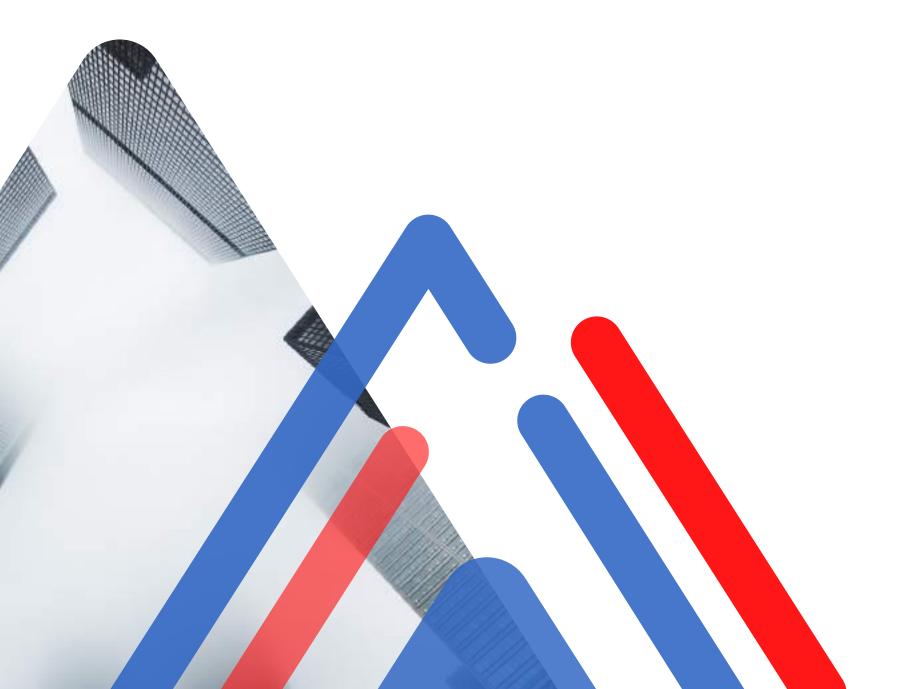
Investor Presentation





AAA Focus PMS Strategy

October 2025

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Why AAA?





Founders are Fund Managers



• Rajesh Kothari, Founder of the firm is the Chief Investment Officer of AAA PMS.



Longevity



• 15 years of existence as a boutique investment management firm, a rarity in the industry



No Conflict of interest



• 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.



Competence



• Both Rajesh and Govind bring in more than 38 years of fund management experience, and the investment team has a collective experience of over 130 years. Successfully navigated various phases of unknown events like Demonetisation, Pandemic, geo-political events, etc.



Award Winning Track Record

• AAA IOP PMS received the **Best 10 year Performance Award four times** (Rank 3 - 2024, Rank 2 - 2023, Rank 3 - 2021, Rank 2 - 2020) for delivering superior risk adjusted returns across categories by PMSAIF World (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



Rajesh Kothari

Founder & Managing Director

CWA, MBA



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



Govind Agrawal

Director CA, LLB



The Team



About

- Rich experience of 29 years in Indian capital market
- 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
- 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



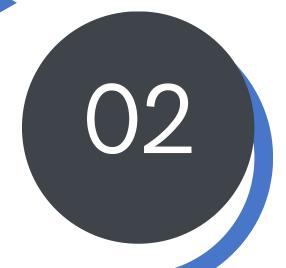


Market Size

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.



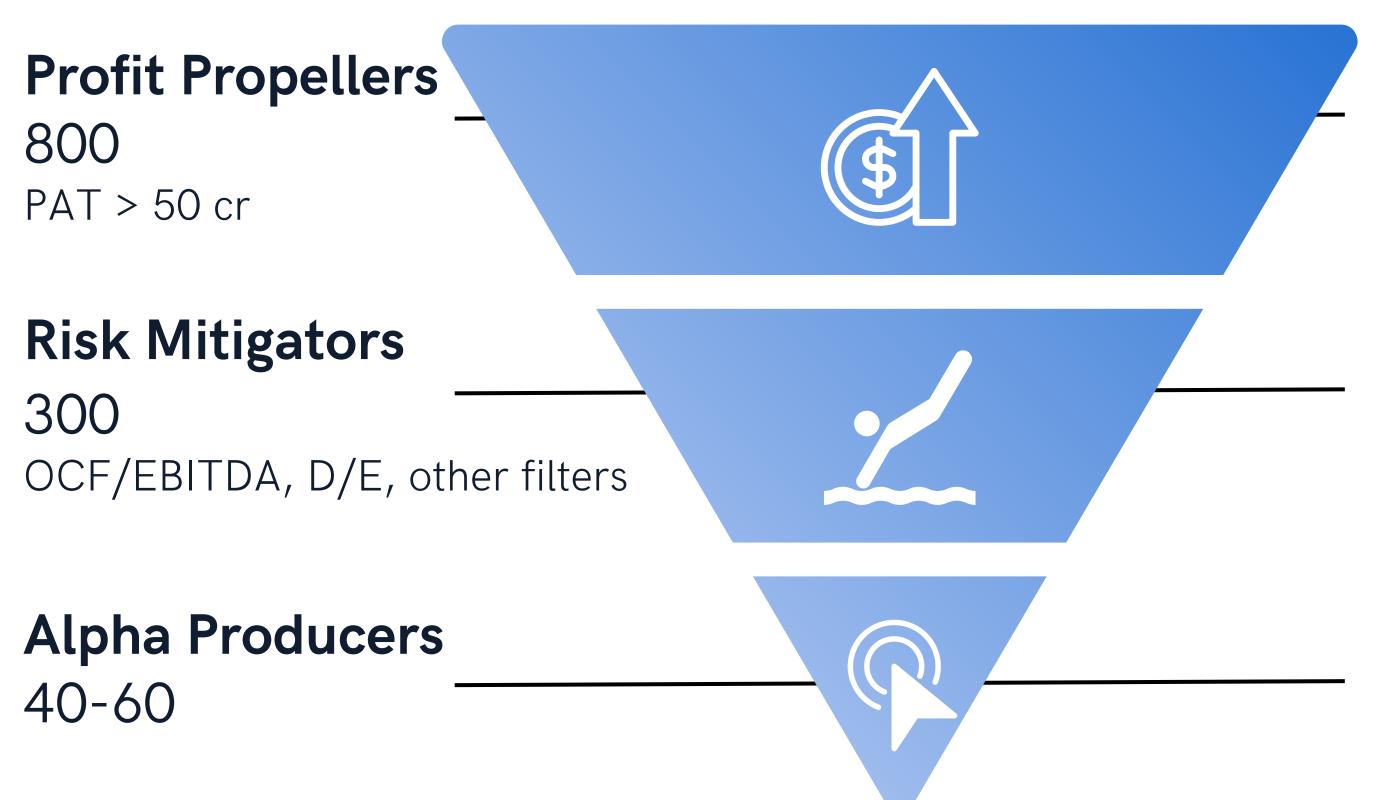
03

Margin Of Safety

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

Quality





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

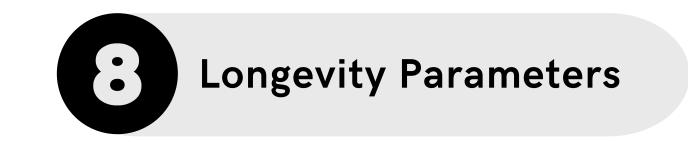
Assess the consistency and fairness of the accounting policies

Taxation Mischiefs

Identify the potential fraud



Internal Checks Longevity Assessment





Longevity of business growth

Sustenance of revenue and earnings growth & Assessing competitive advantage



Identify financial strength



Longevity of return ratios

Gauging business profitability and efficiency

Longevity of reinvestment

Intensity to generate Self sustaining growth

We exit when....

Exit Strategy



1

There is a need to rebalancing weights for risk management purposes

2

A company no longer meets our buy/hold criteria

3

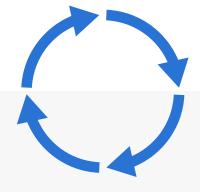
A company no longer meets our valuations criteria

4

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

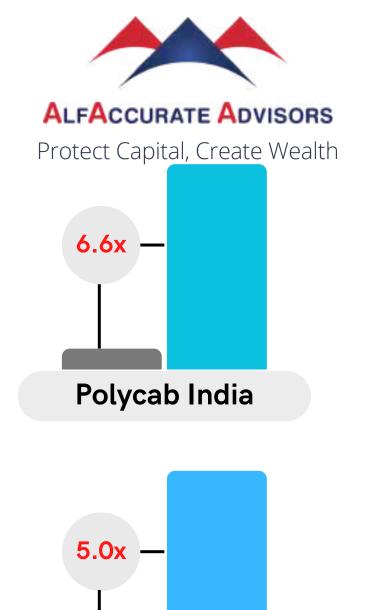
E

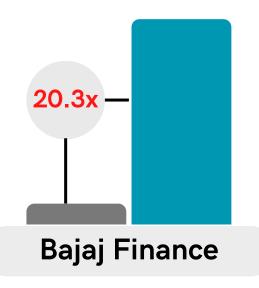
There is a more compelling investment opportunity to fund

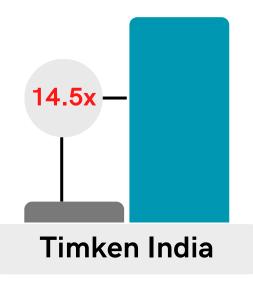


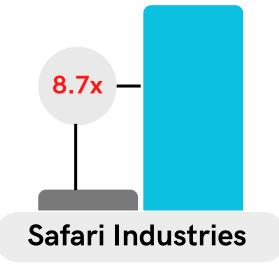
The only constant is change. The average lifespan of a company listed on the S & P 500 has reduced from 90 years in 1935 to 18 years, as per a McKinsey report. We are agile, and active, never letting our guard down.

AAA Success Stories

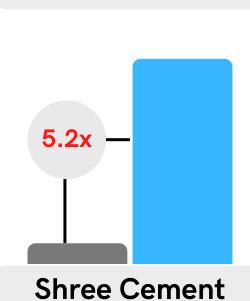






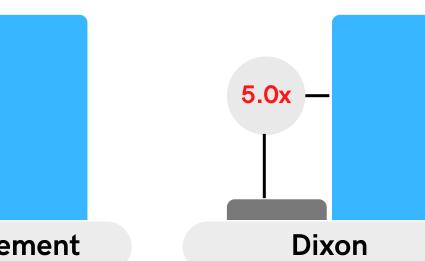


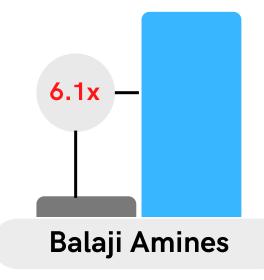
5.5x —

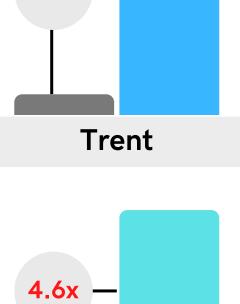


Honeywell

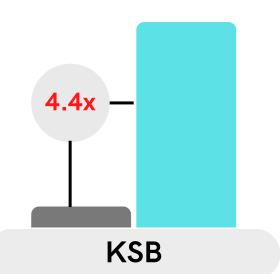
7.4x -



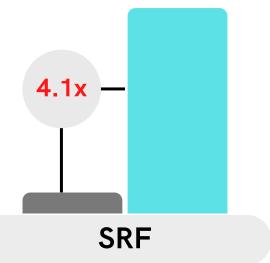


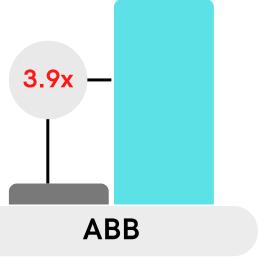


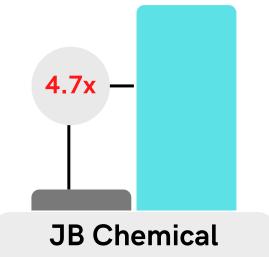
6.0x —



Cholamandalam





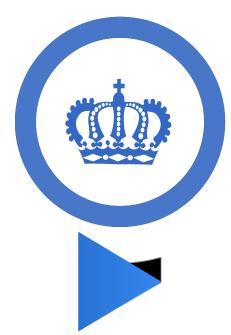






Why AAA Focus PMS?





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

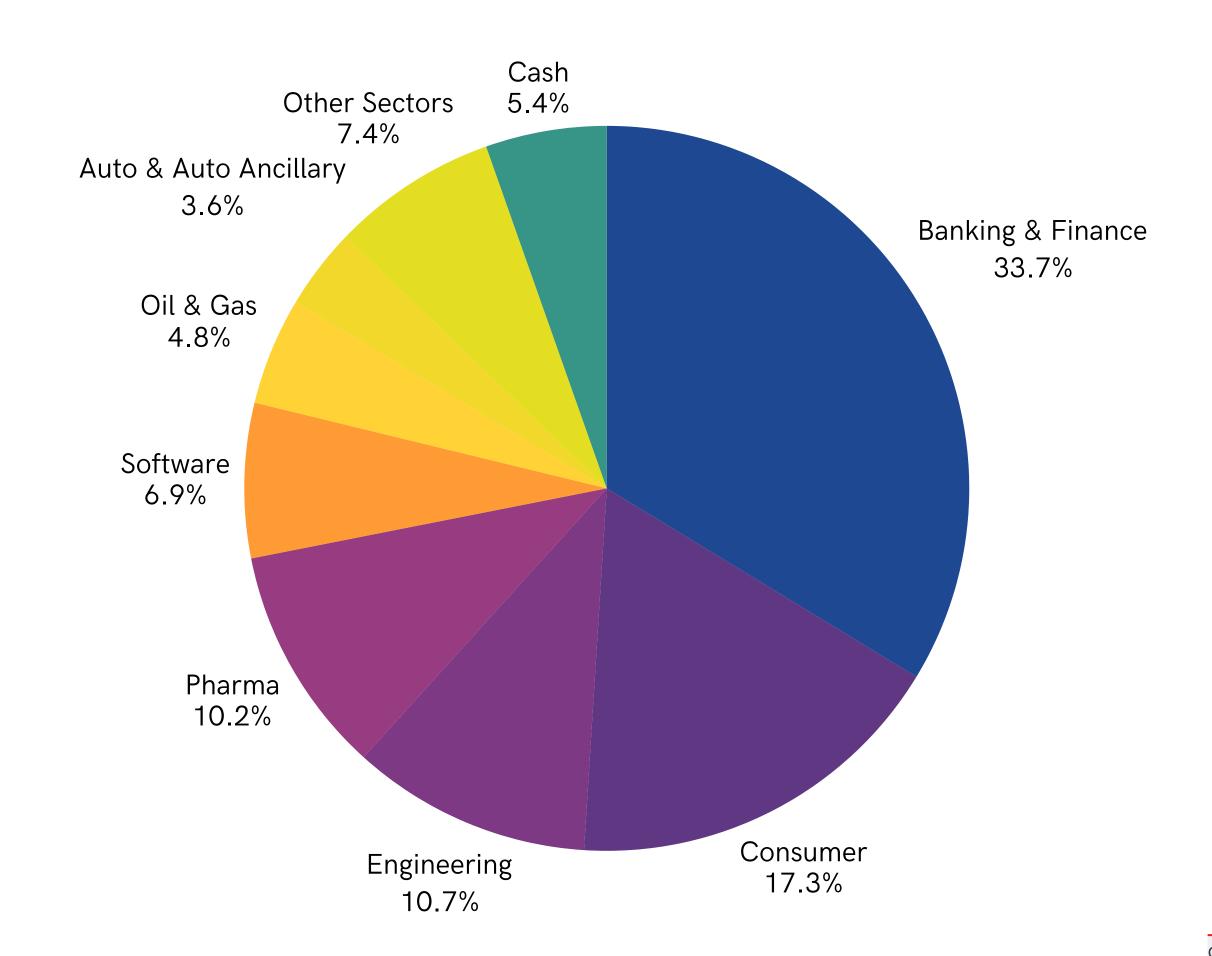


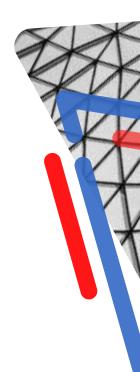


AAA FOCUS PMS plan is a portfolio of 30 companies which are Market leaders with strong corporate governance and high growth potential with investment horizon of 3-5 years.

AAA Focus Sectoral Allocation



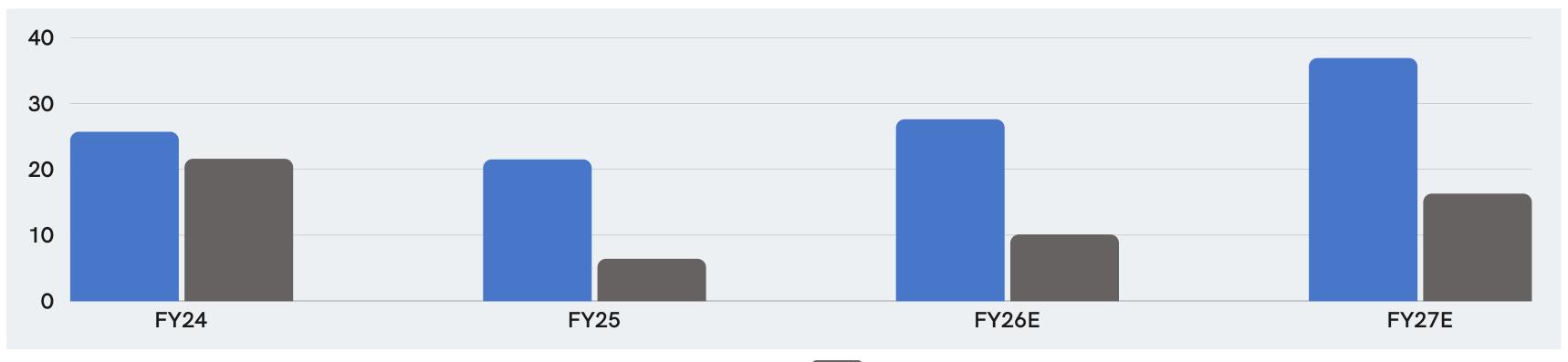




Superior Earnings Growth

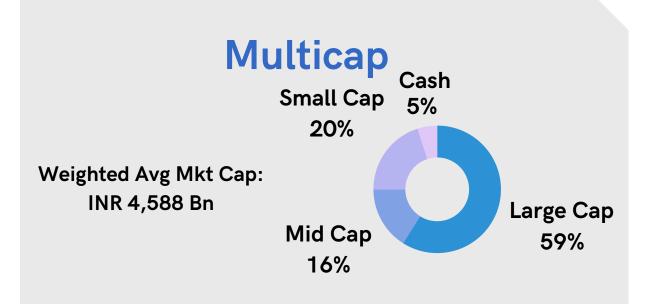


Earnings Matrix	AAA Focus FY24	Nifty FY24	AAA Focus FY25	Nifty FY25	AAA Focus FY26E	Nifty FY26E	AAA Focus FY27E	Nifty FY27E
EPS G(%)	25.7%	21.6%	21.5%	6.4%	27.6%	10.1%	36.9%	16.3%
ROE(%)	17.7%	14.8%	18.9%	14.6%	19.7%	14.2%	20.5%	14.5%
P/E(x)	52.5	24.3	48.9	24.7	42.0	23.7	29.6	20.3
P/BV(x)	9.3	3.8	9.7	3.6	7.8	3.3	6.6	2.9
PEG					1.5	2.3	0.8	1.2



AAA Focus Plan Characteristics





Large Profit Size



100.0% of portfolio companies Rs.100cr+ NP (78.0% above Rs.500cr+)

Strong Earnings Growth 27.6% 27.6% AAA PMS VS 10.1% 10.1% Nifty (FY26E) **AAA PMS**

Nifty

Sectoral Leaders

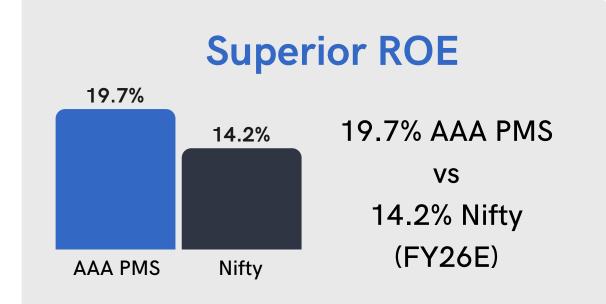


3M stock selection approach

Cash-rich Balance Sheet



- 64.0% of portfolio cos have zero net debt - 32.0% of portfolio cos have a D/E < 1x









Compounded Annual Returns (%)	1M	ЗМ	6M	1 Year	2 Years	3 Years	5 Years	*SI 10.5+ years
AAA Focus Plan	3.4	1.1	6.4	2.2	18.9	13.4	18.3	14.2
BSE 500 TRI (Benchmark)	4.3	3.7	8.3	5.3	19.6	16.2	21.1	13.4

^{*}Since Inception performance from 17 November 2014 to 31 October 2025.

Note: Performance figures are net of all expenses and 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. For Performance relative to other Portfolio Managers within the selected Strategy, please visit: bit.ly/APMI_PMS.

AAA Focus Plan Performance



Performance (%)	FYTD26	FY25	FY24	FY23	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15	*SI 10.5+ years
AAA Focus Plan	8.0	14.5	26.3	0.10	20.5	66.6	-19.4	(0.6)	20.4	25.0	0.4	12.7	328.2
BSE 500 TRI (Benchmark)	11.8	6.0	40.2	-0.9	22.3	78.6	-26.5	9.7	13.2	25.5	-6.4	3.0	296.7

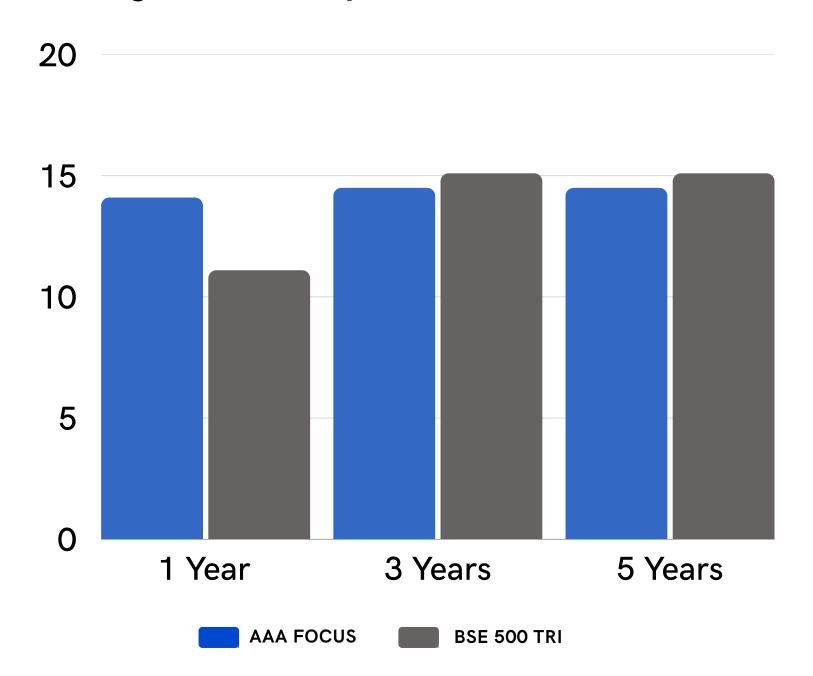
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AAA Focus Plan Risk Analysis



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.

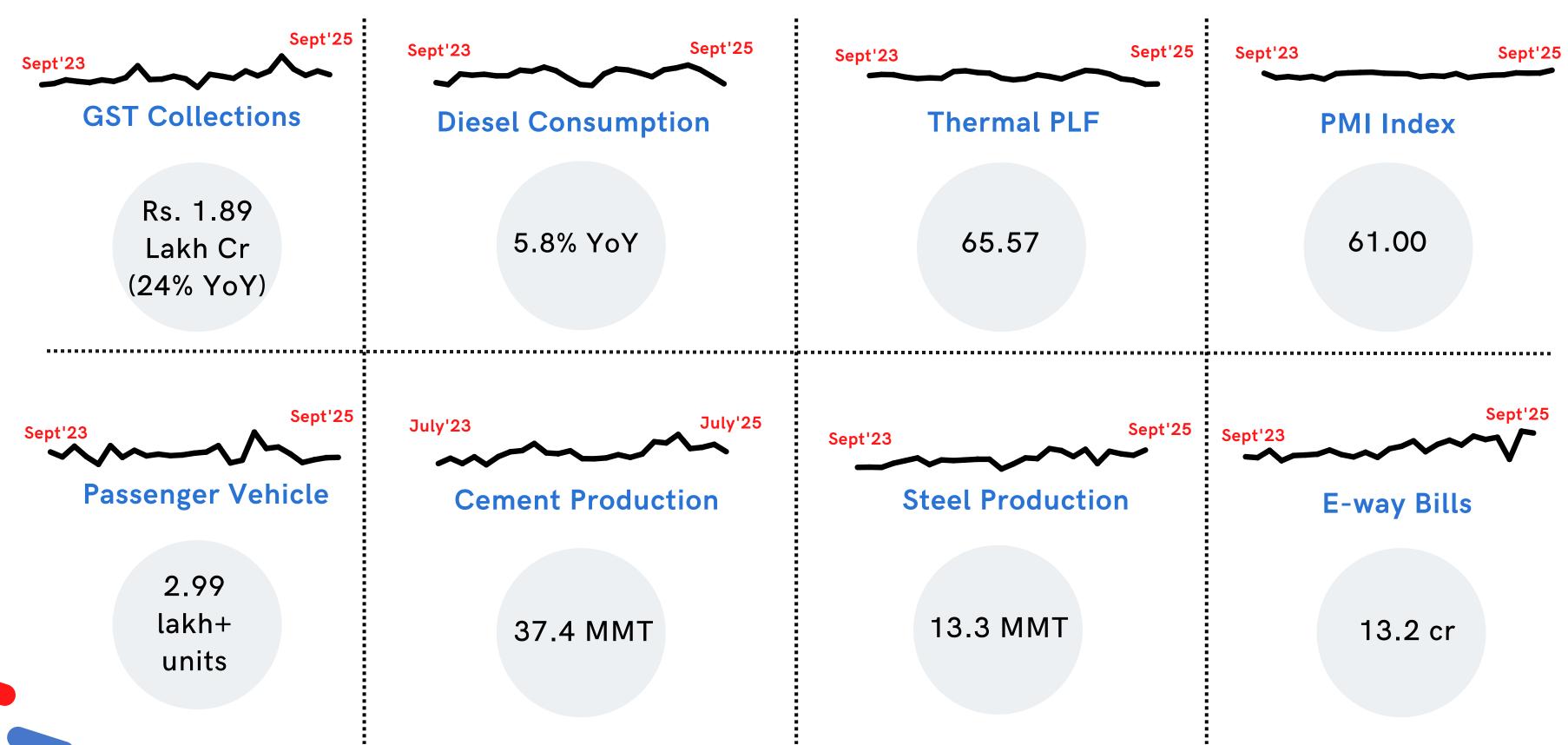
*SI 10.5+ years	AAA Focus PMS	BSE 500 TRI				
Sharpe	0.46	0.40				
Std. dev	15.80	16.08				
Beta	0.90	1.00				

^{*}Since Inception performance from 17 Nov 2014 to 31 Oct 2025.

Note: Performance figures are net of all expenses and fees till last quarter. Index performance is calculated as per Total Return Indices in accordance with the SEBI Guidelines.

Fast Frequency Data Indicators





Strategic Partnerships



Depositary Participants









Custodian & Fund Accountant







Awards & Recognition

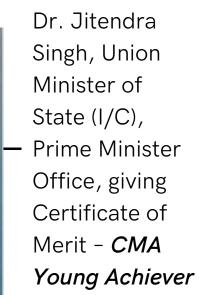


Protect Capital, Create Wealth



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



Award - 2014

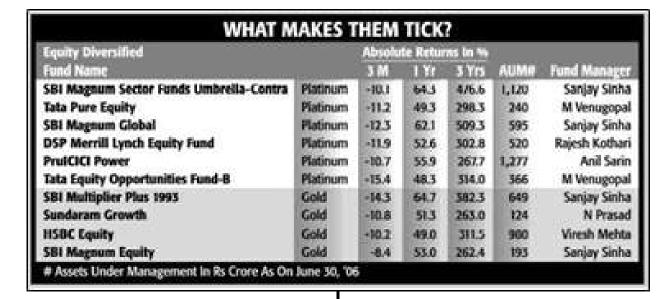














Rajesh was recognized as the platinum fund manager by Economic Times during his time at DSP MF.

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Thank You



Protect Capital, Create Wealth



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