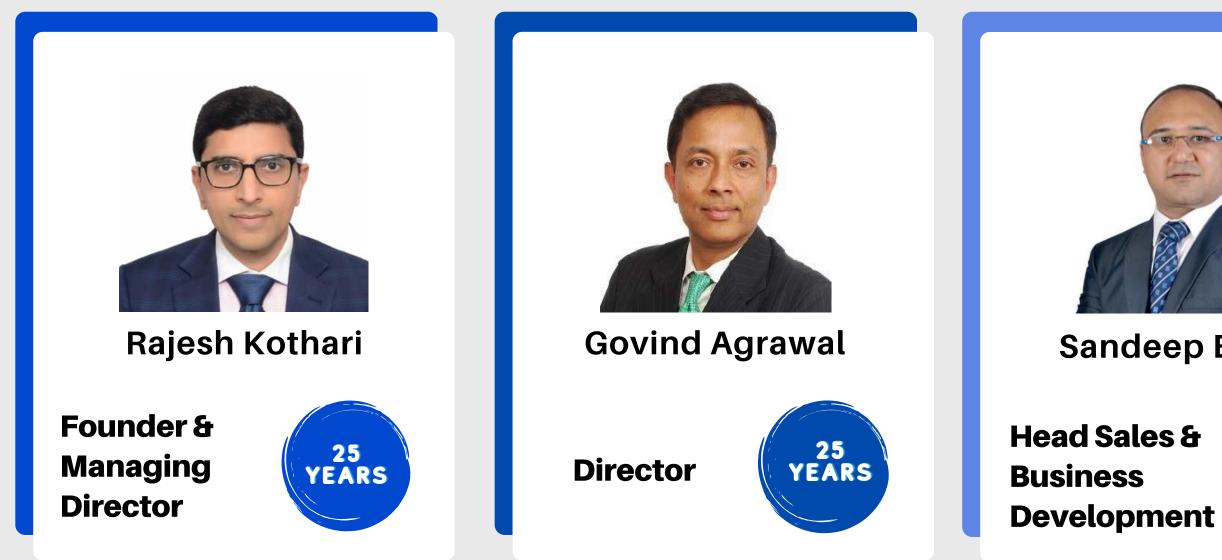
ct is presently distributed by well known

mpleted 12 years.

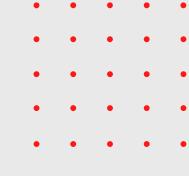
R vs 12.0% CAGR reported by BSE 500 Index. 3) in the country for delivering superior risk lata analysed by IIM Ahmedabad).

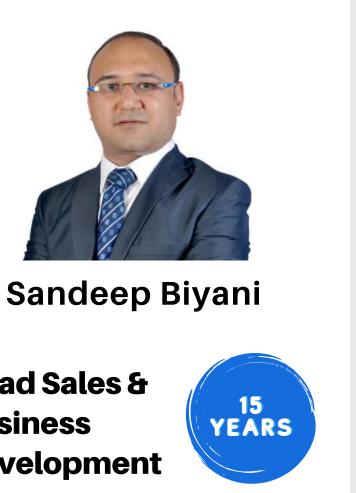


THE TEAM



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Bhushan Koli

Head of Operations





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Founder & Managing Director

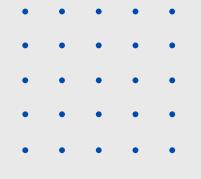
(Grad CWA, MBA)

- 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 Maharashtra Infrastructure
- Invited by Institute of Directors to present views on Governance Deficit
- Actively involved with Arham Yuva Group philanthropic initiative



Achievements

- Invited at Maharashtra Economic Summit to present views on Indian



- 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

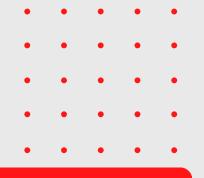
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category, Asia Money 2006"

Institutional Equity Sales







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"
- Won several awards at Motilal Oswal for consistently contributing to



INVESTMENT PHILOSOPHY - GENERATE ALPHA THROUGH 3M INVESTMENT APPROACH



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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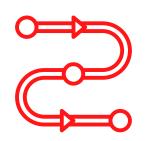




INVESTMENT PHILOSOPHY - PROTECT CAPITAL THROUGH PRUDENT RISK MANAGEMENT



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



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



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

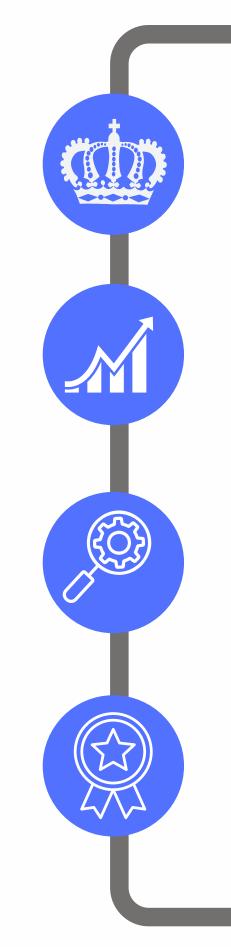
Business est	Diversification
t follow	Staggered Investment Approach
ie to otion of	Defined Exit Strategy



WHY AAA IOP PMS?

Protect capital, **Create Wealth**

3M Investment Approach for stock selection and Diversification with Disciplined Exit Strategy to reduce risk.



Access To Market Leaders Aims for multi-cap exposure to ~50 Market Leaders across sectors.

Growth Potential Aims to capture long-term growth with strong balance sheet and high ROCE.

Grounded in Research Combines top-down and bottom-up research with strong due diligence.

returns.

Award winning track record

We have a proven track record of

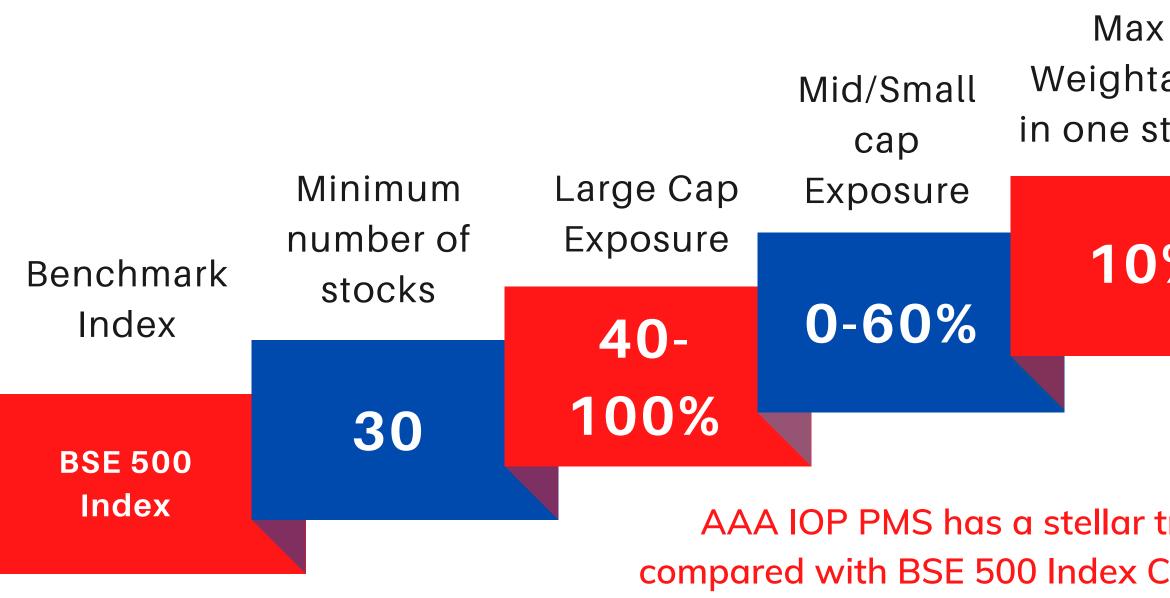
investment in companies yielding multibagger



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.



May

%		
	35%	
tage stock		50%
X	Max Weightage in one sector	Weightage in top 10 stocks
		IVIAX

AAA IOP PMS has a stellar track record of delivering ~18.1% CAGR compared with BSE 500 Index CAGR of ~12.0% during last 12+ years.

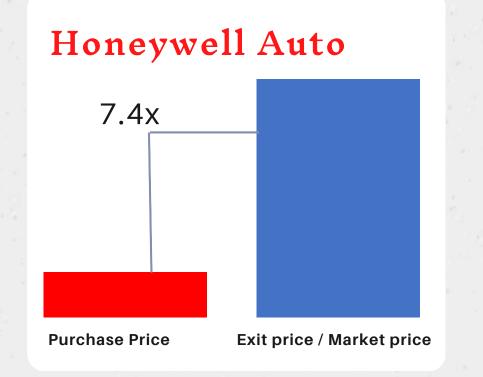


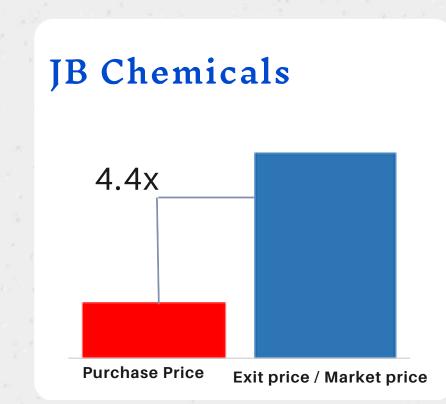
AAA INVESTMENT SUCCESS STORIES

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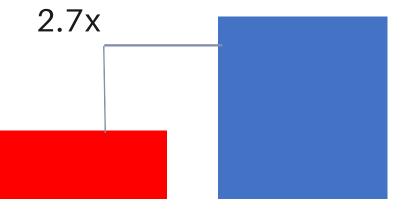






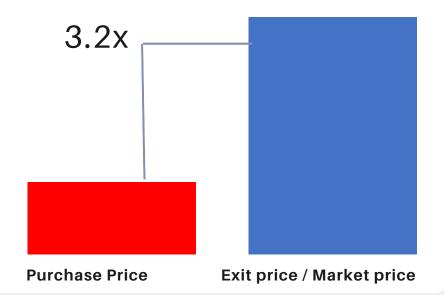
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Purchase Price Exit price / Market price

Teamlease



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Case Study: JB CHEMICALS





Stock Identification

3M Investment Approach

- Market size

The domestic pharma industry size: Rs134,700 crores

- Market share

Domestic market: Co. ranked 34th (Rs 778 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%

Analysis

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%

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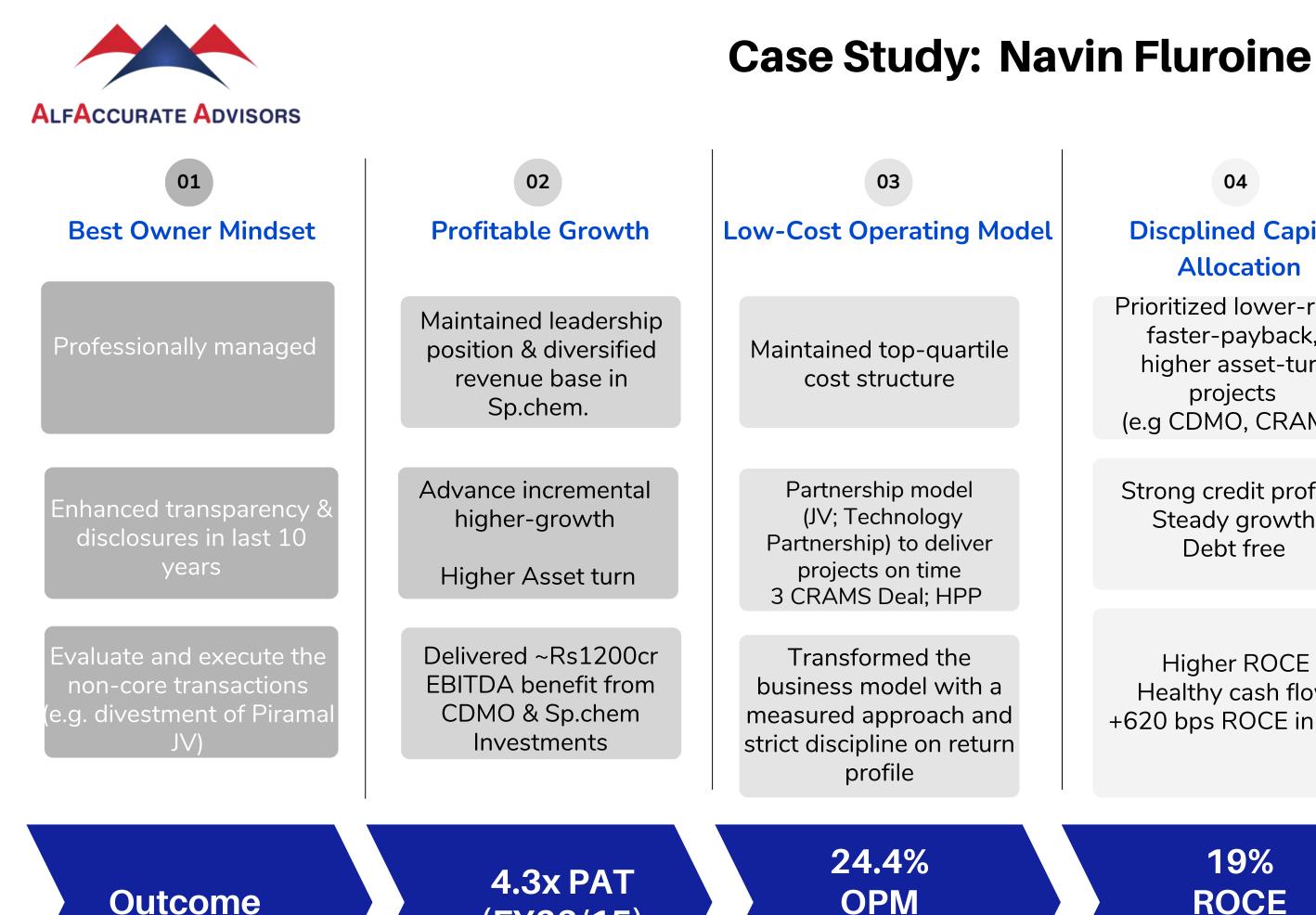
Exit Strategy

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



(FY22/15)

(FY22)

04

Discplined Capital Allocation

Prioritized lower-risk, faster-payback, higher asset-turn projects (e.g CDMO, CRAMS)

Strong credit profile Steady growth Debt free

Higher ROCE Healthy cash flow +620 bps ROCE in 10y 06

Sustainability

Capitalize on growth from high-margin sustainabilitydriven applications

Chemistry capability & Eng. technology to scale lab level plant to commercial-scale plant

Offering solution leading to Higher dollar value per customer

19% ROCE (FY22)

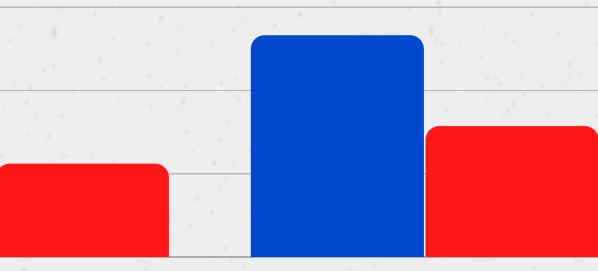
23x Stock price (FY22/15)



Superior Earnings growth

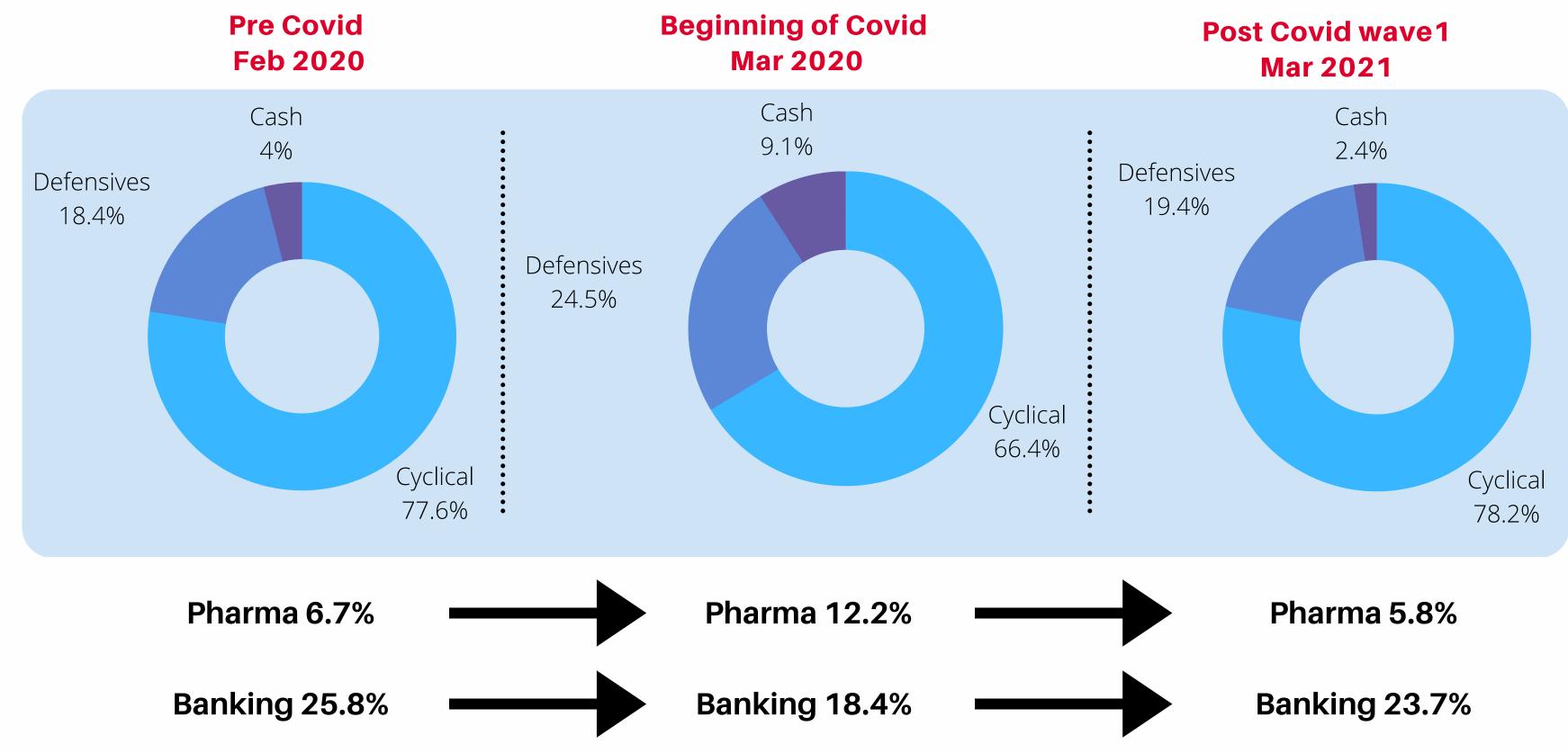
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Earnings Matrix	Nifty FY21	AAA IOP FY21	Nifty FY22	AAA IOP FY22	Nifty FY23E	AAA IOP FY23E	Nifty FY24E	AAA IOF FY24E
EPS G(%)	17.9%	21.0%	36.3%	39.2%	11.2%	33.7%	15.7%	26.6%
ROE(%)	12.0%	16.1%	14.2%	17.3%	14.3%	16.4%	14.9%	17.2%
P/E(x)					22.3	34.8	19.3	27.9
P/BV(x)					3.2	6.0	2.9	5.0
	G(%)		EPS G(%)					
	G(%)		:PS G(%)					
	G(%)	NIFTYE	PS G(%)					
	G(%)		PS G(%)					
	G(%)		PS G(%)					
	G(%)		PS G(%)					
	G(%)		PS G(%)					





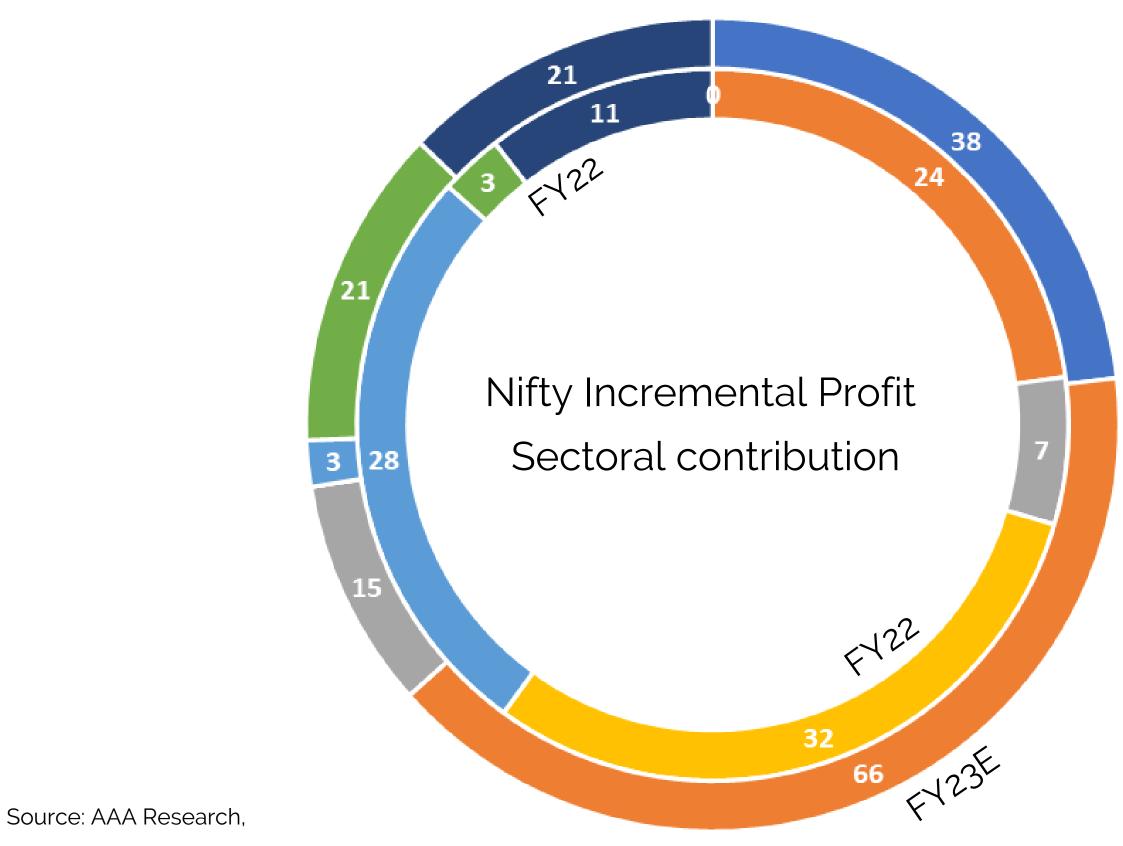
AAA IOP - Active Sectoral Allocation







The Change



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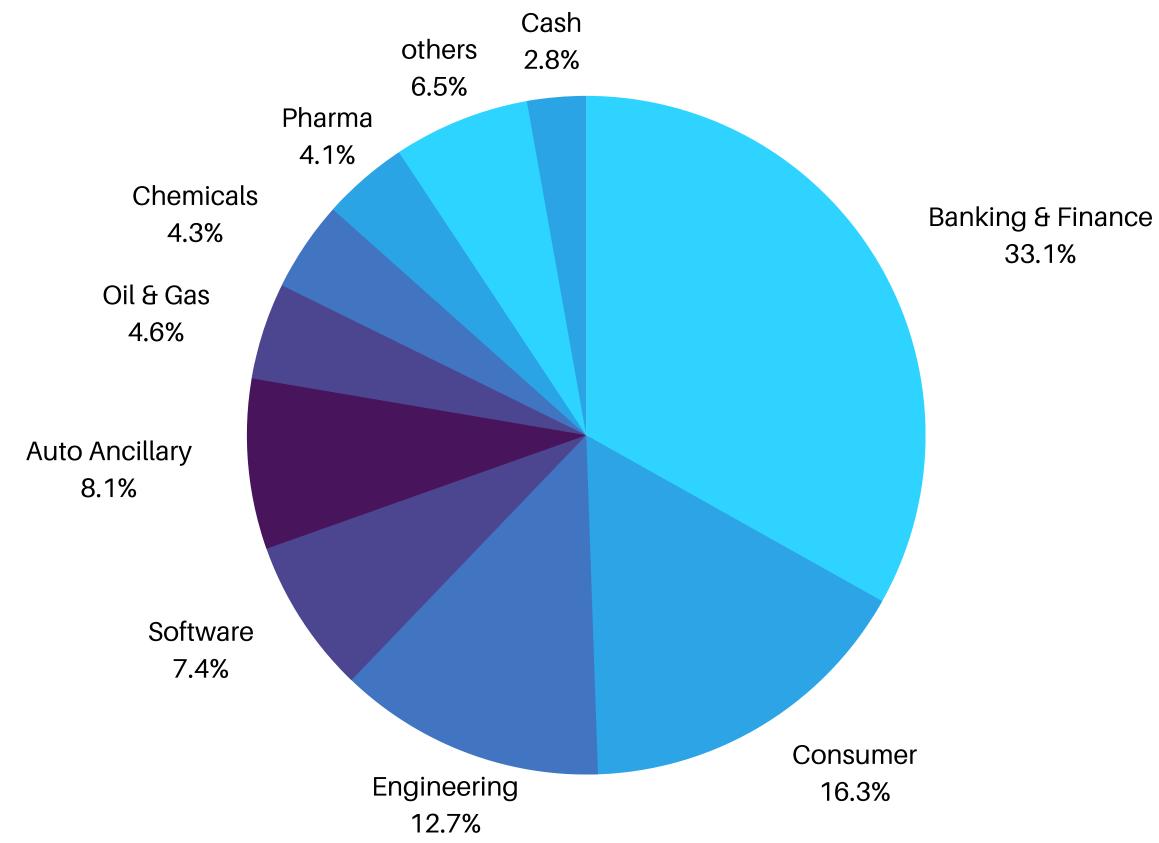
Auto



- IT Services
- Metals
- Oils and Gas
- Telecom
- Others



AAA IOP - Sectoral Allocation

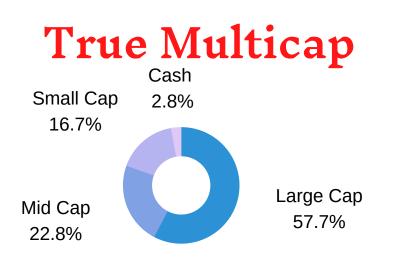




AAA IOP CHARACTERISTICS

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AWARD FOR BEST 10 YEAR PERFORMANCE (RANK 2*) IN THE COUNTRY (FEB2020)





Large Profit Size

- 94.1% of portfolio companies Rs.100cr+ NP (71% above Rs.500cr+)

Sectoral Leaders 3M stock selection approach



Cash rich **Balance sheet**

- 75.9% of portfolio cos have ZERO NET DEBT - 18.3% of portfolio cos D/E < 1x

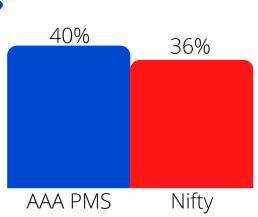
*across categories on risk adjusted returns by PMS AIF World

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

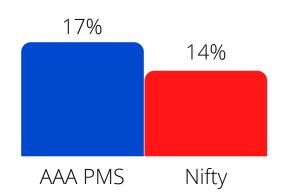
Strong Earnings Growth

40% AAA PMS VS 36% Nifty (FY22)



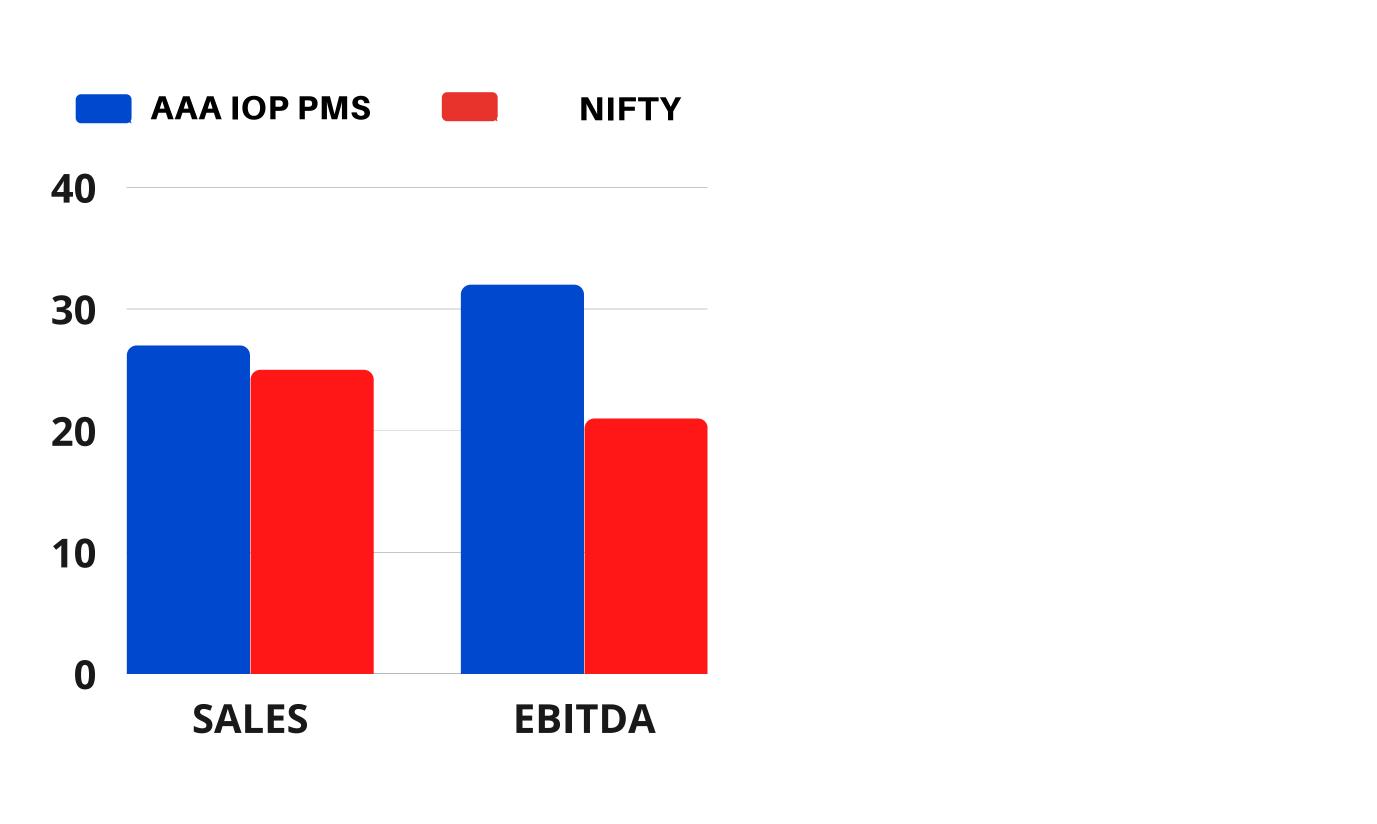
Superior ROE

17% AAA PMS VS 14% Nifty (FY22)





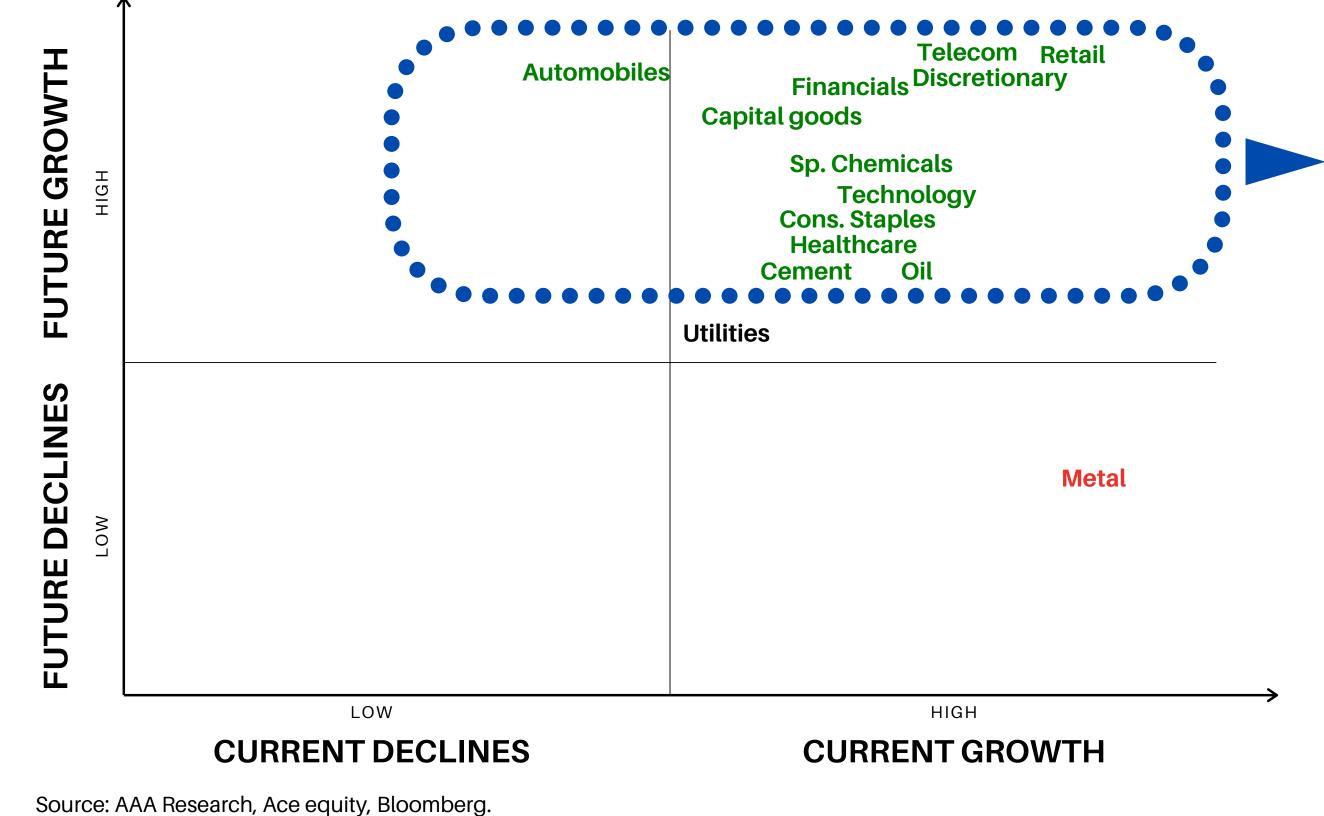
2QFY23 Superior Earnings growth



Source: AAA research



SECTORAL OUTLOOK & AAA PORTFOLIO POSITIONING



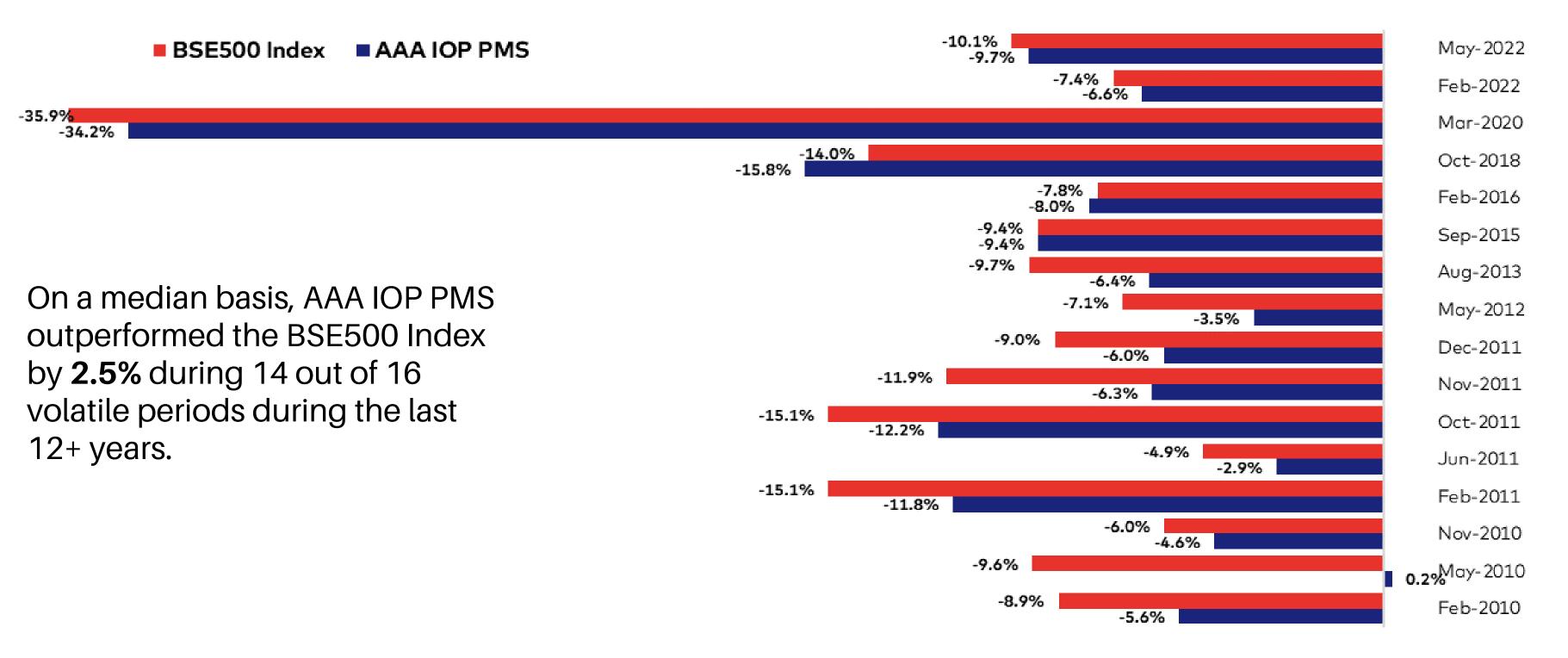
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AAA PMS PORTFOLIO

FY22 (YoY) Rev Growth: 30% Vs Nifty Rev Growth: 24%



AAA PORTFOLIO'S RESILIENT PERFORMANCE IN VOLATILE MARKET



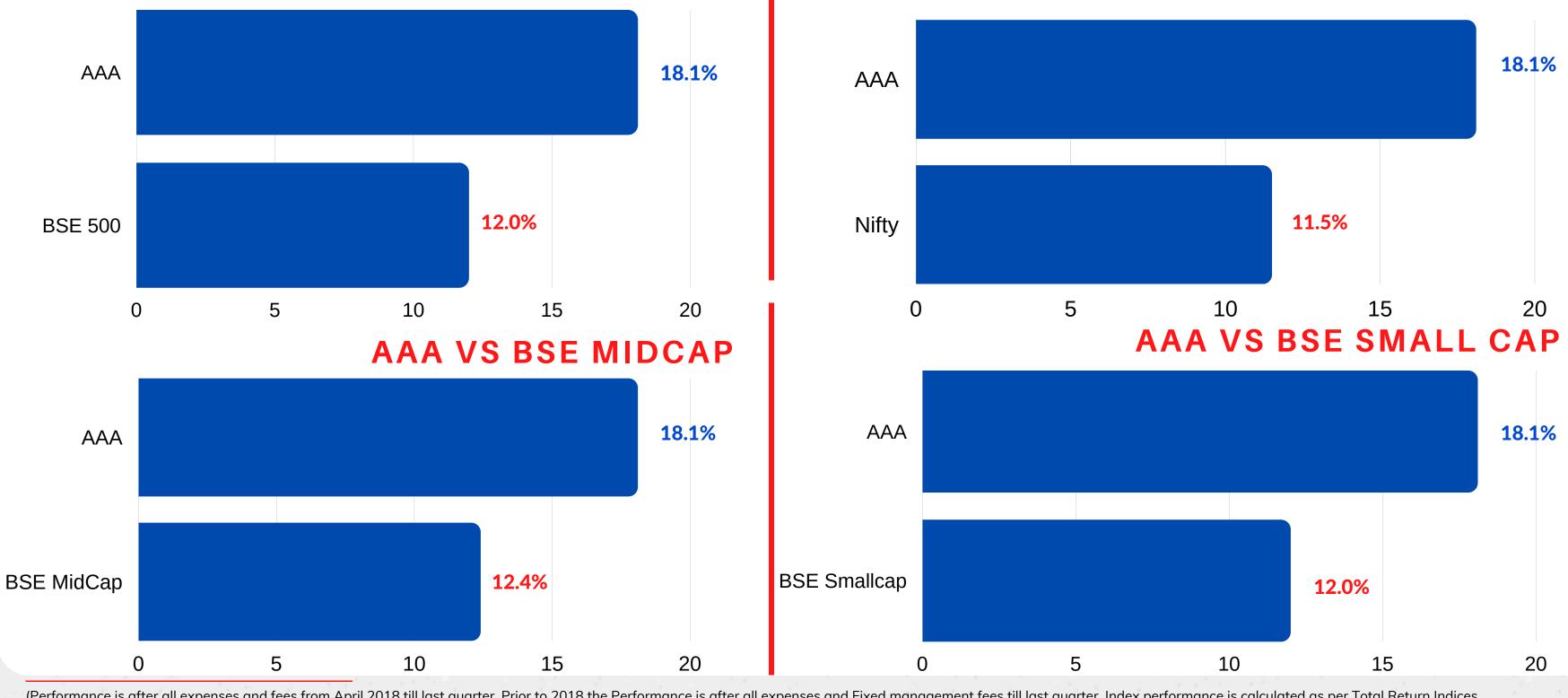
Source: AAA Research, Bloomberg.



AAA IOP Plan Performance since inception Nov 2009

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AAA VS BSE 500



(Performance is after all expenses and fees from April 2018 till last quarter. Prior to 2018 the Performance is after all expenses and Fixed management fees till last quarter. Index performance is calculated as per Total Return Indices as per 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.

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AAA VS NIFTY 50



AAA IOP Plan Performance Insights

Performance (%)	FY23 YTD	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15	FY14	FY13	FY12	FY11	*Since Inception
AAA IOP Plan	3.4	22.3	75.1	(23.6)	(4.4)	24.1	27.8	1.9	71.8	29.1	12.7	5.0	19.1	783.0
BSE 500 Index	5.0	22.3	78.6	(26.4)	9.7	13.2	25.5	(6.4)	35.0	19.0	6.5	(7.8)	8.9	340.5
BSE Midcap Index	6.0	20.7	93.0	(30.8)	(2.1)	14.3	34.3	1.8	51.3	17.7	(1.7)	(6.4)	2.4	360.7
BSE Smallcap Index	3.2	37.7	116.5	(35.1)	(10.9)	18.5	37.8	(2.1)	55.7	24.0	(11.1)	(17.6)	(2.4)	340.8
CNX Nifty	4.8	20.3	72.5	(25.0)	16.4	11.8	20.2	(7.8)	28.2	19.5	8.7	(8.2)	12.4	315.7

^{*(23} November 2009 – 31 December 2022) (Performance is after all expenses and fees from April 2018 till last quarter. Prior to 2018 the Performance is after all expenses and Fixed management fees till last quarter). 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

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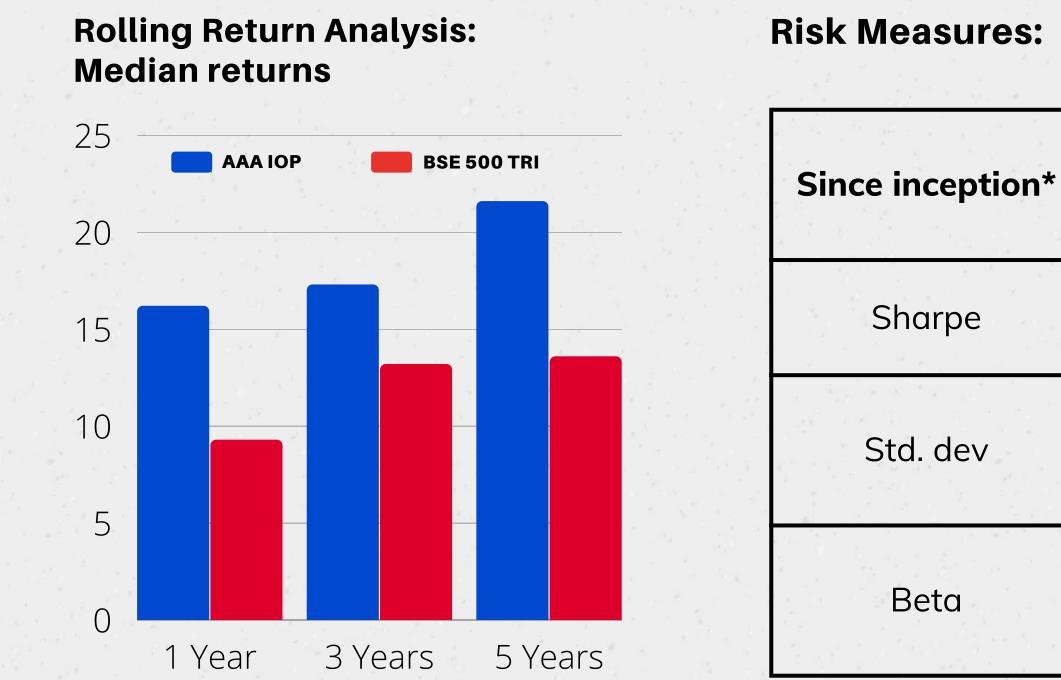
Compounded Annual Returns (%)	1 YEAR	2 YEARS	3 YEARS	5 YEARS	10 YEARS	*Since Inception
AAA IOP Plan	0.8	17.1	19.1	8.4	18.1	18.1
BSE 500 Index	4.8	17.4	17.8	11.8	14.0	12.0
BSE Midcap Index	2.7	20.2	20.5	8.5	14.9	12.4
BSE Smallcap Index	-1.0	27.5	29.5	9.5	15.8	12.0
CNX Nifty	5.7	15.2	15.5	12.9	13.2	11.5

*(23 November 2009 – 31 December 2022) (Performance is after all expenses and fees from April 2018 till last quarter. Prior to 2018 the Performance is after all expenses and Fixed management fees till last quarter). Index performance is calculated as per Total Return Indices as per SEBI Guidelines)

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Risk Analysis: AAA IOP Plan



*(23 November 2009 – 31 December 2022) (Performance is after all expenses and fees from April 2018 till last quarter. Prior to 2018 the Performance is after all expenses and Fixed management fees till last quarter). 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.

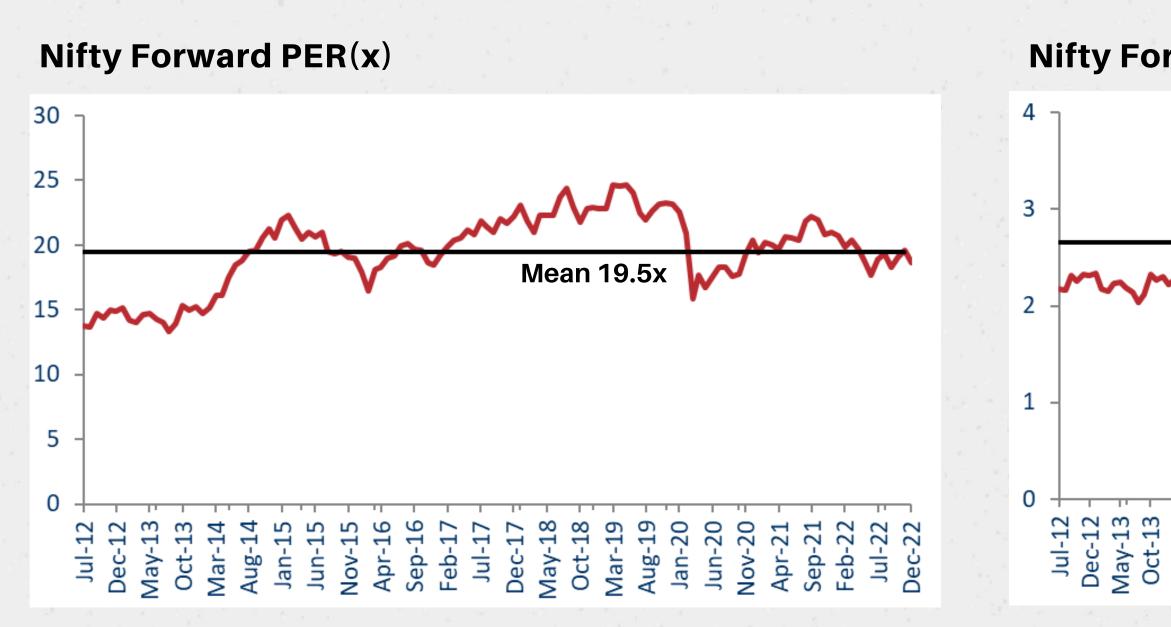
AAA IOP PMS	BSE 500 TRI
0.71	0.30
15.7	16.8
0.84	1.00



Market Outlook & Investment Themes



Valuations



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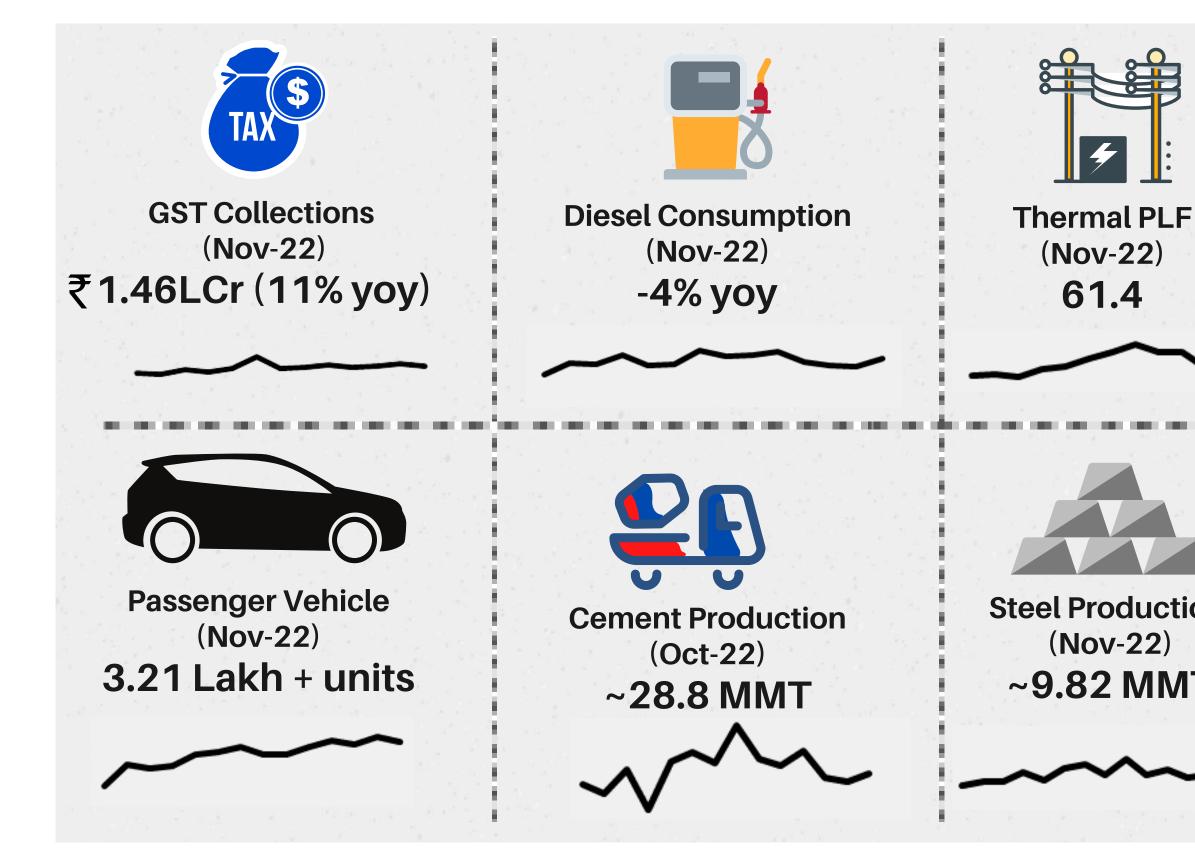
Nifty Forward PBR(x)

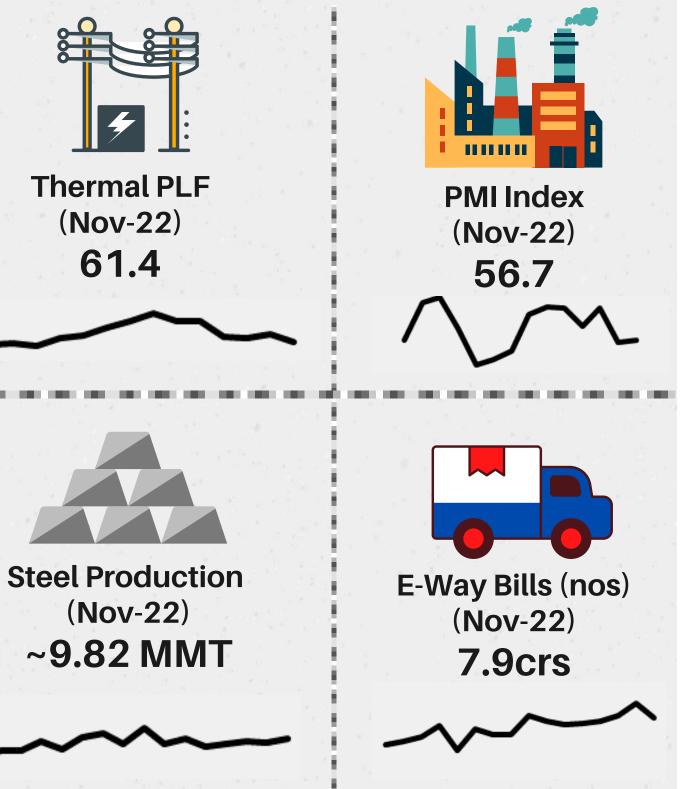
Mean 2.66x

Jan-20 Mar-19 Aug-19 Jun-20 **Nov-20** Mar-14 Oct-18 Jun-15 May-18 Sep-21 Aug-1/ Apr-1(Apr-2 Jan-1 Sep-1 Jul-1 Dec-1 Dec-2 Nov-1 Feb-1 Feb-2 Jul-2



Indian Eco - Fast frequency data indicators

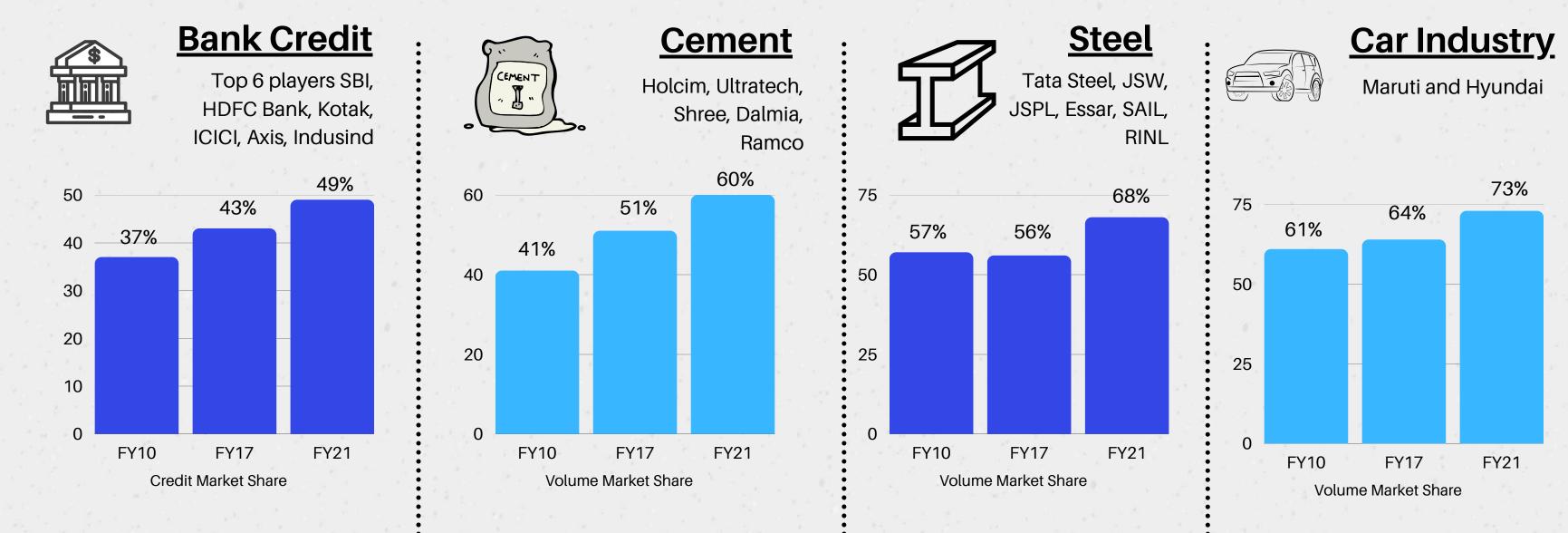






AAA PMS Theme 1: Big getting Bigger

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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

Top 6 players contributed ~95% of the industry volume growth in last 4 years.

Market leaders getting bigger by capturing higher incremental market share.

Source: Spark Capital, AAA Research

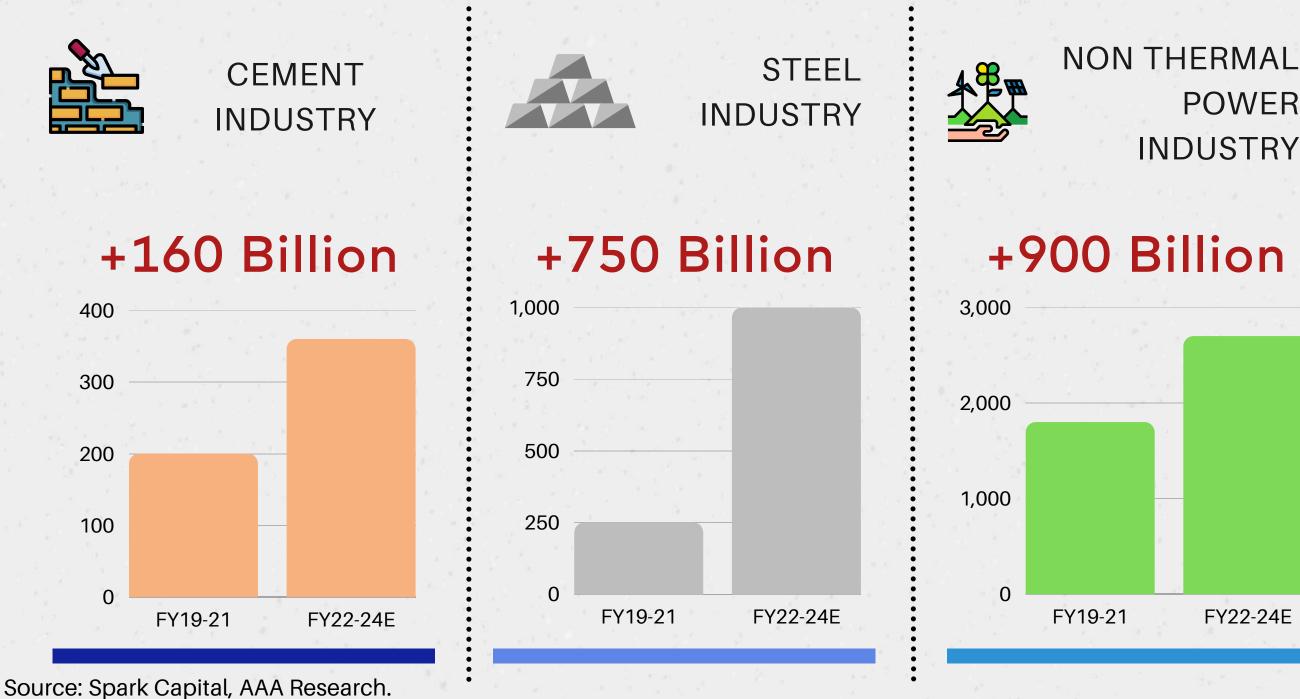
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Maruti and Hyundai gained market share of 12% in last 4 years.



AAA PMS Theme 2: Capex Revival

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



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POWER INDUSTRY



TOTAL CAPEX ACROSS SECTORS

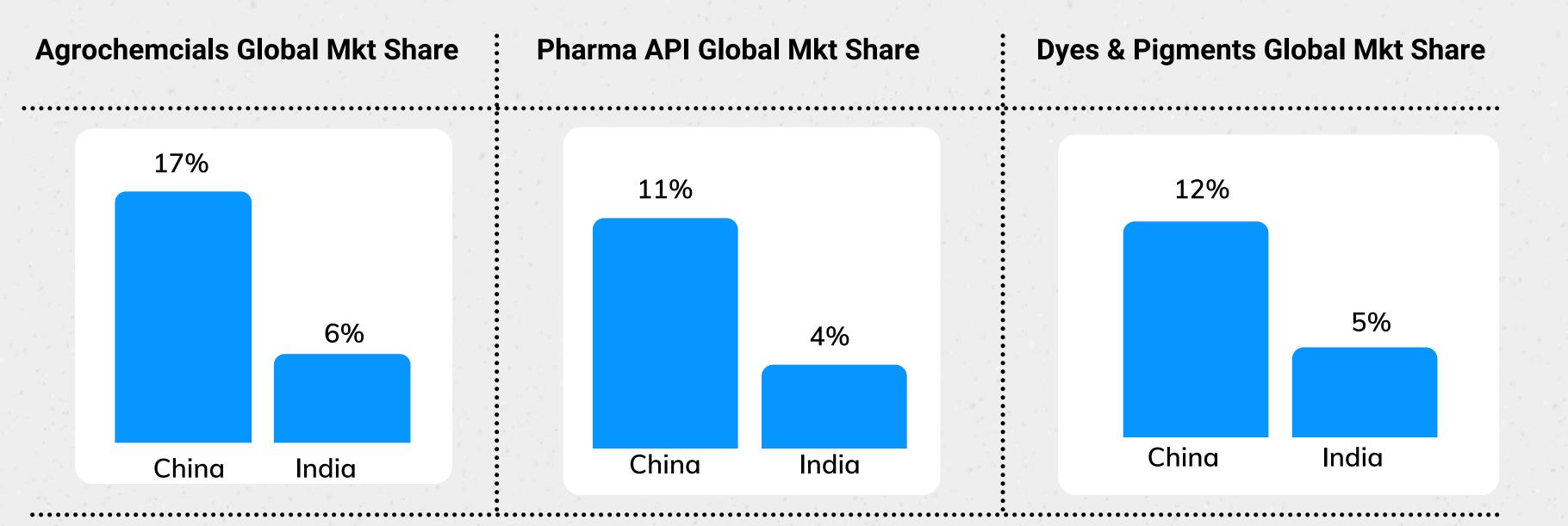
+4,300 Billion



FY22-24E



AAA PMS Theme 3: China + 1

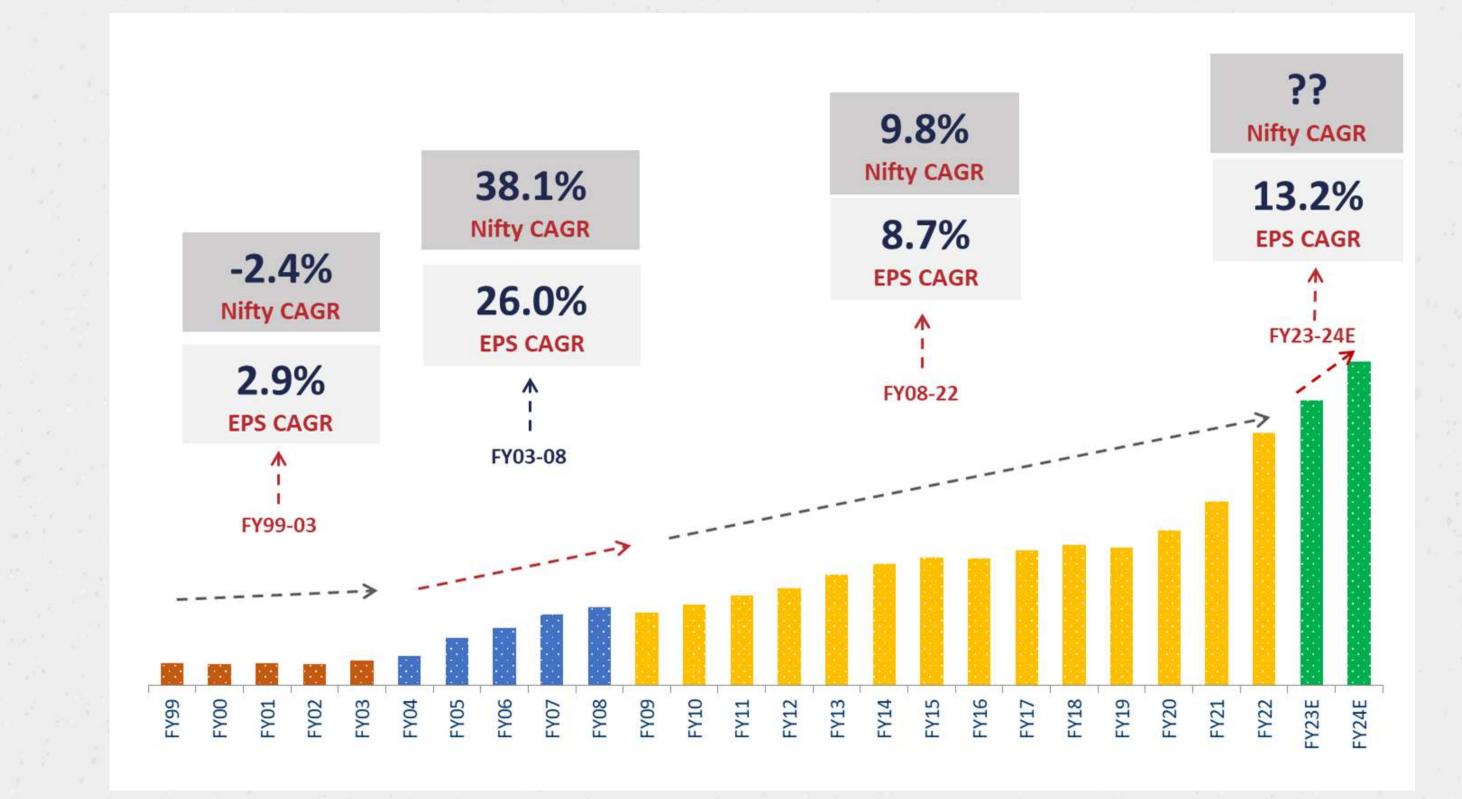


Following factors are forcing global companies to look for alternate sourcing options:

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

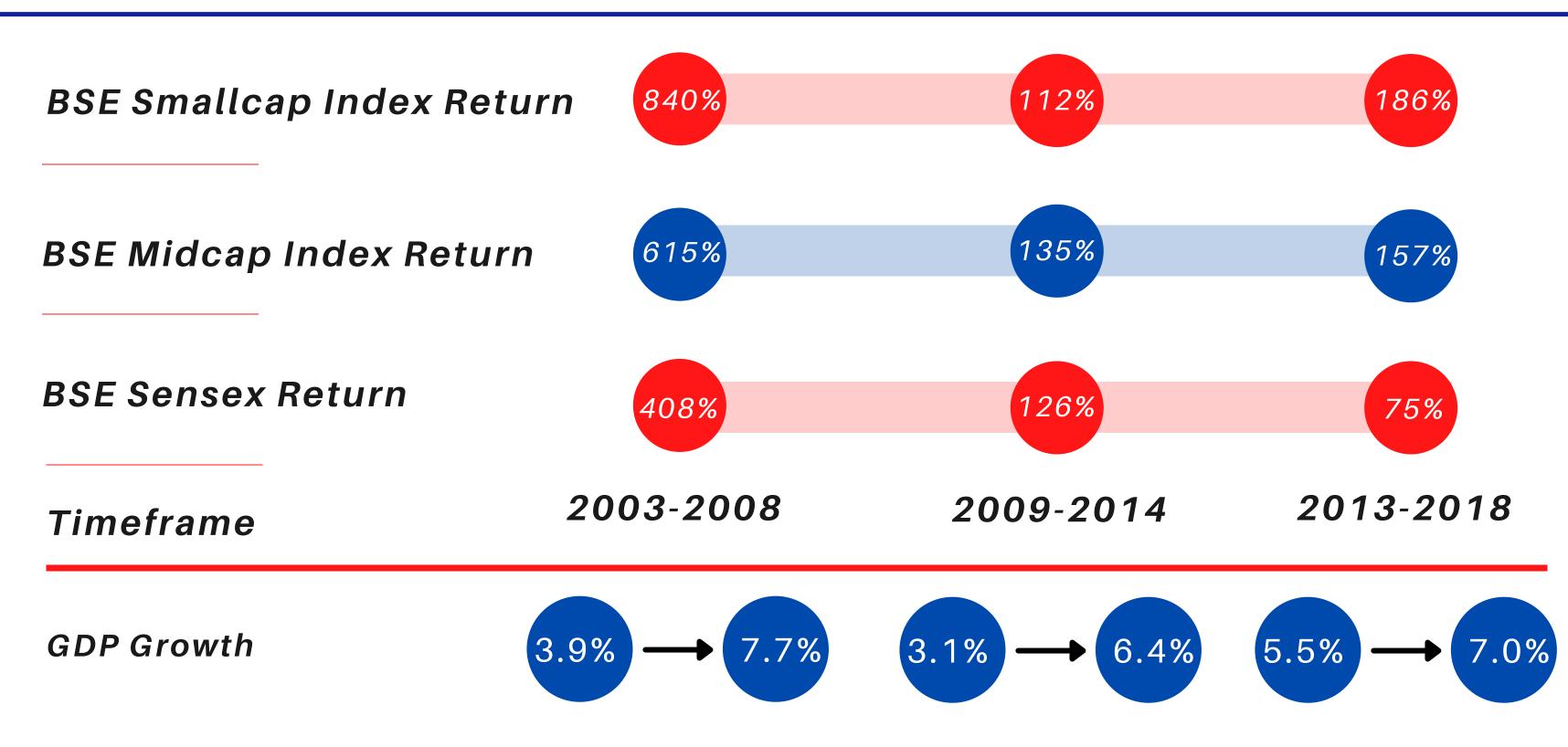






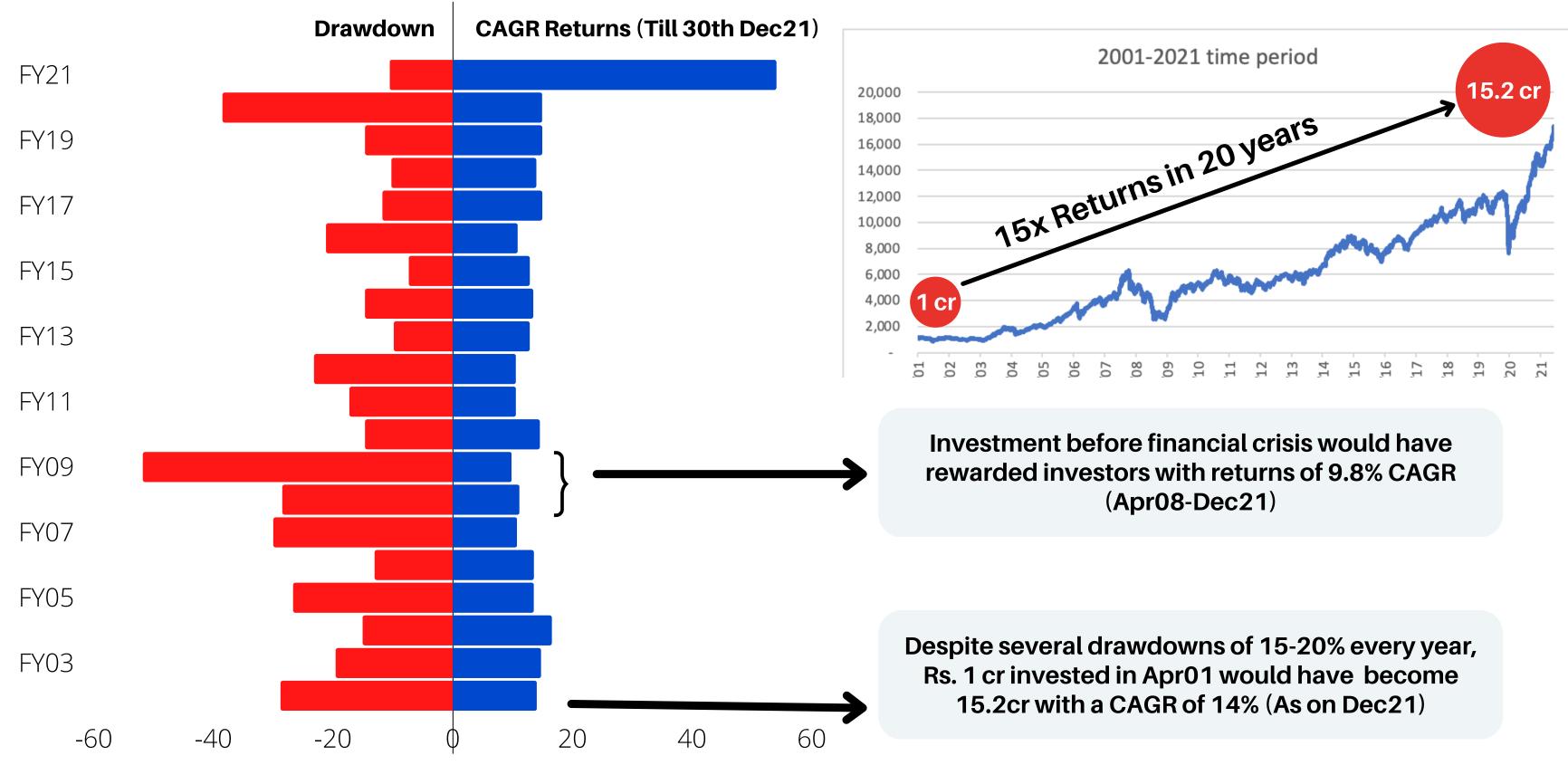


Economic Recovery - results in stronger market returns





Healthy returns despite drawdowns



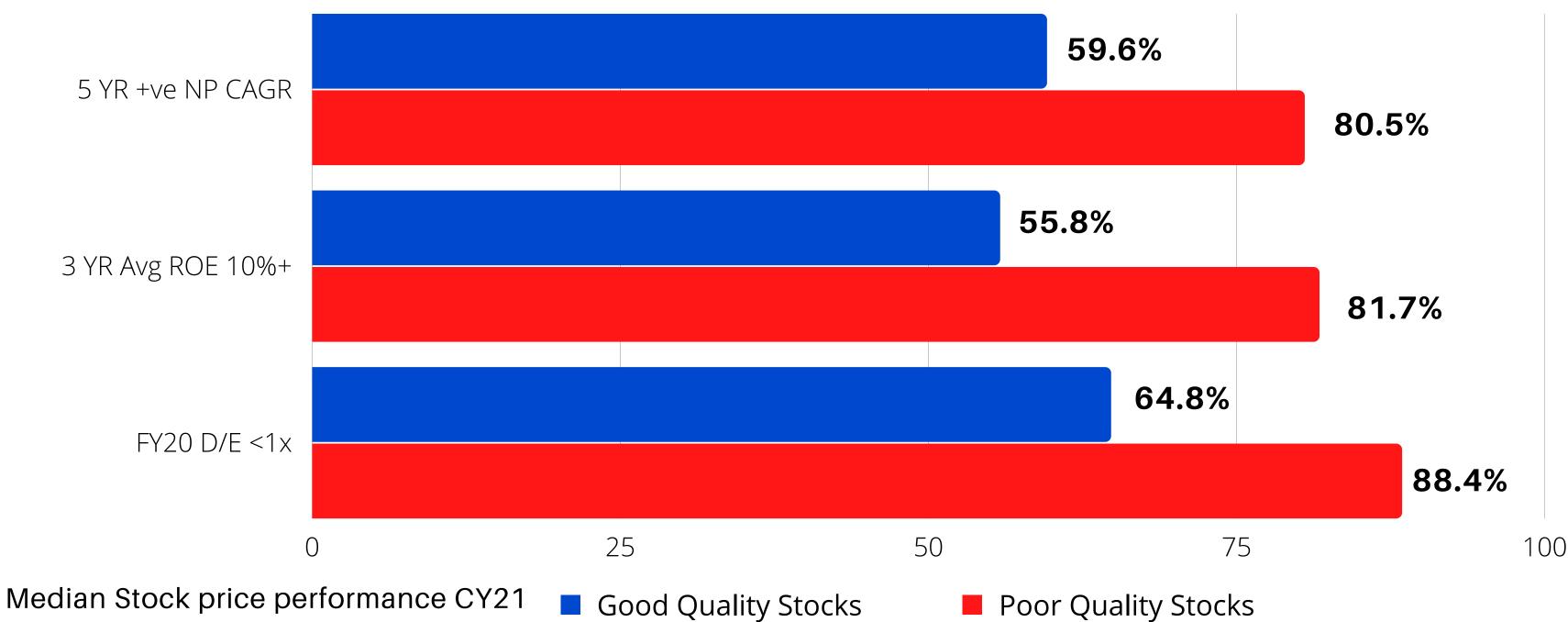


Corrections are part of Equity Market!



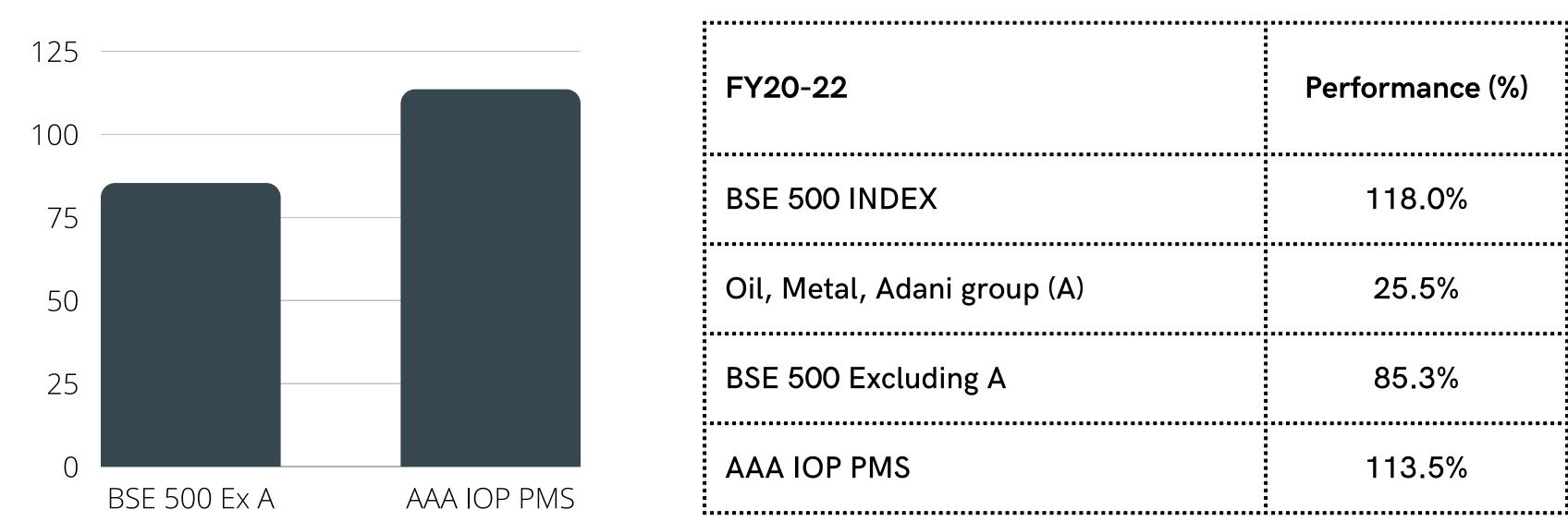


CY21 - A year of Poor fundamental stocks. CY22: Gradual return to normalcy.





Performance

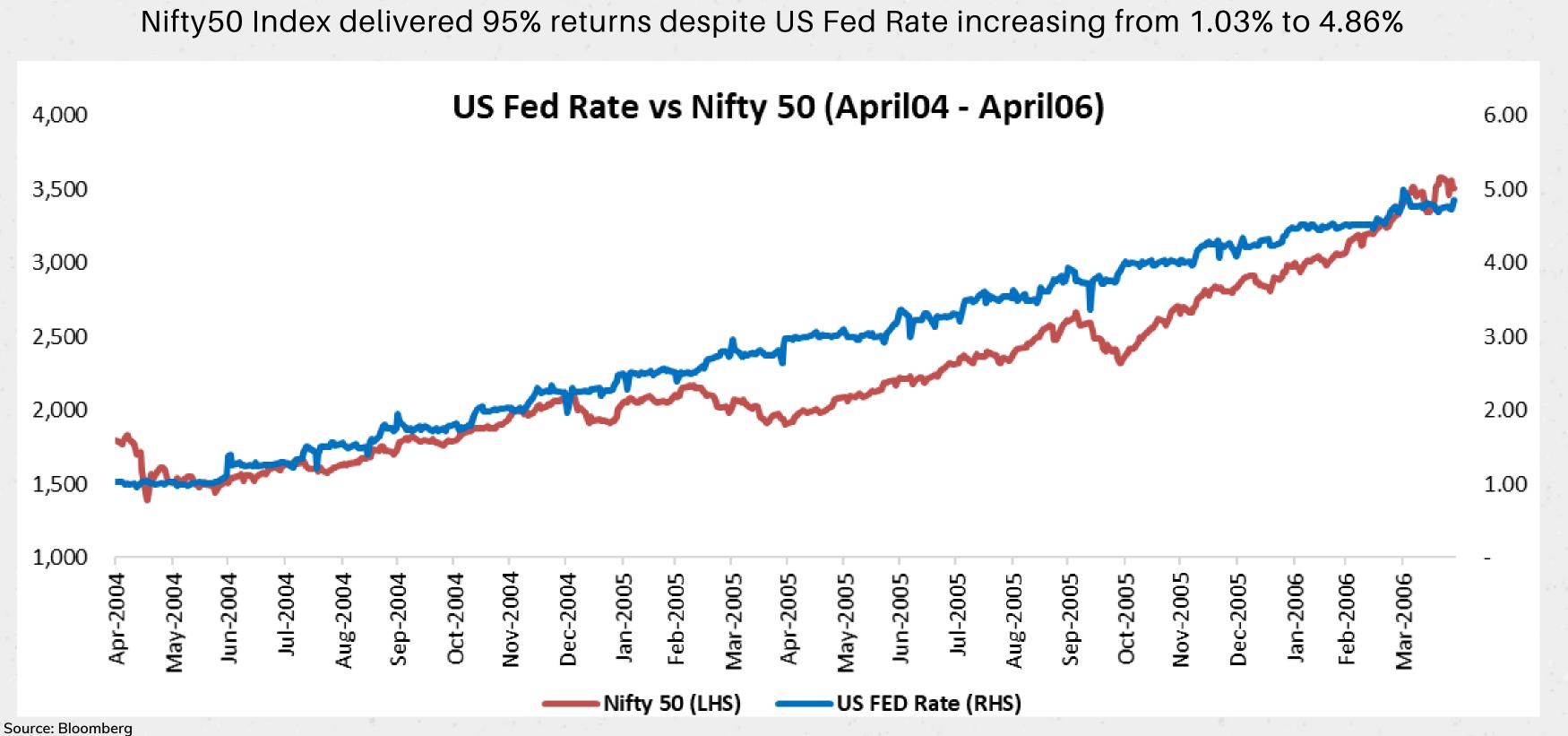


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	Performance (%)
	118.0%
oup (A)	25.5%
4	85.3%
	113.5%

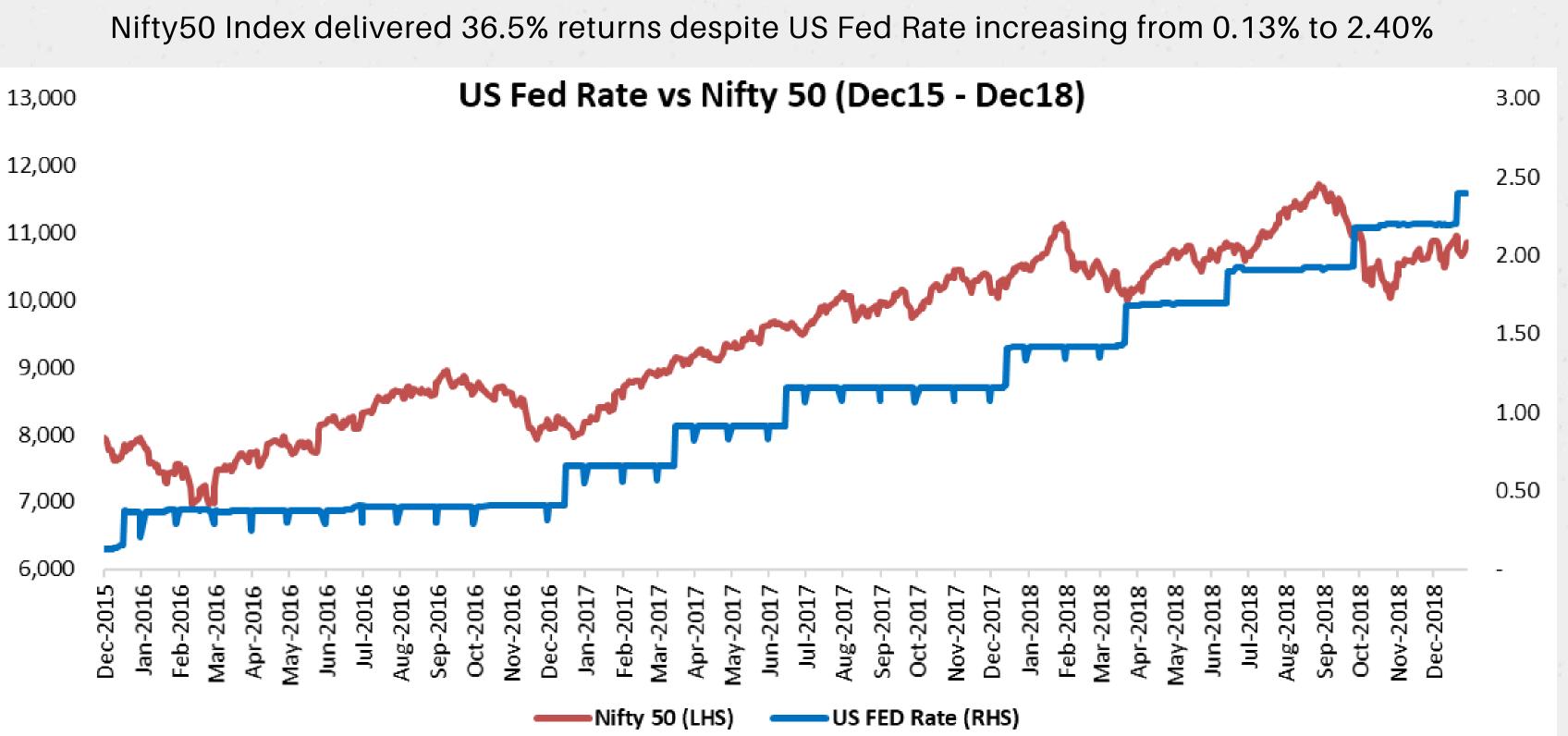


US Fed rate hike vs Nifty





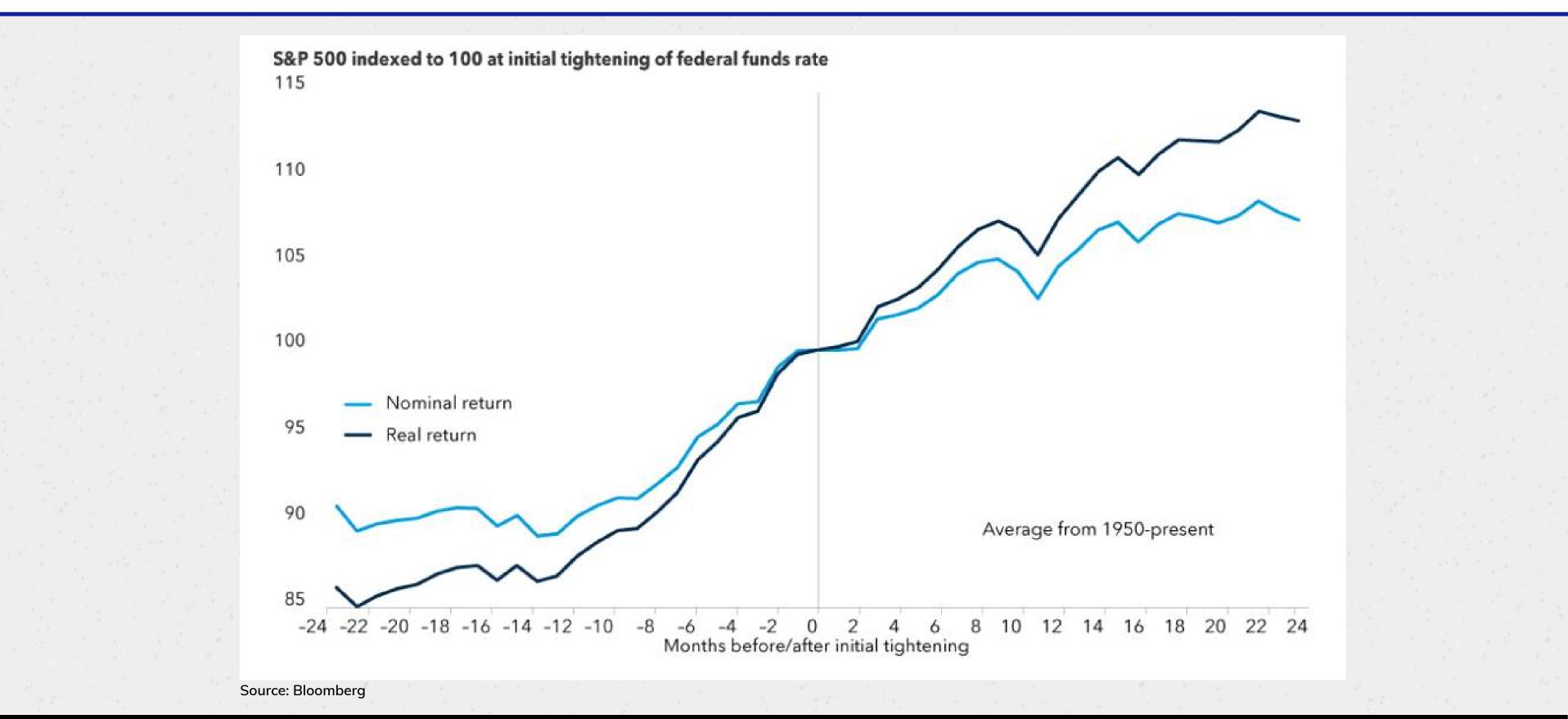
US Fed rate hike vs Nifty



Source: Bloomberg

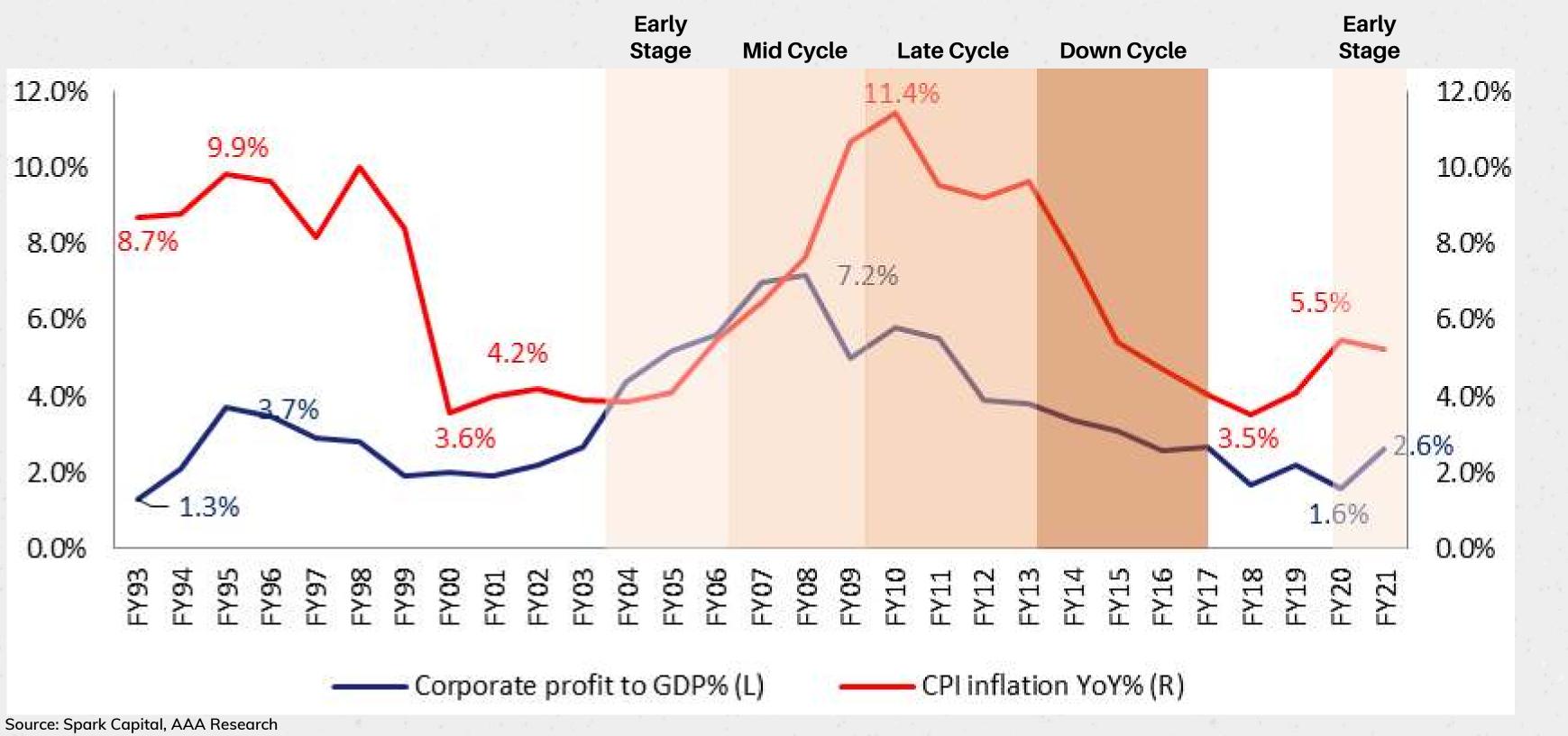


S&P500 Behaviour during Fed Tightening Cycles



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Moderate increase in inflation is GOOD!





STRATEGIC PARTNERSHIPS

DEPOSITORY PARTICIPANTS



CUSTODIAN & FUND ACCOUNTANT







AWARDS & RECOGNITIONS

ALFACCURATE ADVISORS



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Equity Diversified	Absolu					
Fund Name		3 M	TY	3 Yrs	AUMIT	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 Venugopal
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 Kothari
PruiCICI Power	Platinum	-10.7	55.9	267.7	1,277	Anil Sarin
Tata Equity Opportunities Fund-B	Platinum	-15.4	48.3	514.0	366	M Venugopal
SBI Multiplier Plus 1993	Gold	-14.3	. 64.7	582.3	649	Sanjay Sinha
Sundaram Growth	Gold	-10.8	51.3	263.0	124	N Prasad
HSBC Equity	Gold	-10.2	49.0	311.5	960	Viresh Mehta
SBI Magnum Equity	Gold	-8.4	53.0	262.4	193	Sanjay Sinha



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

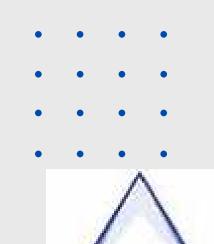
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Dr. Jitendra Singh, Union Minister of State (I/C), **Prime Minister** Office, giving Certificate of Merit - CMA Young Achiever Award - 2014









Business Awards







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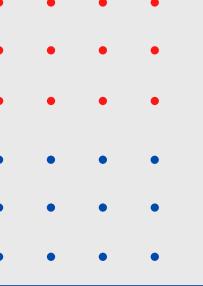
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