

Investor Presentation



ALFAccurate Advisors
Protect Capital, Create Wealth



AAA Budding Beasts PMS

FEBRUARY' 23

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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 13 years.
- During the last 13+ years, AAA IOP PMS delivered 17.7% CAGR vs 11.3% CAGR reported by BSE 500 Index.
- AAA IOP PMS received Best 10 year Performance Award (rank 2) in the country for delivering superior risk adjusted returns across categories by PMSAIF World (Feb23)(data analysed by IIM Ahmedabad).

The Team



Rajesh Kothari

Founder & Managing Director

25
years



Govind Agrawal

Director

25
years



Sandeep Biyani

Head of Sales & Business
Development

15
years



Bhushan Kohli

Head of Operations

25
years



The Team

About

- ▶ Rich experience of more than 26 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 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

Achievements

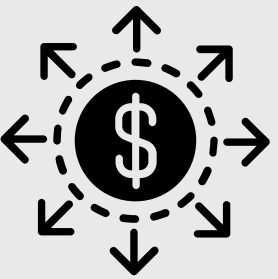
- ▶ Represented Reliance AMC on international platforms and panel discussion on Emerging Markets and Indian Equity Market
- ▶ Addressed investors' meet and the private banking teams of large banks in Middle East, Asia, London, Europe and in India
- ▶ At UBS, was voted as the "Best Equity Sales Person-Mega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

Investment Philosophy

Protecting Capital - DSD Mechanism

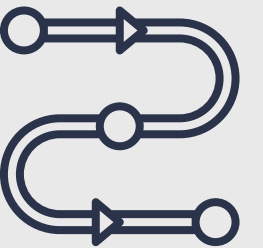
DIVERSIFICATION

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. We do not follow Model portfolio approach.



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

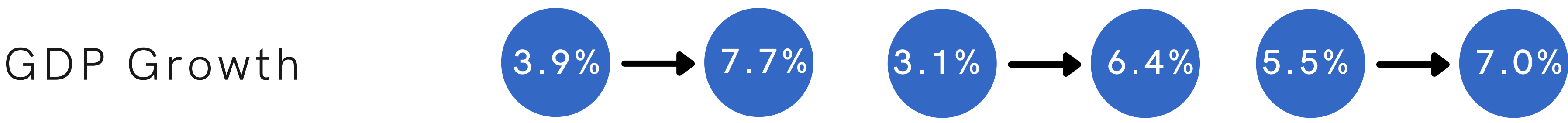
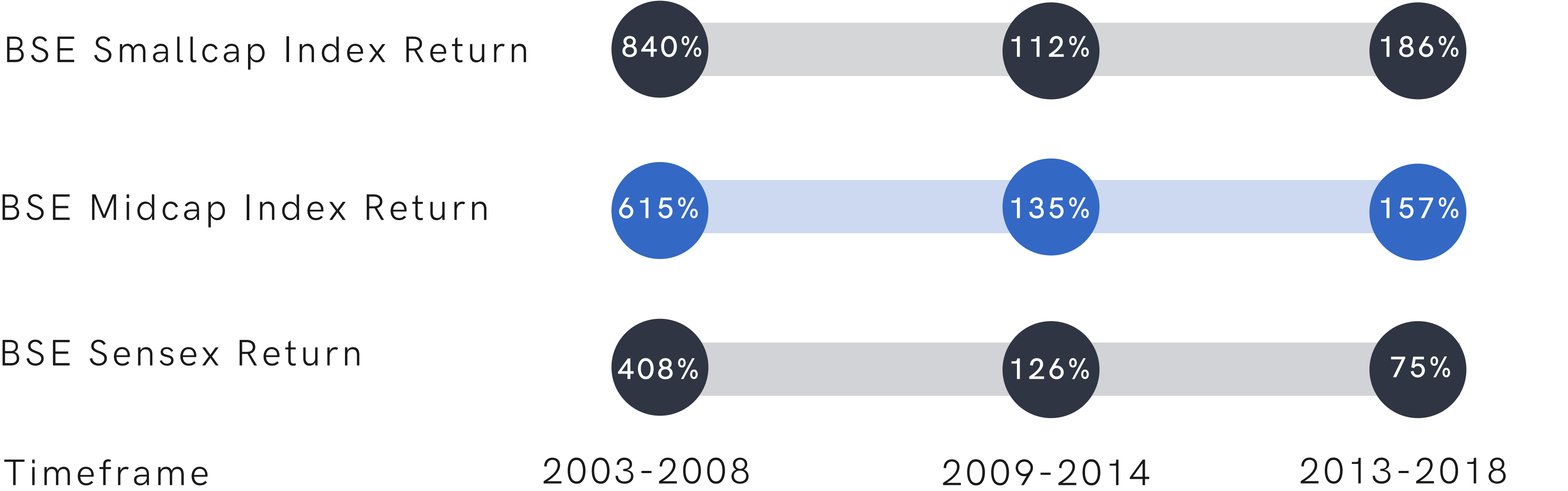
Margin Of Safety

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

Why Mid and Smallcap

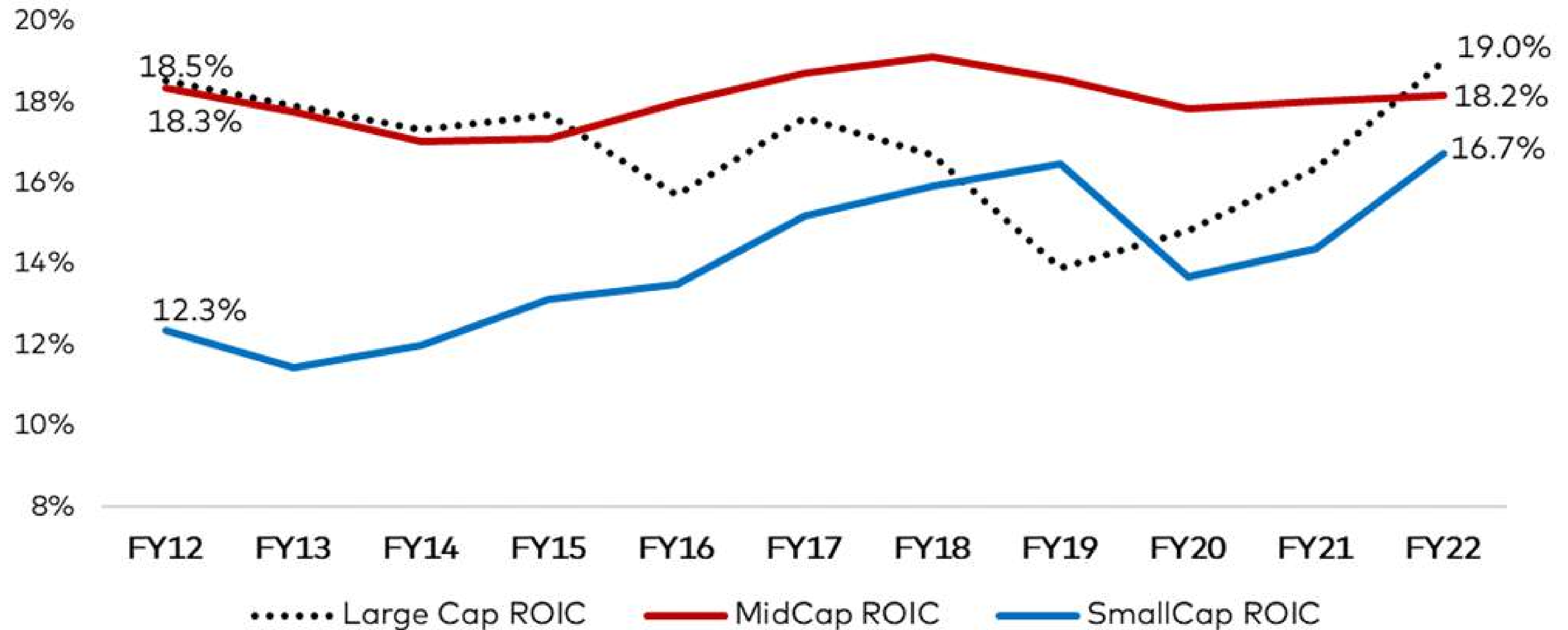


Economic Recovery = Stronger Results



Source: Bloomberg, AAA Research

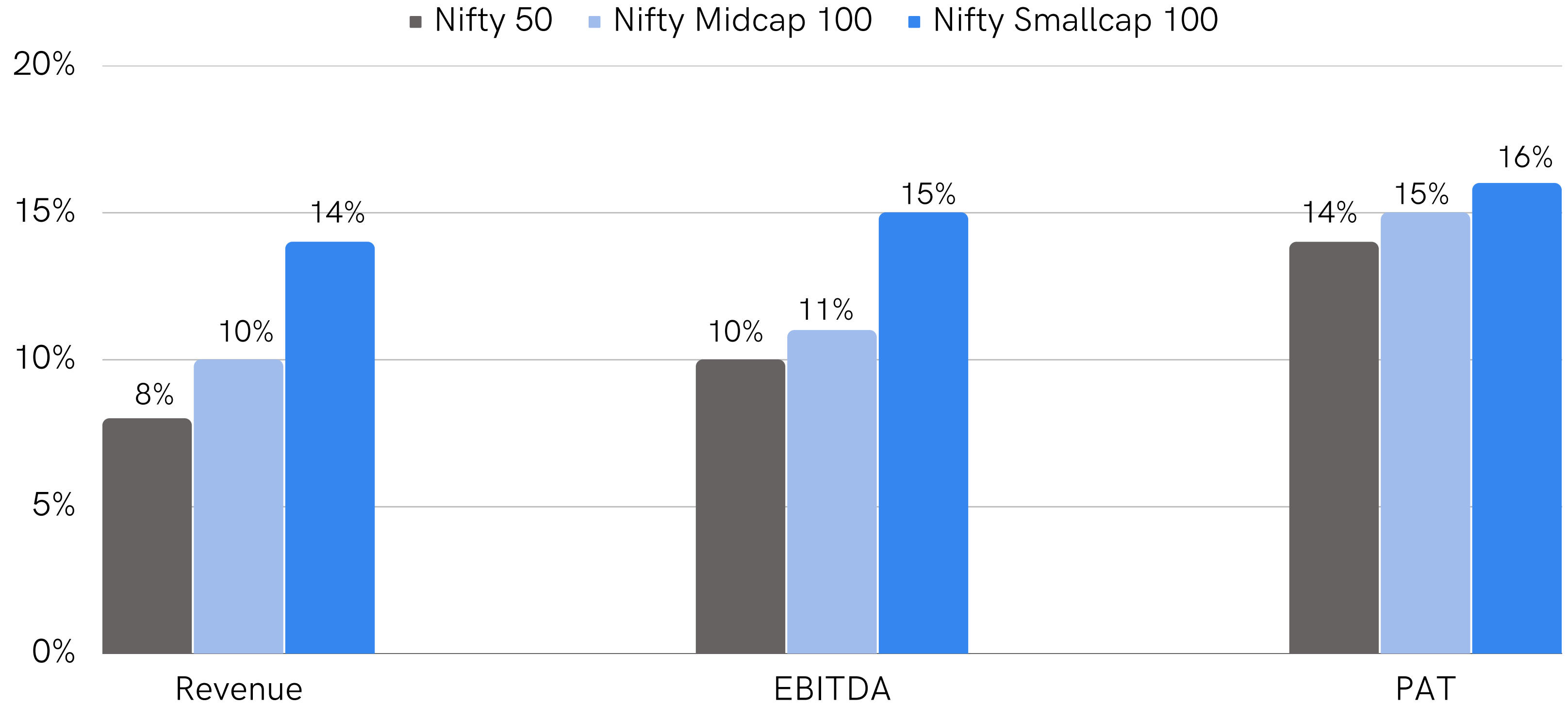
Mid & Smallcap - Resilient Fundamentals



**Midcap ROIC is much more resilient compared to large cap.
Smallcap ROIC has also improved significantly during last 10 years.**

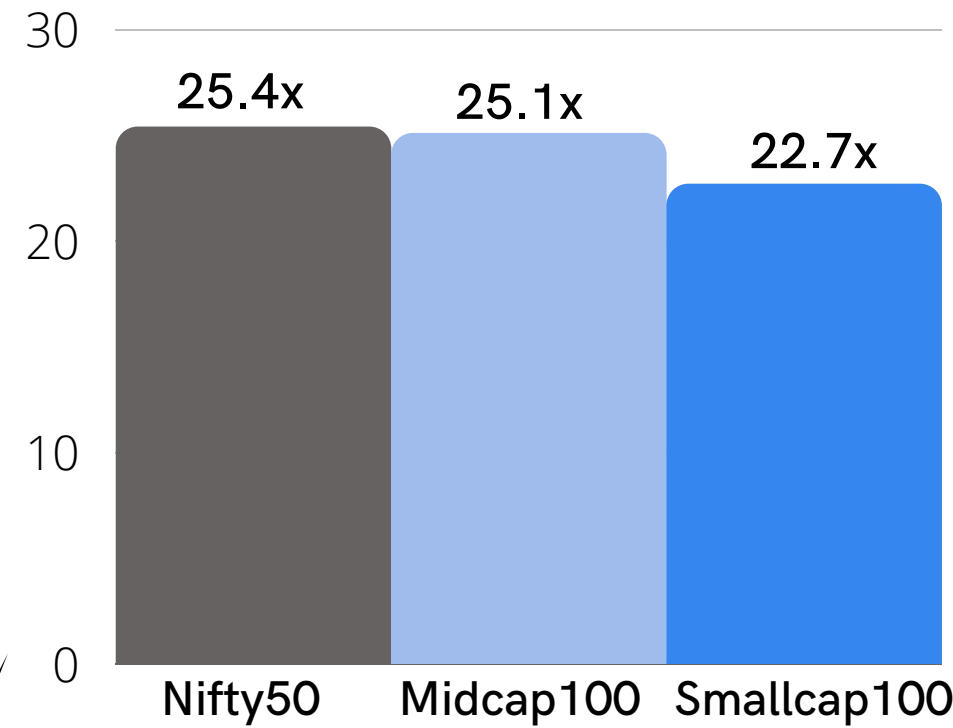
Mid & Smallcap - Resilient Fundamentals

FY22-25E CAGR(%)



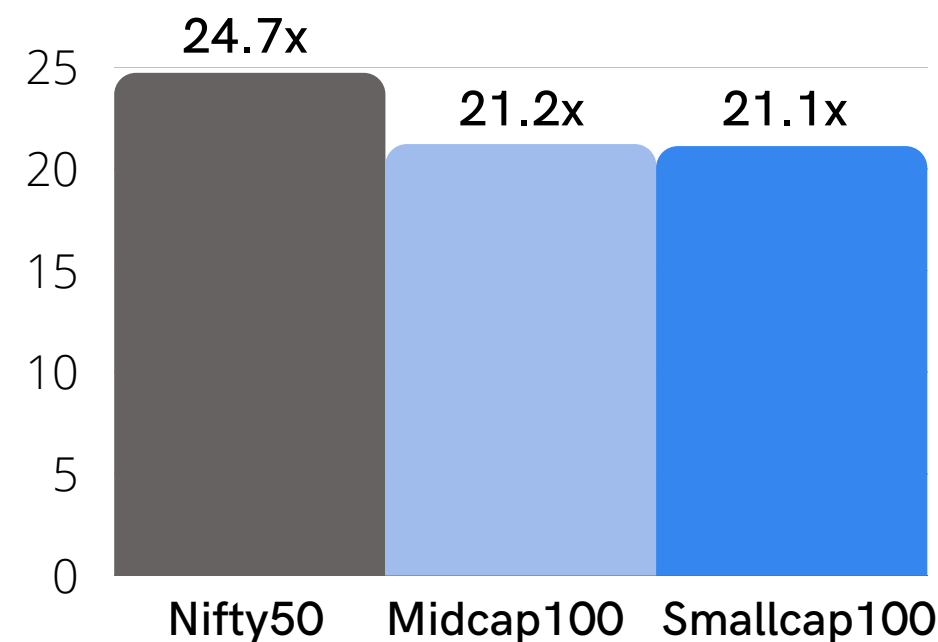
Valuations - Correcting the Illusion

Perceived Valuation (FY22)



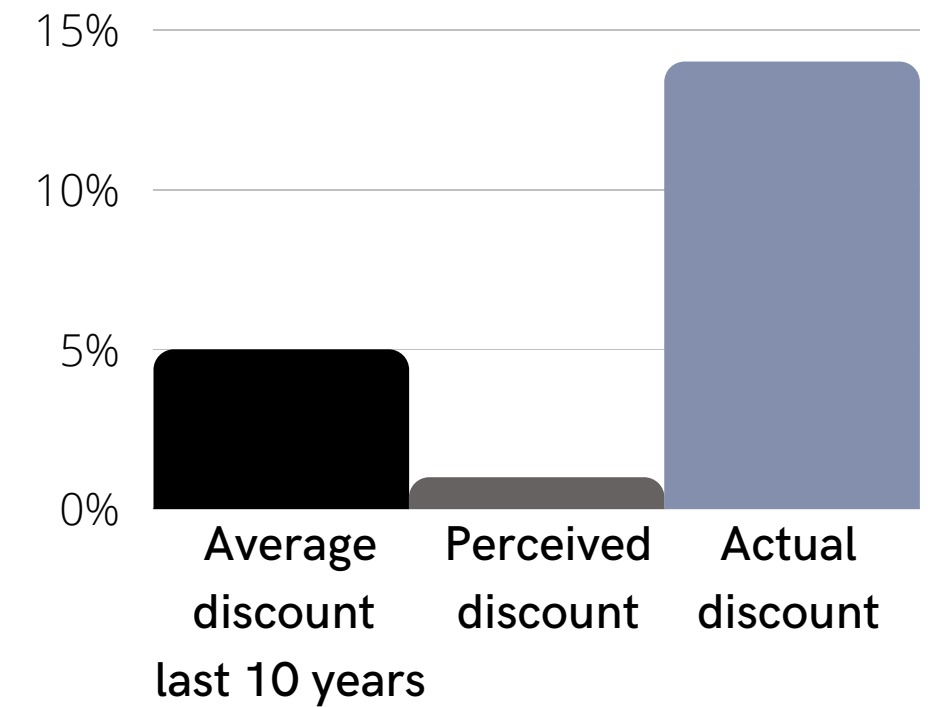
Actual Valuation (FY22)

(Excluding loss making companies)

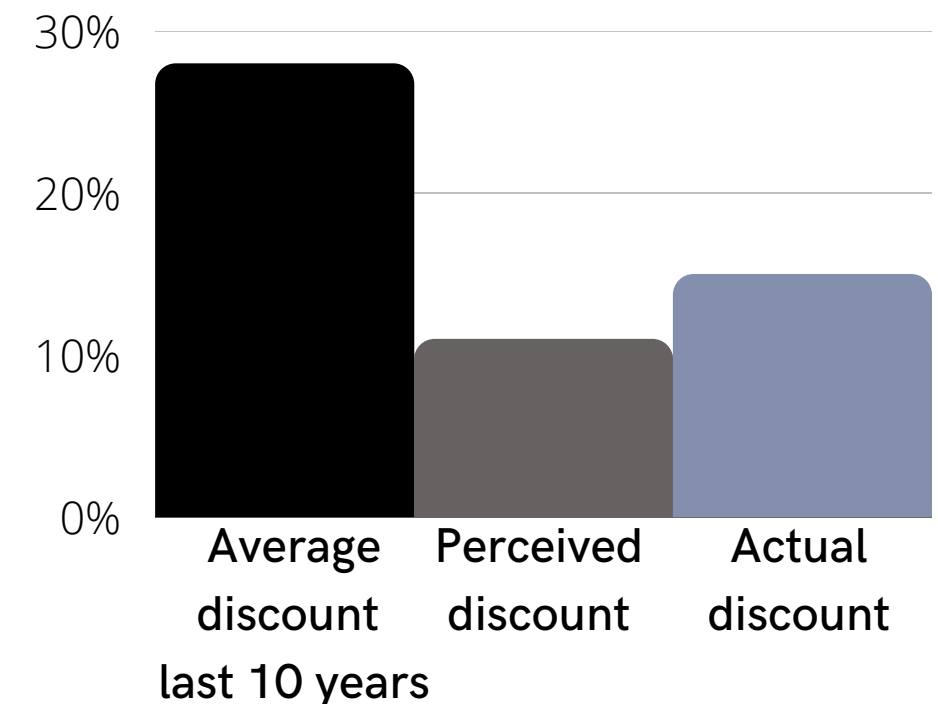


Mid and Small cap are trading at significant discount to Nifty indices.

Mid cap discount to Nifty



Small cap discount to Nifty



Note: For the purpose of arriving actual valuation, we have removed loss making companies in the Indices.

Source: AAA Research, Ace equity. Prices as on 31 Dec 2022.

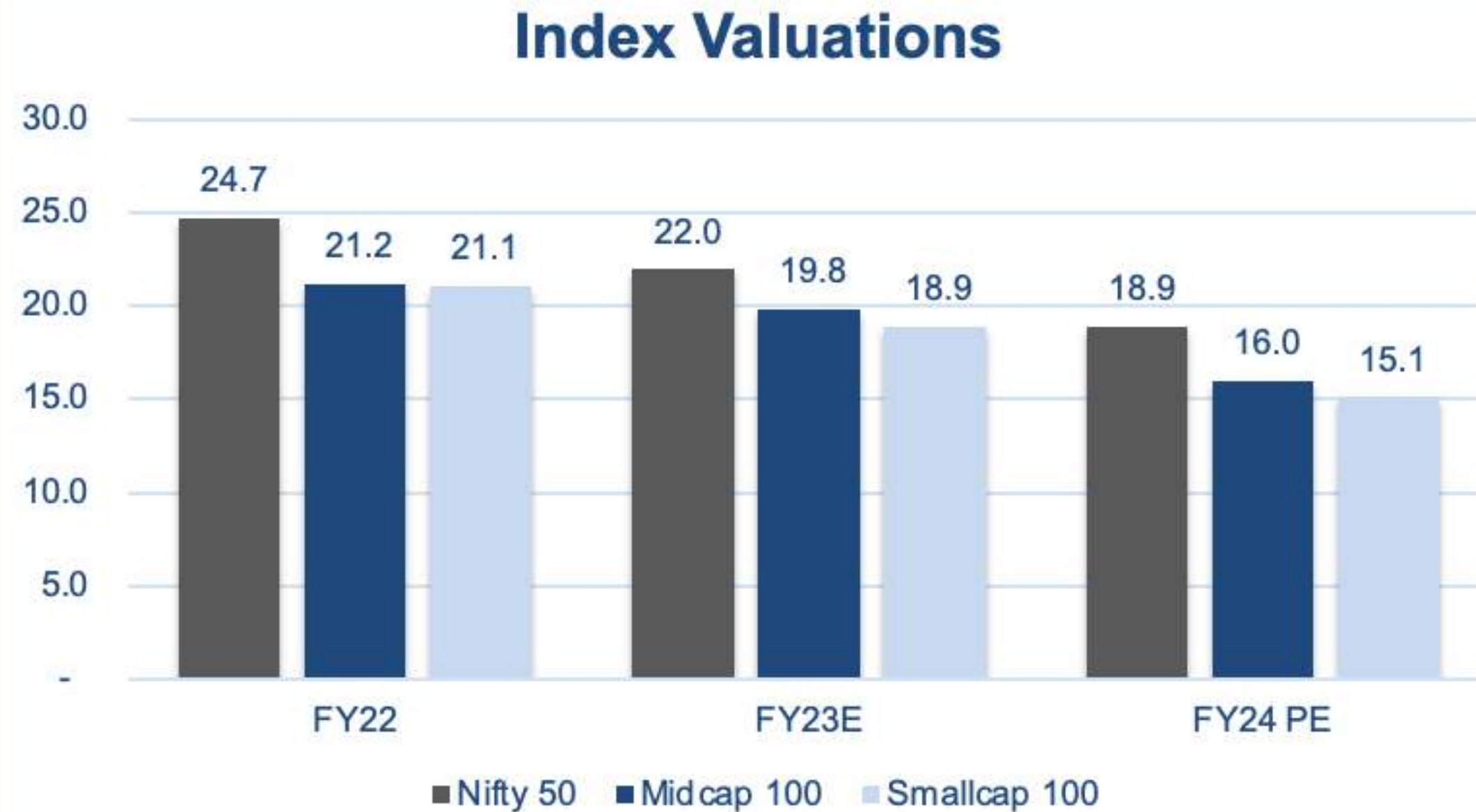
Attractive Entry Point



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Mid
Cap
PE(x)

18.7x

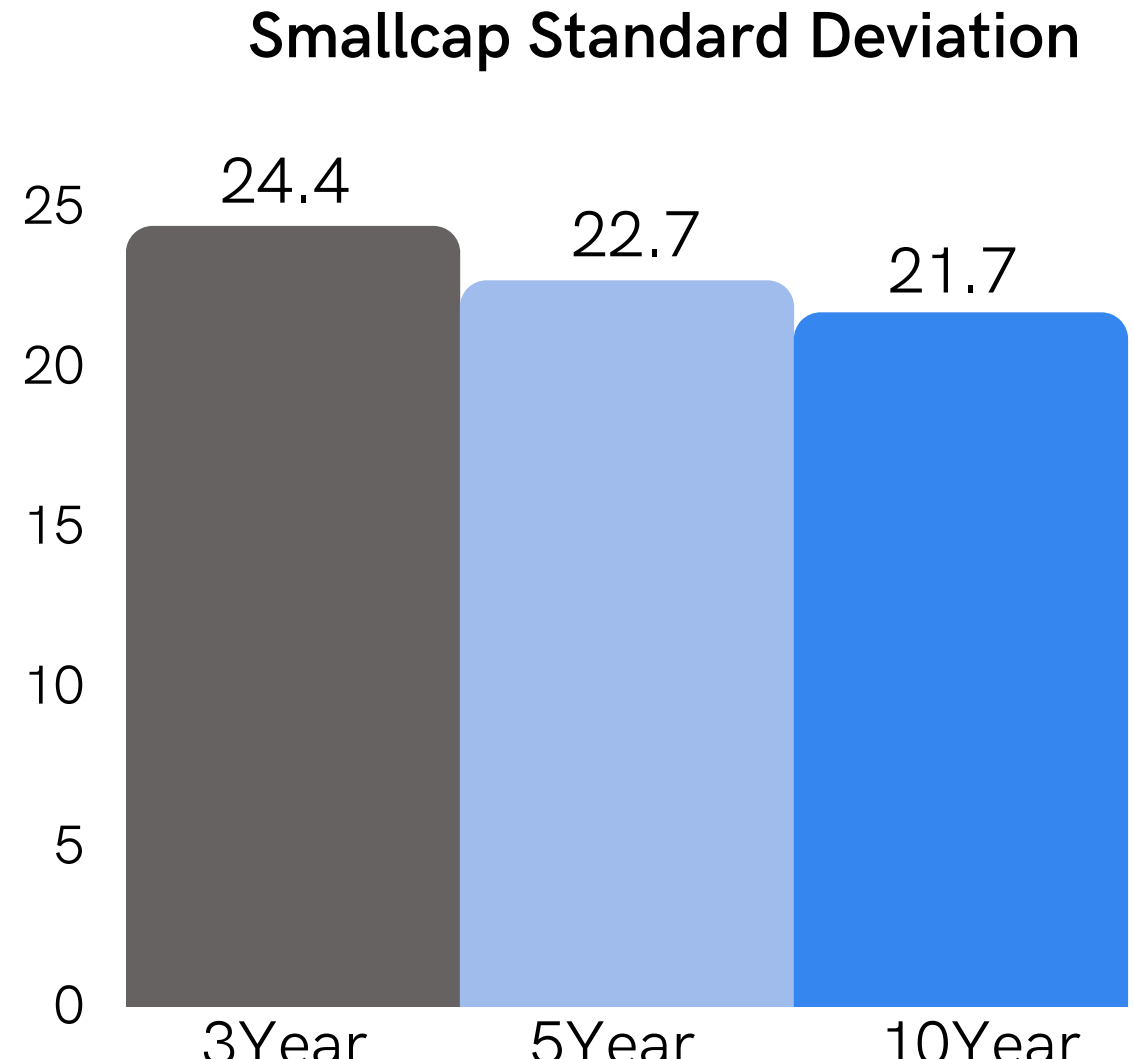
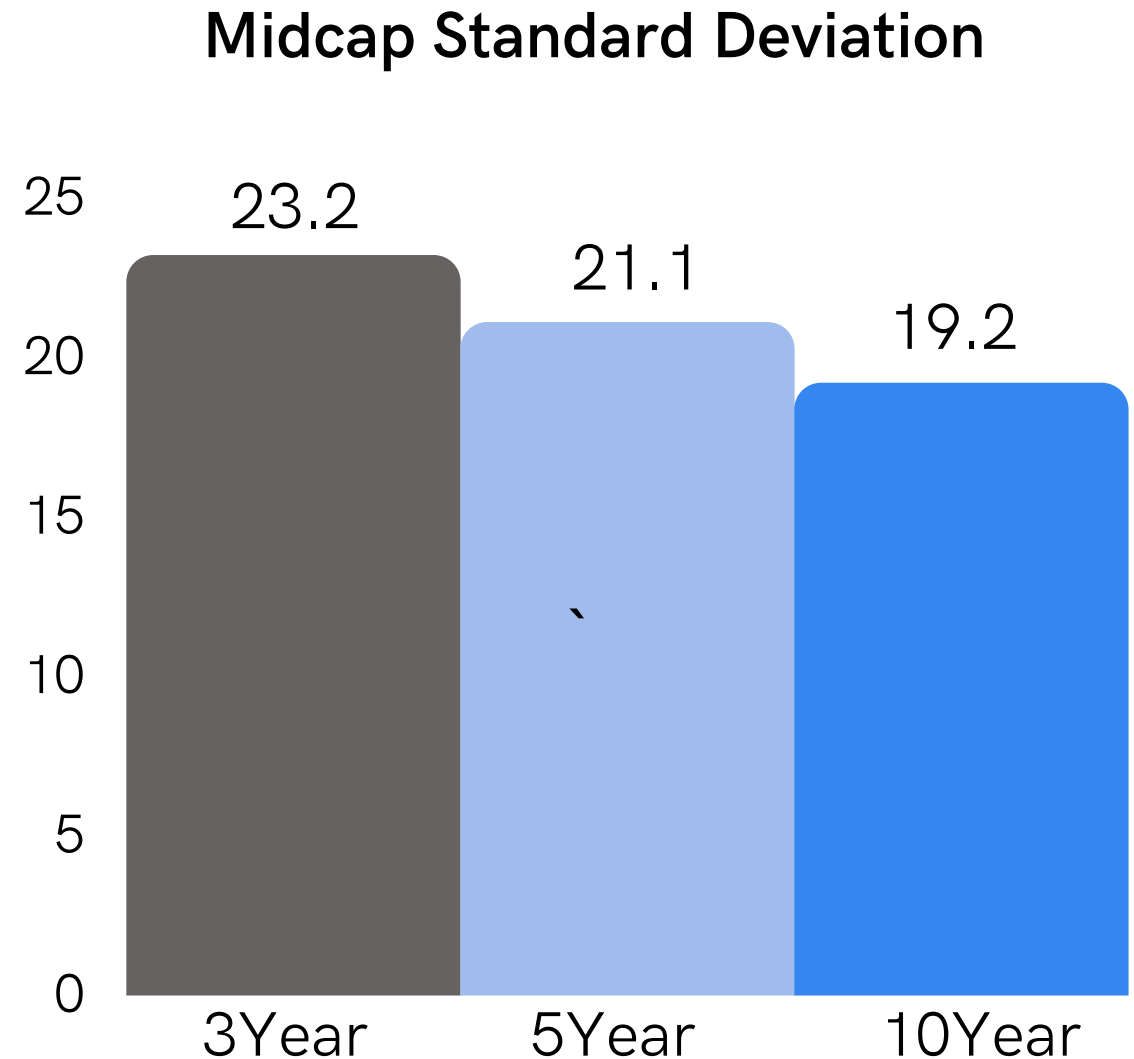
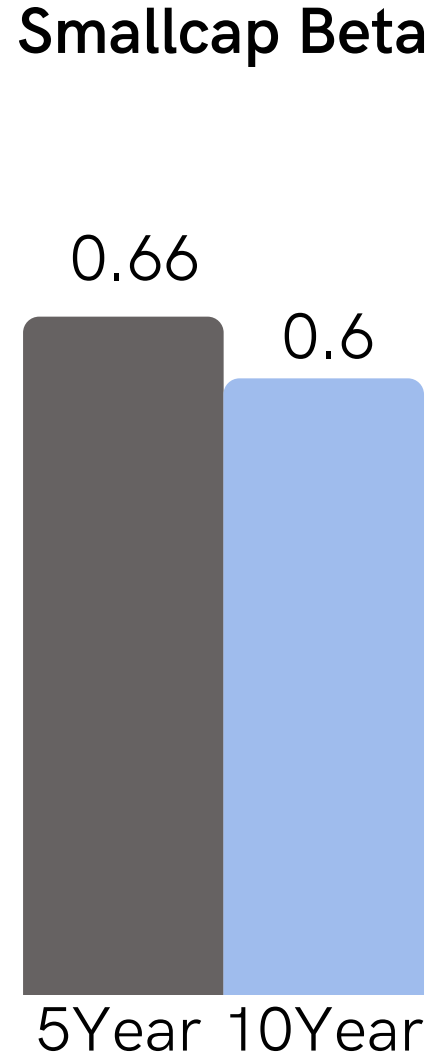
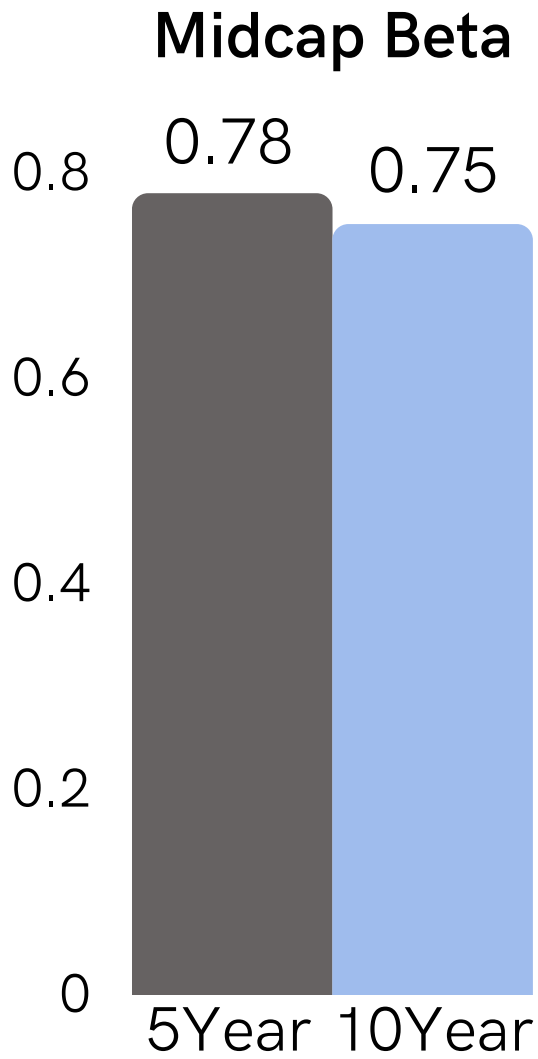


Small
cap
PE(x)

14.3x

10-year Average Valuations

Risk is less than perceived



Lower sensitivity (Beta) with Nifty suggests diversification benefits

Volatility (Standard deviation) decreases with higher time frame

Source: Bloomberg, AAA Research

Why AAA Budding Beasts PMS?



Access to Market Leaders

Aims for mid & small-cap exposure to ~50 market Leaders across sectors.



Growth Potential

Significant growth opportunities for Small and Mid cap companies can lead to superior returns.



Grounded in Research

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

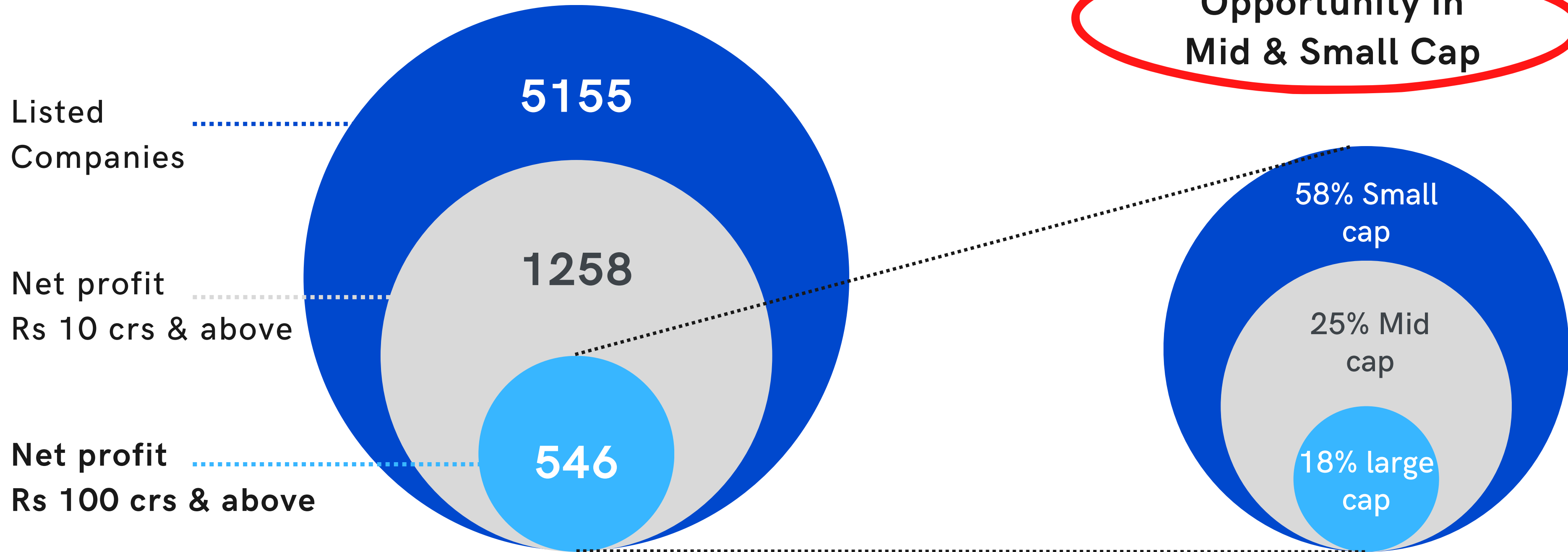


Award Winning Track Record

We have a proven track record of investment in companies yielding multibagger returns.

AAA Categorisation based on Profit size

**Opportunity in
Mid & Small Cap**

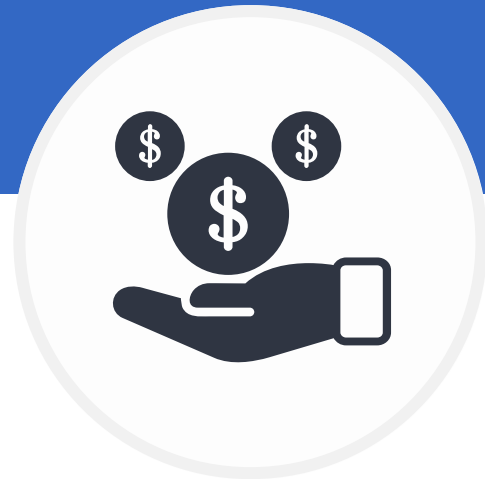


AAA's Way to Build Resilient Portfolios

Market
Leadership



Large
Profit Size



Low
Leverage



Strong
Earnings
Growth



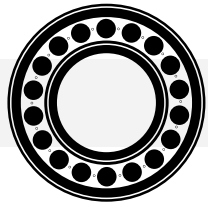
Attractive
Valuations



**AAA Budding
Beasts Portfolio**

Category Leaders But Mid/Small Cap

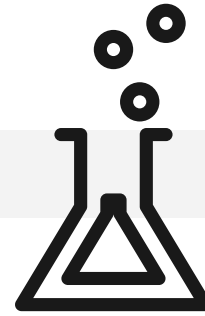
Bearings



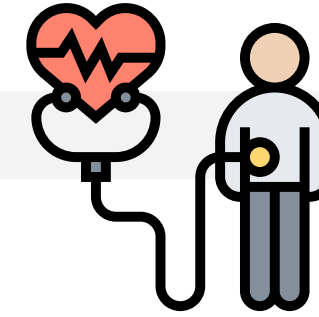
White Cement



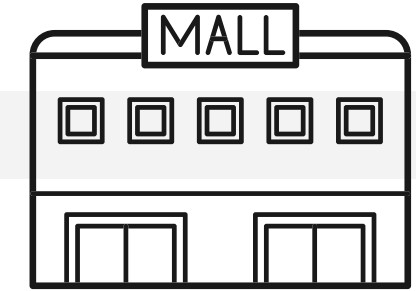
Speciality chemicals



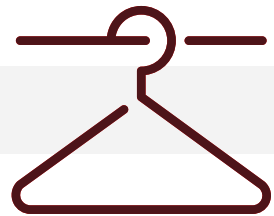
Diagnostics chain



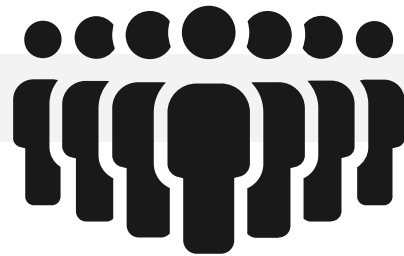
Real Estate - Shopping malls



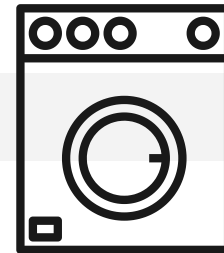
Lifestyle Business



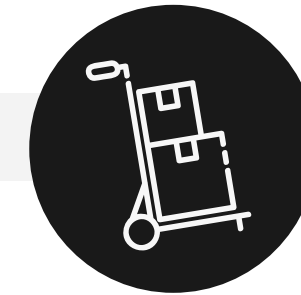
Staffing Services



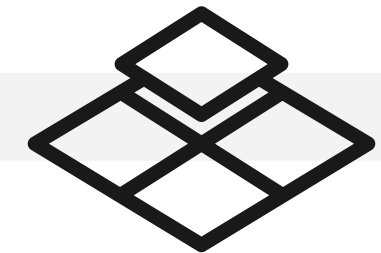
Consumer Durables



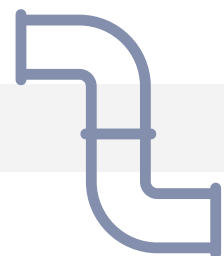
Luggage



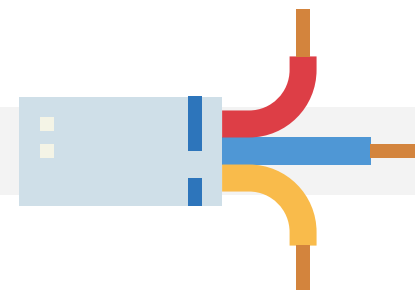
Tiles



Pipes



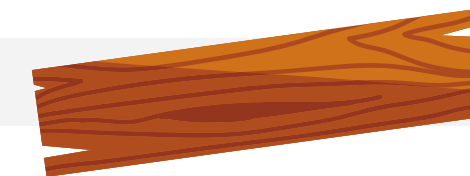
Electricals



Logistics



Plywood

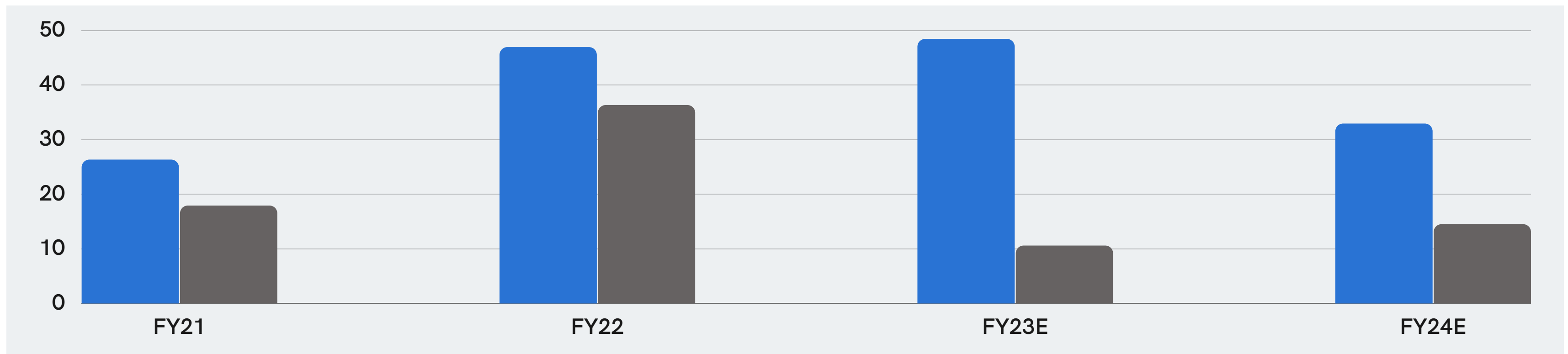


Hotels



Superior Earnings Growth

Earnings Matrix	Nifty FY21	AAA Budding Beasts FY21	Nifty FY22	AAA Budding Beasts FY22	Nifty FY23E	AAA Budding Beasts FY23E	Nifty FY24E	AAA Budding Beasts FY24E
EPS G(%)	17.9%	26.3%	36.3%	46.9%	10.6%	48.4%	14.5%	32.9%
ROE(%)	12.0%	14.2%	14.2%	18.5%	14.2%	18.0%	14.7%	19.3%
P/E(x)					21.5	44.5	18.7	28.6
P/BV(x)					3.1	6.6	2.8	5.4



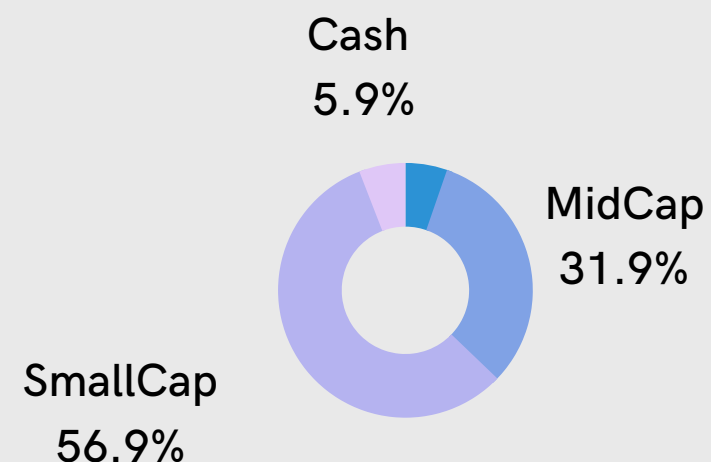
AAA BUDDING BEASTS EPS G(%)



NIFTY50 EPS G(%)

AAA Budding Beasts Characteristics

Marketcap

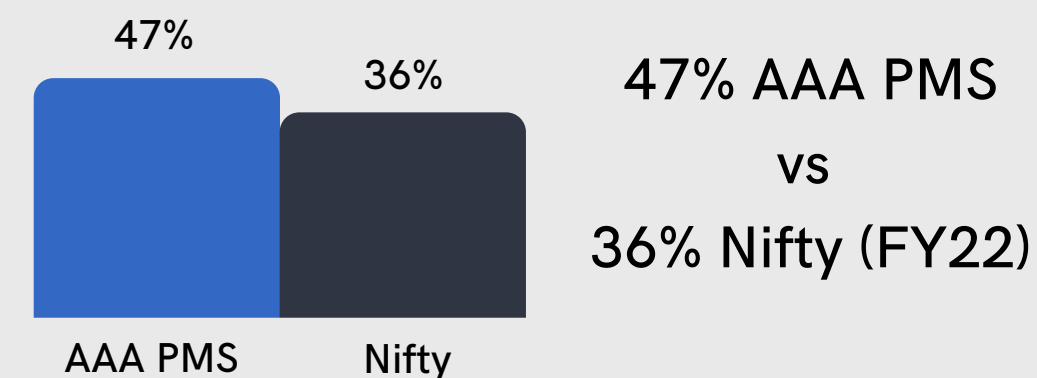


Large Profit Size



92% of portfolio companies
Rs.50cr+ NP
(69% above Rs.100cr+)

Strong Earnings Growth



Sectoral Leaders



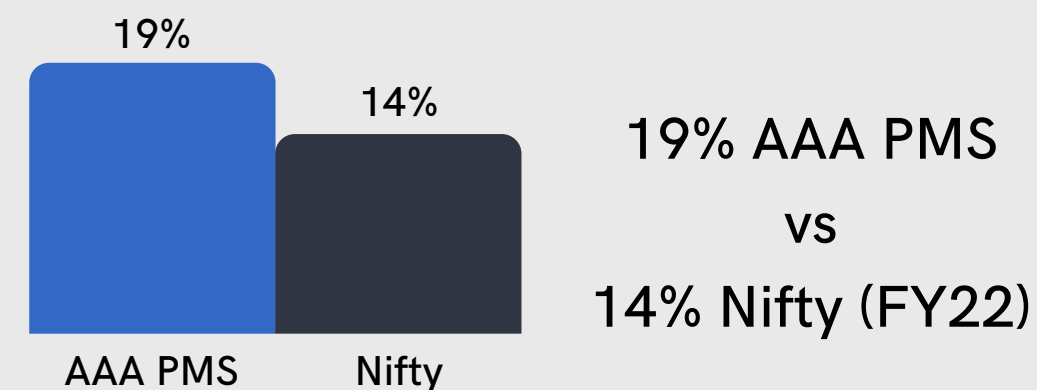
3M stock
selection
approach

Cash-rich Balance Sheet

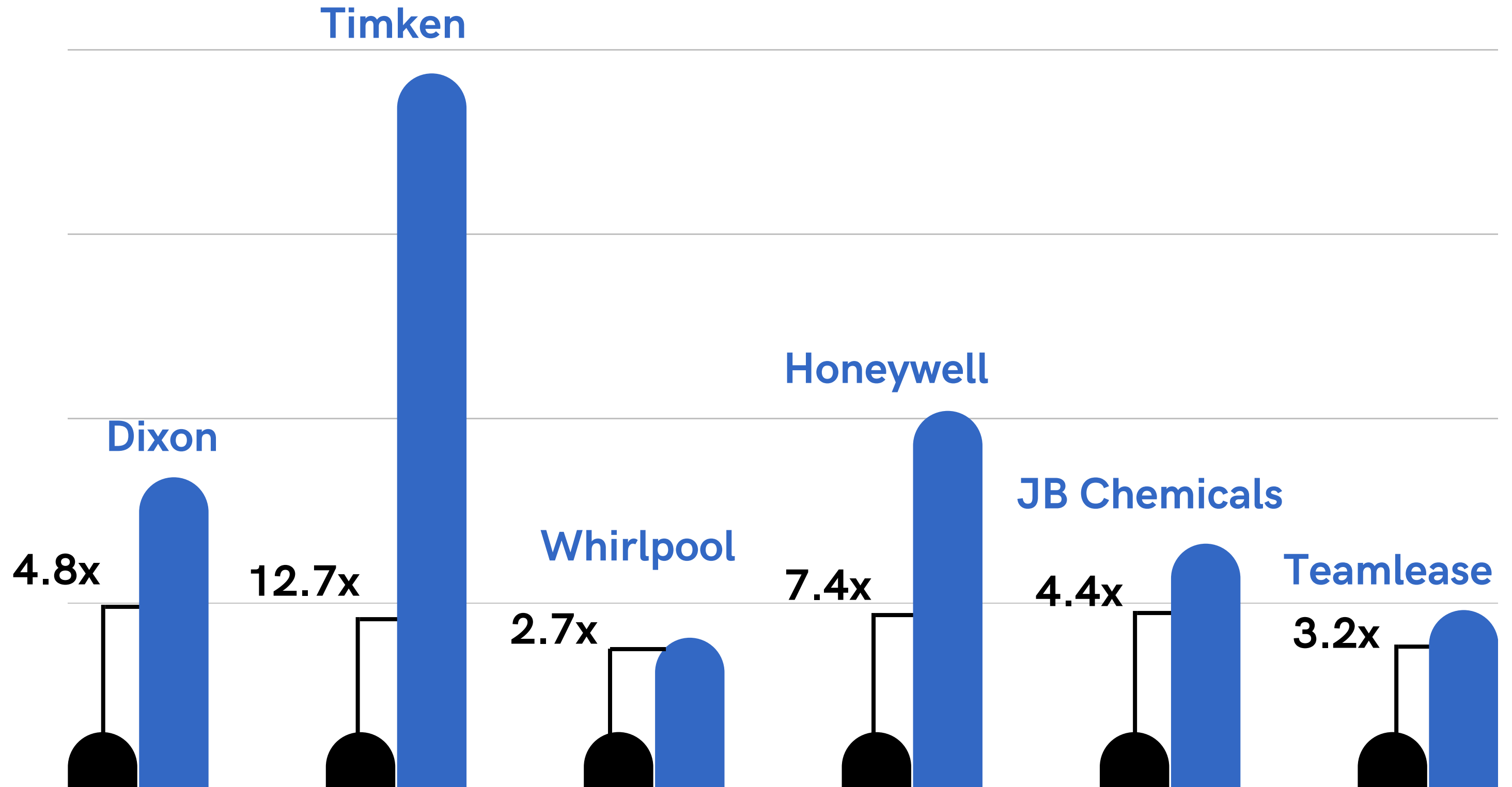


- 75% of portfolio cos have zero net debt
- 20.3% of portfolio cos have a D/E <1x

Superior ROE



AAA Success Stories



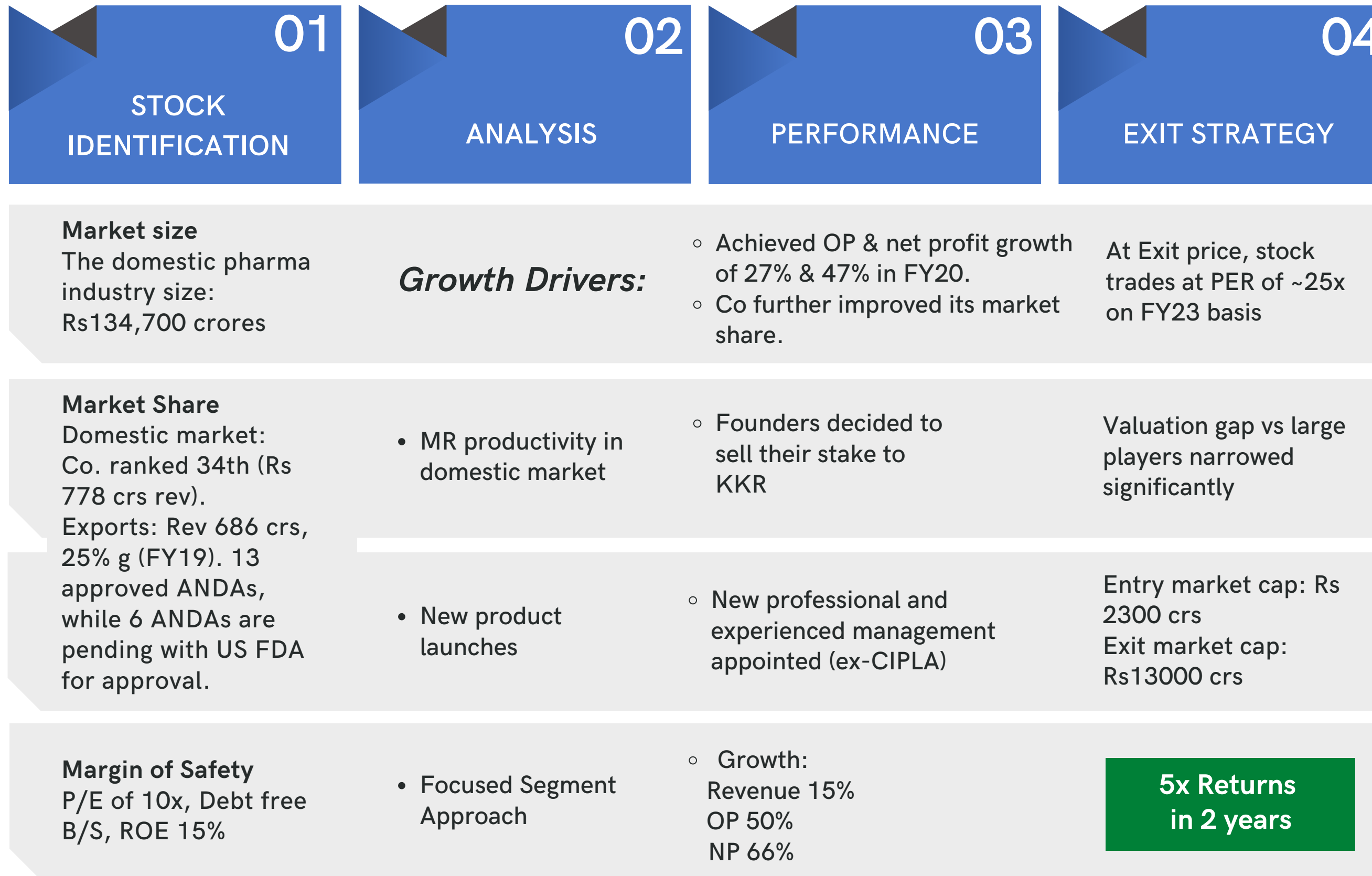
The companies mentioned in this slide are examples of companies in IOP PMS Plan

JB Chemicals - A Case Study



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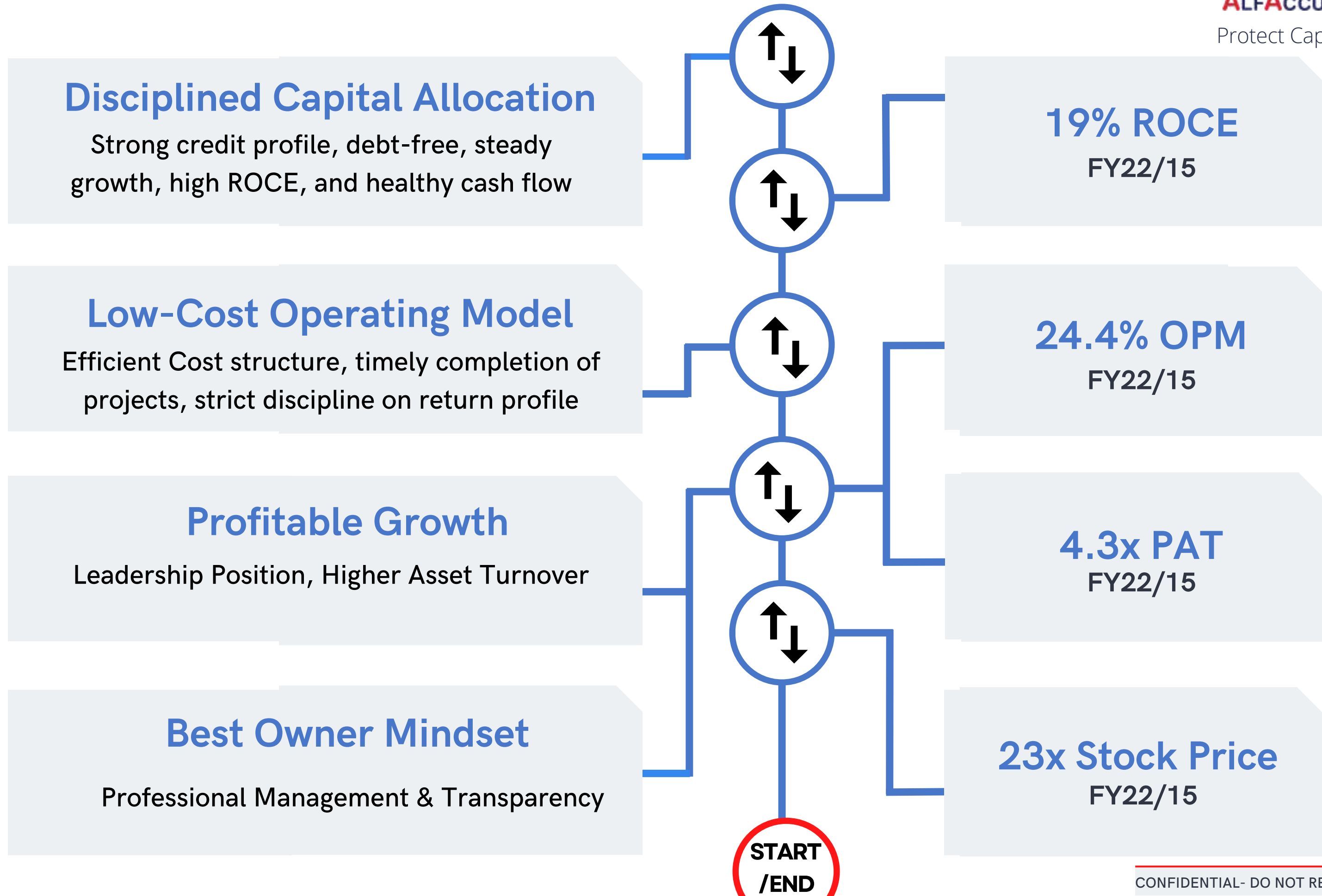
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Navin Fluorine - A Case Study



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AAA Budding Beasts Plan Features



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BSE
MIDSMALL CAP

Benchmark Index

30

Minimum No. of Stocks

65%

-100%

Mid & Small Cap Exposure

0%

-35%

Large cap Exposure

10%

Max Weight in 1 stock

30%

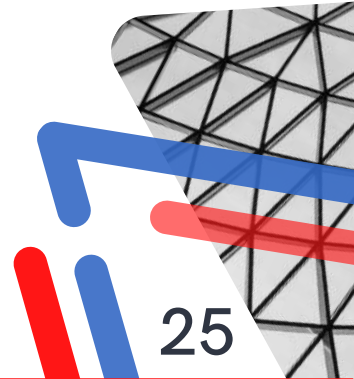
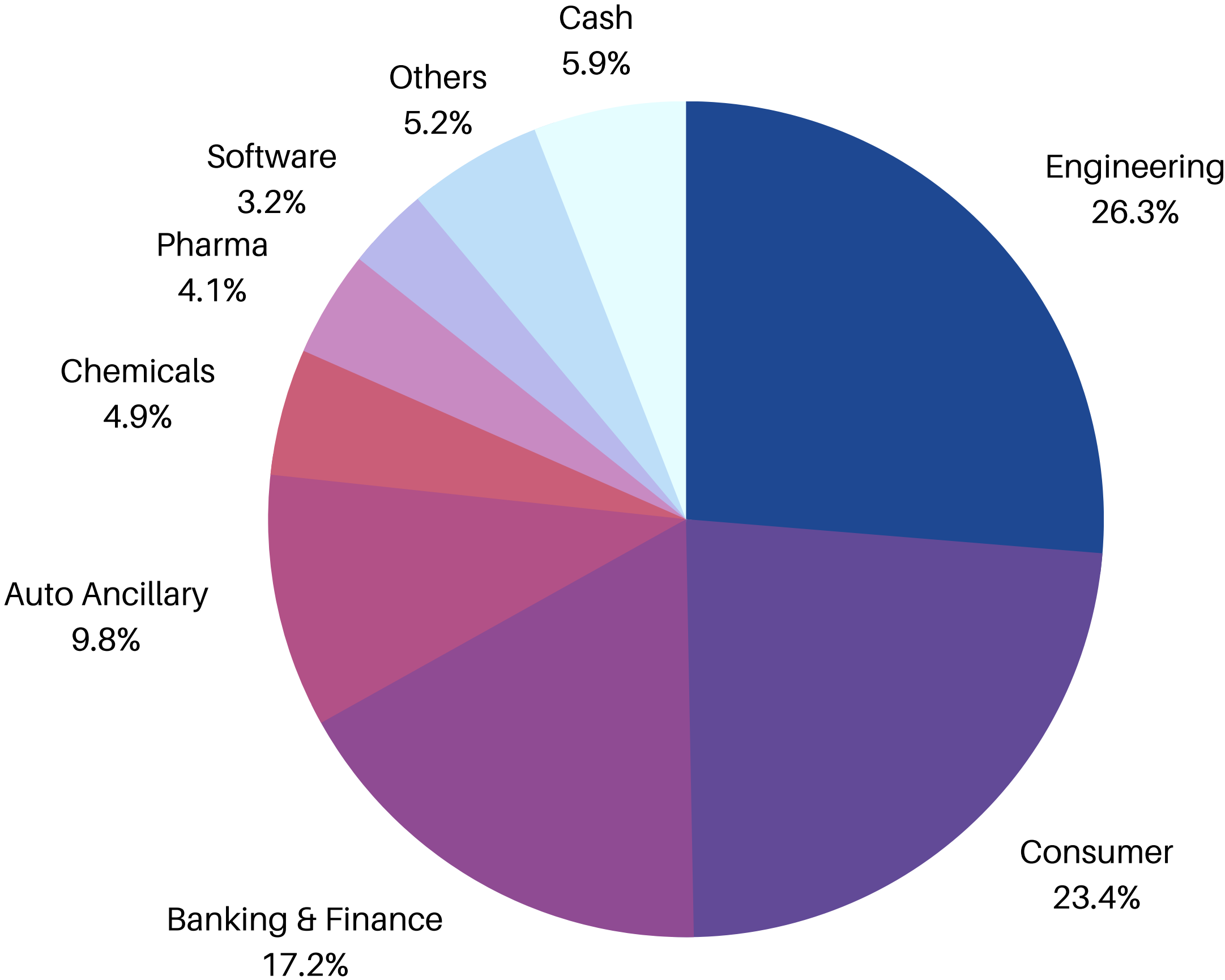
Max Weight in 1 Sector

50%

Max Weight in top 10 Stocks

AAA Budding Beasts PMS plan intends to build portfolio of 30-60 companies which are Market leaders with strong corporate governance and high growth potential with investment horizon of 3-5 years.

AAA Budding Beasts Sectoral Allocation



AAA Budding Beasts Performance

Particulars (%)	1M	3M	6M	1 Year	2 Year	SI*
AAA Budding Beasts	1.1	-1.0	-1.7	11.9	22.6	23.6
BSE Mid-Small Cap	-2.4	-7.0	-4.3	4.0	14.5	19.1

*Since Inception CAGR from 1st Jan 2021 - 28 February 2023.

Note: AAA PMS follows Staggered investment approach hence cash levels were higher during the initial period of Jan-Mar21.

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. Index performance is calculated as per Total Return Indices as per SEBI Guidelines).

AAA Budding Beasts Risk Analysis

Since inception*	AAA Budding Beasts PMS	BSE MidSmall Cap TRI
Sharpe	1.1	0.7
Std. dev	15.5	18.6
Beta	0.77	1.00

*(1st January 2021 – 28 February 2023) (Performance is after all expenses and 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 Budding Beasts Top Performers

Safari Industries	200%
Polycab	156%
Craftsman Auto	148%
ABB India	134%
KSB	105%
CG Power	86%

JB Chemicals	75%
Vinati Organics	66%
Trent India	65%
Karnataka Bank	56%
Cummins India	55%
Schenider India	53%

*(1st January 2021 – 31 December 2022) (Performance is after all expenses and fees. Index performance is calculated as per Total Return Indices as per SEBI Guidelines)

Note: The returns are from our initial purchase price. The companies mentioned are not recommendations.

Strategic Partnerships

Depository Participants



Custodian & Fund Accountant



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	5 Yrs		
SBI Magnum Sector Funds Umbrella-Contr	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	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	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.

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Thank You



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Protect Capital, Create Wealth

AlfAccurate Advisors Pvt. Ltd

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