

Investor Presentation



ALFAccurate Advisors
Protect Capital, Create Wealth



AAA Focus PMS Strategy

Jan 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 AlfAccurate Advisors? (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 18.8% CAGR vs 13.0% 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

29
years



Govind Agrawal

Director

29
years



Sandeep Biyani

Head of Sales & Business
Development

19
years



Bhushan Kohli

Head of Operations

29
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

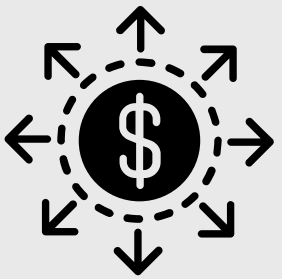
- ▶ Represented Reliance AMC on international platforms and panel discussion on Emerging Markets and Indian Equity Market
- ▶ Addressed investors' meet and the private banking teams of large banks in Middle East, Asia, London, Europe and in India
- ▶ At UBS, was voted as the "Best Equity Sales Person-Mega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

Investment Philosophy

Protecting Capital - DSD Mechanism

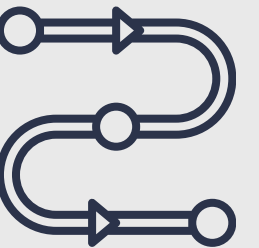
DIVERSIFICATION

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. 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.

Quality

Profit Propellers

800
PAT > 50 cr



Risk Mitigators

300
OCF/EBITDA, D/E, other filters



Alpha Producers

40-60



Screening Stage

Companies which have a good corporate governance, strong business moats along with a reasonable profit size

Deep Dive Stage

Companies which are market leaders and effectively positioned to grow and multiply

Selection Stage

Companies with strong earnings growth prospects and right valuations

Internal Checks

Forensic Assessment

Management Practices

To assess governance

Quality of Cashflow

Ability to convert the revenue to cash and re-invest into the business



Accounting Policies

Assess the consistency and fairness of the accounting policies

Taxation Mischiefs

Identify the potential fraud

13

Such Forensic Parameters

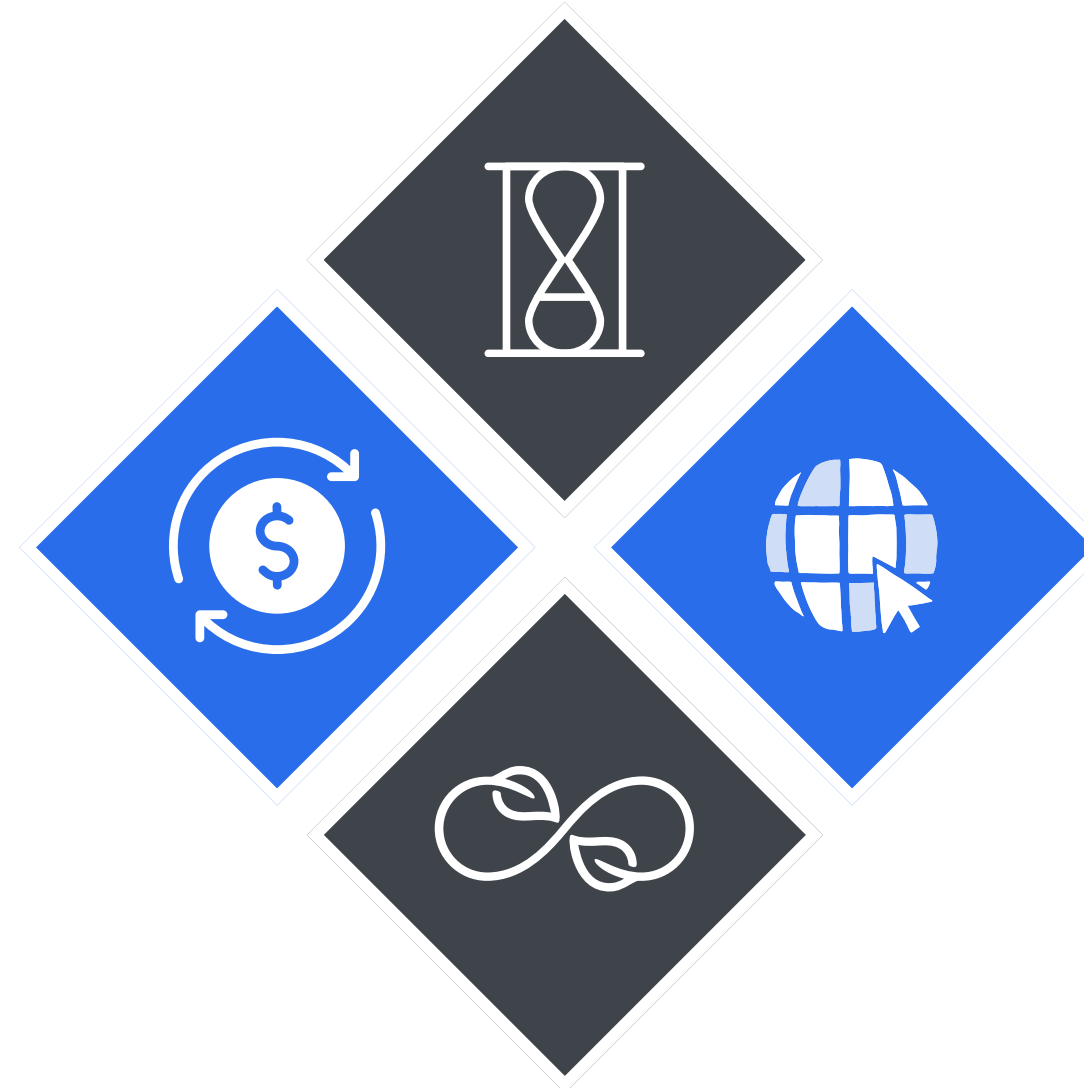
Internal Checks

Longevity Assessment

8 Longevity Parameters

Longevity of business growth

Sustenance of revenue and earnings growth
& Assessing competitive advantage



Longevity of cashflow
Identify financial strength

Longevity of return ratios
Gauging business profitability and efficiency

Longevity of reinvestment

Intensity to generate Self sustaining growth

Exit Strategy

We exit when....

1

There is a need to rebalancing weights for risk management purposes

2

A company no longer meets our buy/hold criteria

3

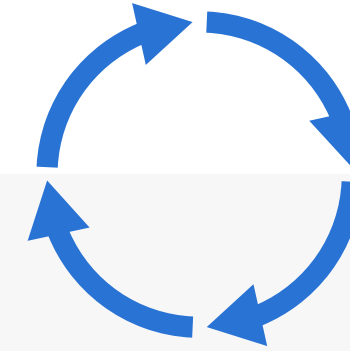
A company no longer meets our valuations criteria

4

There is no longer a durable double digit return expectation for a company's stock

5

There is a more compelling investment opportunity to fund



The only constant is change. The average lifespan of a company listed on the S & P 500 has reduced from 90 years in 1935 to 18 years, as per a McKinsey report. We are agile, and active, never letting our guard down.

Why AAA Focus PMS?



Access to Market Leaders

Aims for multi-cap exposure to ~30 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.



Award Winning Track Record

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

AAA Focus Plan Features



ALFACCURATE ADVISORS

Protect Capital, Create Wealth

BSE
500

Benchmark Index

30

Maximum No. of Stocks

60%
to 100%

Large Cap Exposure

0%
to 40%

Mid & Small Cap Exposure

10%

Max Weight in 1 stock

40%

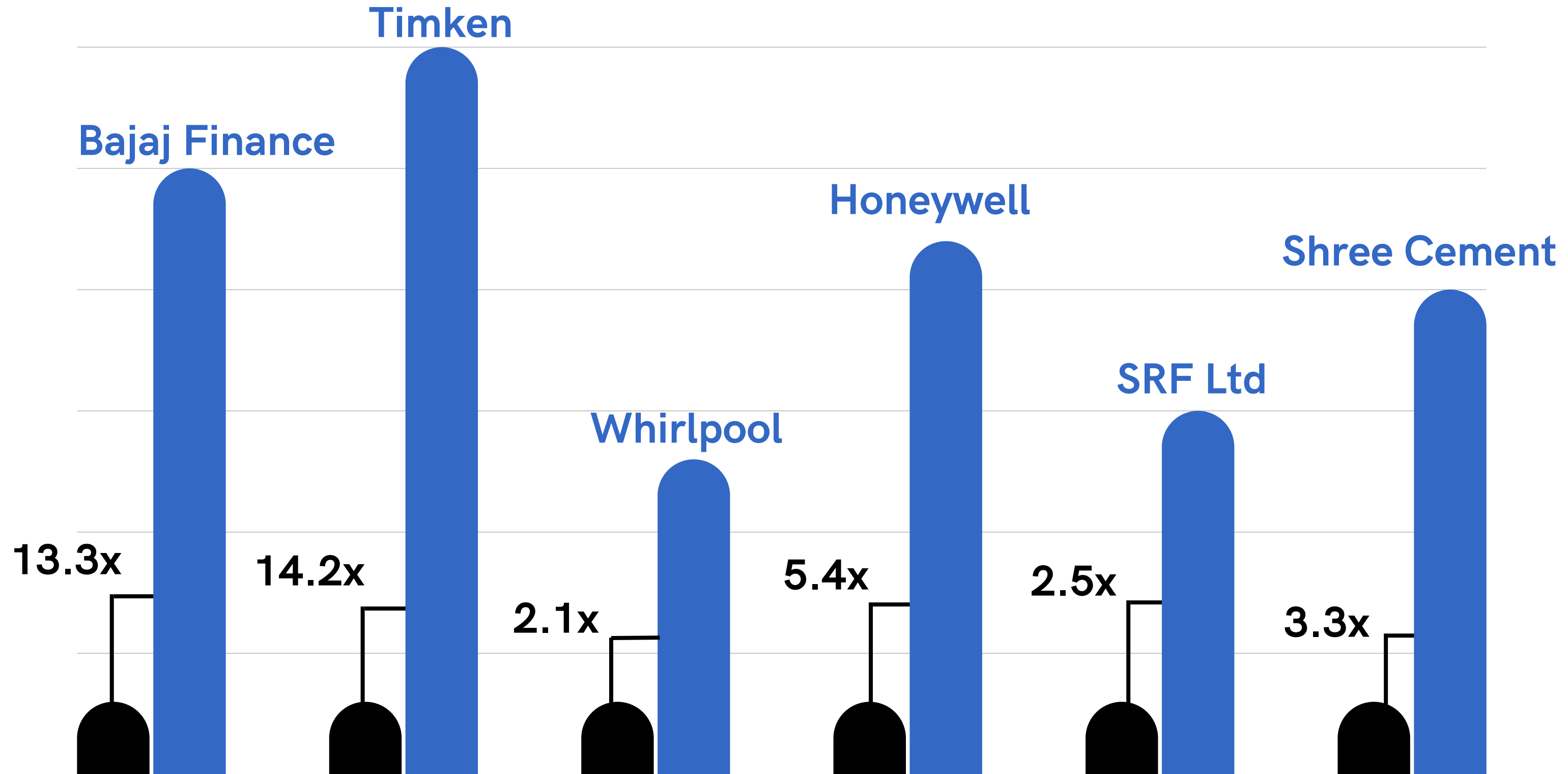
Max Weight in 1 Sector

70%

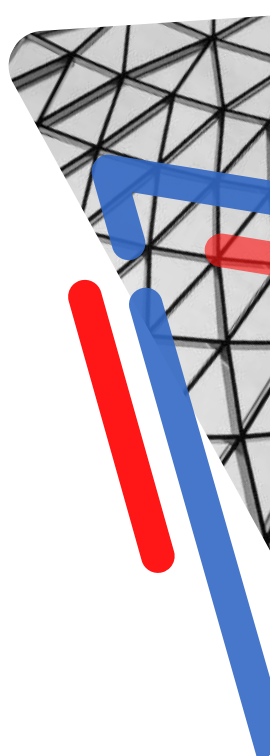
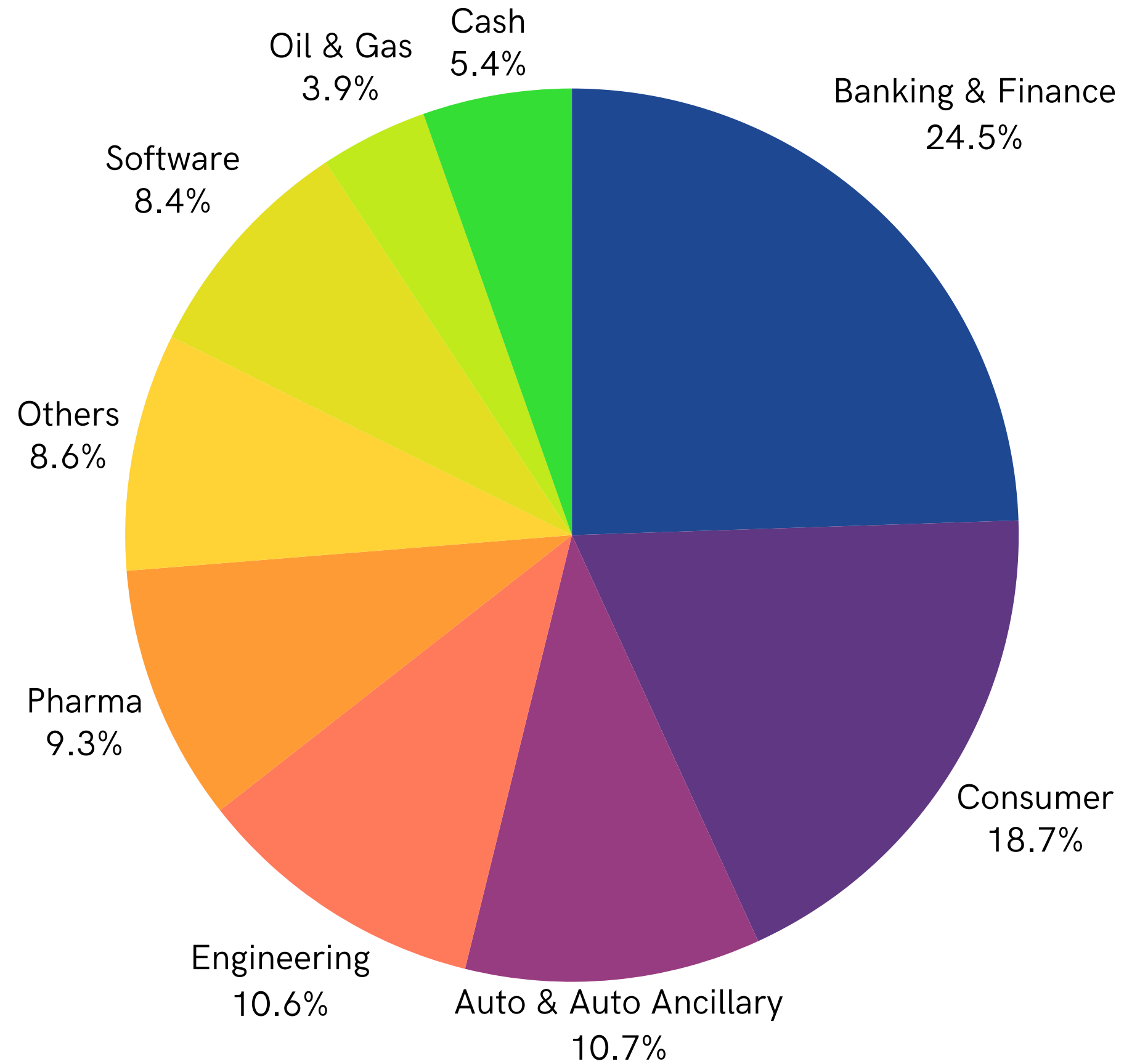
Max Weight in top 10 Stocks

AAA FOCUS PMS plan is a portfolio of 30 companies which are Market leaders with strong corporate governance and high growth potential with investment horizon of 3-5 years.

AAA Success Stories

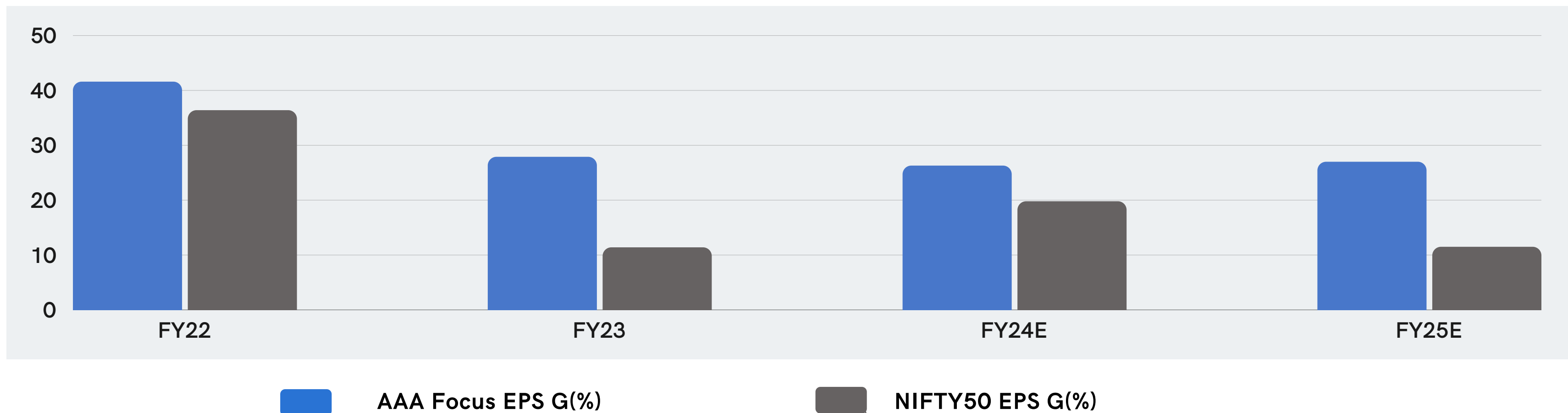


AAA Focus Sectoral Allocation



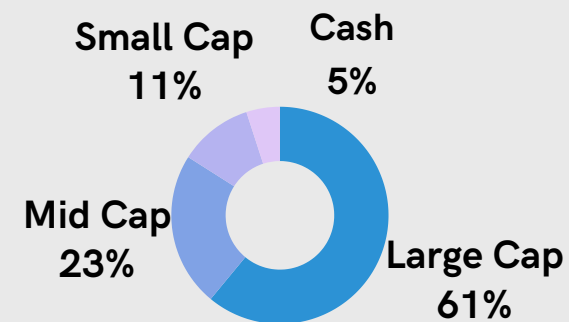
Superior Earnings Growth

Earnings Matrix	AAA Focus FY22	Nifty FY22	AAA Focus FY23	Nifty FY23	AAA Focus FY24E	Nifty FY24E	AAA Focus FY25E	Nifty FY25E
EPS G(%)	41.6%	36.4%	27.9%	11.4%	26.3%	19.8%	27.0%	11.5%
ROE(%)	17.2%	14.2%	21.3%	14.4%	20.3%	15.6%	20.8%	15.7%
P/E(x)					40.1	22.3	32.5	20.0
P/BV(x)					7.8	3.5	6.7	3.1



AAA Focus Plan Characteristics

Multicap

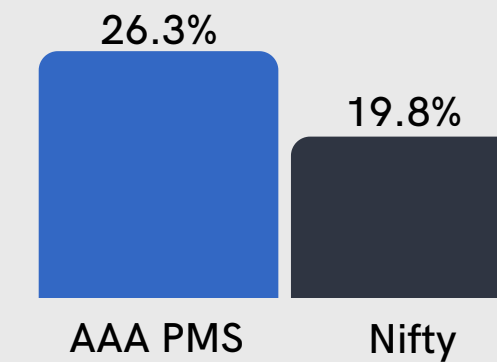


Large Profit Size



96.0% of portfolio companies Rs.100cr+ NP (81.0% above Rs.500cr+)

Strong Earnings Growth



26.3% AAA PMS
vs
19.8% Nifty
(FY24E)

Sectoral Leaders



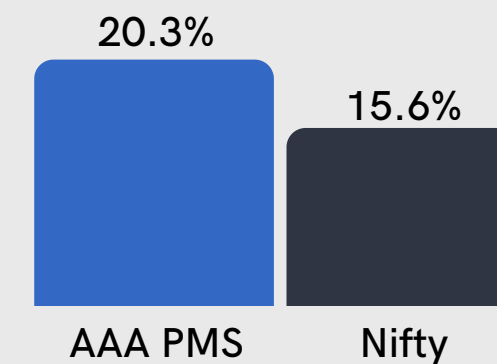
3M stock selection approach

Cash-rich Balance Sheet



- 78.0% of portfolio cos have zero net debt
- 22.0% of portfolio cos have a D/E <1x

Superior ROE



20.3% AAA PMS
vs
15.6% Nifty
(FY24E)

AAA Focus Plan Performance

Performance (%)	FYTD24	FY23	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15	*Since Inception
AAA Focus Plan	24.7	0.03	20.5	66.6	(19.4)	(0.6)	21.5	25.7	0.2	11.5	242.7
BSE 500 TRI (Benchmark)	36.7	(0.9)	22.3	78.6	(26.5)	9.7	13.2	25.5	(6.4)	2.4	224.9
BSE Midcap TRI	62.5	1.1	20.7	93.0	(30.8)	(2.1)	14.3	34.3	1.8	3.5	319.3
BSE Smallcap TRI	70.8	(3.6)	37.7	116.5	(35.1)	(10.9)	18.5	37.8	(2.1)	(3.8)	336.8
CNX Nifty TRI	26.4	0.6	20.3	72.5	(25.0)	16.4	11.8	20.2	(7.8)	1.0	187.8

*Performance from 17 November 2014 to 31 Jan 2024.

Note: 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 Focus Plan Performance

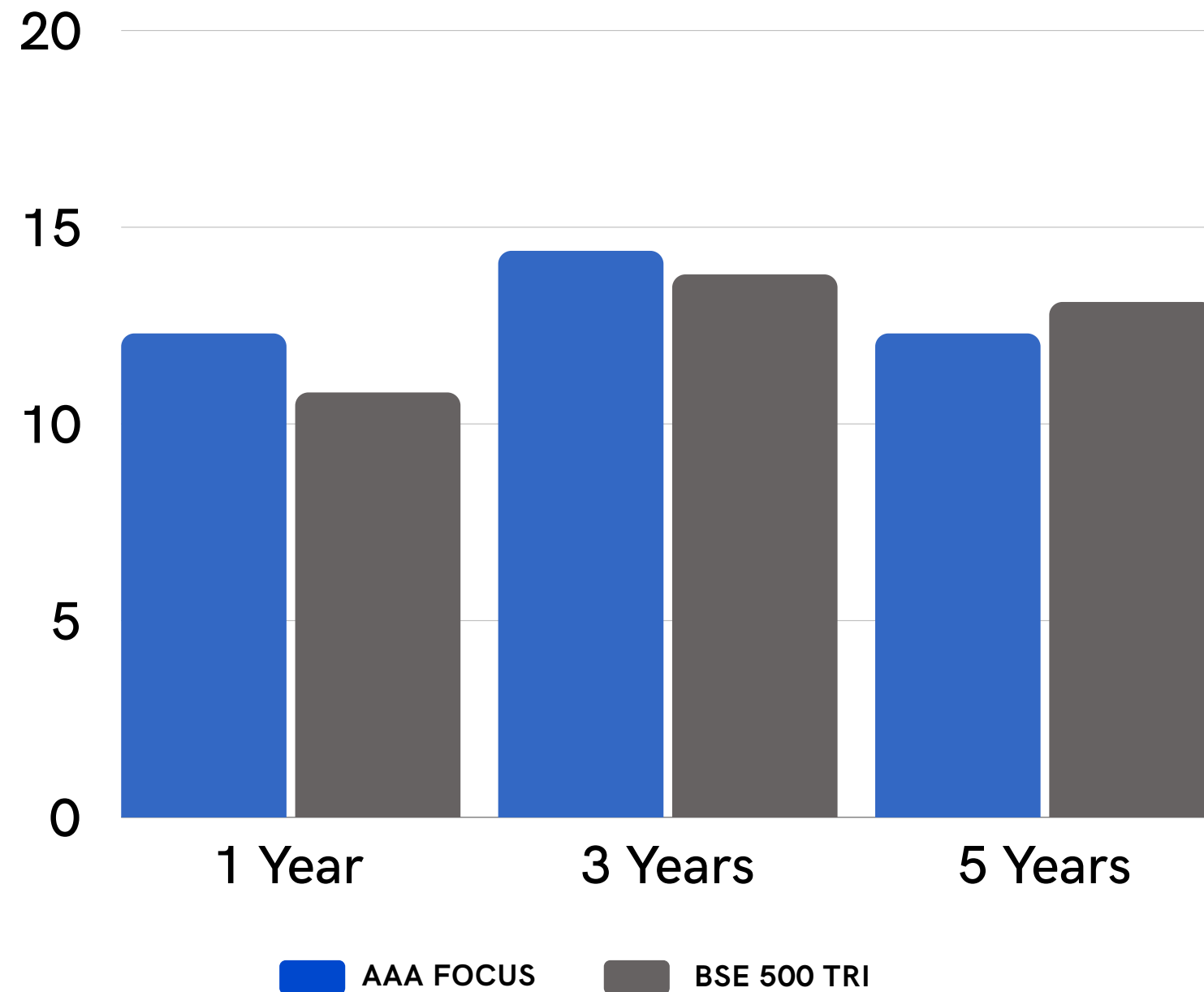
Compounded Annual Returns (%)	1 YEAR	2 YEARS	3 YEARS	5 YEARS	*Since Inception
AAA Focus Plan	23.3	11.4	17.3	17.0	14.3
BSE 500 TRI (Benchmark)	33.4	16.5	21.9	18.5	13.7
BSE Midcap TRI	59.1	27.0	30.5	23.0	16.8
BSE Smallcap TRI	63.5	26.1	37.6	28.0	17.4
CNX Nifty TRI	24.3	13.3	18.2	16.3	12.2

*Performance from 17 November 2014 to 31 Jan 2024.

Note: Performance figures are net of all expenses and fees from April 2018 till last quarter. Prior to 2018 the performance figures are after all expenses and Fixed management fees till last quarter. 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 Focus Plan Risk Analysis

Rolling Return Analysis: Median returns



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.

Since inception*	AAA Focus PMS	BSE 500 TRI
Sharpe	0.45	0.41
Std. dev	16.2	16.4
Beta	0.90	1.00

Note: Performance from 17 November 2014 to 31 Jan 2024. Performance figures are net of all expenses and fees from April 2018 till last quarter. Prior to 2018 the performance figures are after all expenses and Fixed management fees till last quarter. Index performance is calculated as per Total Return Indices in accordance with the SEBI Guidelines.

Fast Frequency Data Indicators



ALFACCURATE ADVISORS

Protect Capital, Create Wealth

Dec'21 Dec'23



GST Collections

Rs. 1.65
Lakh Cr
(11% YoY)

Dec'21 Dec'23



Diesel Consumption

-2.6% YoY

Dec'21 Dec'23



Thermal PLF

71.37

Dec'21 Dec'23



PMI Index

58.5

Dec'21 Dec'23



Passenger Vehicle

2.93
lakh+
units

Nov'21 Nov'23



Cement Production

30.31MMT

Dec'21 Dec'23



Steel Production

12.1 MMT

Dec'21 Dec'23



E-way Bills

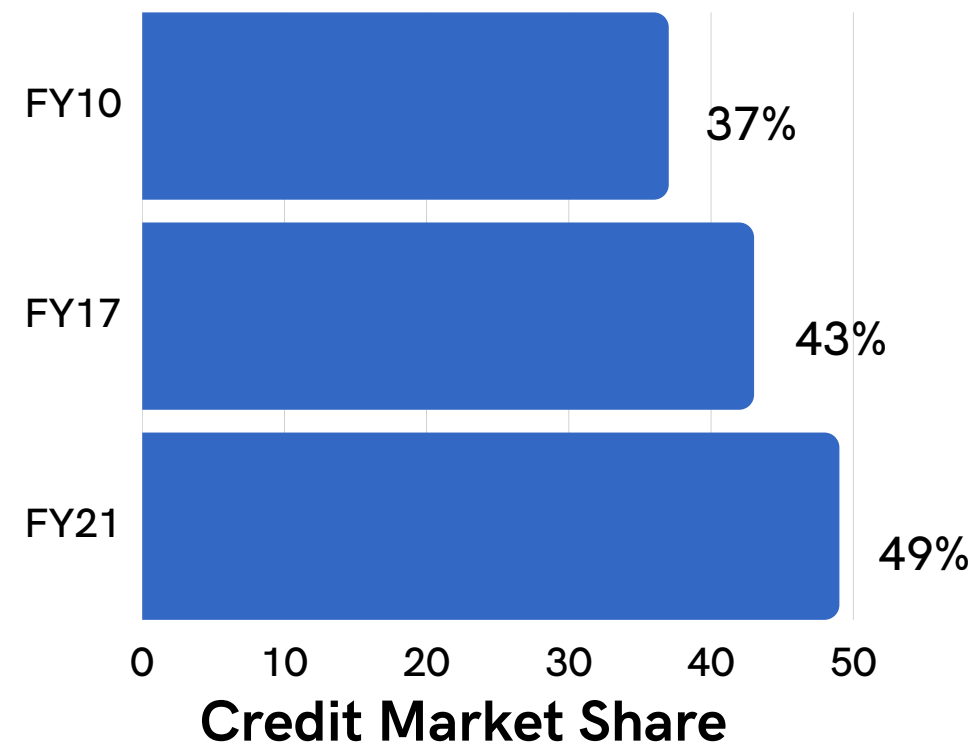
9.52 cr

Big Getting Bigger



ALFACCURATE ADVISORS

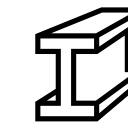
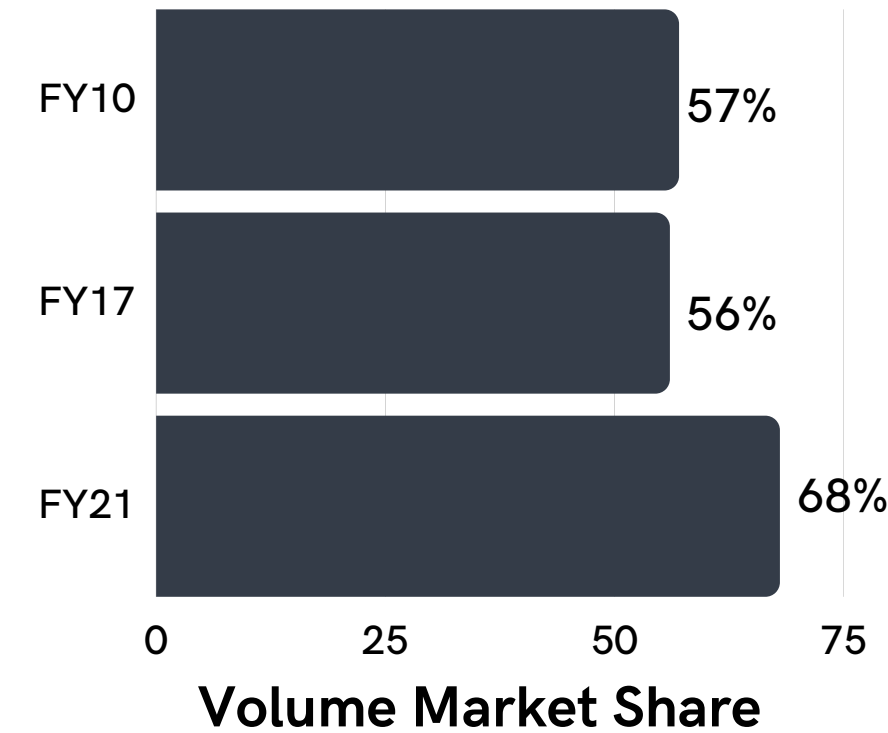
Protect Capital, Create Wealth



Bank Credit

SBI, HDFC Bank, Kotak, ICICI, Axis, Indusind

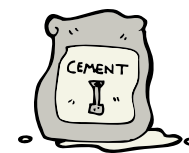
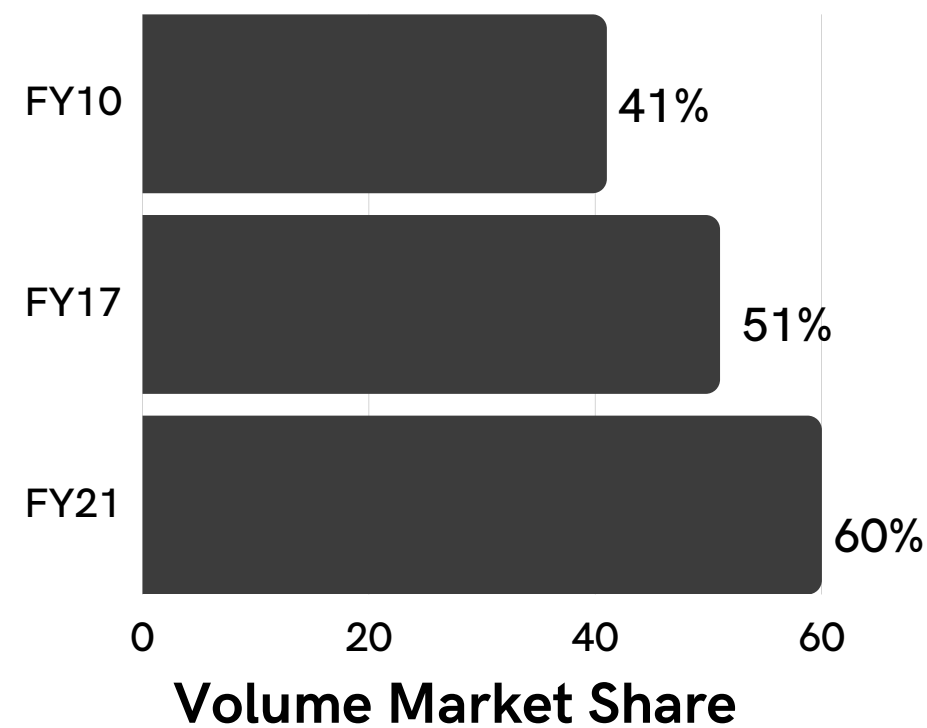
Top 6 banks had an incremental Market share of 67% from FY17 to FY21.



Steel

Tata Steel, JSW, JSPL, Essar, SAIL, RINL

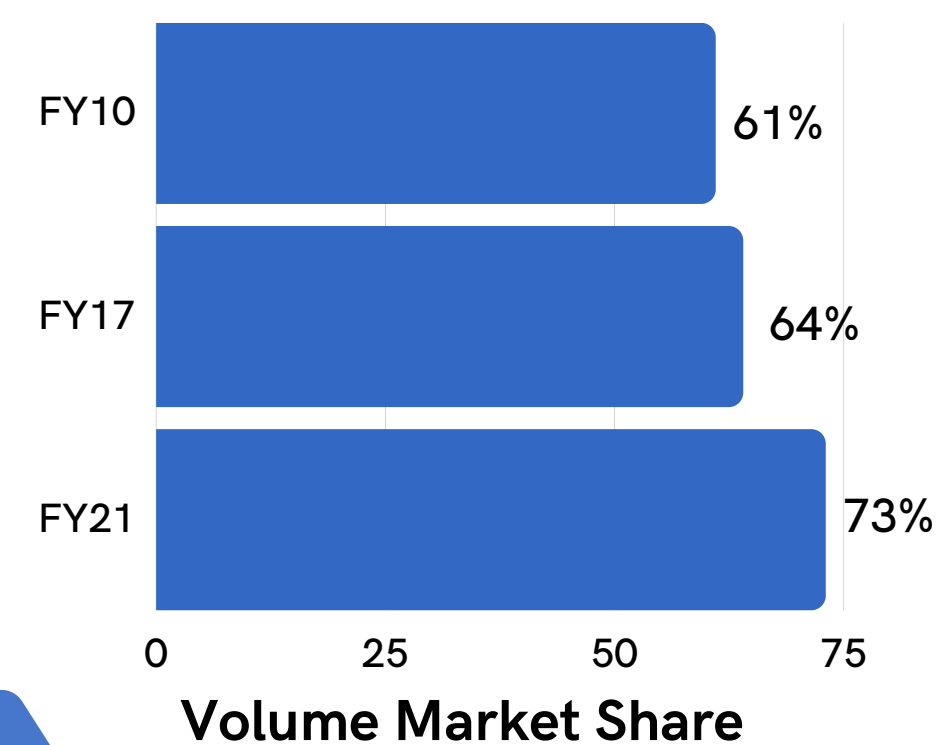
Top 6 players contributed ~95% of the industry volume growth in last 4 years.



Cement

Holcim, Ultratech, Shree, Dalmia, Ramco

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

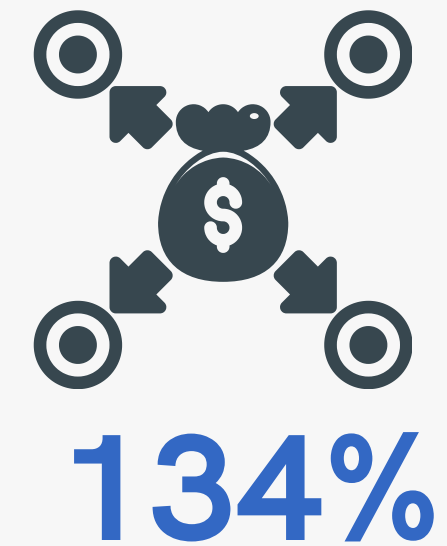
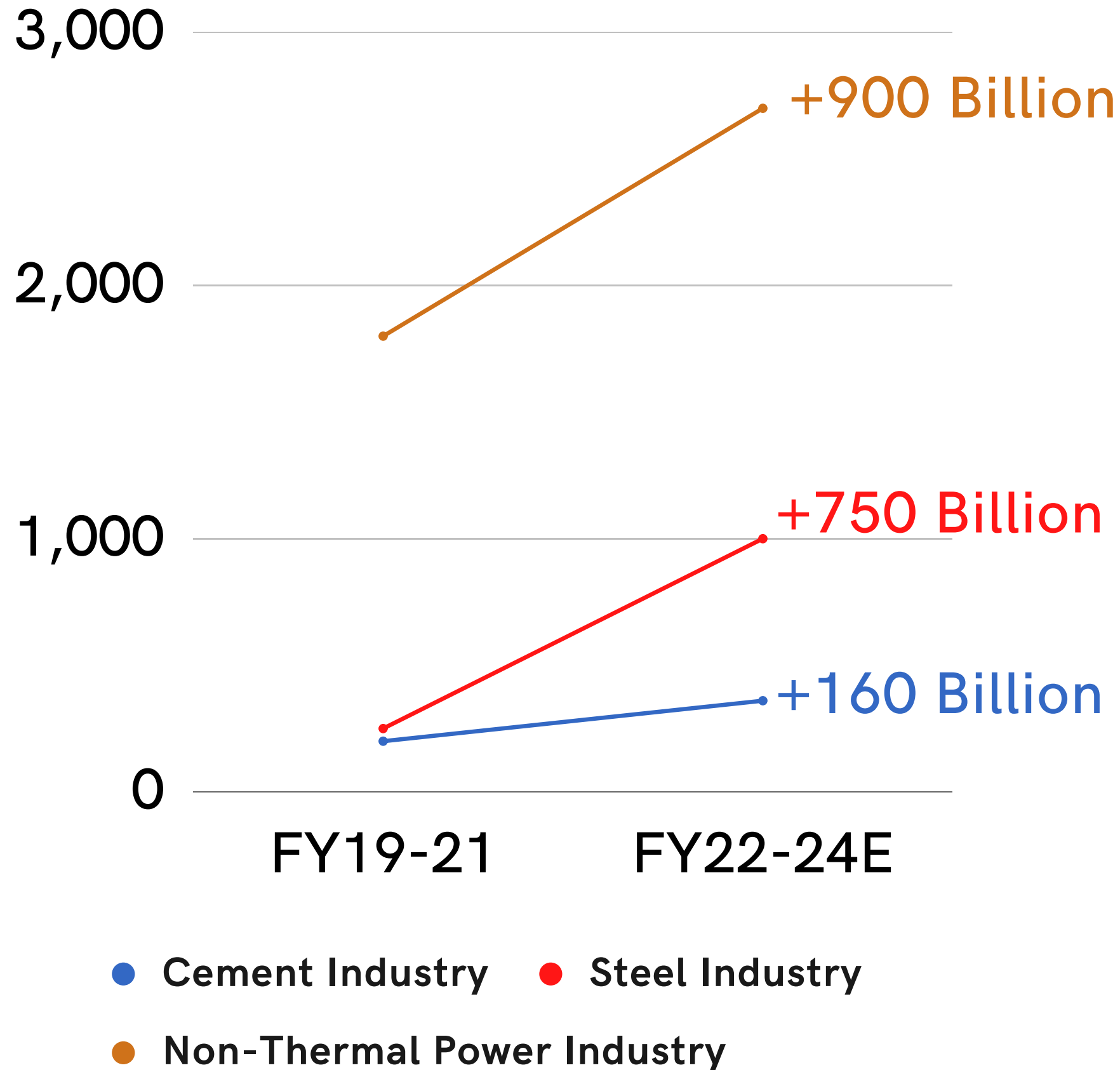


Automobile

Maruti, Hyundai

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

Capex Revival

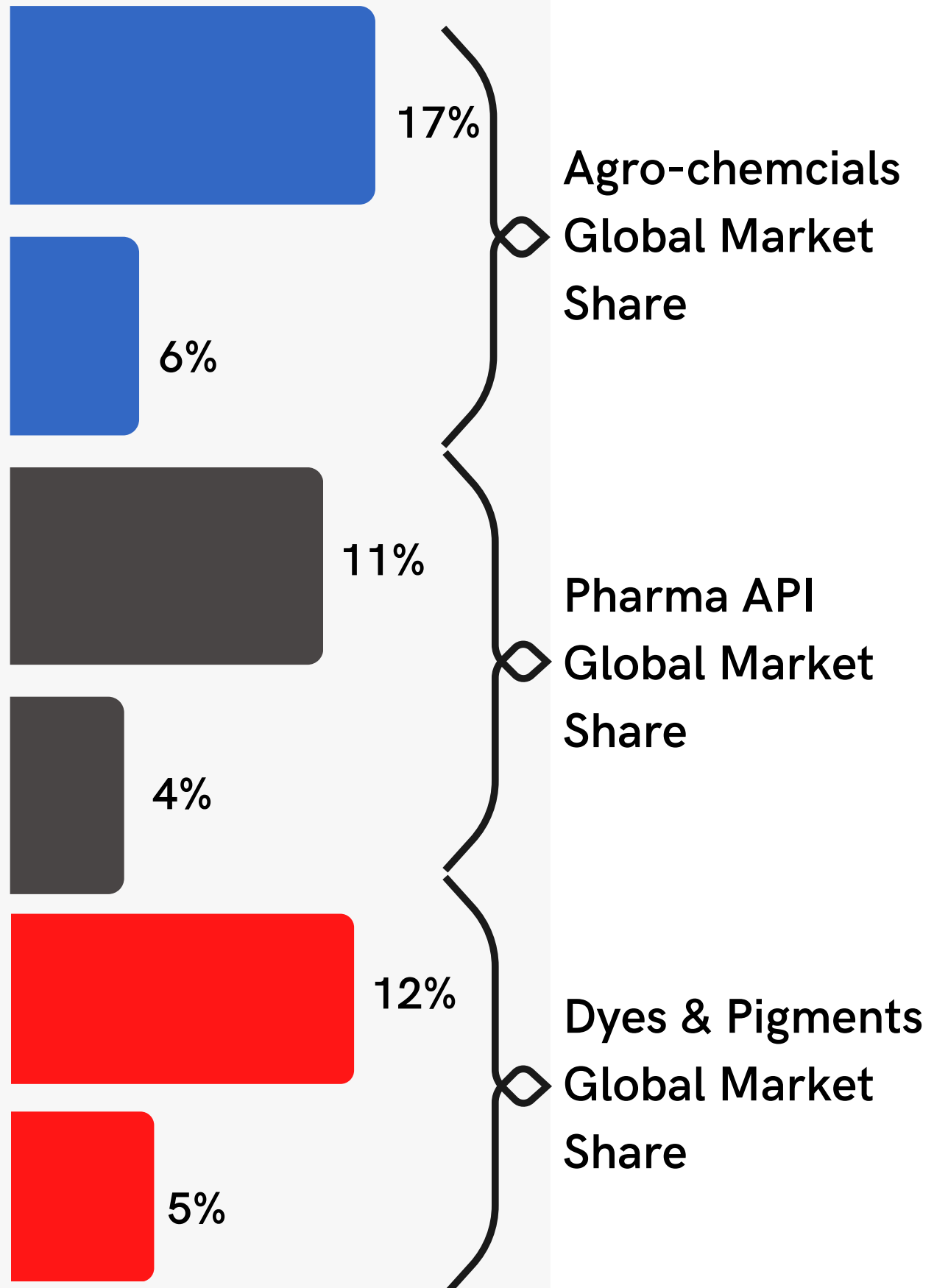


expected jump in capex
over the next 3 years
compared to last 3 years

China + 1 Potential



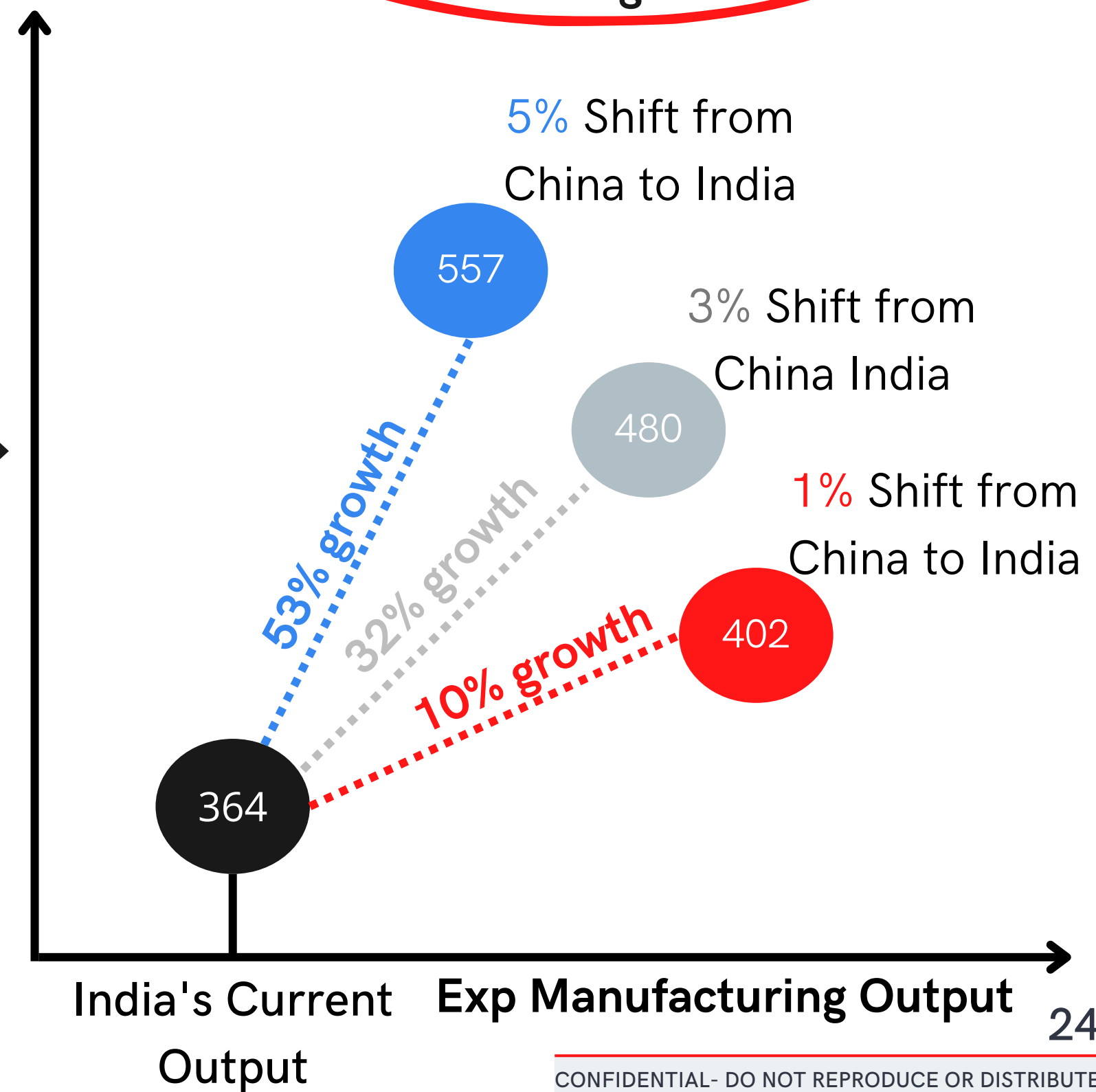
ALFACCURATE ADVISORS
Protect Capital, Create Wealth



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

US \$Billions

Scope to Scale is Huge



Strategic Partnerships

Depository Participants



Custodian & Fund Accountant



Awards & Recognition



ALFACCURATE ADVISORS
Protect Capital, Create Wealth



AAAIOP PMS received Smart Money Manager Award for Best 10 Years Performance 3 times (2023 - Rank 2, 2021 - Rank 3, 2020 - Rank 2) across categories on Risk adjusted Returns Basis by PMS AIF World



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-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
PrudICI 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



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



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.

Direct Investment: For availing Portfolio Management Services you can reach us directly without any third-party intermediation by emailing us at sales@alfaccurate.com or by calling us on +91-22- 42360300

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