

Investor Presentation



ALFAccurate Advisors
Protect Capital, Create Wealth



AAA India Opportunity Plan (IOP) PMS Strategy

Apr 2024

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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 14 years.
- During the last 14+ years, AAA IOP PMS delivered 19.1% CAGR vs 13.2% 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 (Feb24)(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 Koli

Head of Operations

29
years

The Team



Rajesh Kothari

Founder &
Managing Director

CWA, MBA

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

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

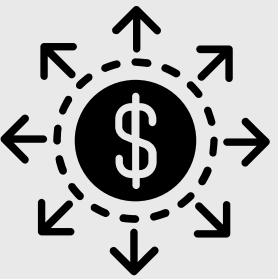
- ▶ Represented Reliance AMC on international platforms and panel discussion on Emerging Markets and Indian Equity Market
- ▶ Addressed investors' meet and the private banking teams of large banks in Middle East, Asia, London, Europe and in India
- ▶ At UBS, was voted as the "Best Equity Sales Person-Mega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

Investment Philosophy

Protecting Capital - DSD Mechanism

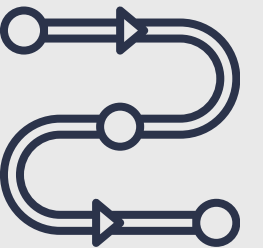
DIVERSIFICATION

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.



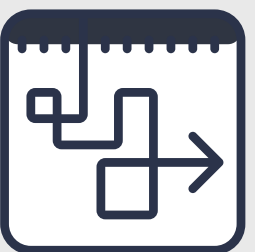
STAGGERED APPROACH

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.

Investment Process: Simplified

Profit Propellers

800
PAT > 50 cr



Screening Stage

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

Risk Mitigators

300
OCF/EBITDA, D/E, other filters



Deep Dive Stage

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

Alpha Producers

40-60



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

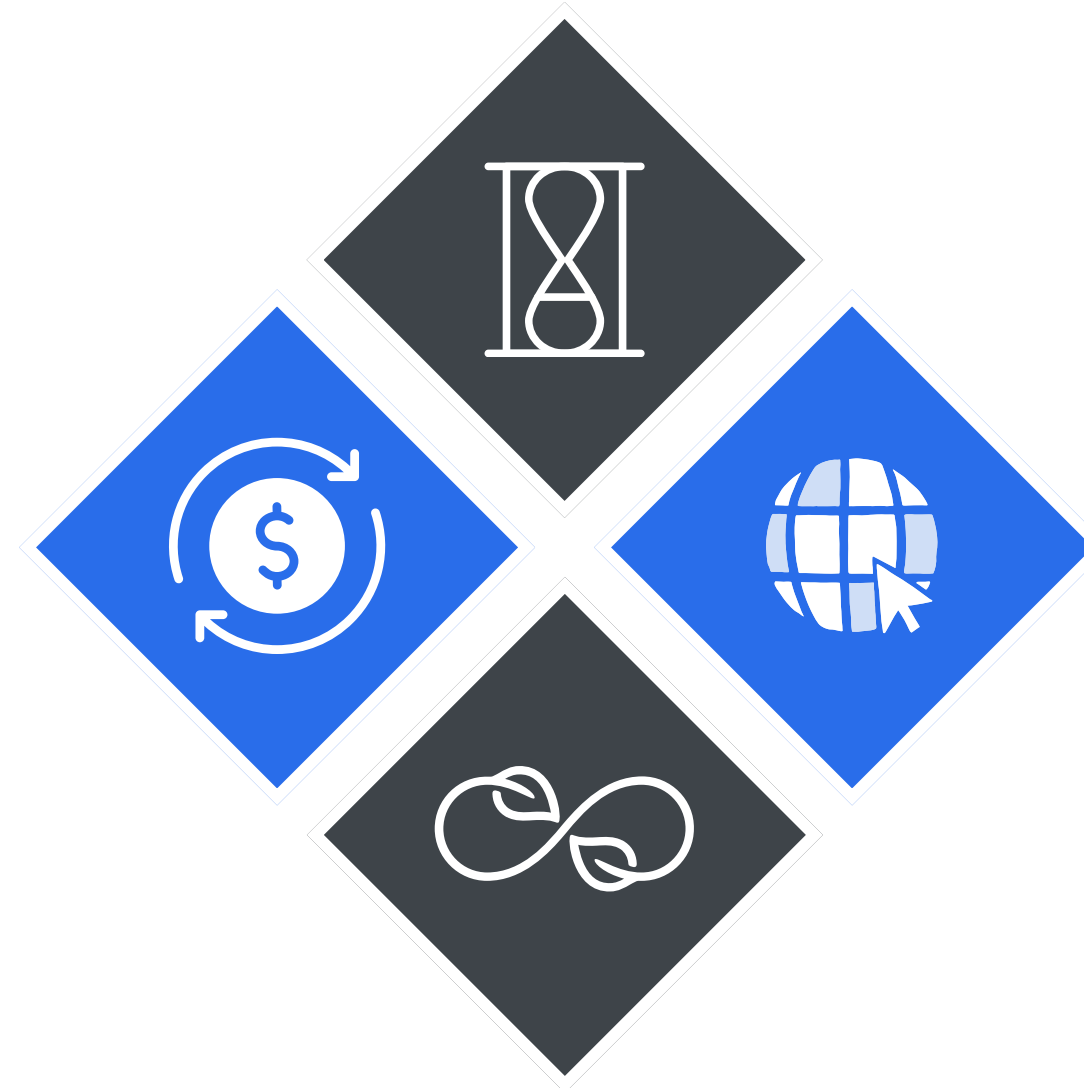
Internal Checks

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

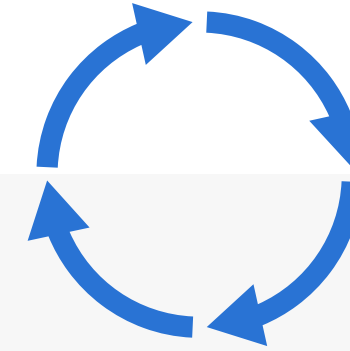
A company no longer meets our valuations criteria

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 IOP PMS?



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.



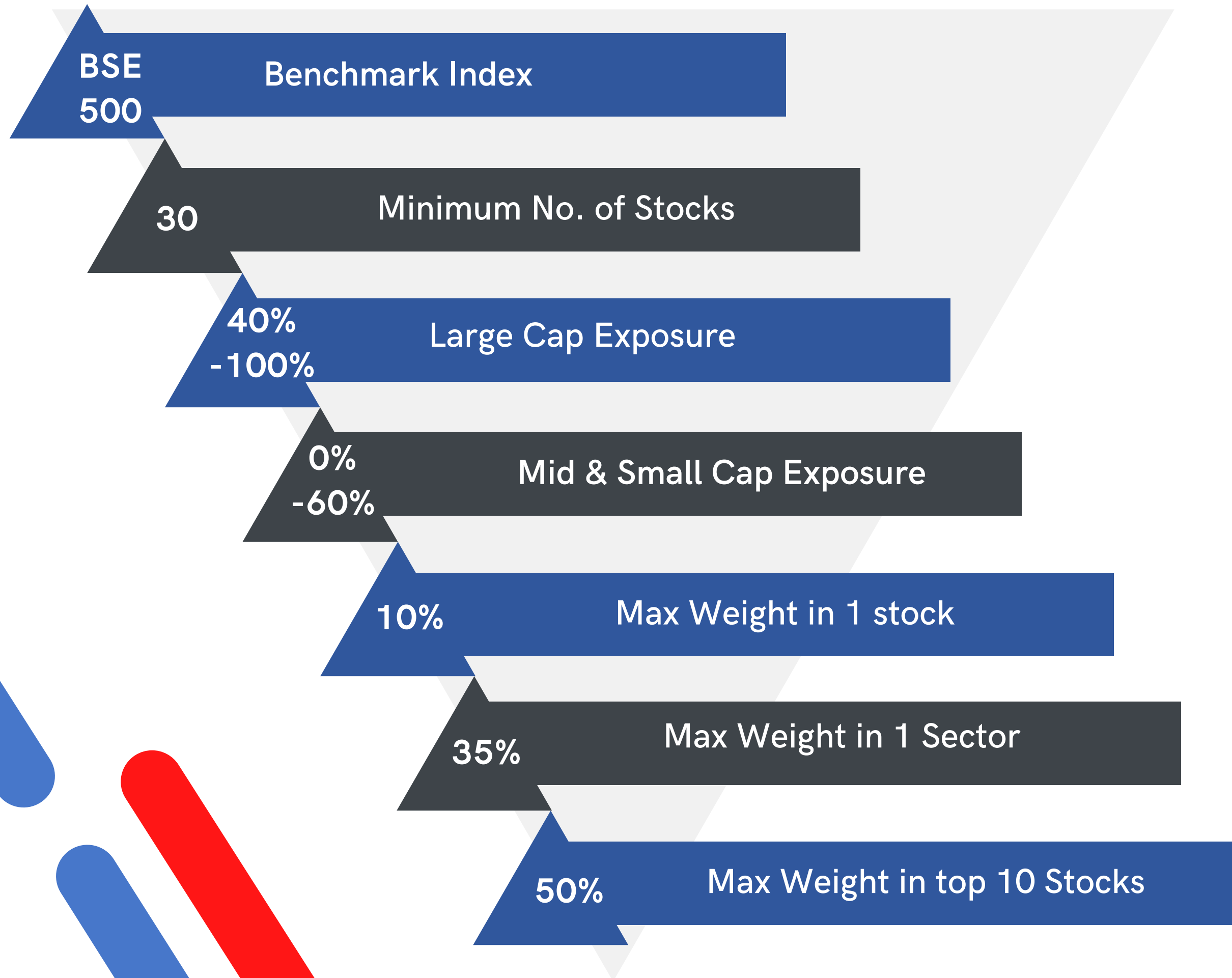
Award Winning Track Record

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

AAA IOP Features

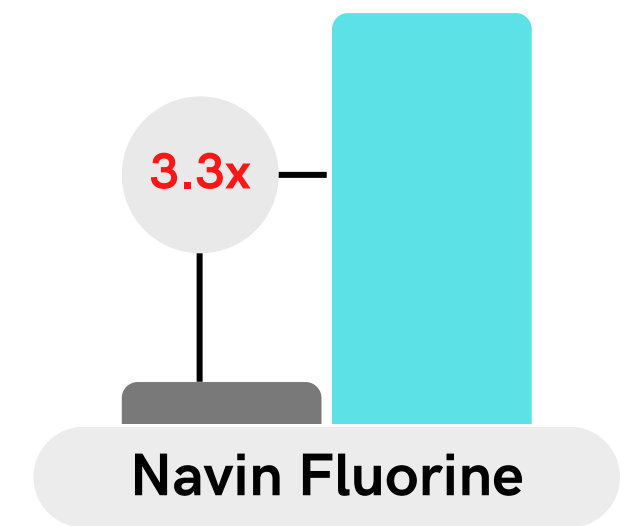
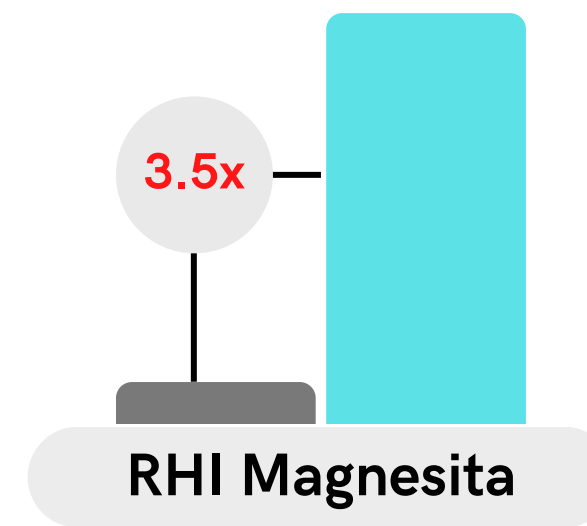
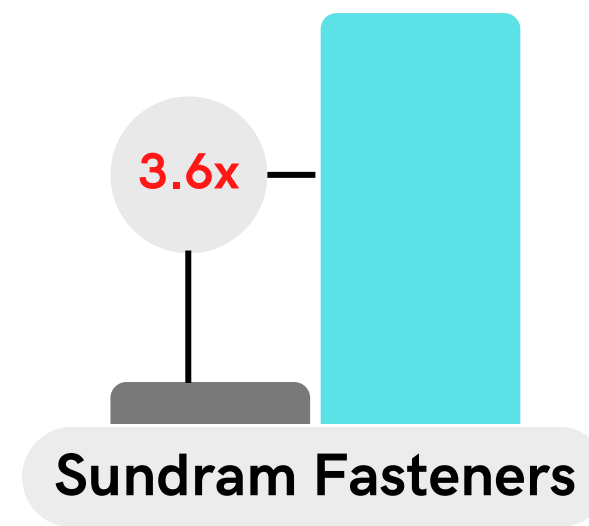
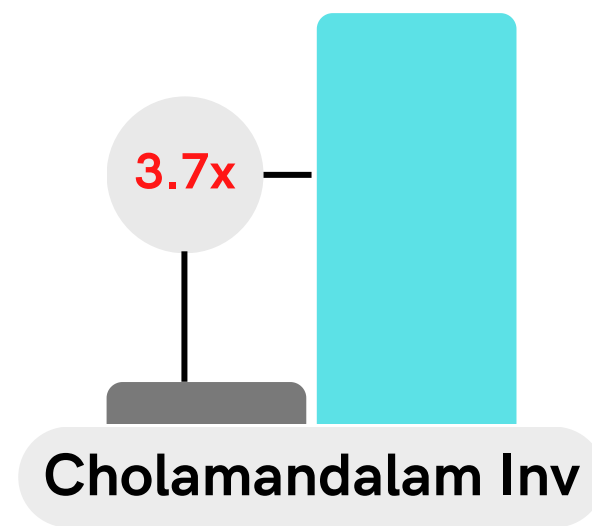
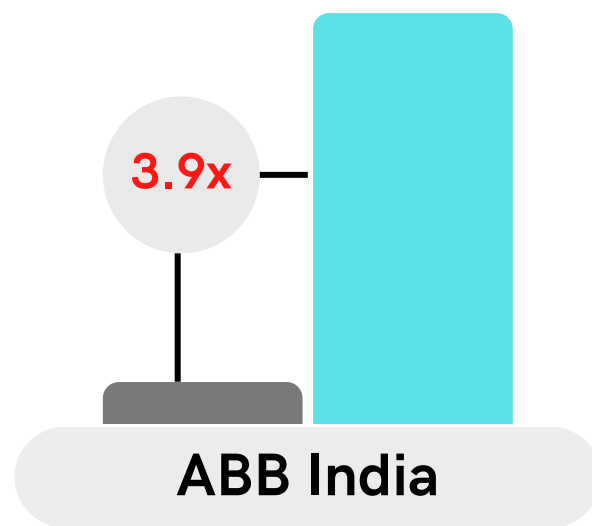
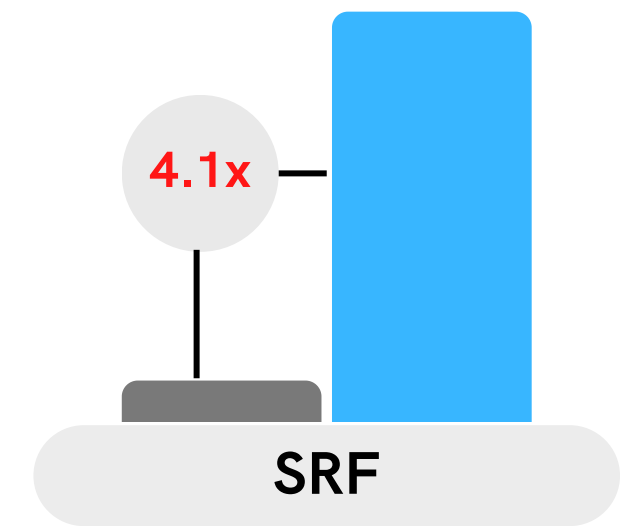
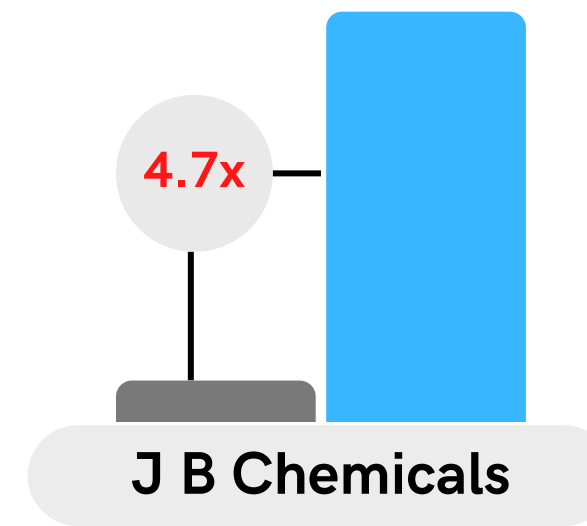
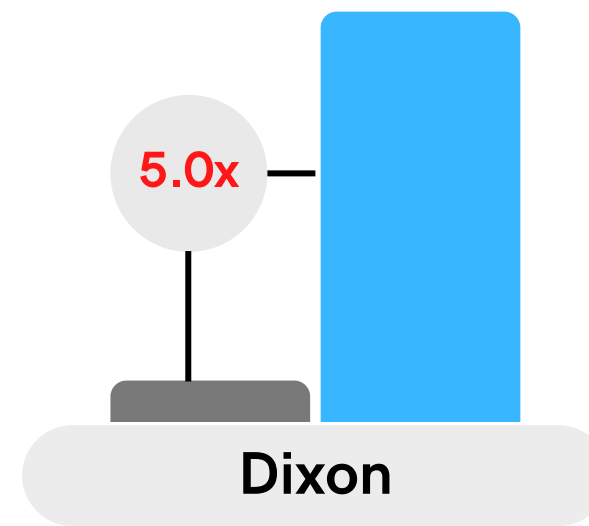
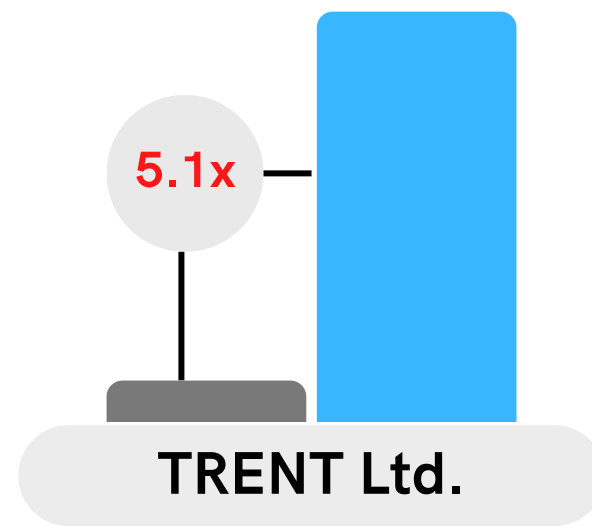
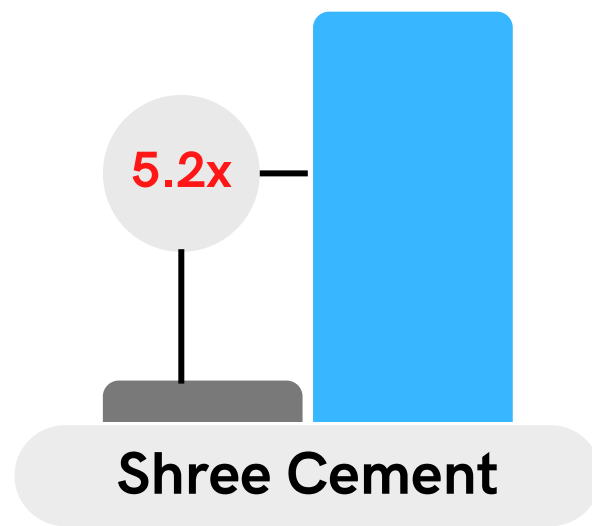
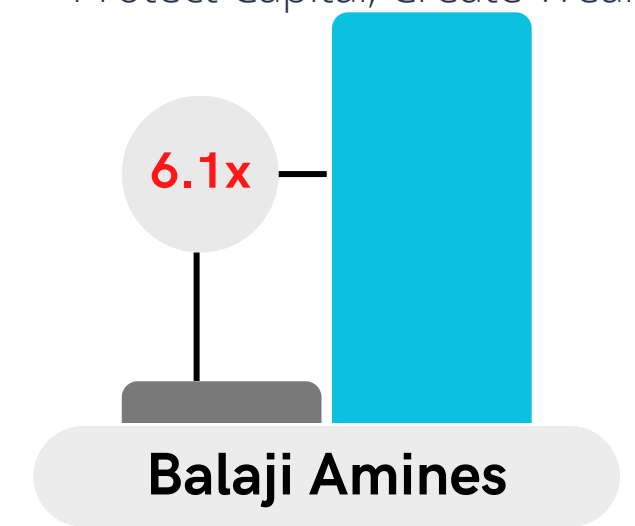
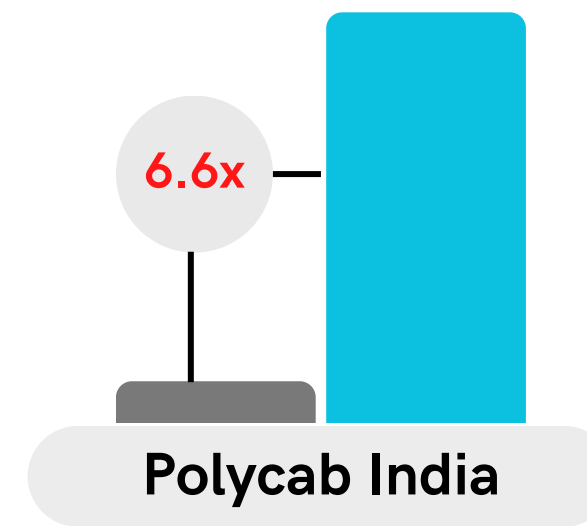
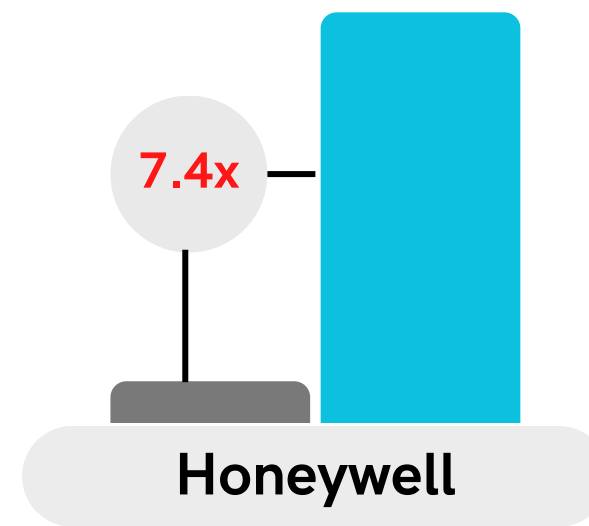
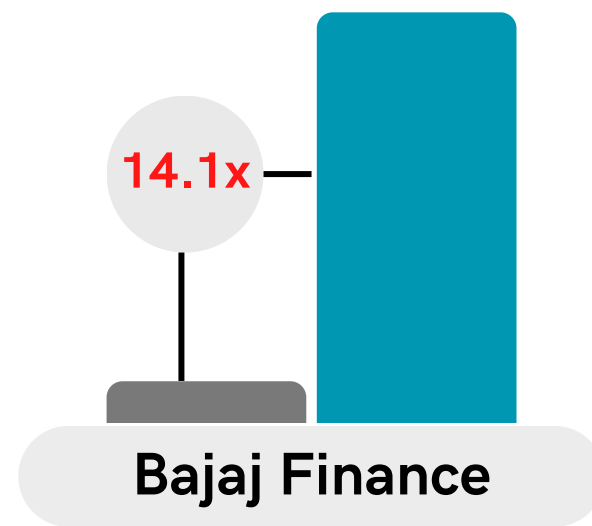
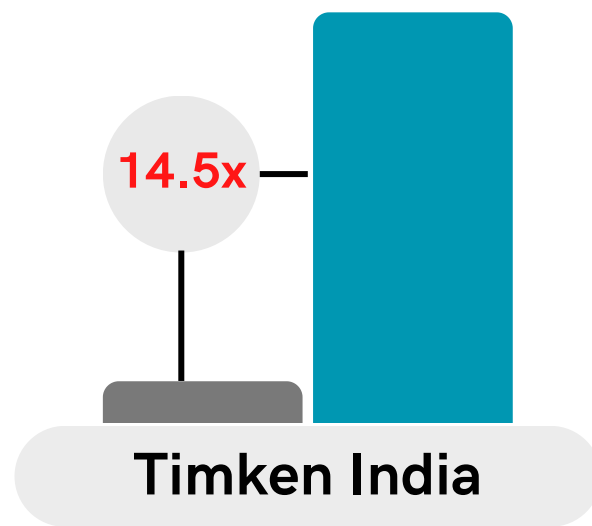


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AAA IOP PMS plan is a portfolio of 40-60 companies which are Market leaders with strong corporate governance and high growth potential with investment horizon of 3-5 years.

AAA Success Stories



JB Chemicals - A Case Study

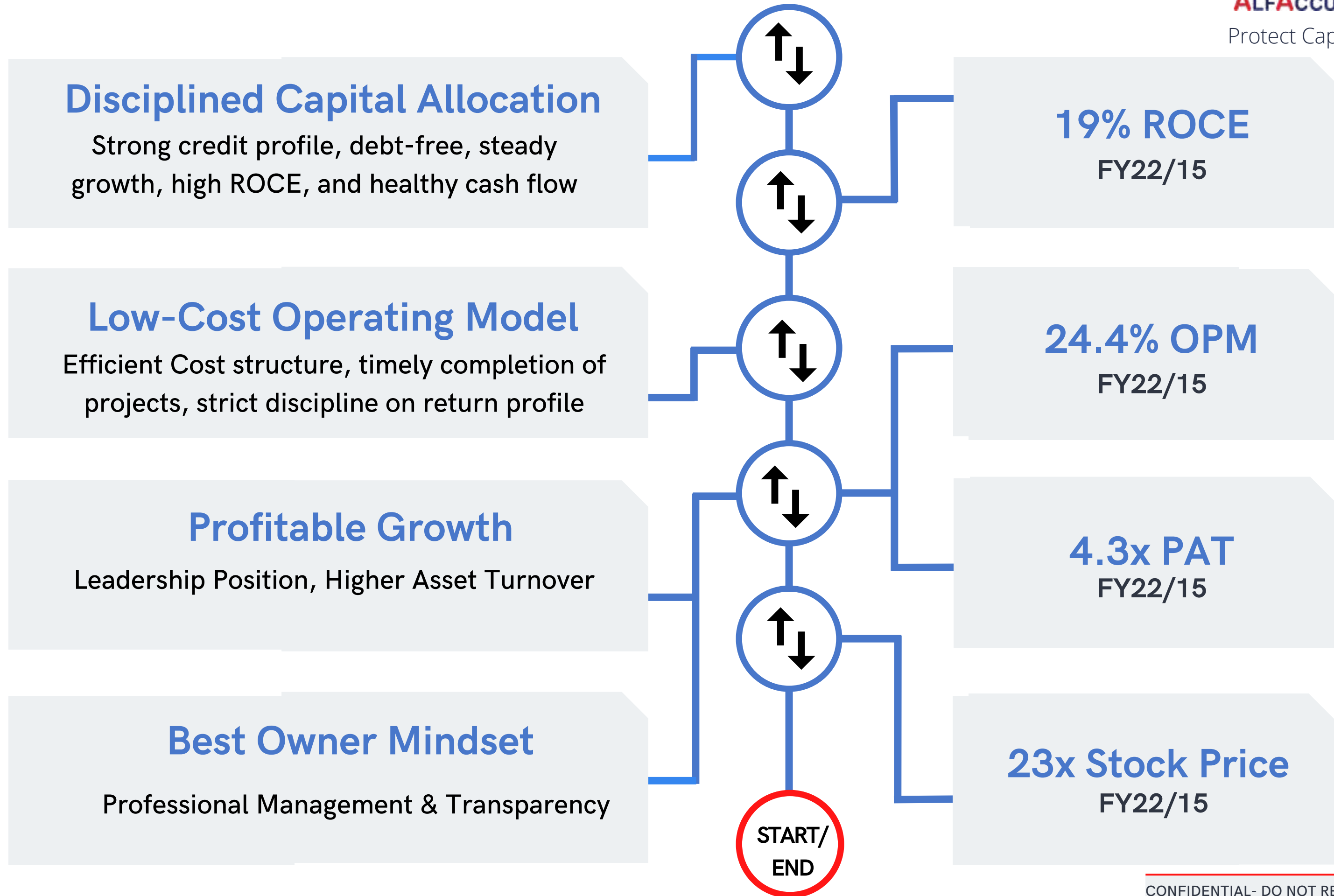


<p>Market size The domestic pharma industry size: Rs134,700 crores</p>	<p>Growth Drivers:</p>	<ul style="list-style-type: none"> Achieved OP & net profit growth of 27% & 47% in FY20. Co further improved its market share. 	<p>At Exit price, stock trades at PER of ~25x on FY23 basis</p>
<p>Market Share 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.</p>	<ul style="list-style-type: none"> MR productivity in domestic market 	<ul style="list-style-type: none"> Founders decided to sell their stake to KKR 	<p>Valuation gap vs large players narrowed significantly</p>
<p>Margin of Safety P/E of 10x, Debt free B/S, ROE 15%</p>	<ul style="list-style-type: none"> New product launches Focused Segment Approach 	<ul style="list-style-type: none"> New professional and experienced management appointed (ex-CIPLA) Growth: Revenue 15% OP 50% NP 66% 	<p>Entry market cap: Rs 2300 crs Exit market cap: Rs13000 crs</p>
			<p>5x Returns in 2 years</p>

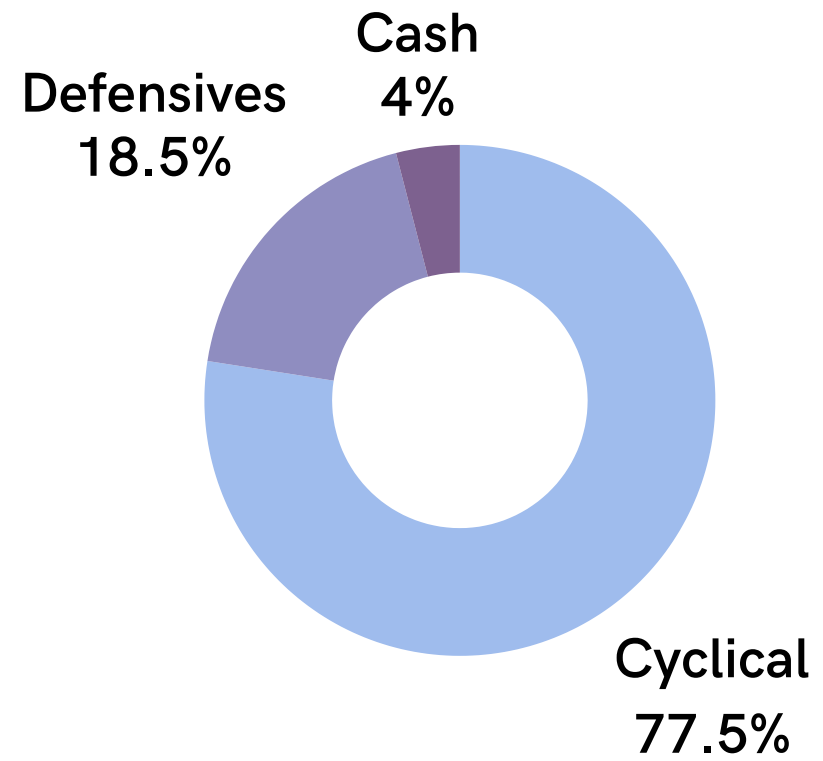
Navin Fluorine - A Case Study



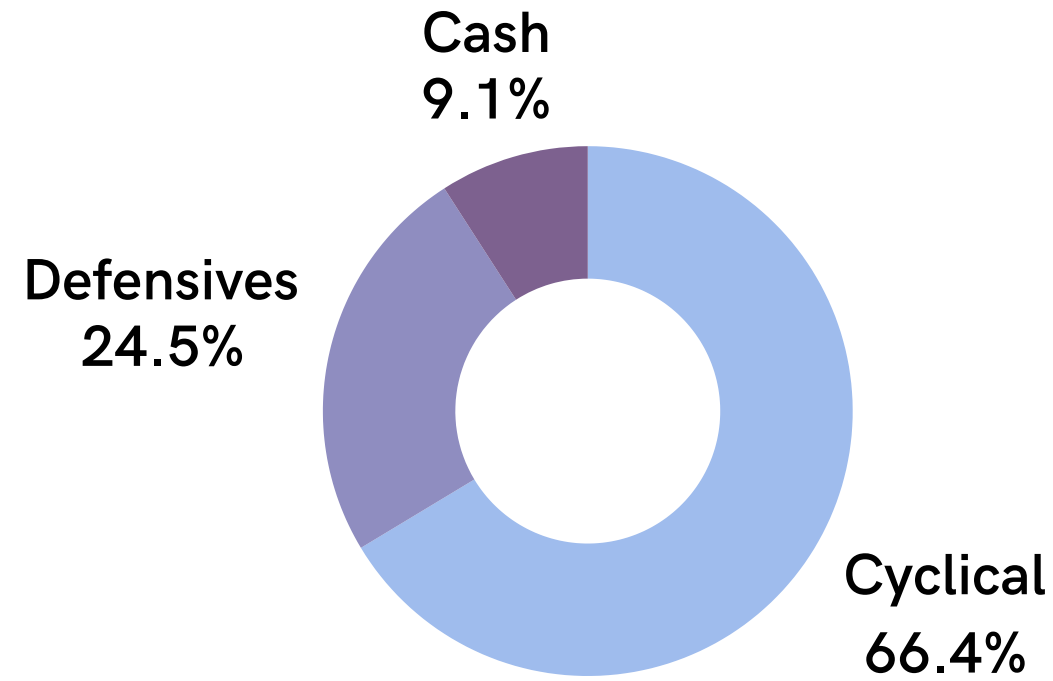
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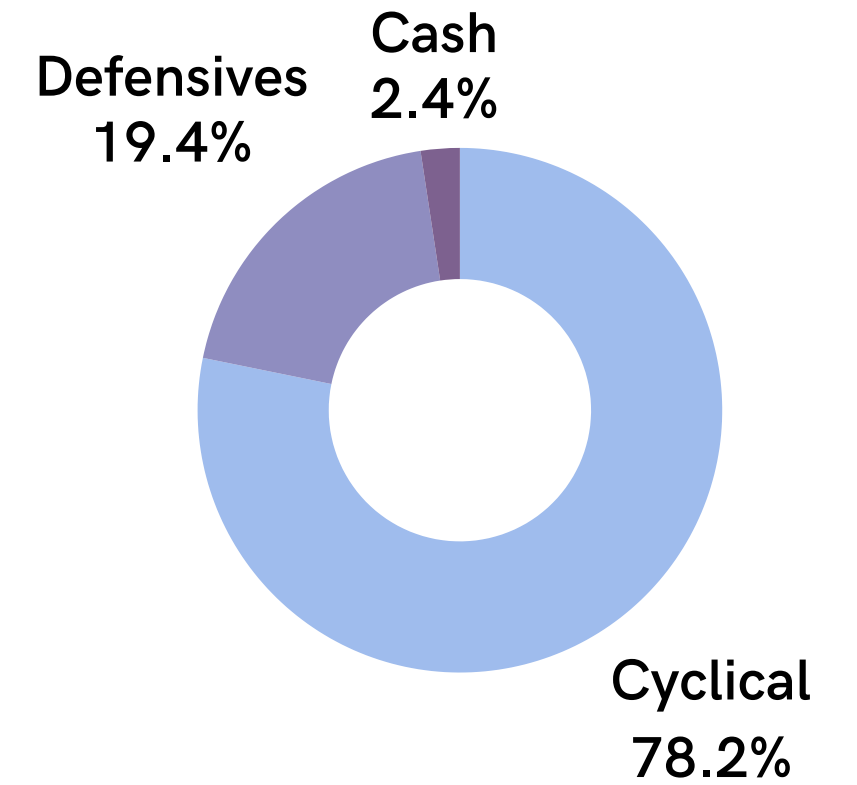
AAA IOP - Active Stock Selection



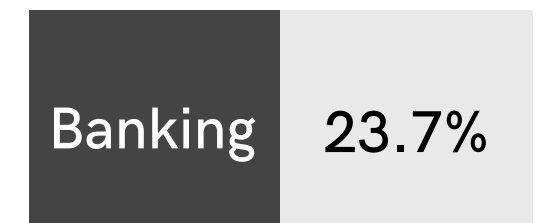
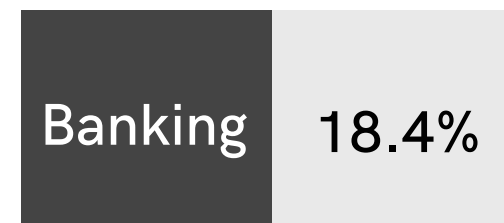
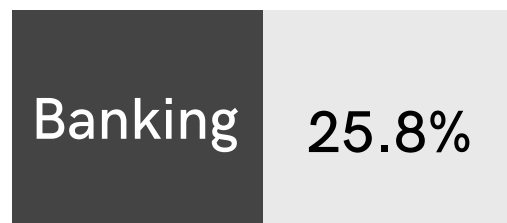
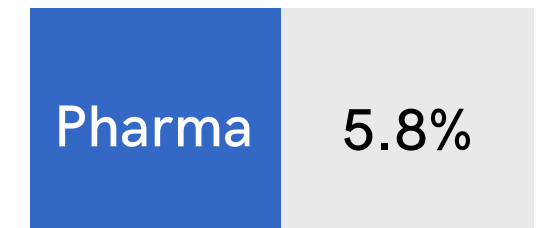
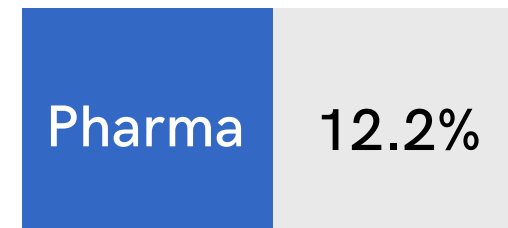
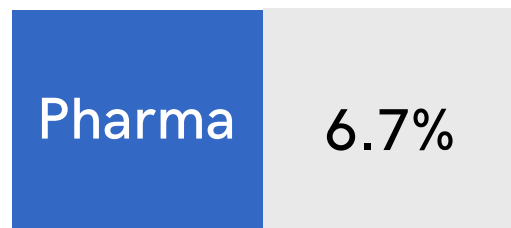
Pre Covid - Feb 2020



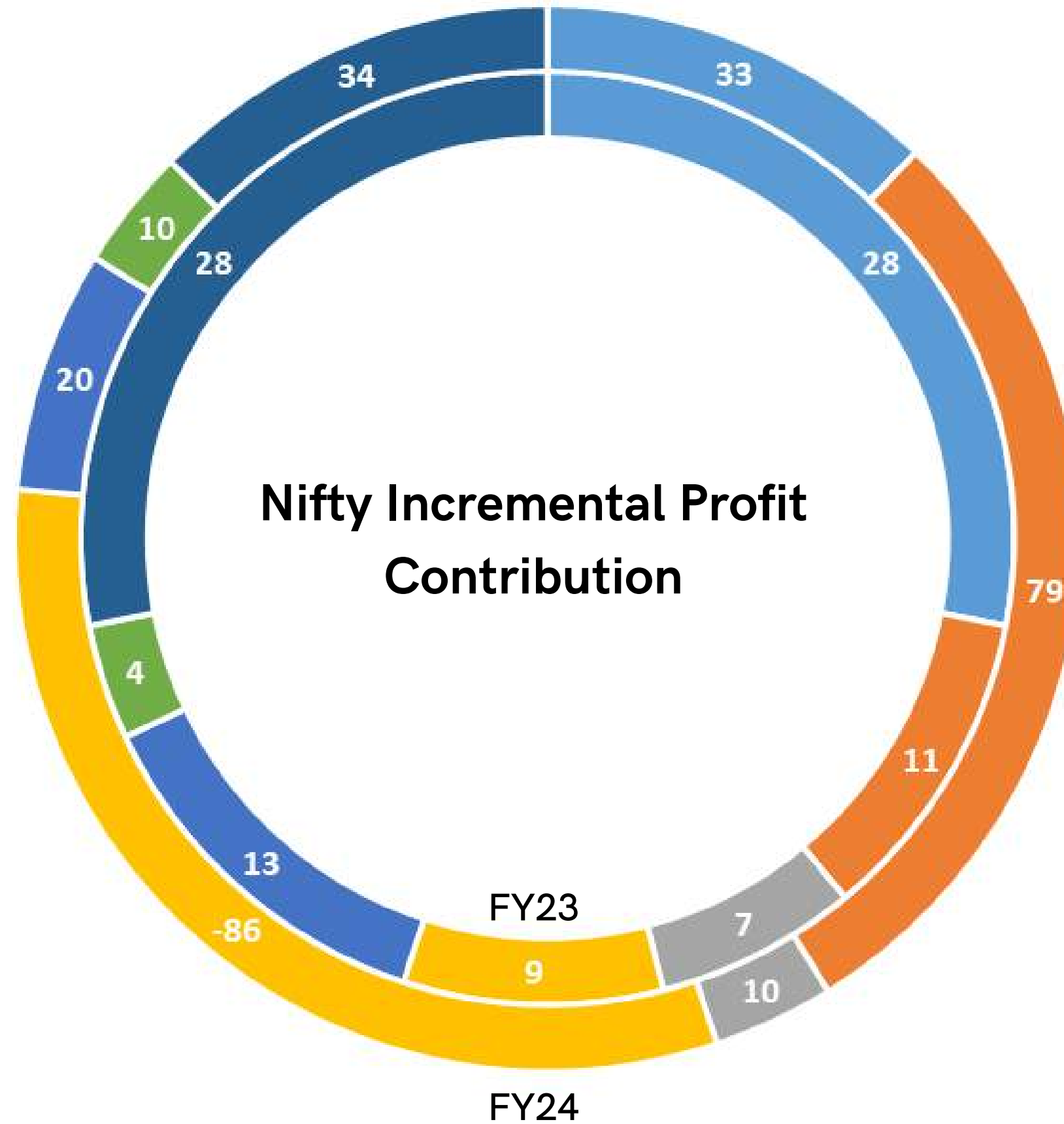
Beginning of Covid - Mar 2020



Post Covid Wave 1 - Mar 2021



The Change



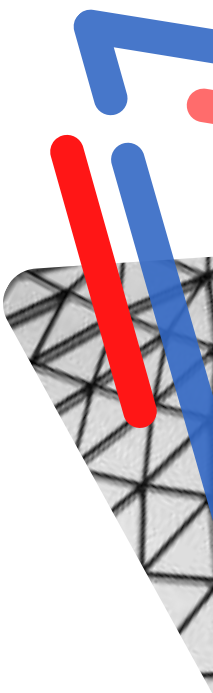
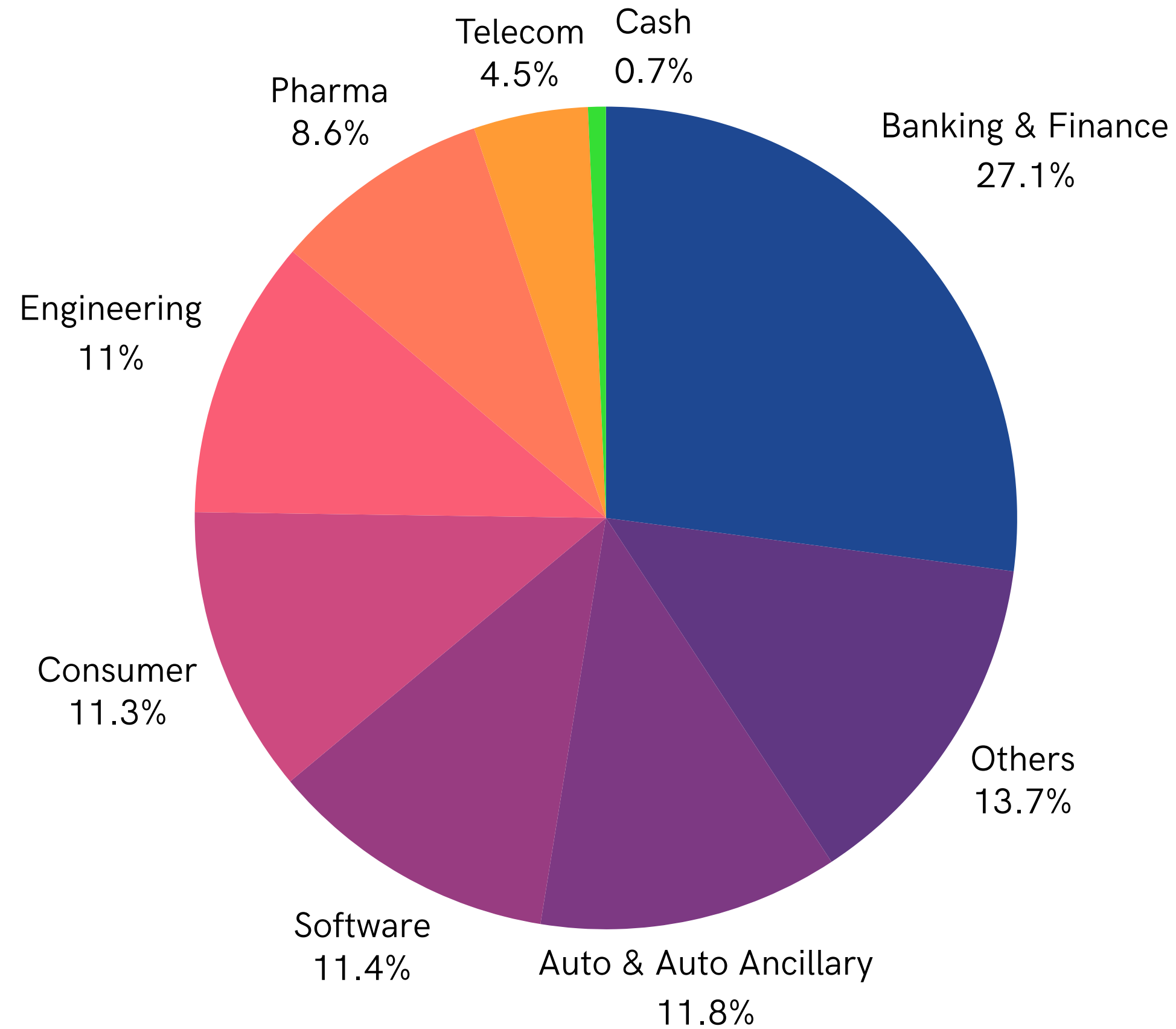
- Auto
- BFSI
- IT Services
- Metals
- Oils and Gas
- Telecom
- Others



AAA IOP Sectoral Allocation

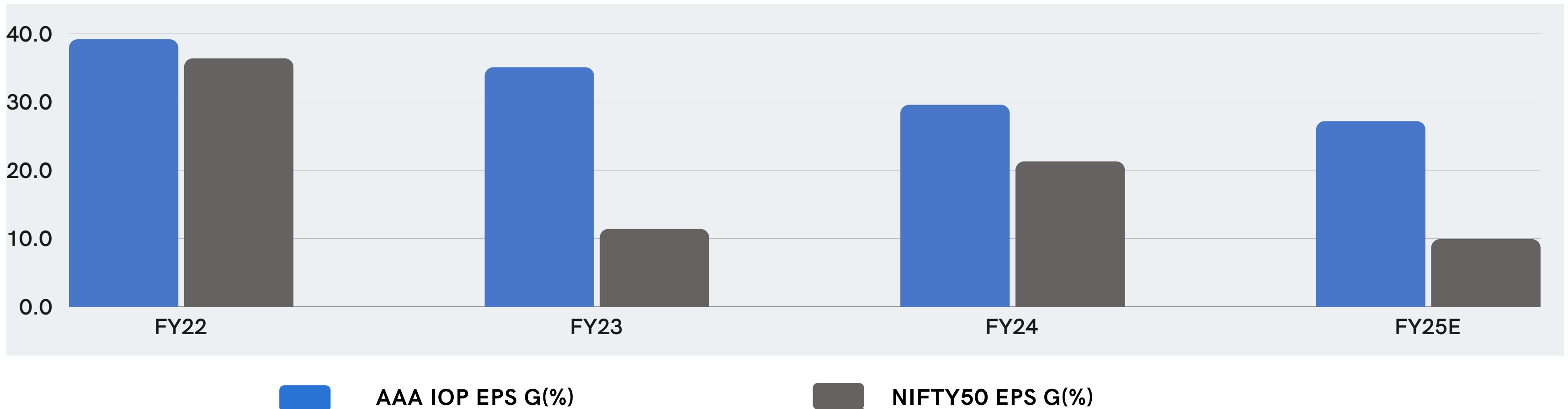


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Superior Earnings Growth

Earnings Matrix	AAA IOP FY22	Nifty FY22	AAA IOP FY23	Nifty FY23	AAA IOP FY24	Nifty FY24	AAA IOP FY25E	Nifty FY25E
EPS G(%)	39.2%	36.4%	35.1%	11.4%	29.6%	21.3%	27.2%	9.9%
ROE(%)	17.3%	14.2%	18.3%	14.4%	16.5%	15.8%	20.2%	15.7%
P/E(x)					39.0	22.6	31.6	20.8
P/BV(x)					7.6	3.6	7.6	3.3



AAA IOP Characteristics



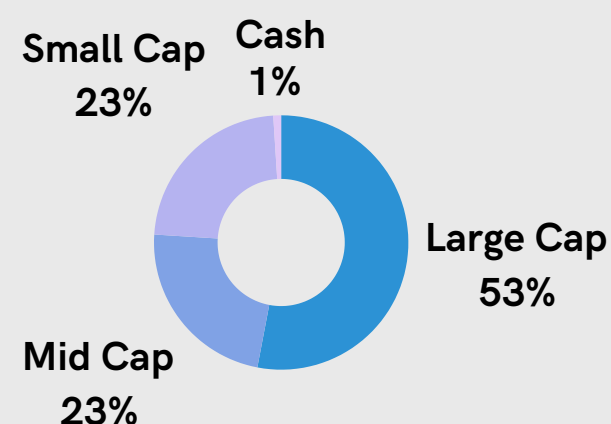
Award for best 10 year performance (ranked 3*) in the country (Feb' 24)

< Awards >



Award for best 10 year performance (Ranked 2*) in the country (Feb' 23)

True Multicap

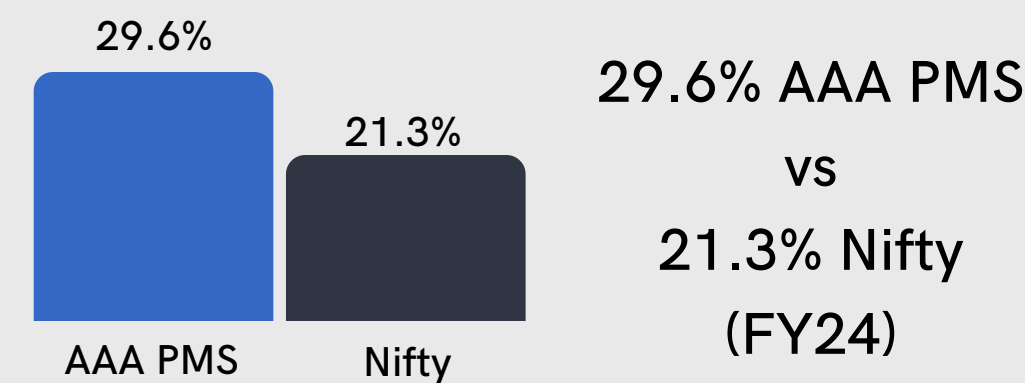


Large Profit Size



89.0% of portfolio companies Rs.100cr+ NP (68.0% above Rs.500cr+)

Strong Earnings Growth



Sectoral Leaders



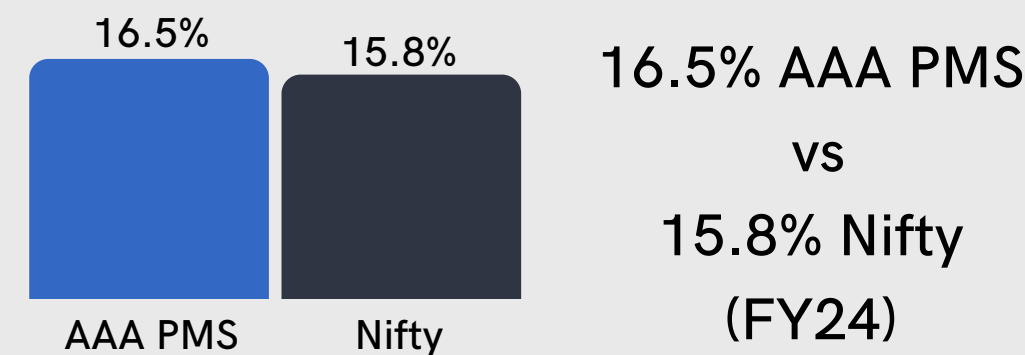
3M stock selection approach

Cash-rich Balance Sheet



- 62.0% of portfolio cos have zero net debt
- 29.0% of portfolio cos have a D/E <1x

Superior ROE

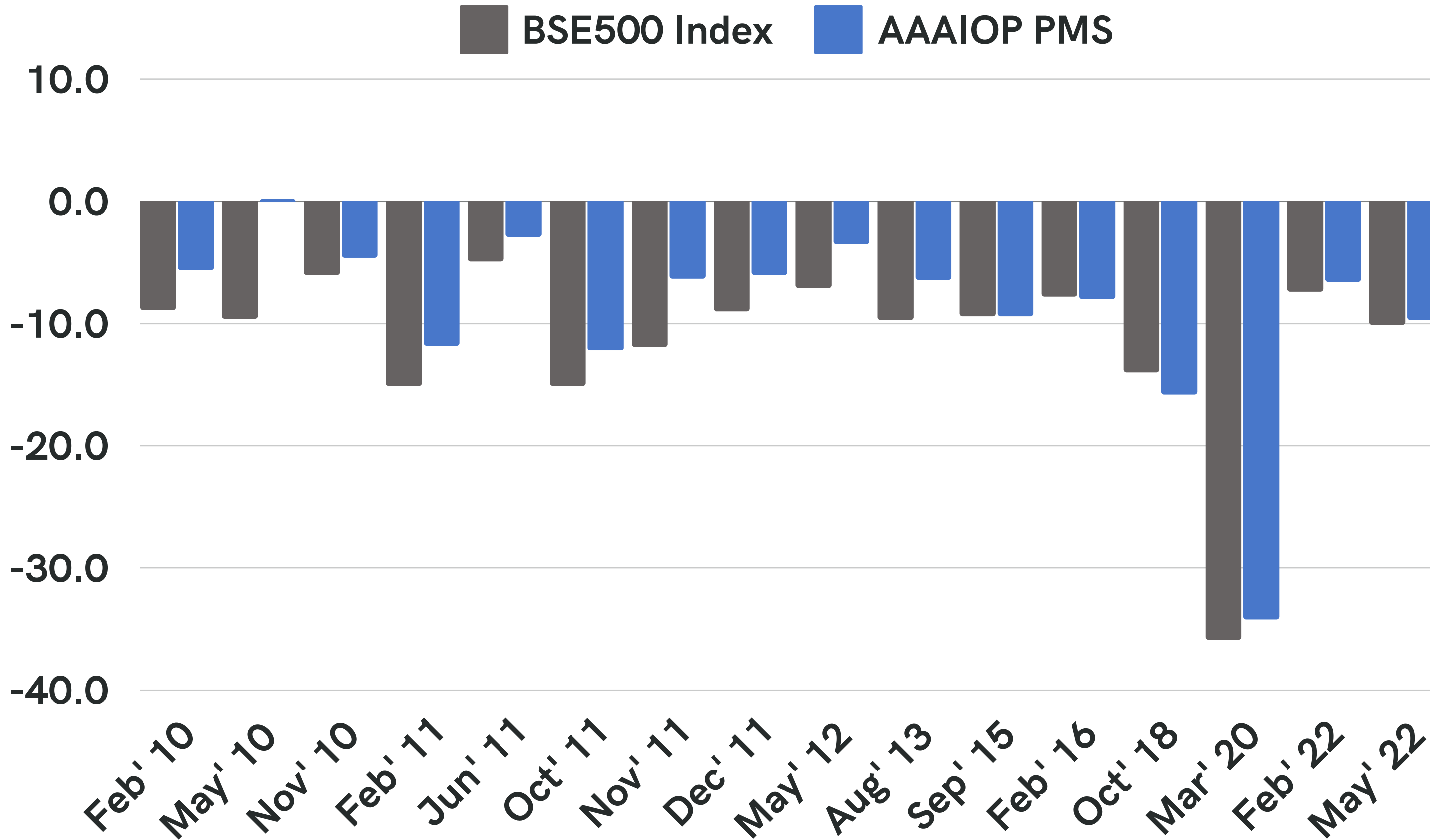


AAA's Resilient Performance In Volatile Markets



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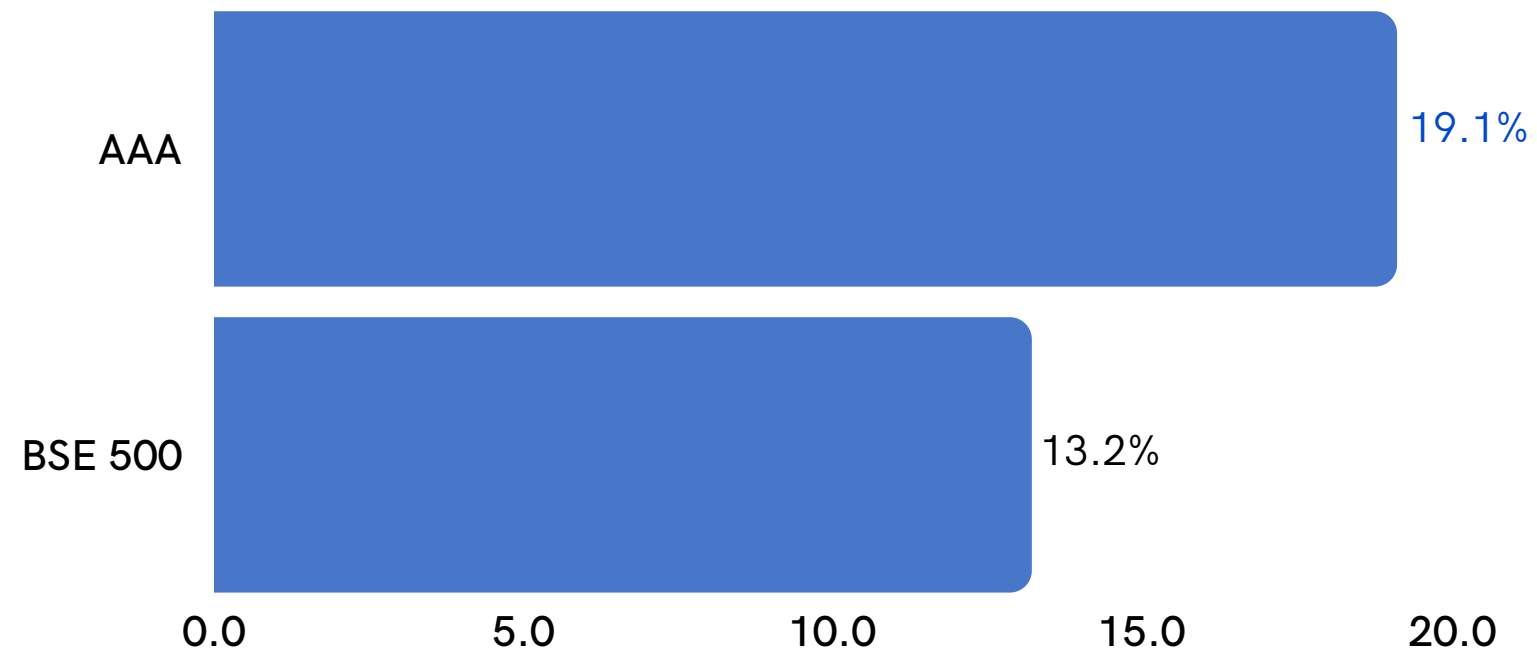


On a median basis, AAA IOP PMS outperformed the BSE500 Index by 2.5% during 14 out of 16 volatile periods during the last 12+ years.

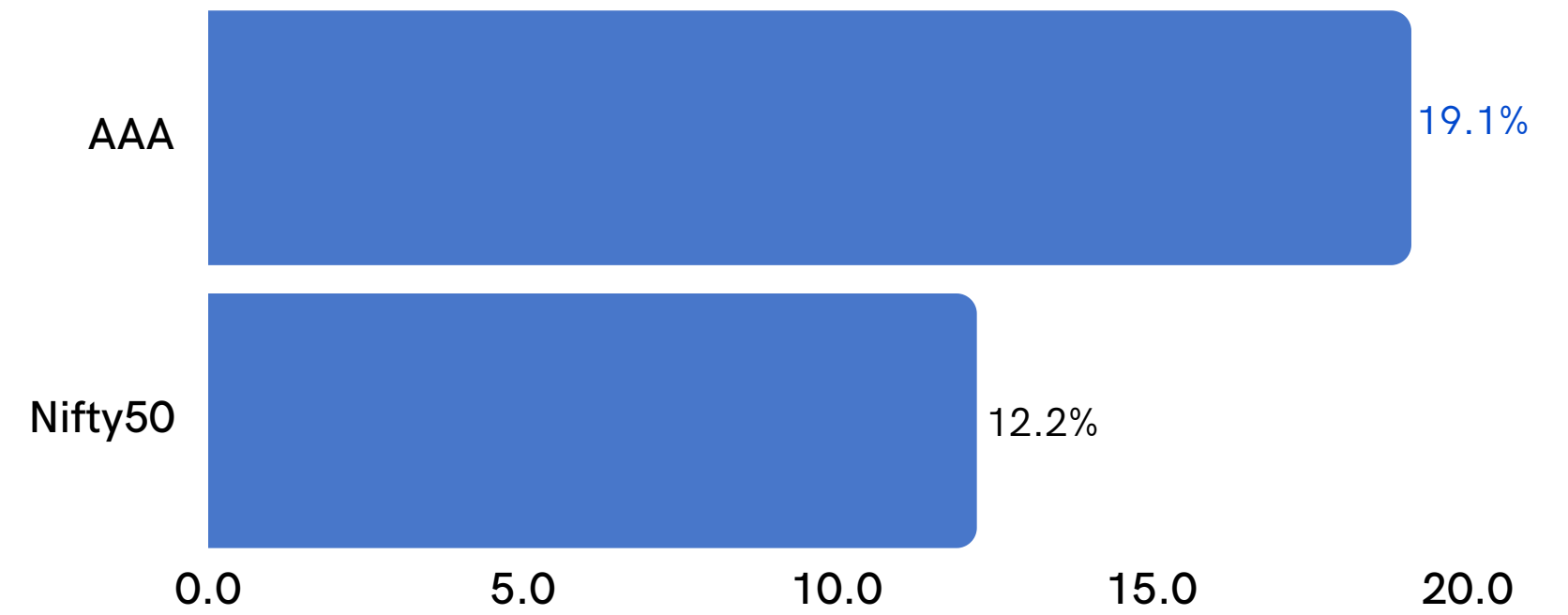


AAA IOP Performance

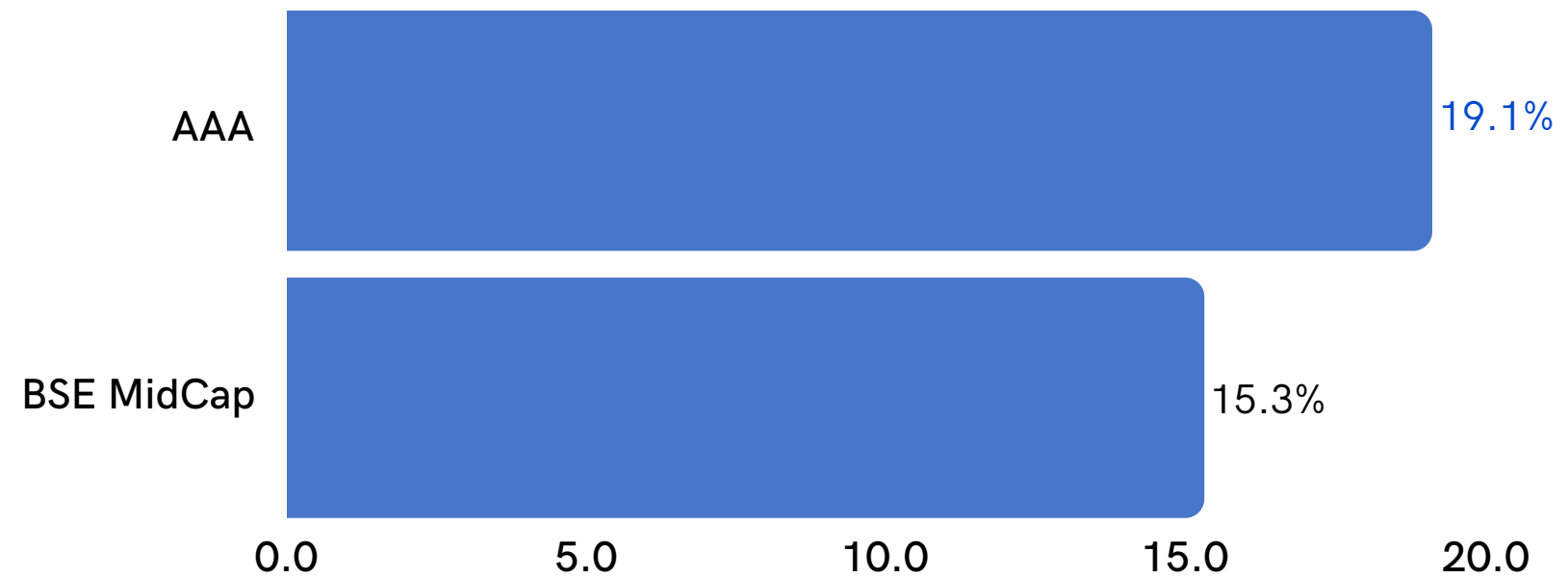
AAA VS BSE 500



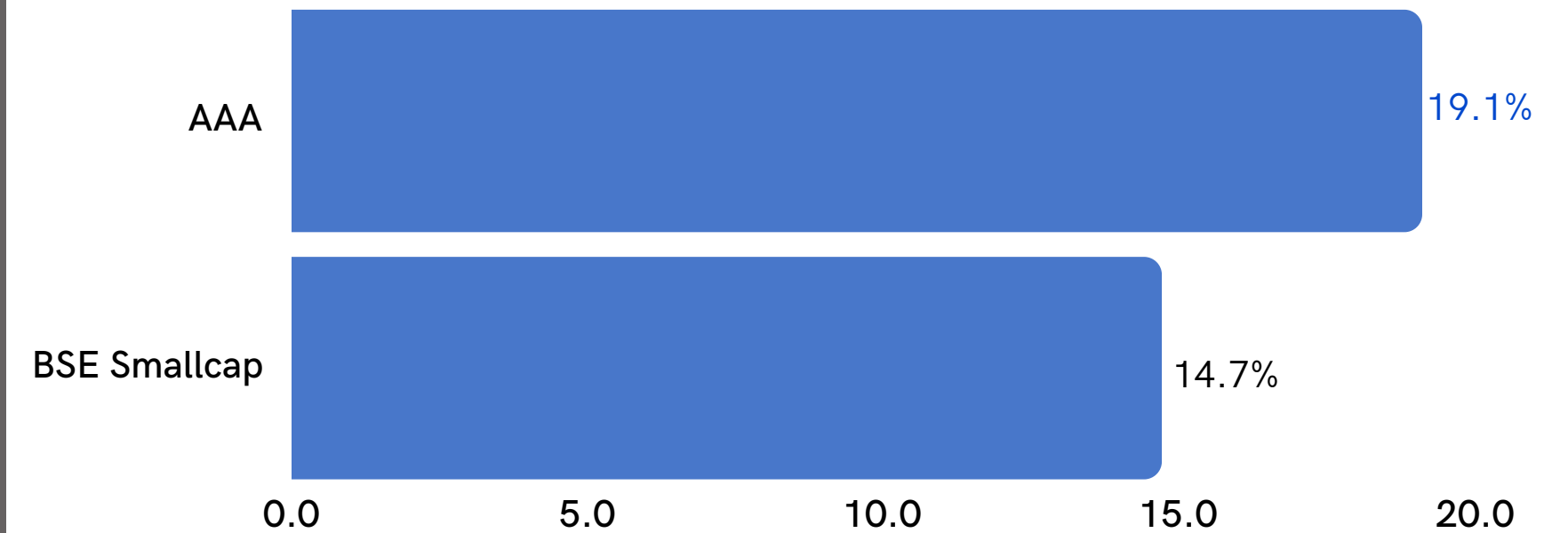
AAA VS NIFTY 50



AAA VS BSE MIDCAP



AAA VS BSE SMALL CAP



Note: Performance from 23 November 2009 to 30 Apr 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.

AAA IOP Performance

Performance (%)	FYTD25	FY24	FY23	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15	FY14	FY13	FY12	*Since Inception
AAA IOP Plan	5.9	35.9	1.1	22.3	75.1	(23.6)	(4.4)	24.1	27.8	1.9	71.8	29.1	12.7	5.0	1142.7
BSE 500 TRI (Benchmark)	3.4	40.2	(0.9)	22.3	78.6	(26.5)	9.7	13.2	25.5	(6.4)	35.0	19.0	6.5	(7.8)	502.5
BSE Midcap TRI	7.2	65.2	1.1	20.7	93.0	(30.8)	(2.1)	14.3	34.3	1.8	51.3	17.7	(1.7)	(6.4)	677.8
BSE Smallcap TRI	9.6	61.4	(3.6)	37.7	116.5	(35.1)	(10.9)	18.5	37.8	(2.1)	55.7	24.0	(11.1)	(17.6)	628.2
CNX Nifty TRI	1.2	30.1	0.6	20.3	72.5	(25.0)	16.4	11.8	20.2	(7.8)	28.2	19.5	8.7	(8.2)	425.4

*Performance from 23 November 2009 to 30 April 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 IOP Performance

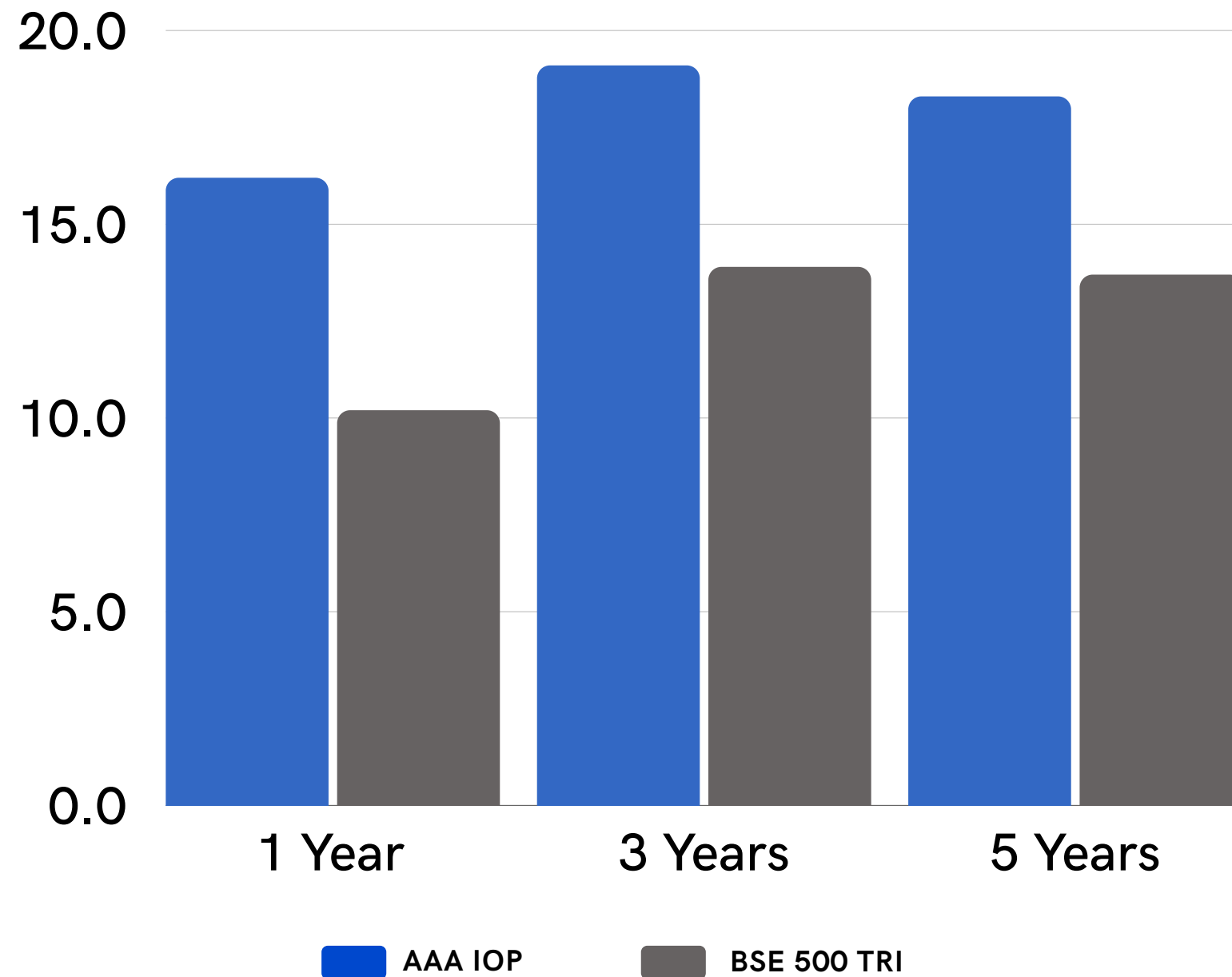
Compounded Annual Returns (%)	1 YEAR	2 YEARS	3 YEARS	5 YEARS	10 YEARS	*Since Inception
AAA IOP Plan	38.5	21.7	20.2	19.5	19.8	19.1
BSE 500 TRI (Benchmark)	38.6	20.2	20.5	18.2	16.3	13.2
BSE Midcap TRI	67.1	32.9	29.0	24.6	20.5	15.3
BSE Smallcap TRI	64.9	29.7	30.8	27.6	21.3	14.7
CNX Nifty TRI	26.5	16.3	16.9	15.3	14.3	12.2

***Performance from 23 November 2009 to 30 April 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 IOP Risk Analysis

Rolling Return Analysis: Median returns



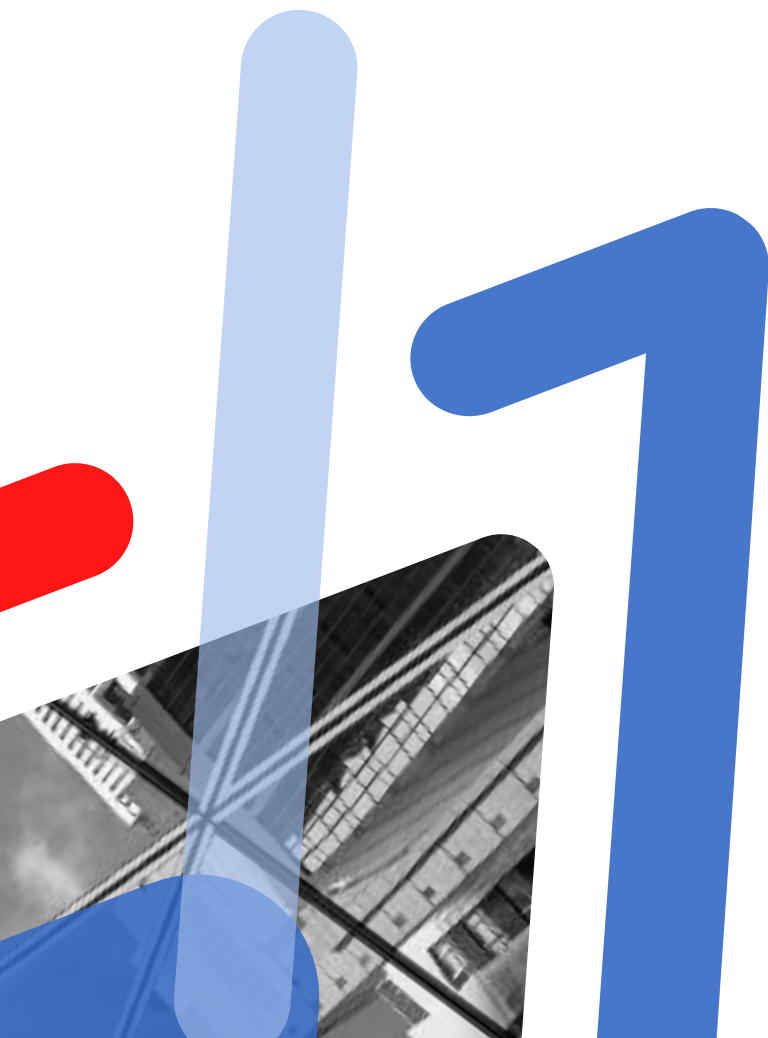
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Since inception*	AAA IOP PMS	BSE 500 TRI
Sharpe	0.80	0.39
Std. dev	15.2	16.2
Beta	0.84	1.00

Note: *Performance from 23 November 2009 to 30 Apr 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.

Market Outlook

Zoom In On India



Fast Frequency Data Indicators



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Mar'22 Mar'24



GST Collections

Rs. 1.78
Lakh Cr
(11% YoY)

Mar'22 Mar'24



Diesel Consumption

10.2% YoY

Mar'22 Mar'24



Thermal PLF

78.94

Mar'22 Mar'24



PMI Index

61.2

Mar'22 Mar'24



Passenger Vehicle

3.68
lakh+
units

Feb'22 Feb'24



Cement Production

37.93MMT

Mar'22 Mar'24



Steel Production

12.2 MMT

Mar'22 Mar'24



E-way Bills

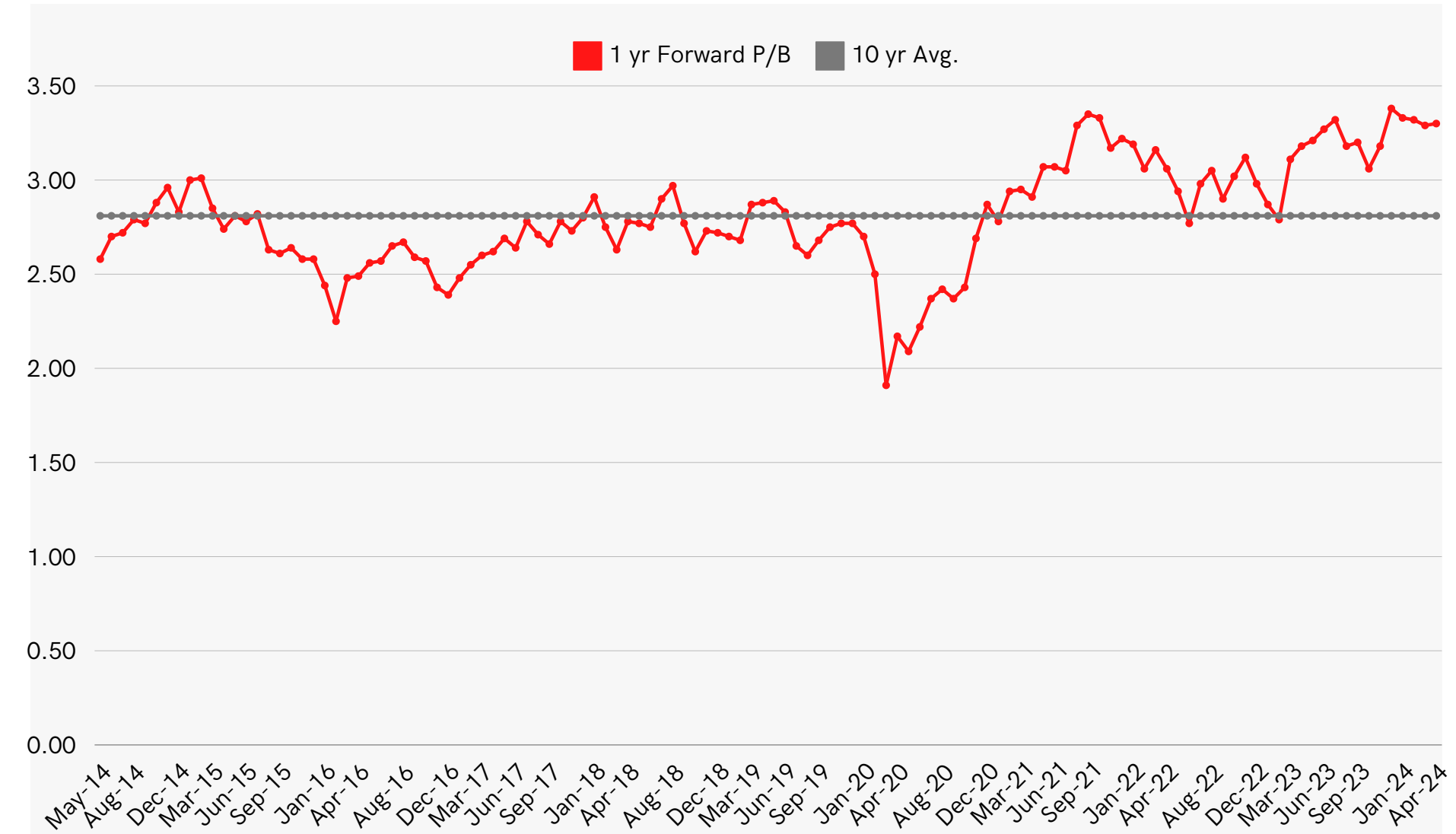
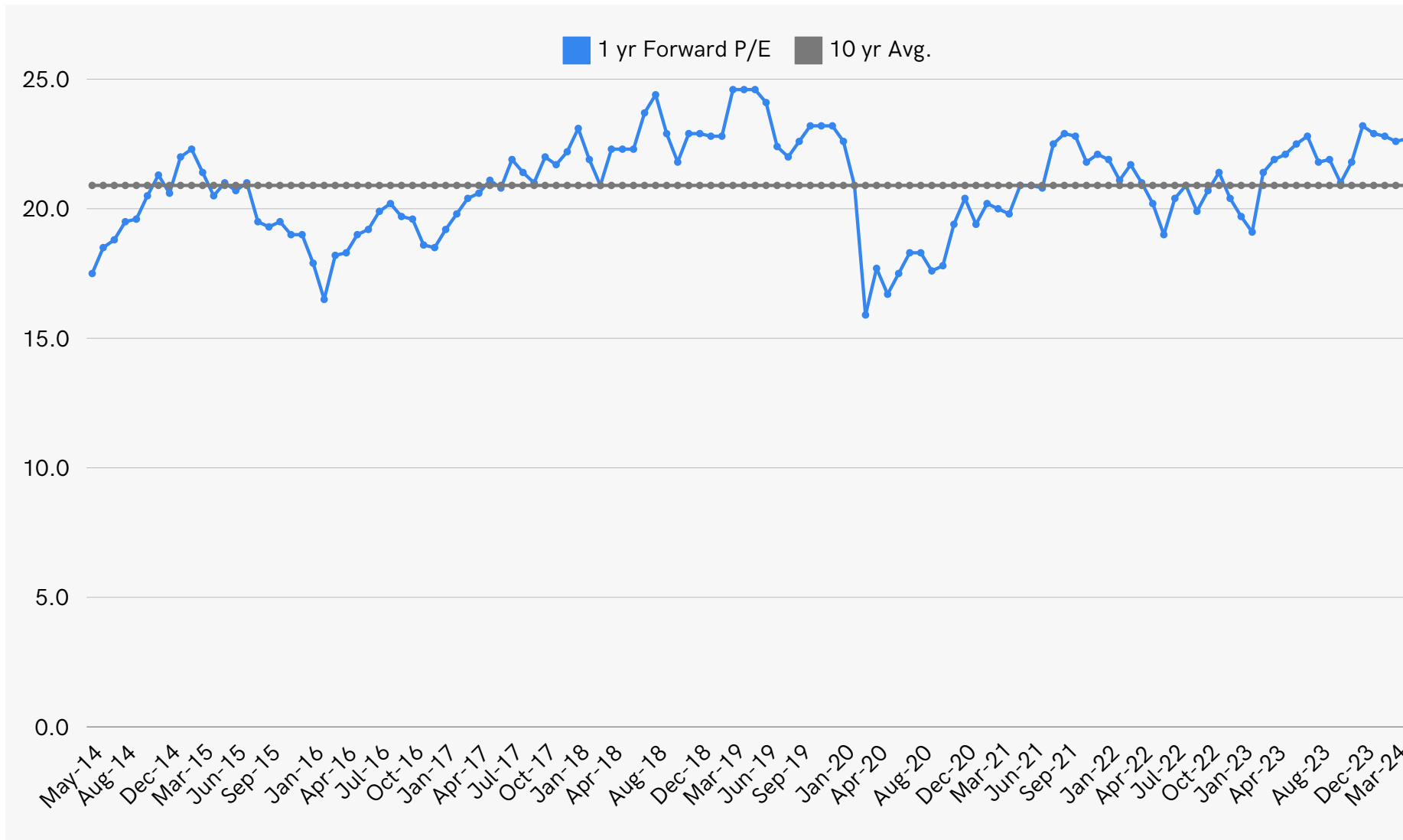
10.4 cr

Market Valuations

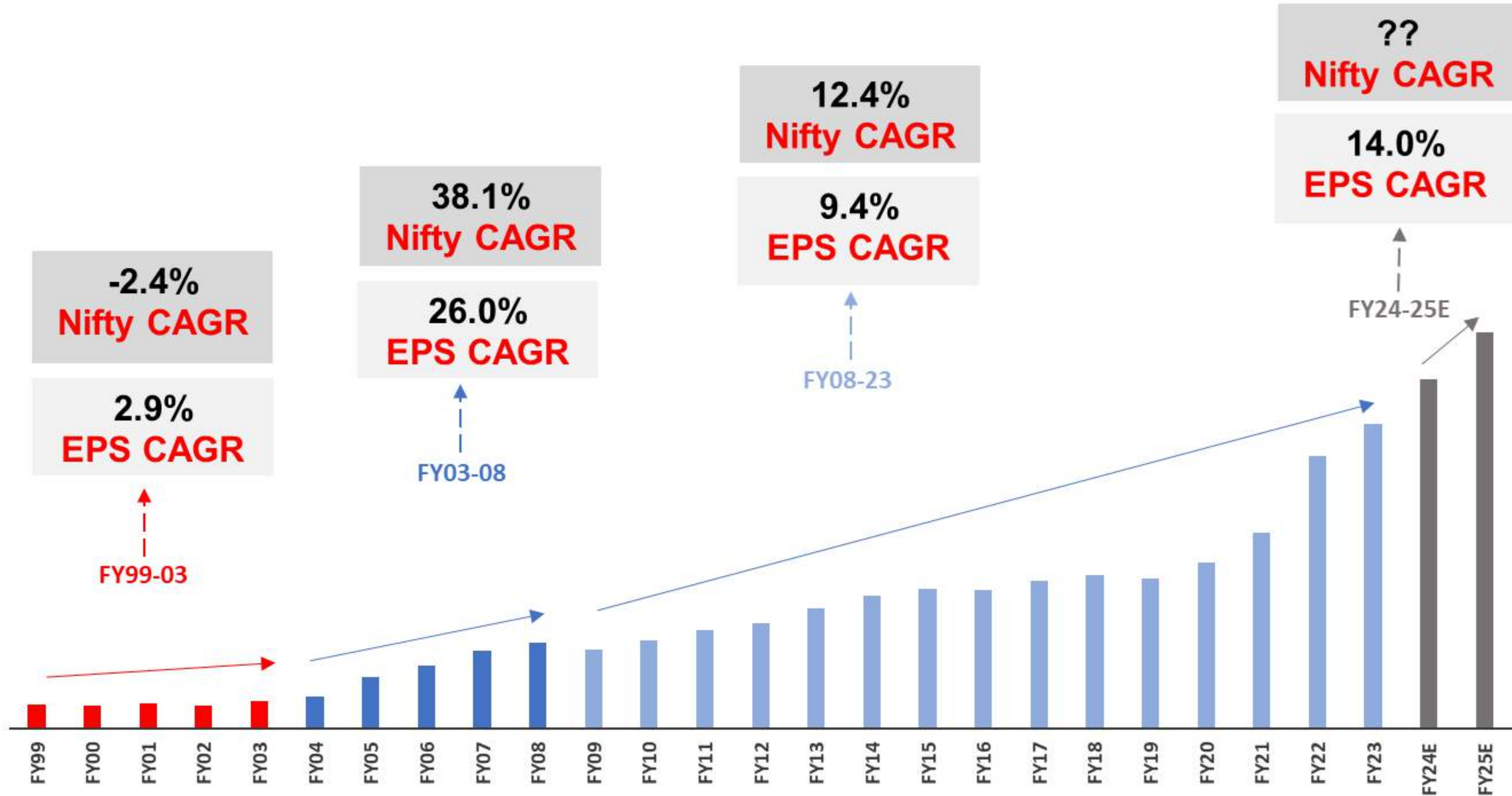
Nifty Forward PE(x)



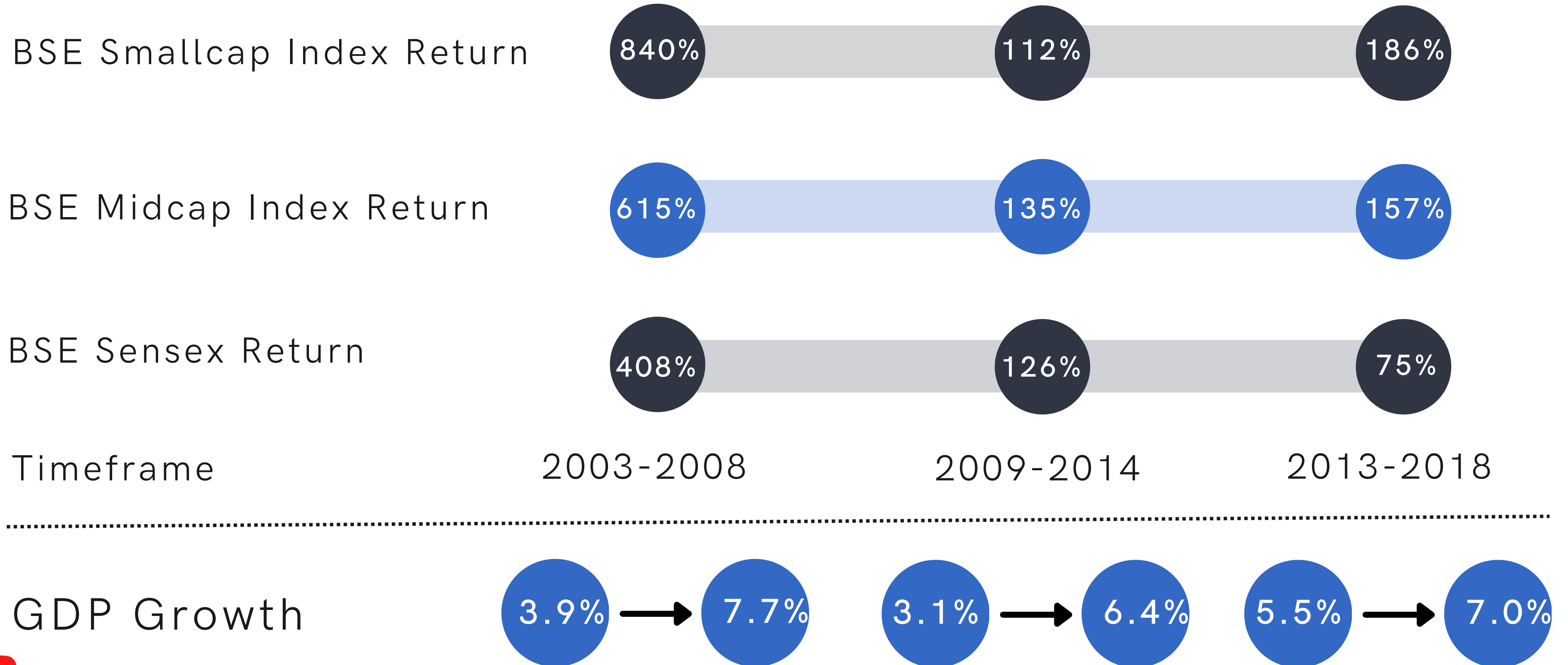
Nifty Forward PB(x)



Market = Mirror of Earnings Growth



Economic Recovery = Stronger Results



Quality: Quantified



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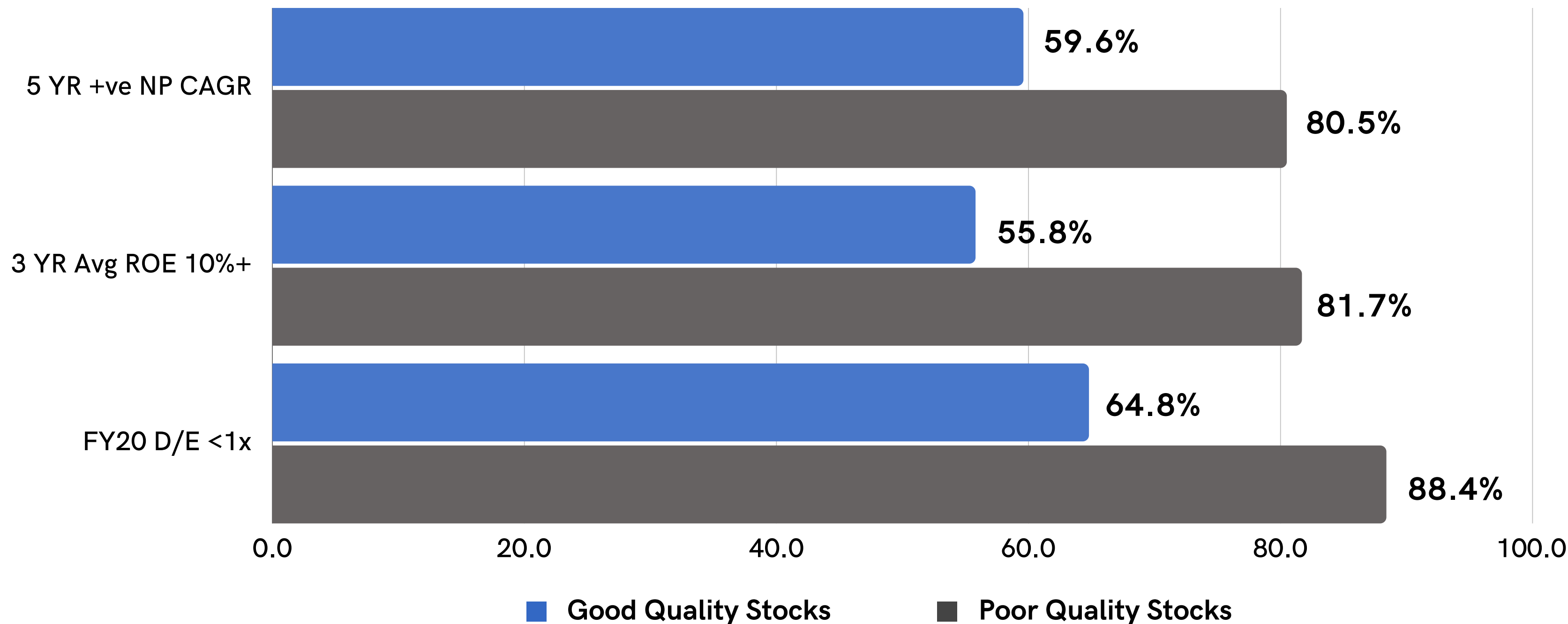
CY21

A year of Poor fundamental stocks.

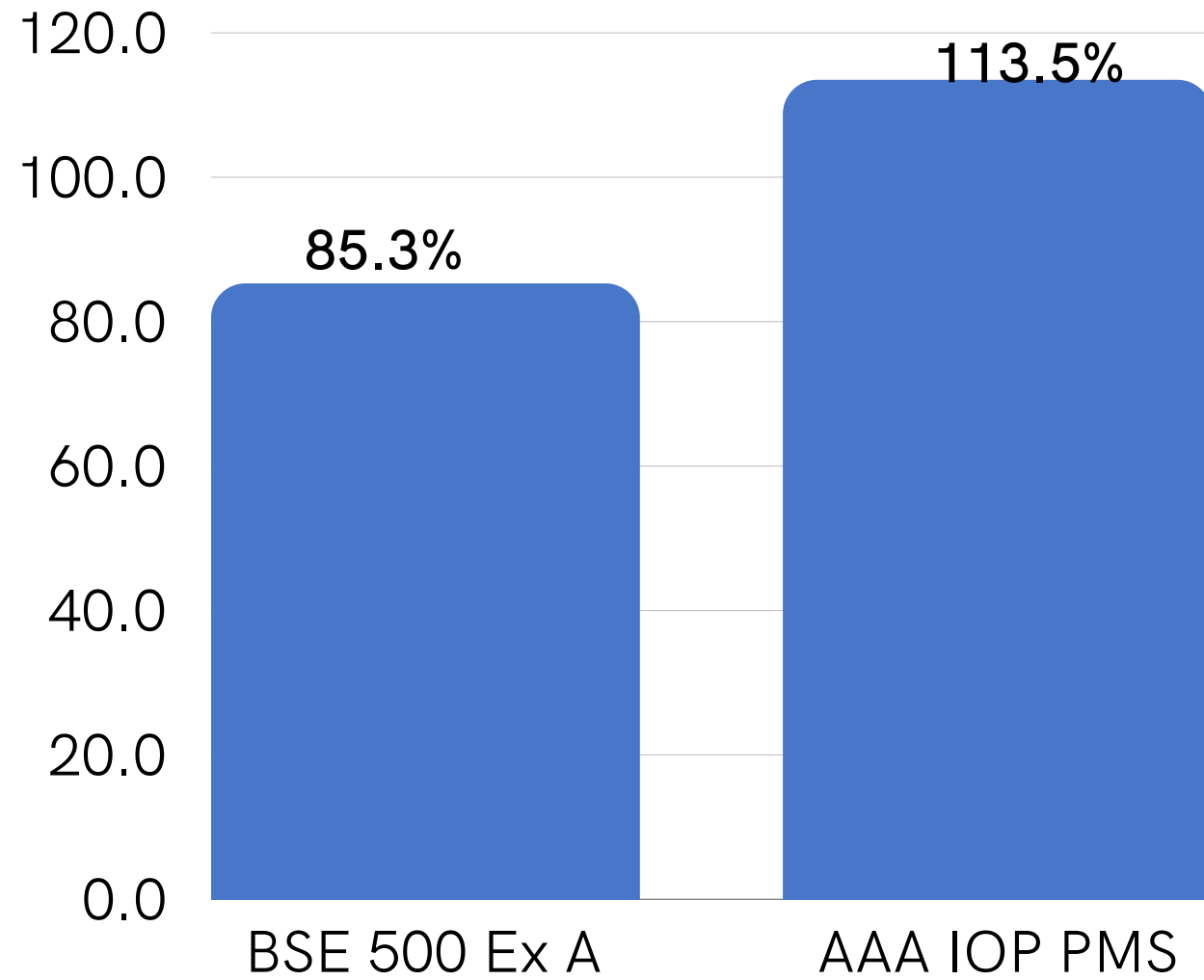
CY22

Gradual return to normalcy.

Median Stock price performance CY21



Performance



FY20-22	Performance (%)
BSE 500 INDEX	118.0%
Oil, Metal, Adani group (A)	25.5%
BSE 500 Excluding A	85.3%
AAA IOP PMS	113.5%



Strategic Partnerships

Depository Participants



Custodian & Fund Accountant



Awards & Recognition



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



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



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

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

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

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Thank You



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