

# Investor Presentation



**ALFAccurate ADVISORS**

Protect Capital, Create Wealth



AAA India Opportunity Plan (IOP) PMS Strategy

November 2025

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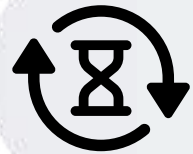
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# Why AAA?



## 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





# 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
- ▶ 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

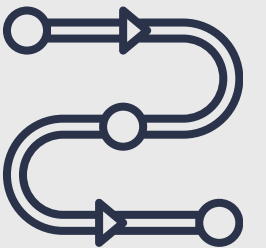
### DIVERSIFICATION

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.



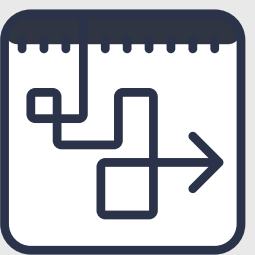
### STAGGERED APPROACH

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



## 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

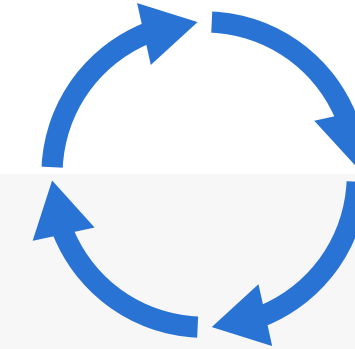
A company no longer meets our valuations criteria

4

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

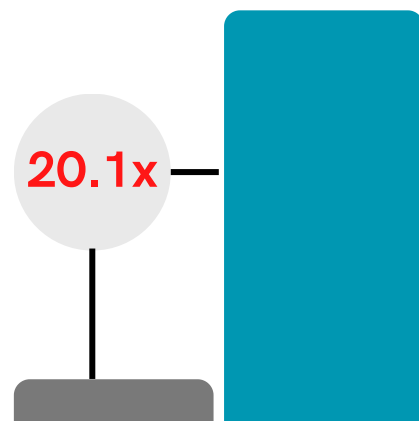
5

There is a more compelling investment opportunity to fund

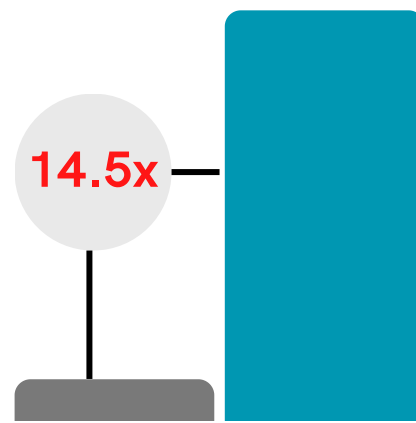


The only constant is change. The average lifespan of a company listed on the S & P 500 has reduced from 90 years in 1935 to 18 years, as per a McKinsey report. We are agile, and active, never letting our guard down.

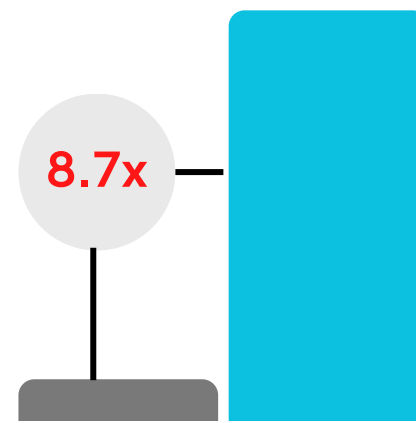
# AAA Success Stories



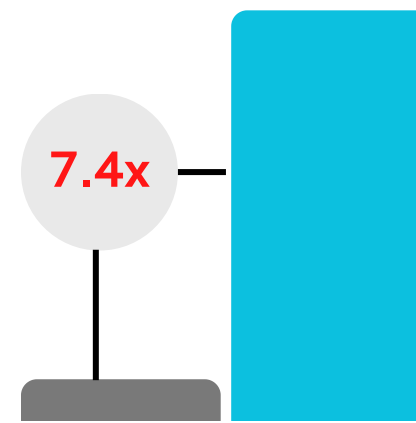
Bajaj Finance



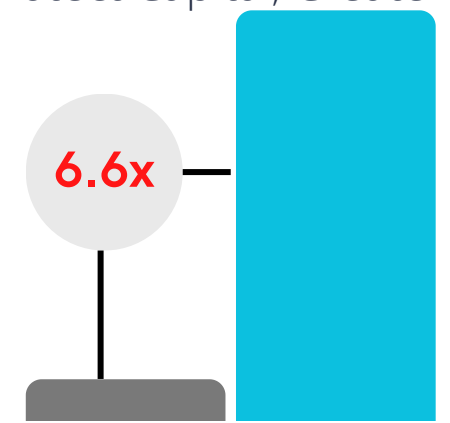
Timken India



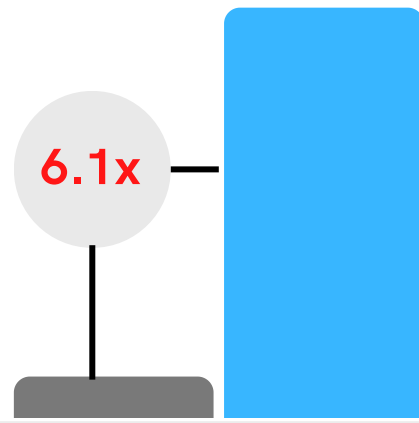
Safari Industries



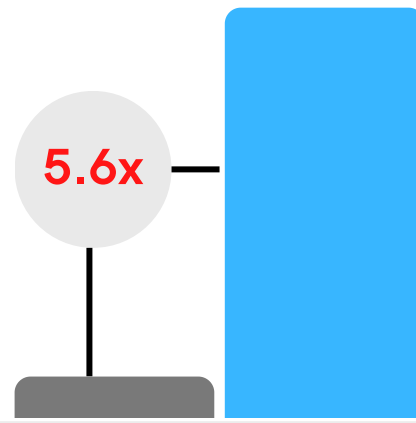
Honeywell



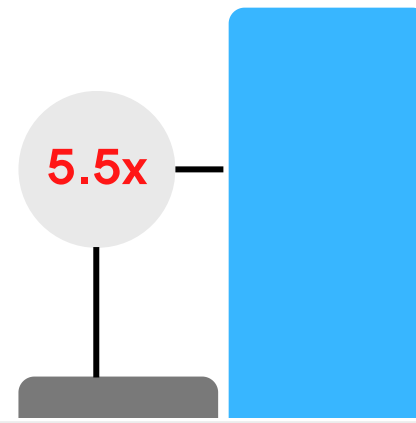
Polycab India



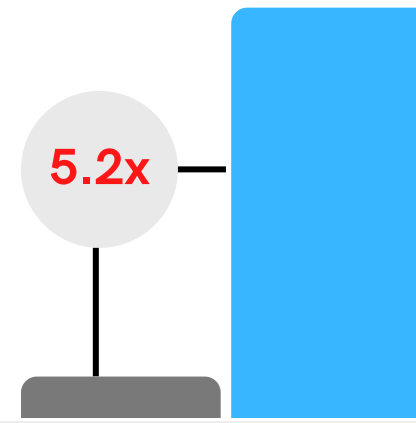
Balaji Amines



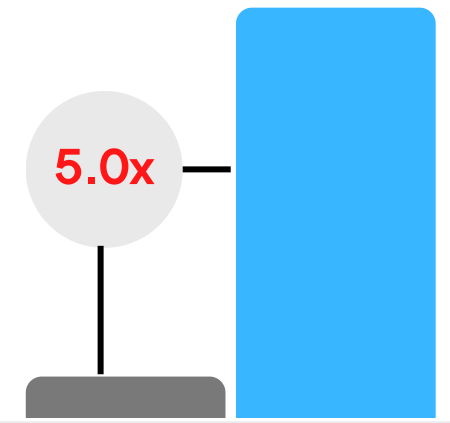
Cholamandalam



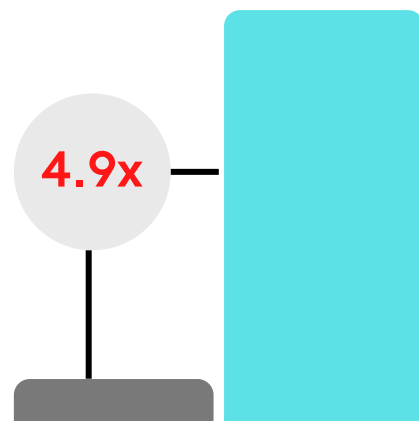
Trent



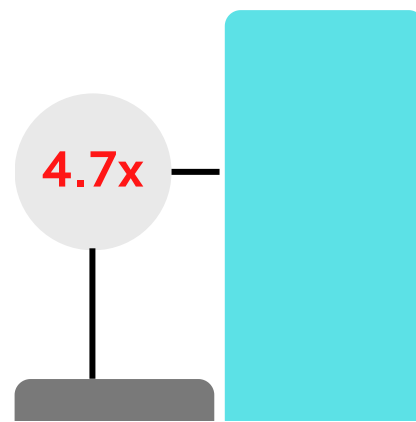
Shree Cement



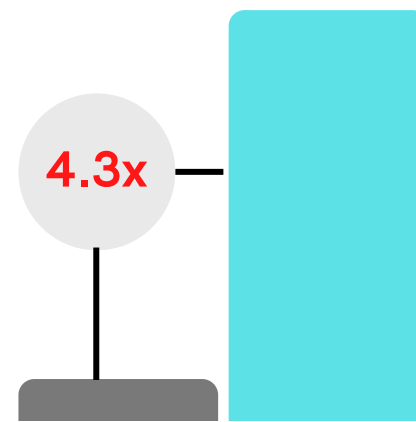
Dixon



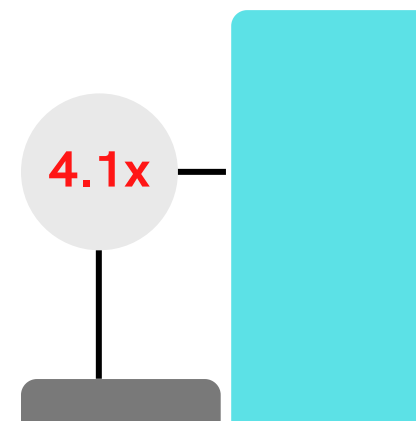
UNO Minda Ltd



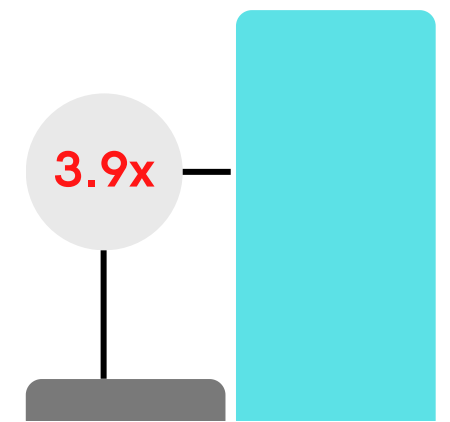
JB Chemical



KSB



SRF



ABB



# Volatility in Business Cycles = Volatility in Sectoral Performance

Earnings performance	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24
Automobile	-2%	16%	-8%	65%	5%	17%	11%	-38%	9%	27%	36%	45%
Consumer	15%	8%	13%	9%	12%	5%	31%	10%	-3%	22%	22%	17%
Capital goods	-4%	-21%	-9%	0%	18%	18%	19%	-8%	-11%	68%	7%	21%
Pharma	23%	43%	-6%	17%	7%	-11%	6%	8%	39%	-1%	3%	23%
Software	21%	33%	10%	12%	11%	4%	14%	4%	10%	23%	2%	7%

Index performance	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24
Automobile	-10%	33%	45%	-26%	26%	13%	0%	-41%	95%	30%	25%	77%
Consumer	11%	12%	44%	-13%	34%	11%	26%	-37%	76%	9%	10%	16%
Capital goods	13%	28%	30%	-1%	-8%	16%	26%	-18%	114%	37%	-22%	25%
Pharma	32%	18%	12%	-2%	22%	11%	14%	-17%	31%	4%	25%	17%
Software	21%	26%	70%	-12%	2%	-14%	10%	-18%	81%	16%	-11%	60%



Poor



Average



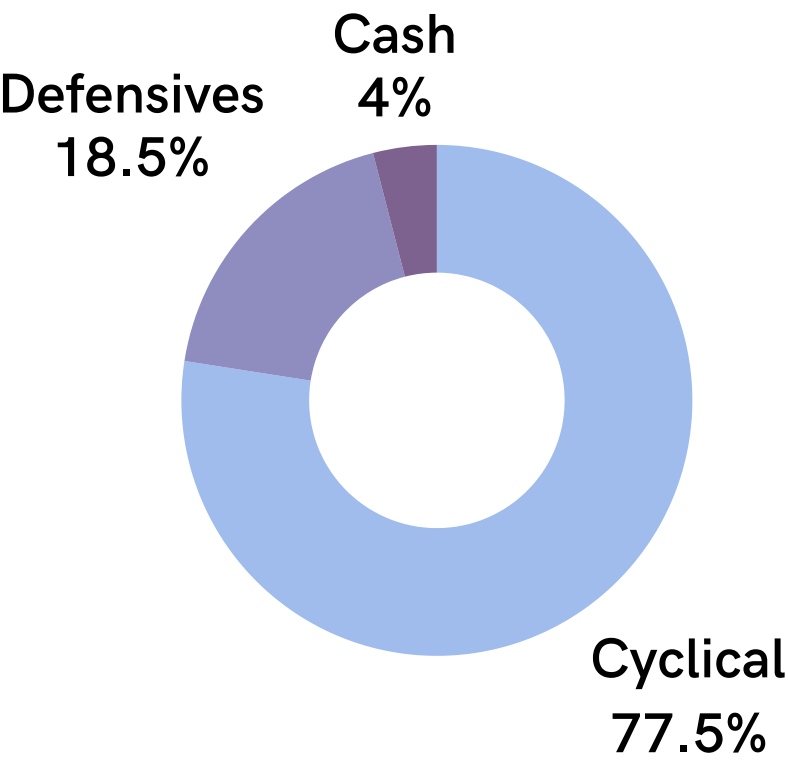
Great

# Agility & Active Investment Approach

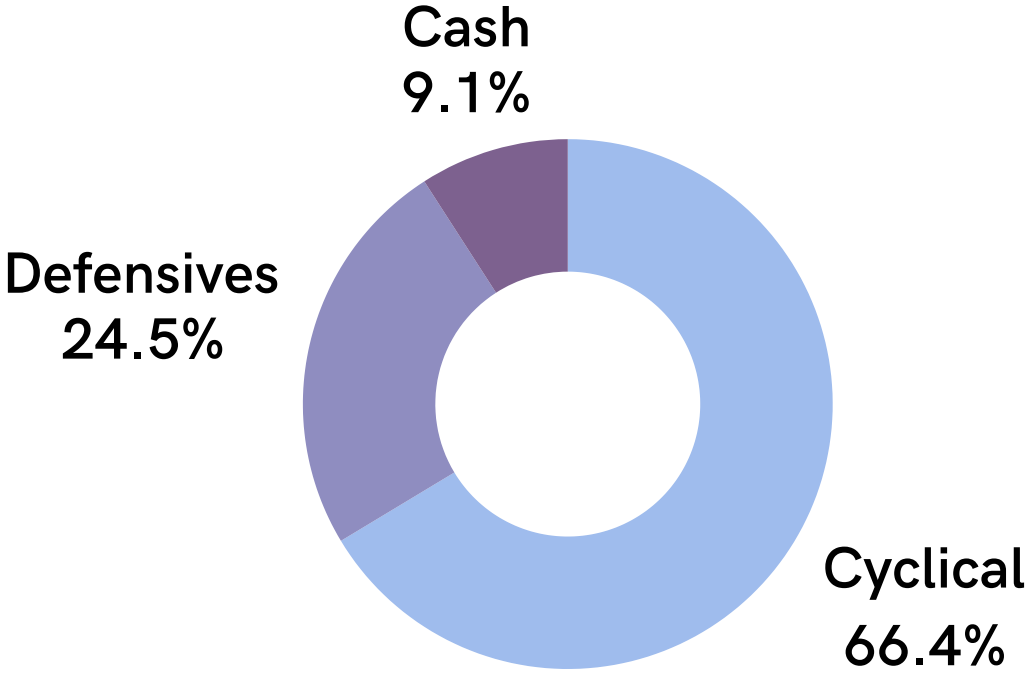
AAA IOP Sector Weights	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25	Nov-25
Auto	6.8%	7.5%	10.0%	8.6%	6.9%	8.7%
BSE Auto Index	107.1%	8.1%	17.5%	74.0%	-2.9%	29.8%
Chemical	9.4%	9.5%	5.1%	0.0%	3.4%	5.7%
Nifty Chemical Index	102.4%	71.7%	-0.3%	31.7%	22.4%	3.8%
Engineering	8.8%	9.0%	13.2%	8.9%	7.3%	10.3%
BSE CapG. Index	92.1%	30.4%	25.0%	77.3%	2.9%	12.0%
Healthcare	5.8%	5.3%	2.4%	8.6%	10.6%	6.8%
S&P BSE Healthcare	75.6%	14.0%	-10.0%	60.2%	18.2%	9.9%
Software	8.7%	13.0%	7.4%	8.6%	11.7%	6.9%
BSE IT Index	106.7%	37.1%	-21.8%	25.2%	1.3%	2.8%

“Increased allocation to cyclical sectors over last 12 months, leading to capital protection and wealth creation.”

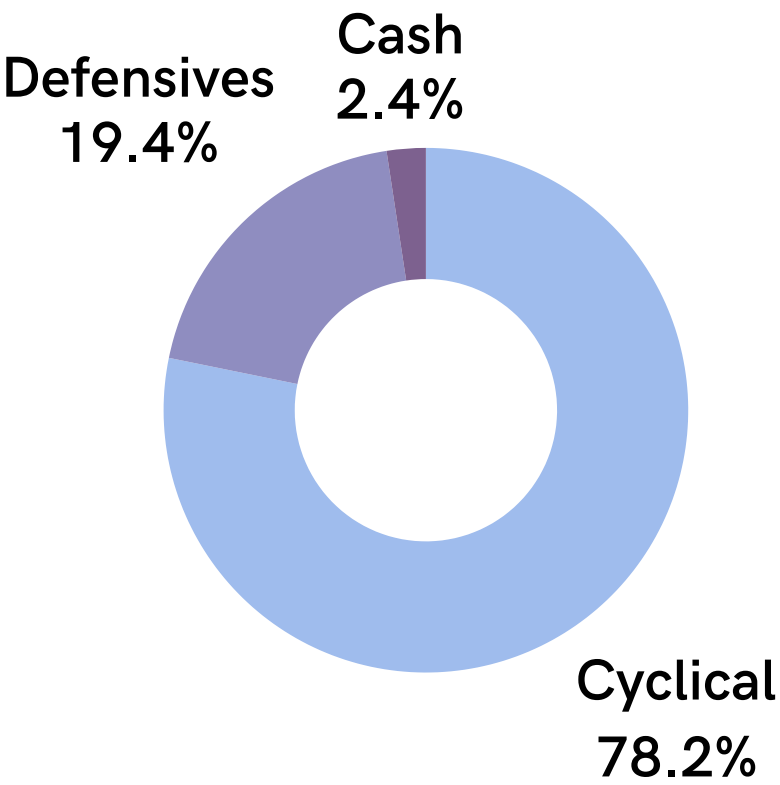
# AAA IOP - Active Stock Selection



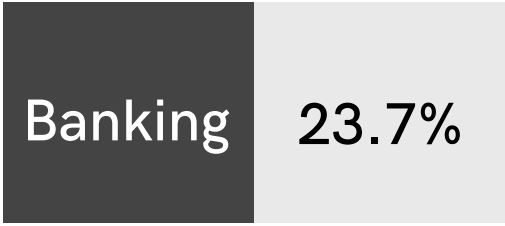
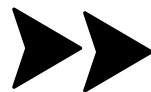
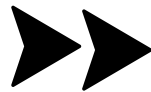
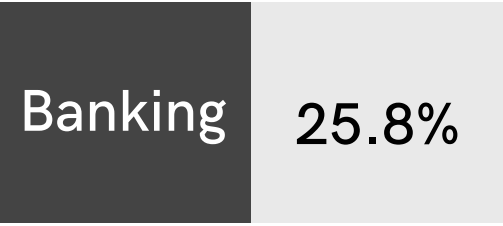
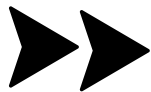
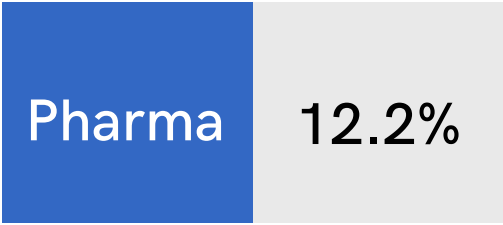
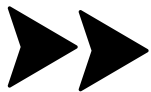
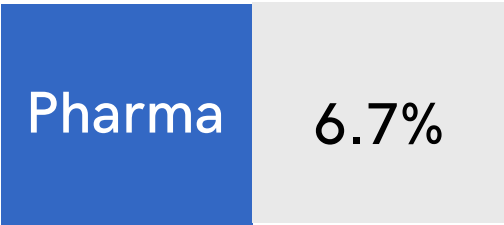
Pre Covid - Feb 2020



Beginning of Covid - Mar 2020



Post Covid Wave 1 - Mar 2021



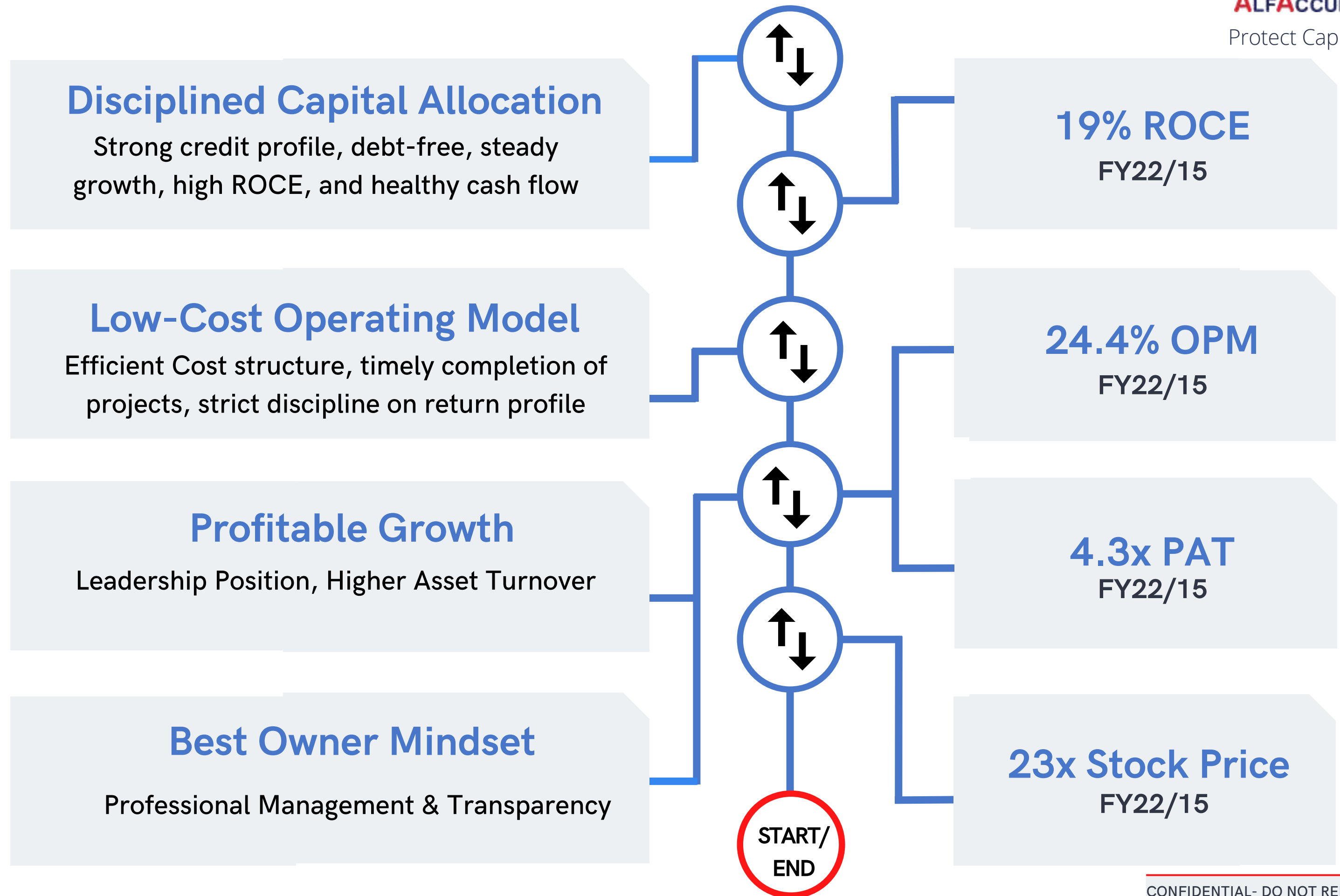


# JB Chemicals - A Case Study

01	02	03	04
STOCK IDENTIFICATION	ANALYSIS	PERFORMANCE	EXIT STRATEGY
<b>Market size</b> The domestic pharma industry size: Rs134,700 crores	<b>Growth Drivers:</b>	<ul style="list-style-type: none"><li>Achieved OP &amp; net profit growth of 27% &amp; 47% in FY20.</li><li>Co further improved its market share.</li></ul>	At Exit price, stock trades at PER of ~25x on FY23 basis
<b>Market Share</b> 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.	<ul style="list-style-type: none"><li>MR productivity in domestic market</li></ul>	<ul style="list-style-type: none"><li>Founders decided to sell their stake to KKR</li></ul>	Valuation gap vs large players narrowed significantly
	<ul style="list-style-type: none"><li>New product launches</li></ul>	<ul style="list-style-type: none"><li>New professional and experienced management appointed (ex-CIPLA)</li></ul>	Entry market cap: Rs 2300 crs Exit market cap: Rs13000 crs
<b>Margin of Safety</b> P/E of 10x, Debt free B/S, ROE 15%	<ul style="list-style-type: none"><li>Focused Segment Approach</li></ul>	<ul style="list-style-type: none"><li>Growth: Revenue 15% OP 50% NP 66%</li></ul>	<b>5x Returns in 2 years</b>



# Navin Fluorine - A Case Study



# 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

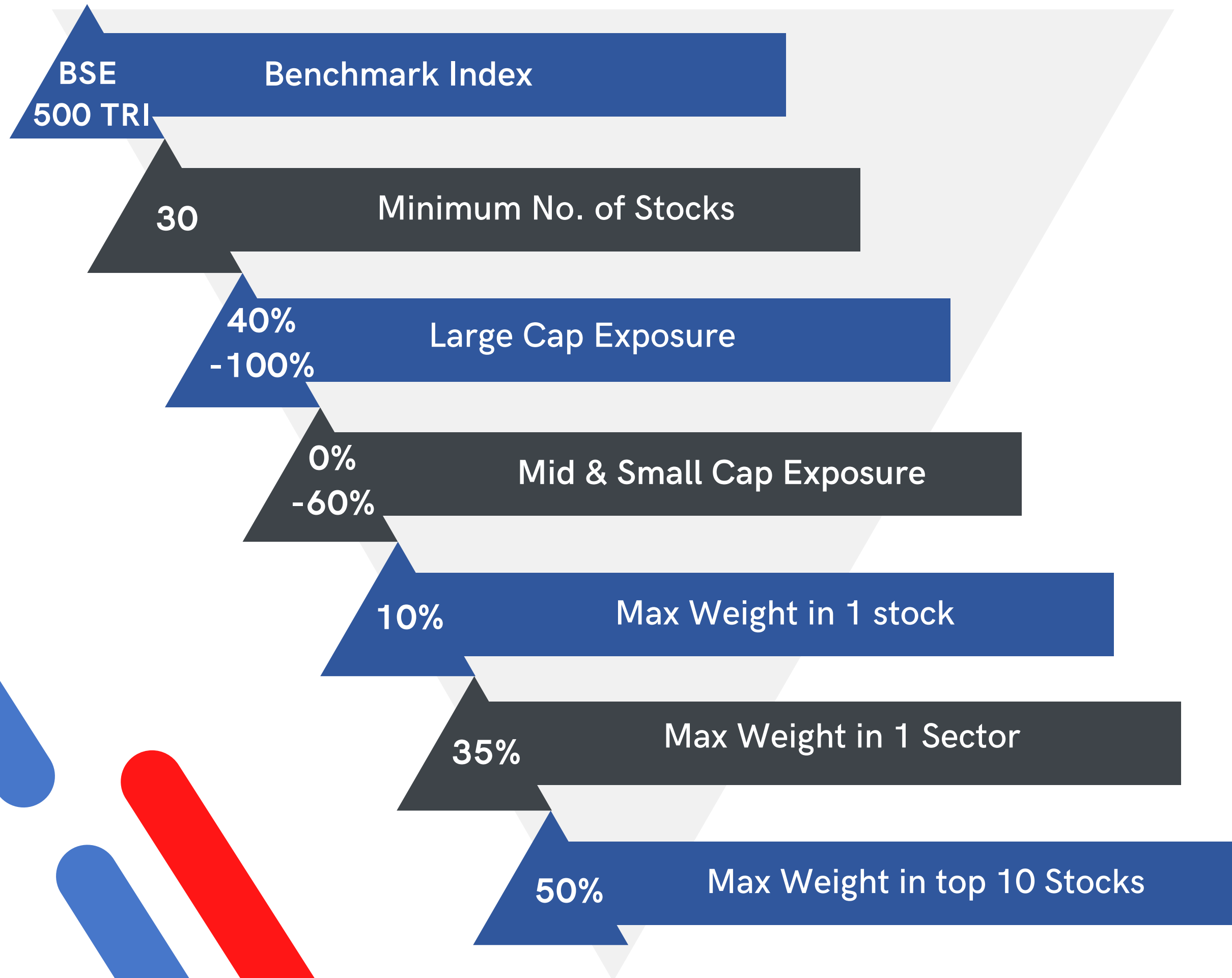
Combines top-down and bottom-up research with strong due diligence.



## Award Winning Track Record

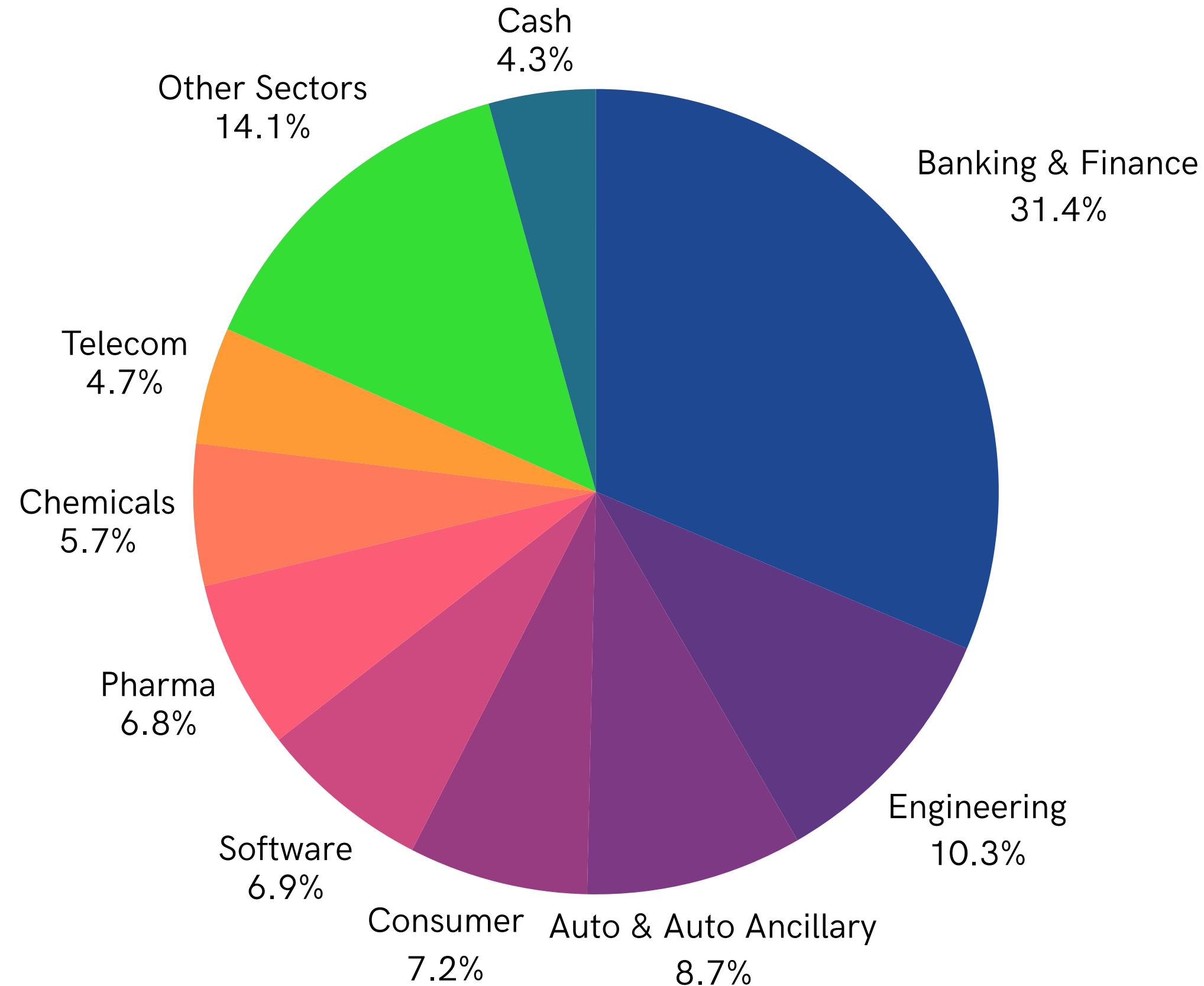
We have a proven track record of investment in companies yielding multibagger returns.

# AAAIOP Features



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 IOP Sectoral Allocation

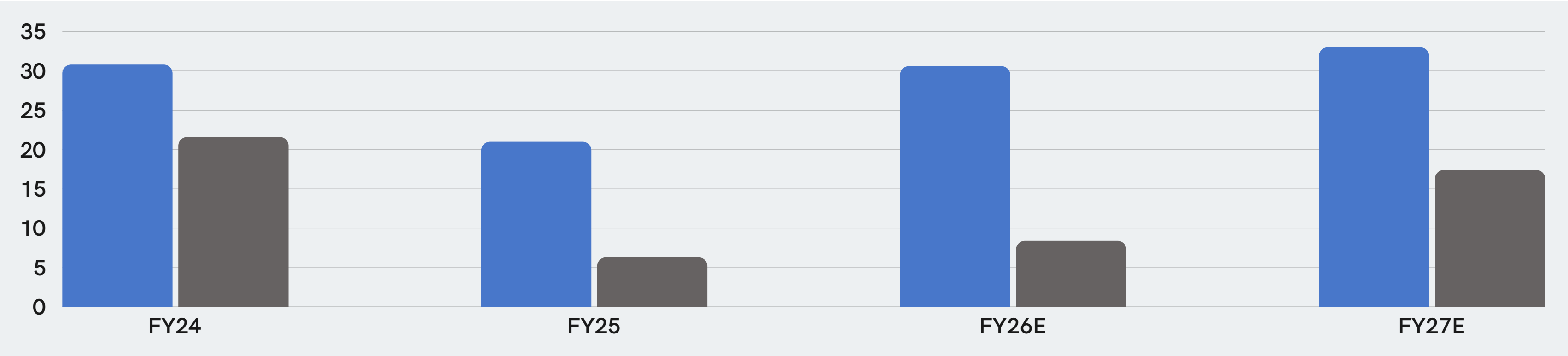




# Superior Earnings Growth



Earnings Matrix	AAA IOP FY24	Nifty FY24	AAA IOP FY25	Nifty FY25	AAA IOP FY26E	Nifty FY26E	AAA IOP FY27E	Nifty FY27E
EPS G(%)	30.8%	21.6%	21.0%	6.3%	30.6%	8.4%	33.0%	17.4%
ROE(%)	16.6%	15.8%	18.4%	14.6%	18.2%	13.9%	19.4%	14.4%
P/E(x)	54.6	24.3	43.1	24.7	37.4	24.1	27.7	20.5
P/BV(x)	10.3	3.8	10.1	3.6	8.4	3.4	6.8	3.0
PEG					1.2	2.9	0.8	1.2



AAA IOP EPS G(%)



NIFTY50 EPS G(%)

Source: AAA research, Bloomberg, Kotak

# AAA IOP Characteristics



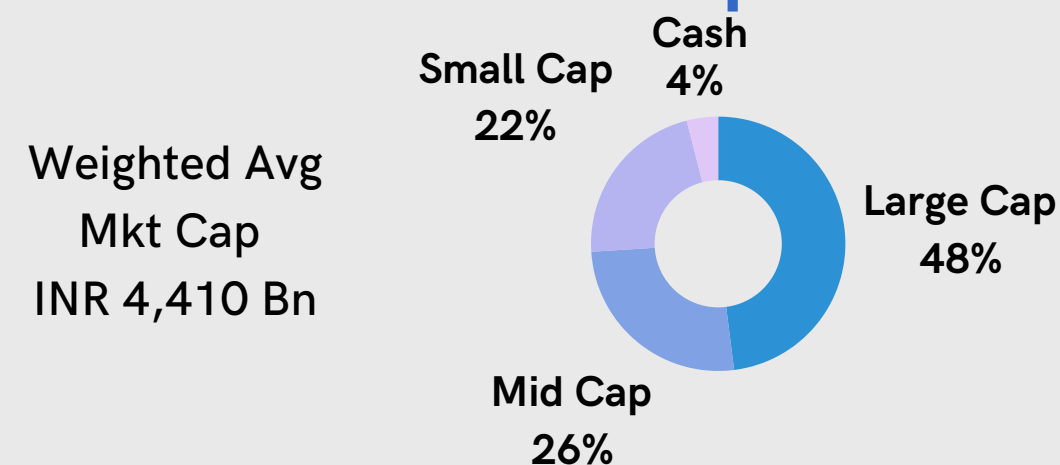
Award for best 10 year performance (ranked 3\*) in the country (Feb' 24)

< Awards >



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

## True Multicap

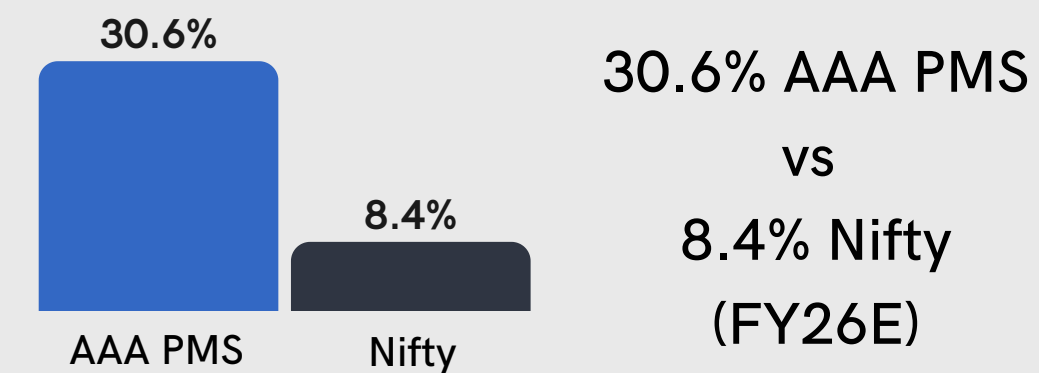


## Large Profit Size



92.0% of portfolio companies Rs.100cr+ NP  
(72.9% above Rs.500cr+)

## Strong Earnings Growth



## Sectoral Leaders



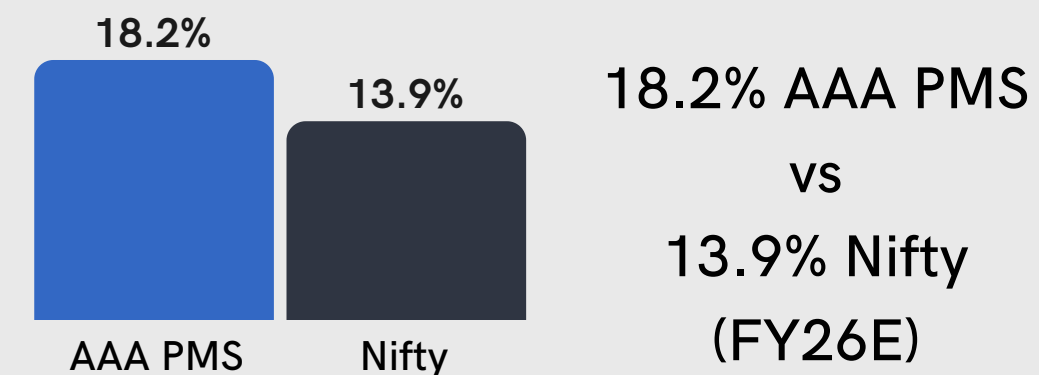
3M stock selection approach

## Cash-rich Balance Sheet



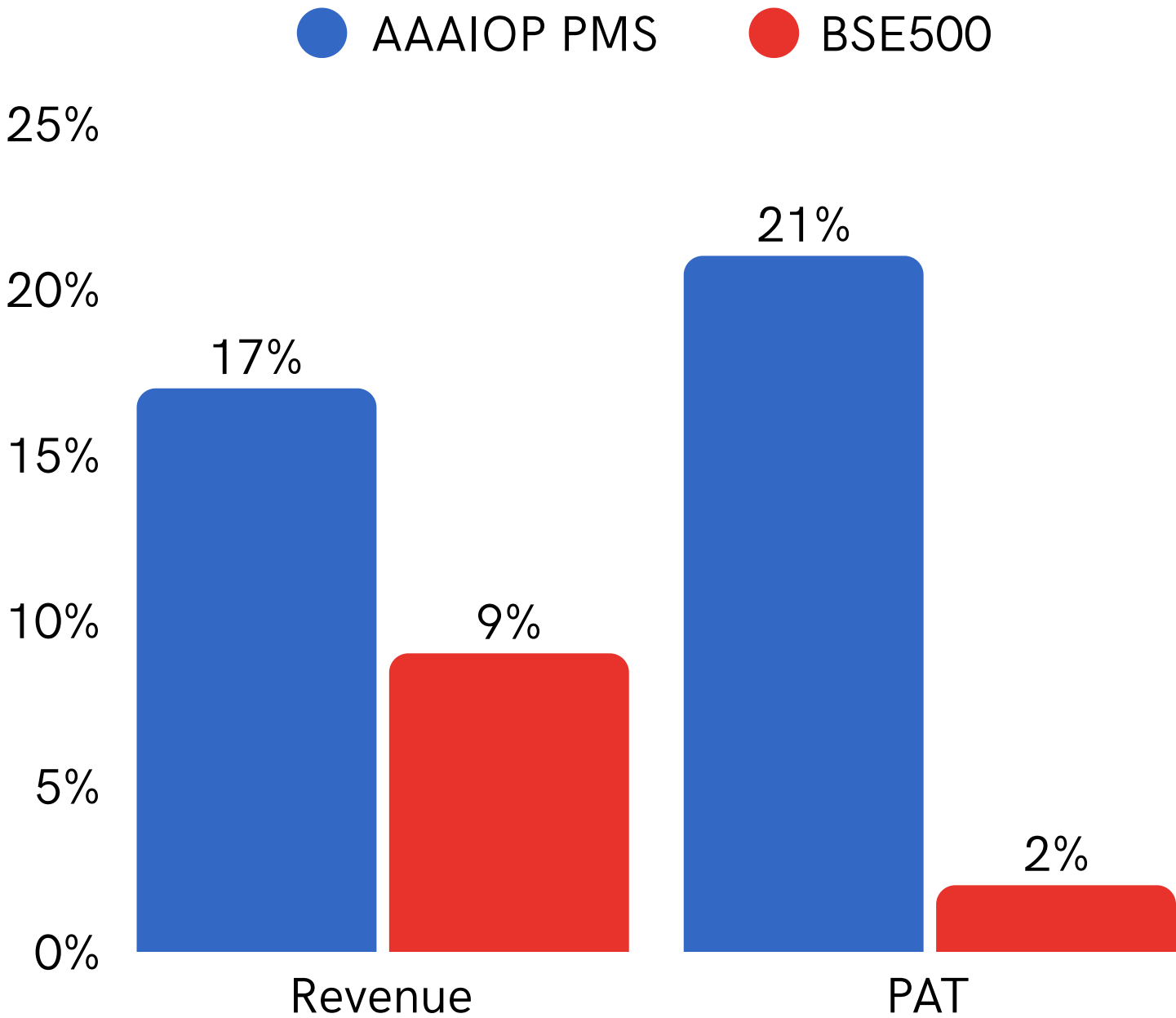
- 57.1% of portfolio cos have zero net debt
- 31.2% of portfolio cos have a D/E <1x

## Superior ROE

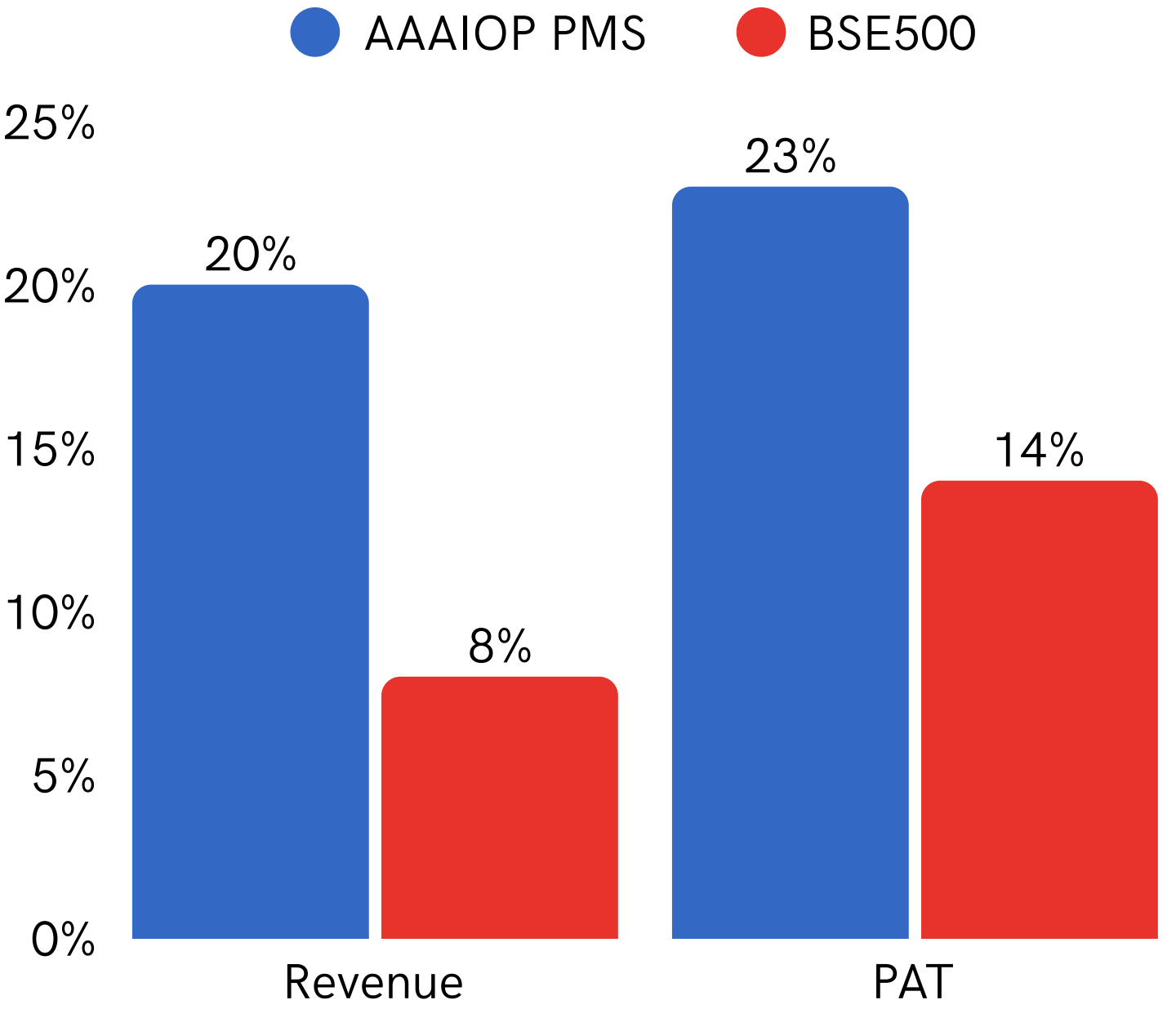


# YoY Performance Growth (%)

FY25 Performance YoY Growth (%)

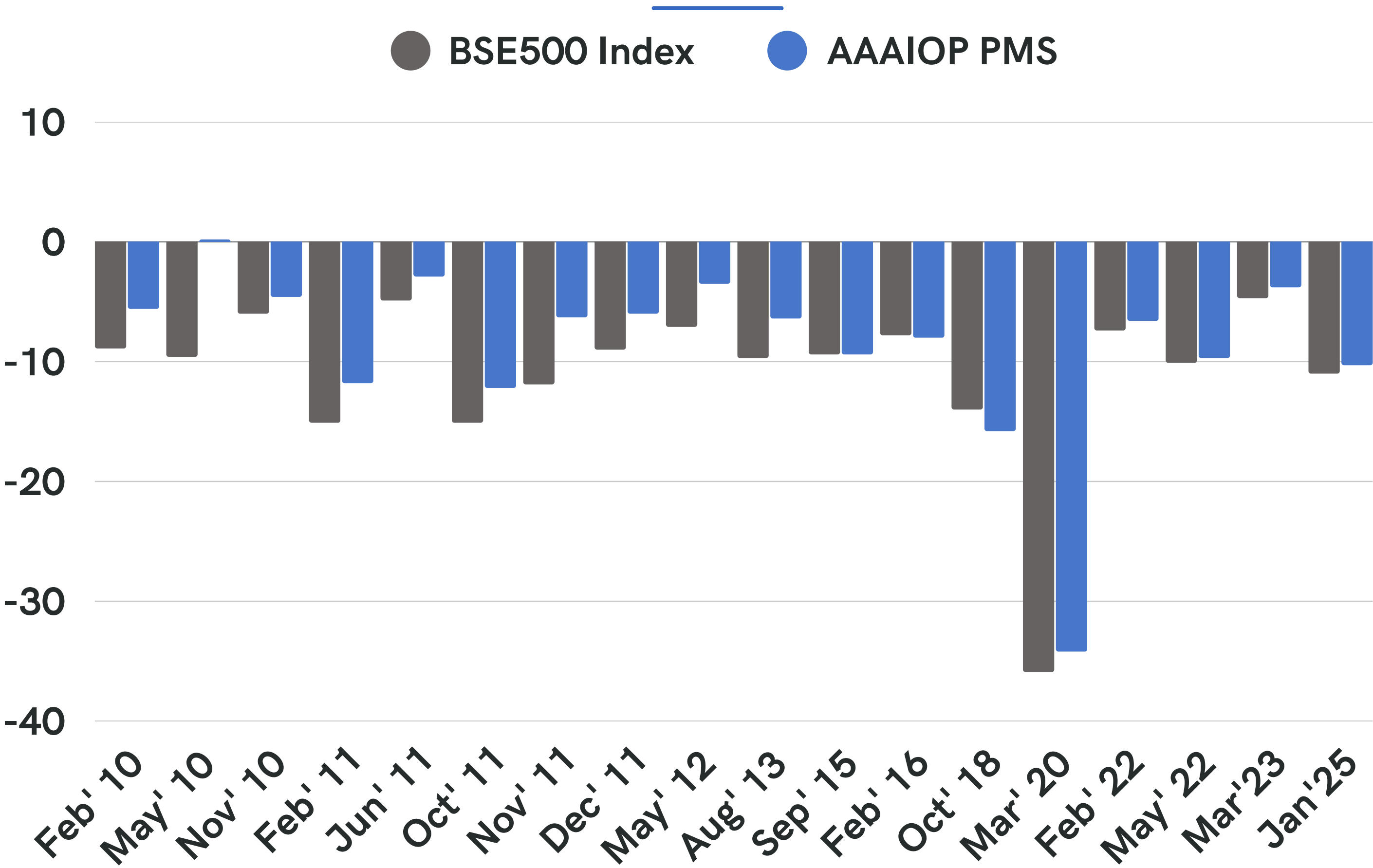


2QFY26 Performance YoY Growth (%)



Source: AAA Research, Bloomberg, Moti

# AAA's Resilient Performance In Volatile Markets

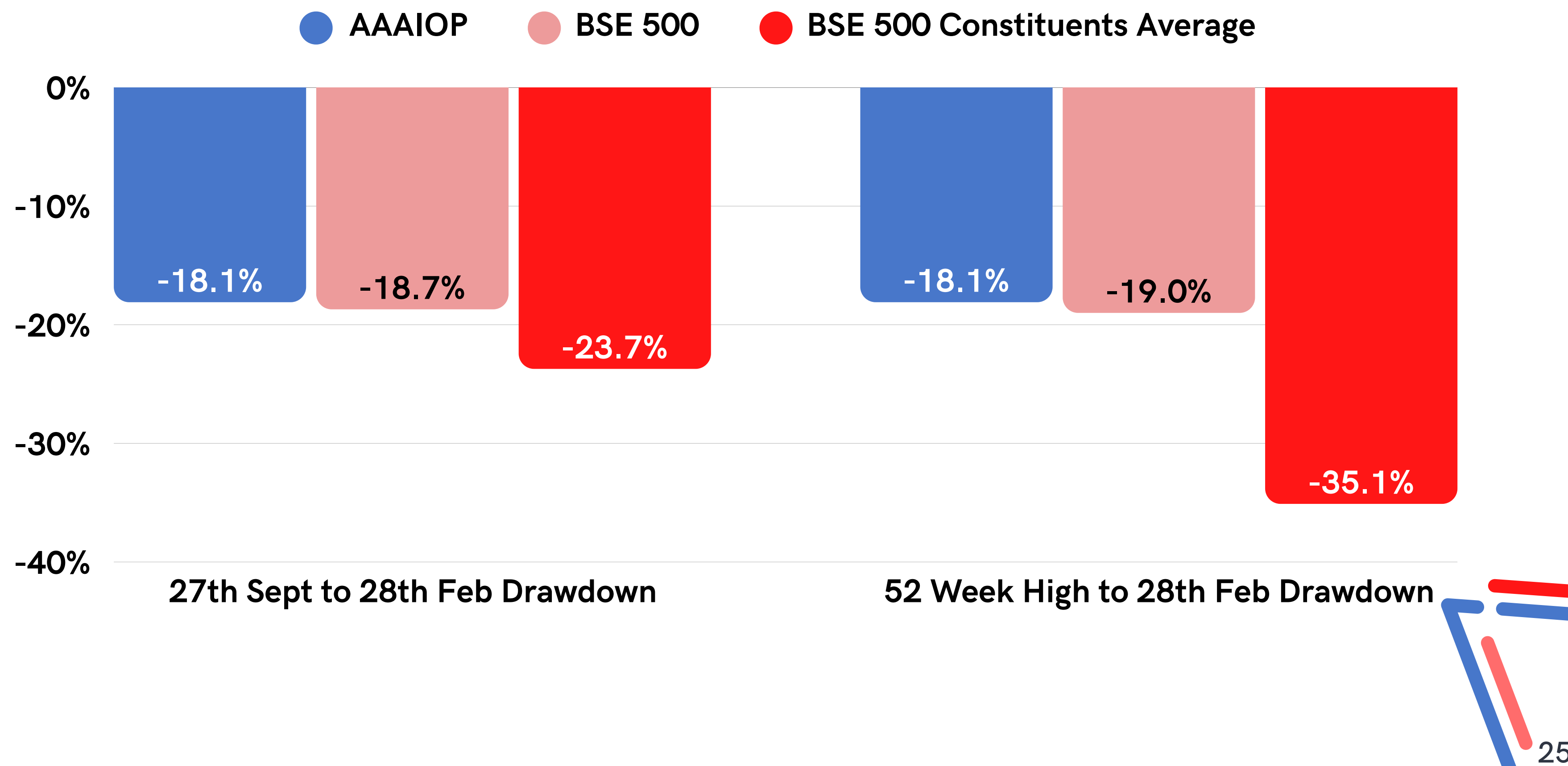


On a median basis, AAA IOP PMS outperformed the BSE500 Index by 3.0% during 16 out of 18 volatile periods during the last 15.5+ years.

Source: AAA research, Bloomberg



# AAA India Opportunity Strategy (AAAIOP) drawdown analysis



# AAA IOP Performance

Compounded Annual Returns (%)	1M	3M	6M	1 Year	2 Years	3 Years	5 Years	*SI 16 years
AAA IOP Plan	2.2	5.4	4.7	3.3	18.0	17.5	19.7	18.3
BSE 500 TRI	1.0	6.6	5.6	6.3	16.2	15.3	18.6	12.9

\*Since Inception performance from 23 November 2009 to 30 November 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](https://bit.ly/APMI_PMS).

# AAA IOP Performance

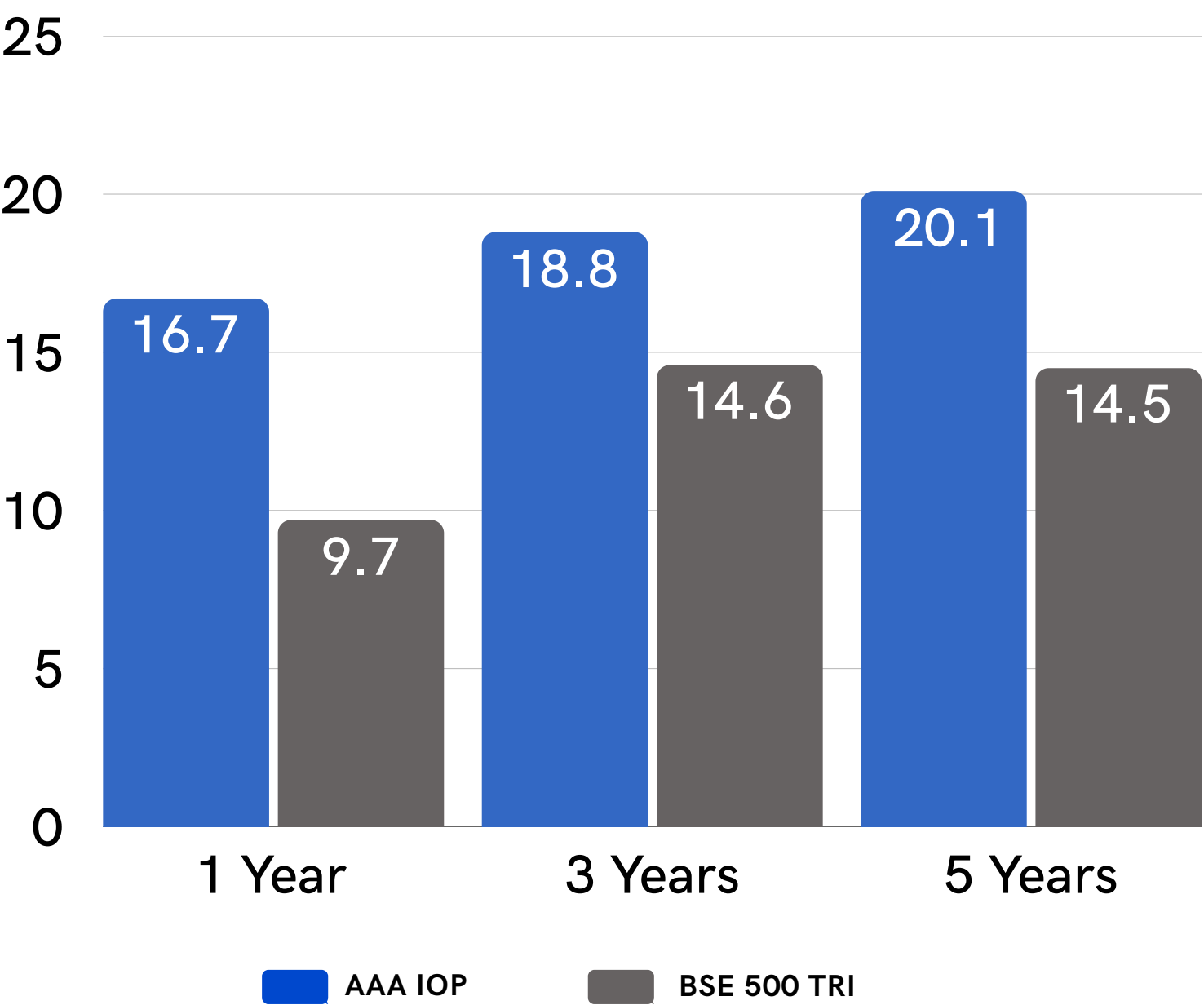
Performance (%)	FYTD26	FY25	FY24	FY23	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15	FY14	FY13	FY12	*SI 16 years
AAA IOP Plan	12.3	12.9	35.8	1.1	22.3	75.2	-23.6	-4.4	23.0	27.6	2.3	71.0	29.1	13.5	0.1	1372.0
BSE 500 TRI	12.8	6.0	40.2	-0.9	22.3	78.6	-26.5	9.7	13.2	25.5	-6.4	35.0	19.0	6.5	-7.8	596.5

\*Since Inception performance from 23 November 2009 to 30 November 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](https://bit.ly/APMI_PMS).

# AAA IOP Risk Analysis

Rolling Return Analysis: Median returns



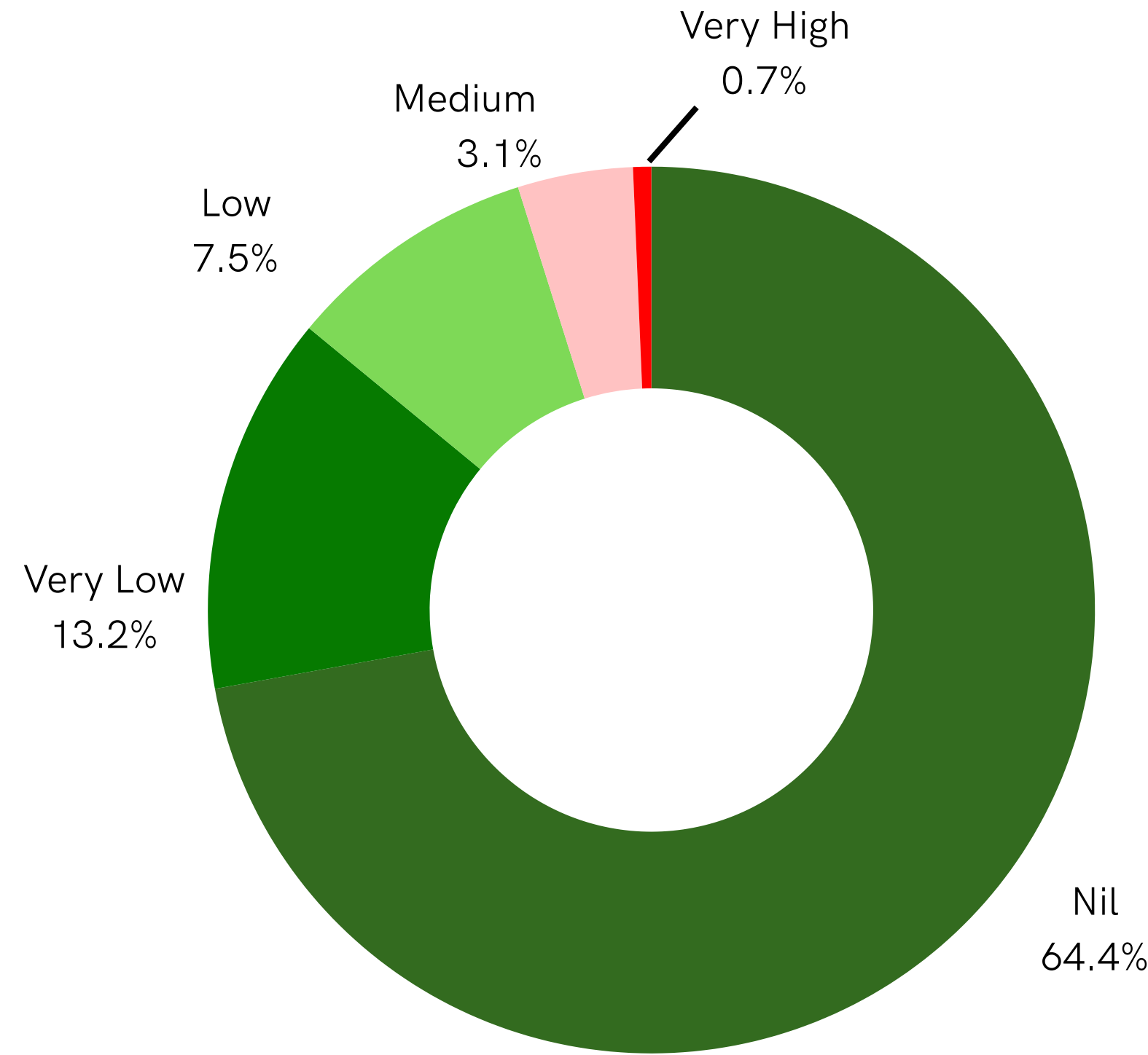
**Note:** Returns of individual clients may differ depending on time of entry in the Strategy. Past performance may or may not be sustained in future and should not be used as a basis for comparison with other investments. Performance related information provided herein is not verified by SEBI.

*SI 16 years	AAA IOP PMS	BSE 500 TRI
Sharpe	0.69	0.37
Std. dev	16.39	15.93
Beta	0.88	1.00

**Note:** \*Since Inception data from 23 November 2009 to 30 November 2025. 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.

# AAAIOP Vulnerability

Portfolio co exposure to USA (% of sales)



<u>%Sales to USA</u>	<u>%Port</u>	<u>Sectors</u>
● Nil	64.4%	BFSI, Consumer, Engineering, Telecom, Auto
● Very Low (0-10%)	13.2%	Oil & Gas, Engineering, Auto, Chemicals, Consumer
● Low (10-25%)	7.5%	Pharma, Chemicals, Engineering
● Medium (25-50%)	3.1%	Chemicals, Pharma
● High (50-75%)	-	
● Very High (75-100%)	0.7%	Textile

**Note:** Tariff on pharma is not yet announced. Since tariff on service exports are not applicable, we have excluded software sector (6.9% of portfolio).



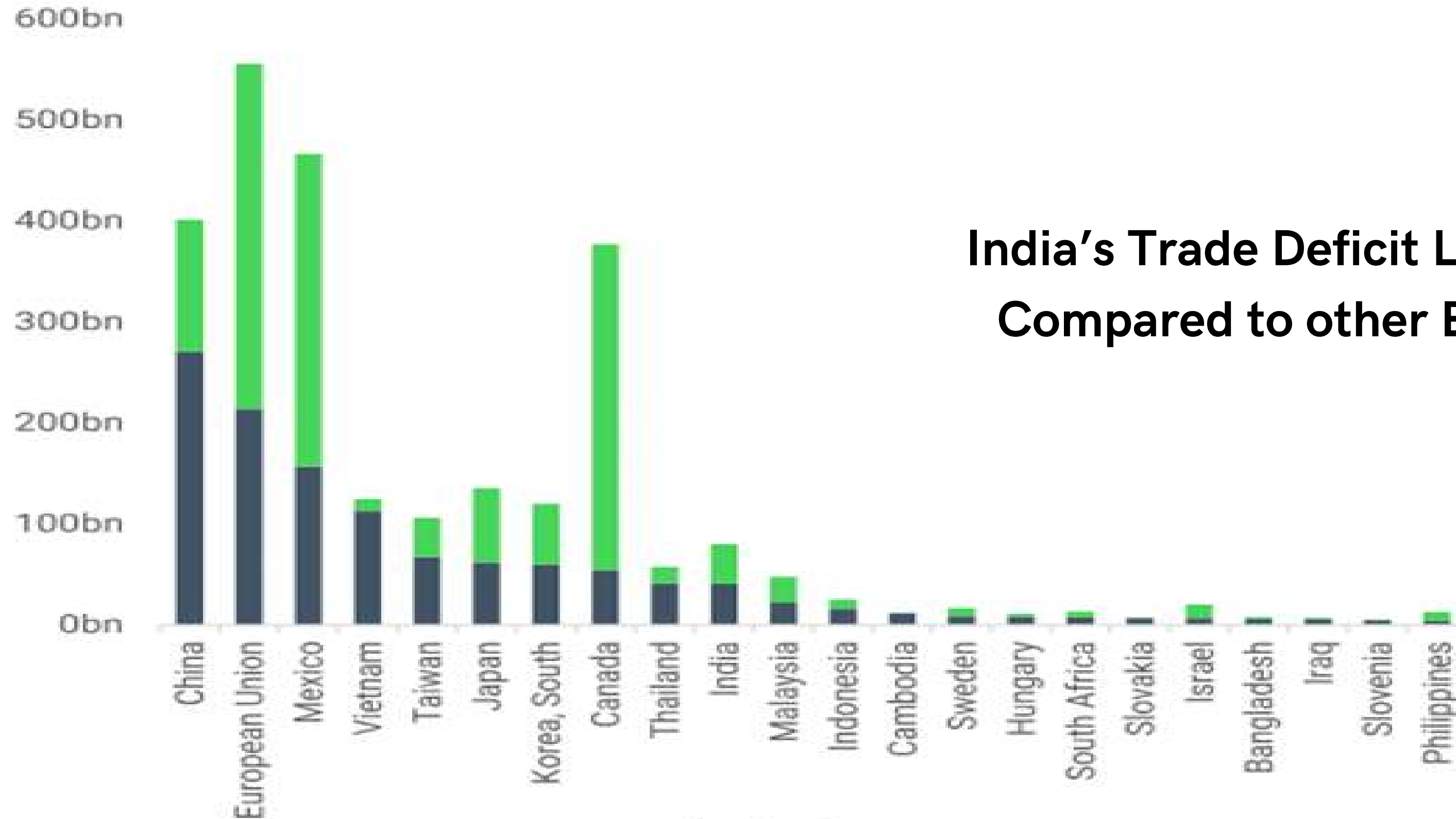
# Market Outlook

## Zoom In On India



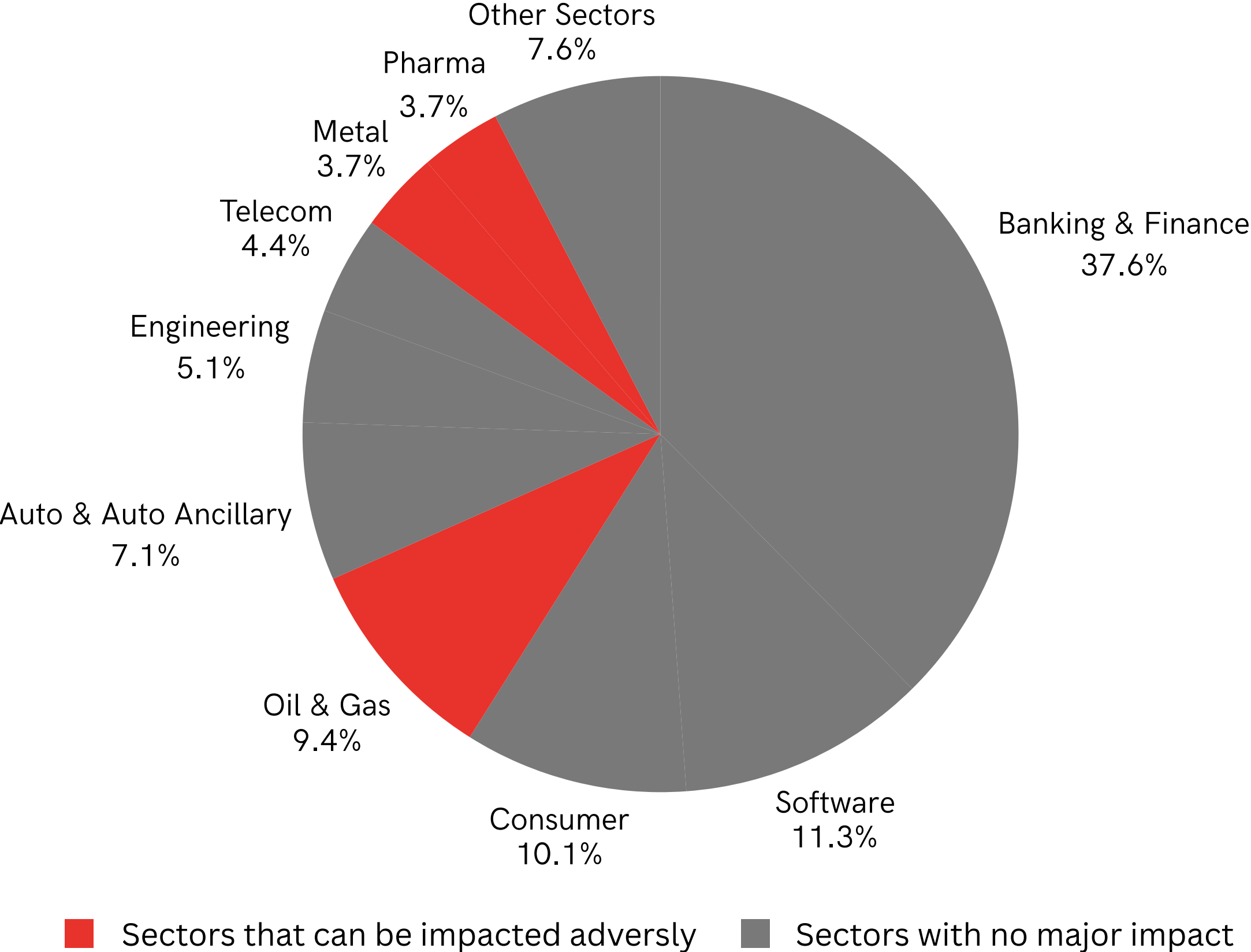
# Tariff Uncertainty

(in USD billions)



**India's Trade Deficit Lower  
Compared to other EMs**

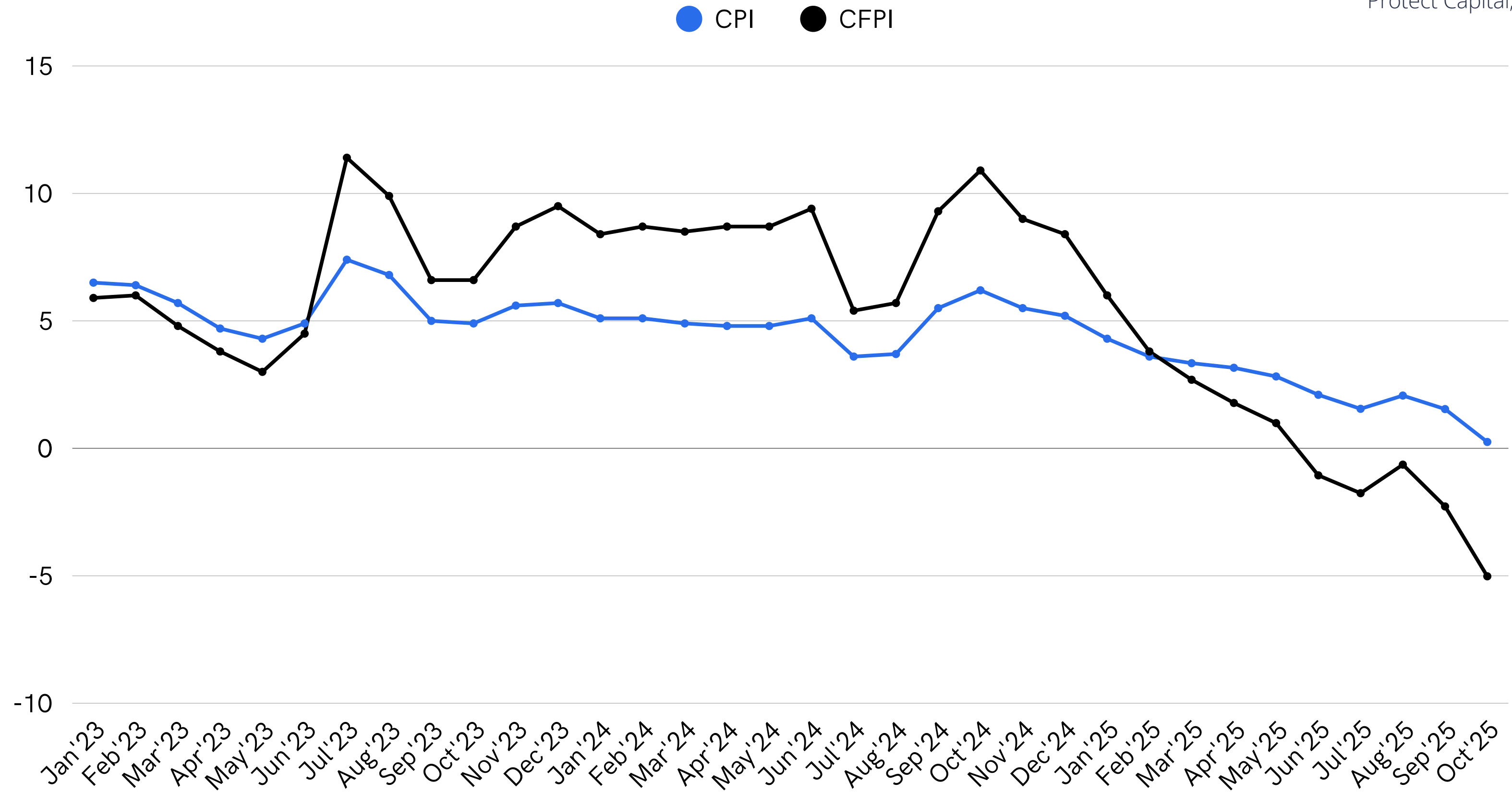
# Nifty - Sectoral impact due to USA Tariff



Sectors to be impacted	Weight
Metal	3.65
Oil & Gas	9.42
Pharma	3.65
Tata Motors	1.34
Total	18.06

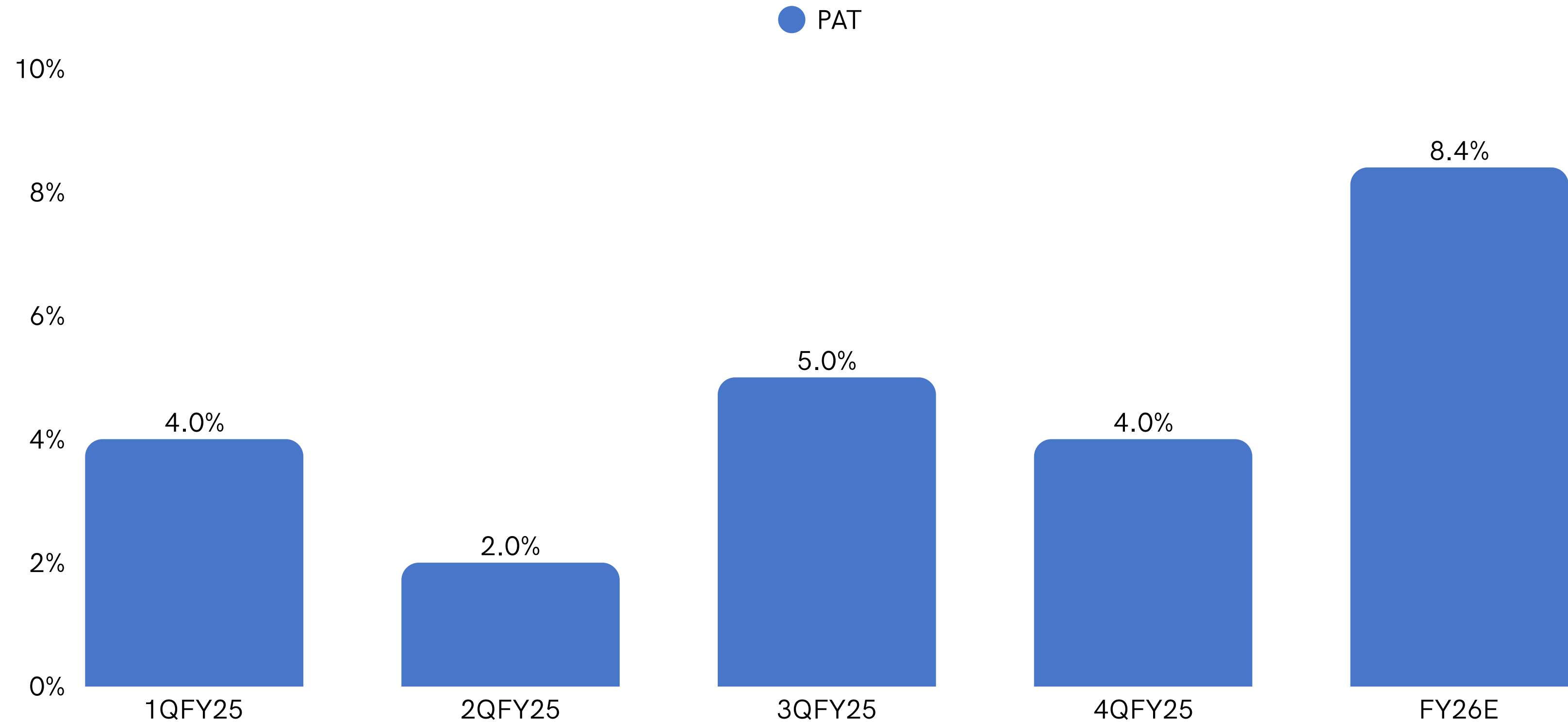
Source: Nifty BeES, AAA Research

# Inflation cooling down



Source: Systematix, Anand Rathi, MOSPI, AAA Research

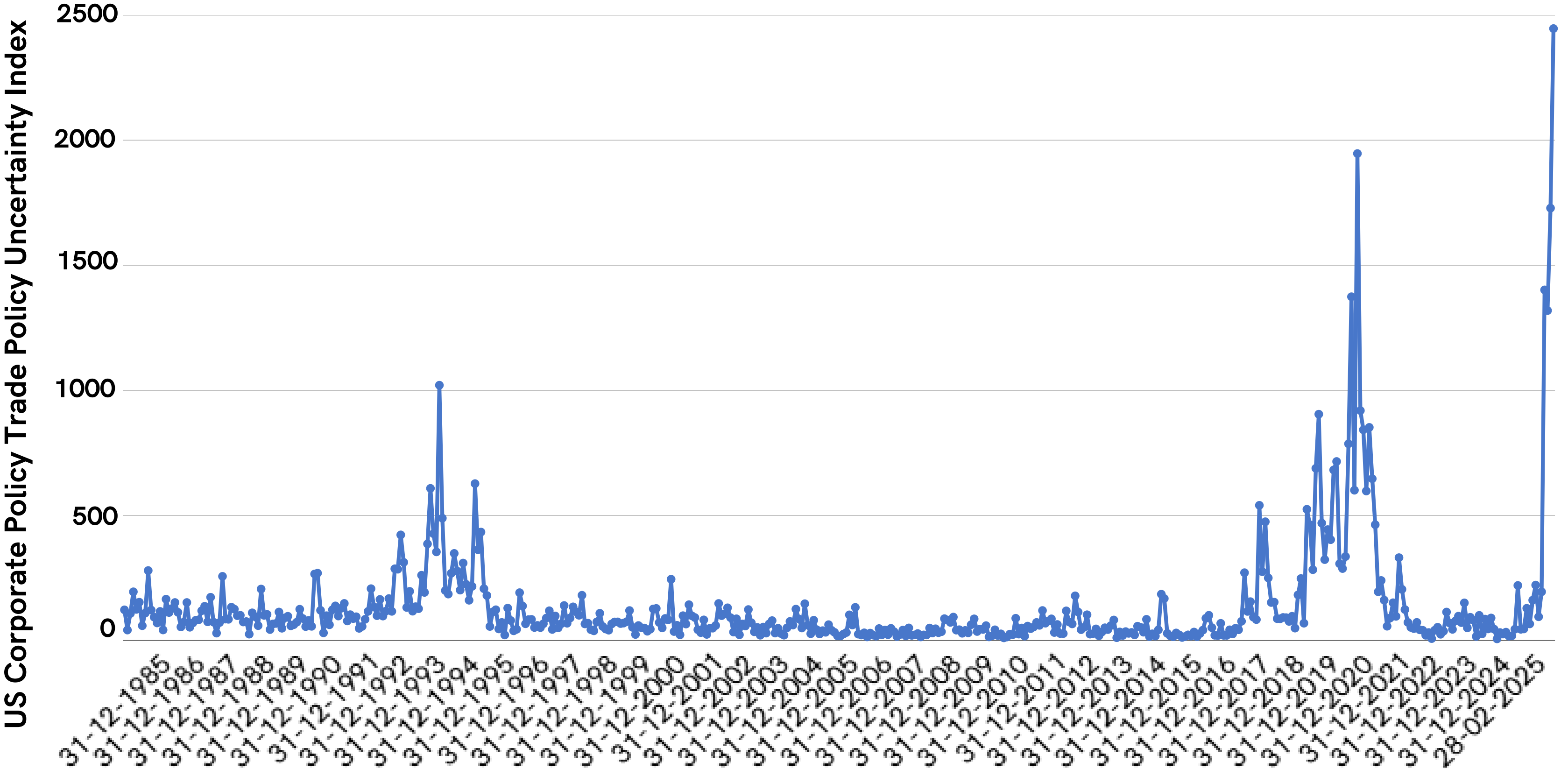
# Nifty 50 EPS Growth (%)



Source: Kotak, AAA Research



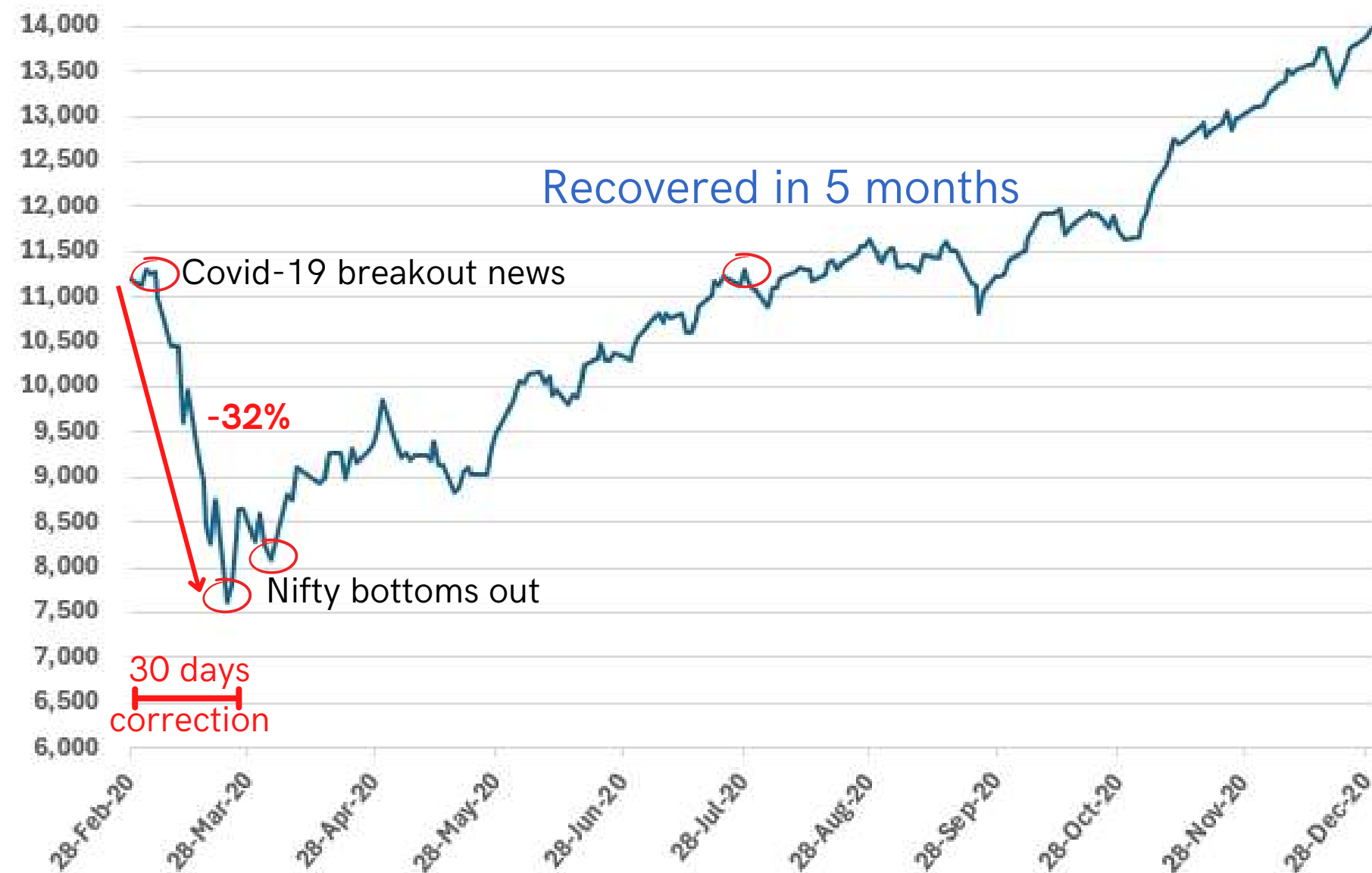
# Tariff Uncertainty 1985-2025



Source: Bloomberg, AAA Research

# Is the worst behind us?

## Covid-19 Pandemic



## Russia-Ukraine War Breakout



Source: NSE, AAA research

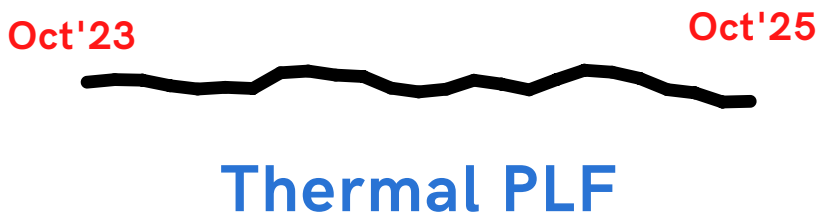
# Fast Frequency Data Indicators



Rs. 1.95  
Lakh Cr  
(4% YoY)



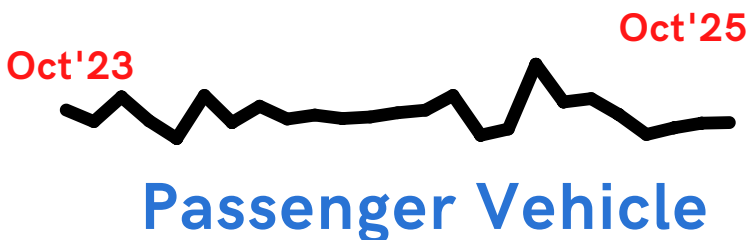
-0.3% YoY



62.86



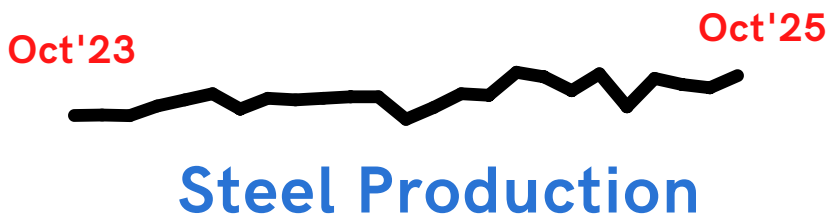
60.4



4.60  
lakh+  
units



37.5 MMT



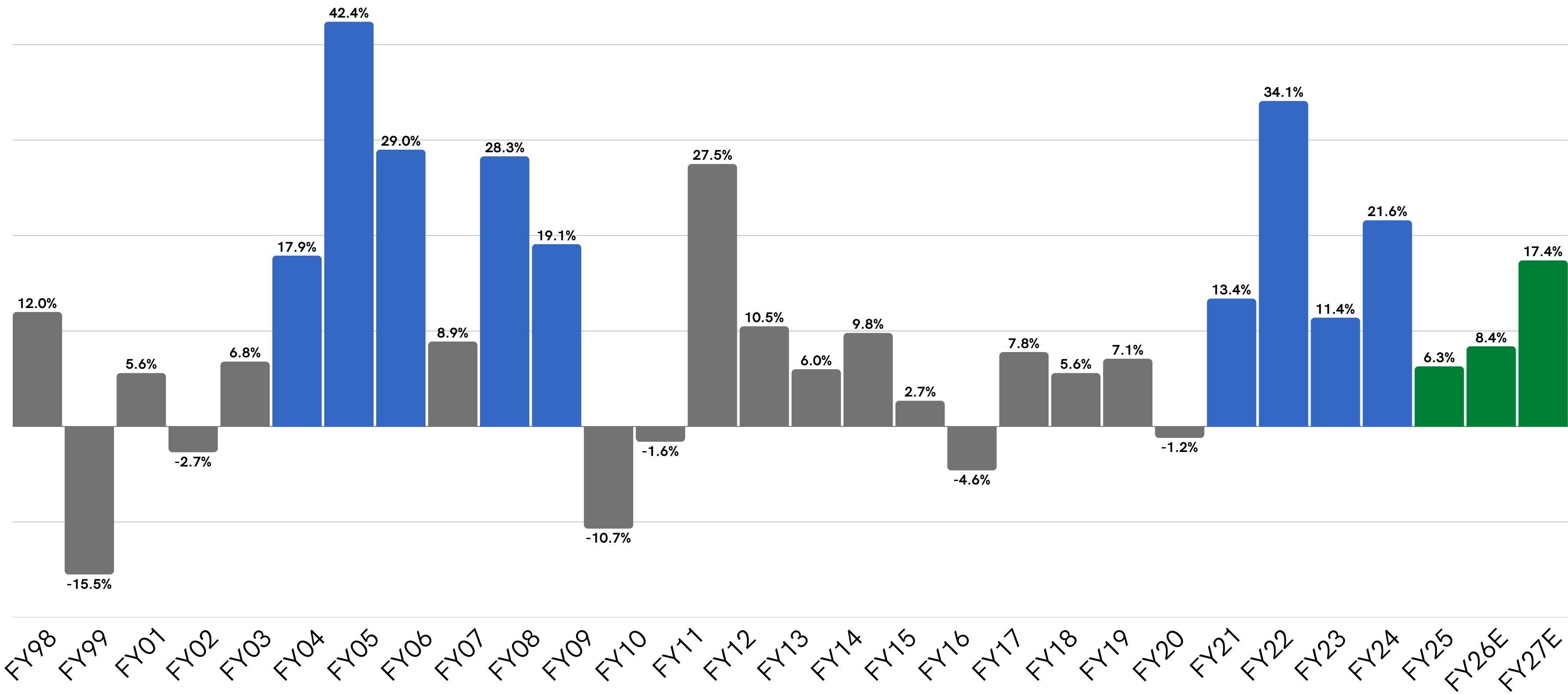
13.6 MMT



10.2 cr

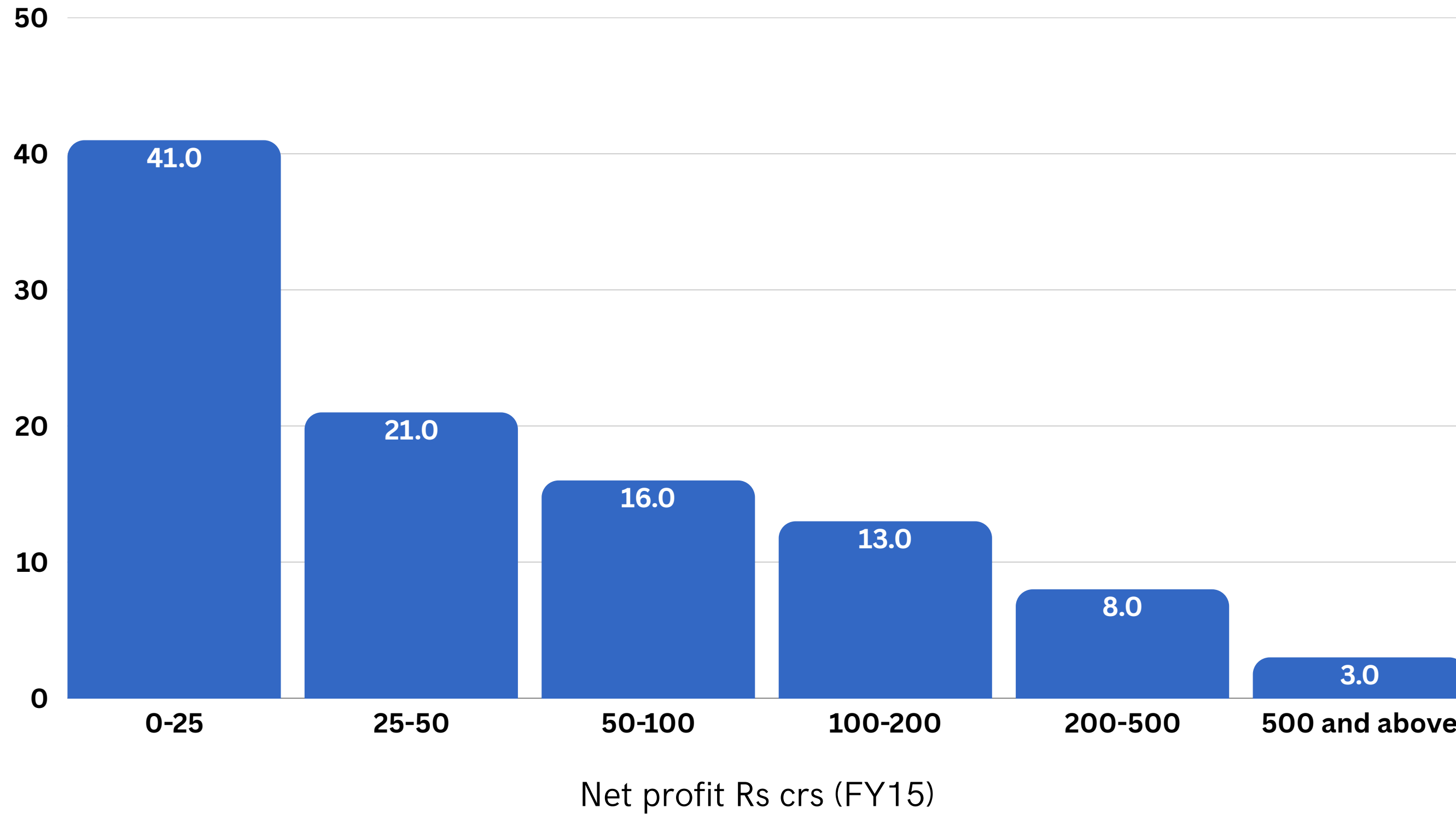


# Nifty Earnings Growth(%)



Source: Kotak

## FY15 - FY25 study: % of companies with Net profit CAGR 20%

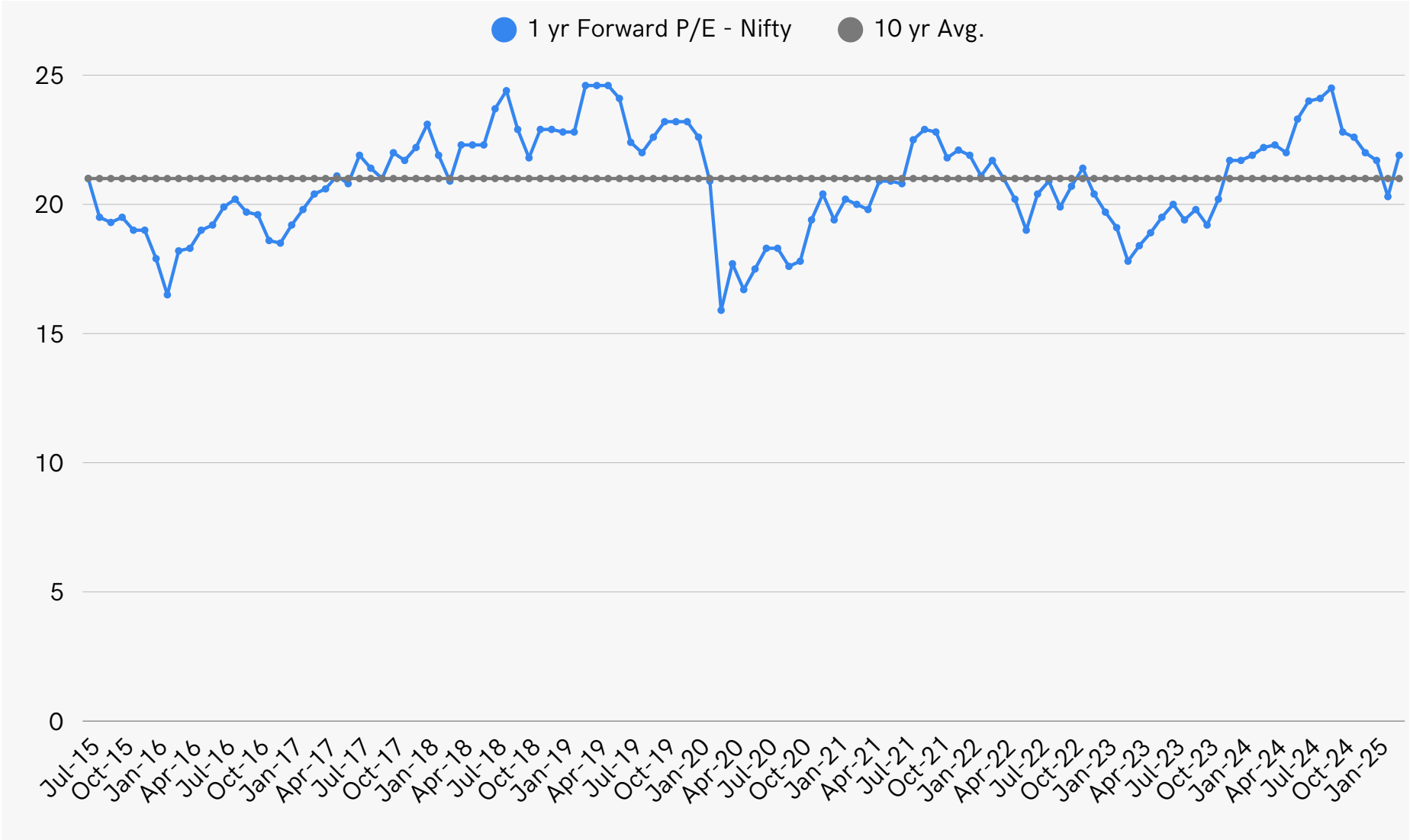


Source: AAA research, Ace Equity

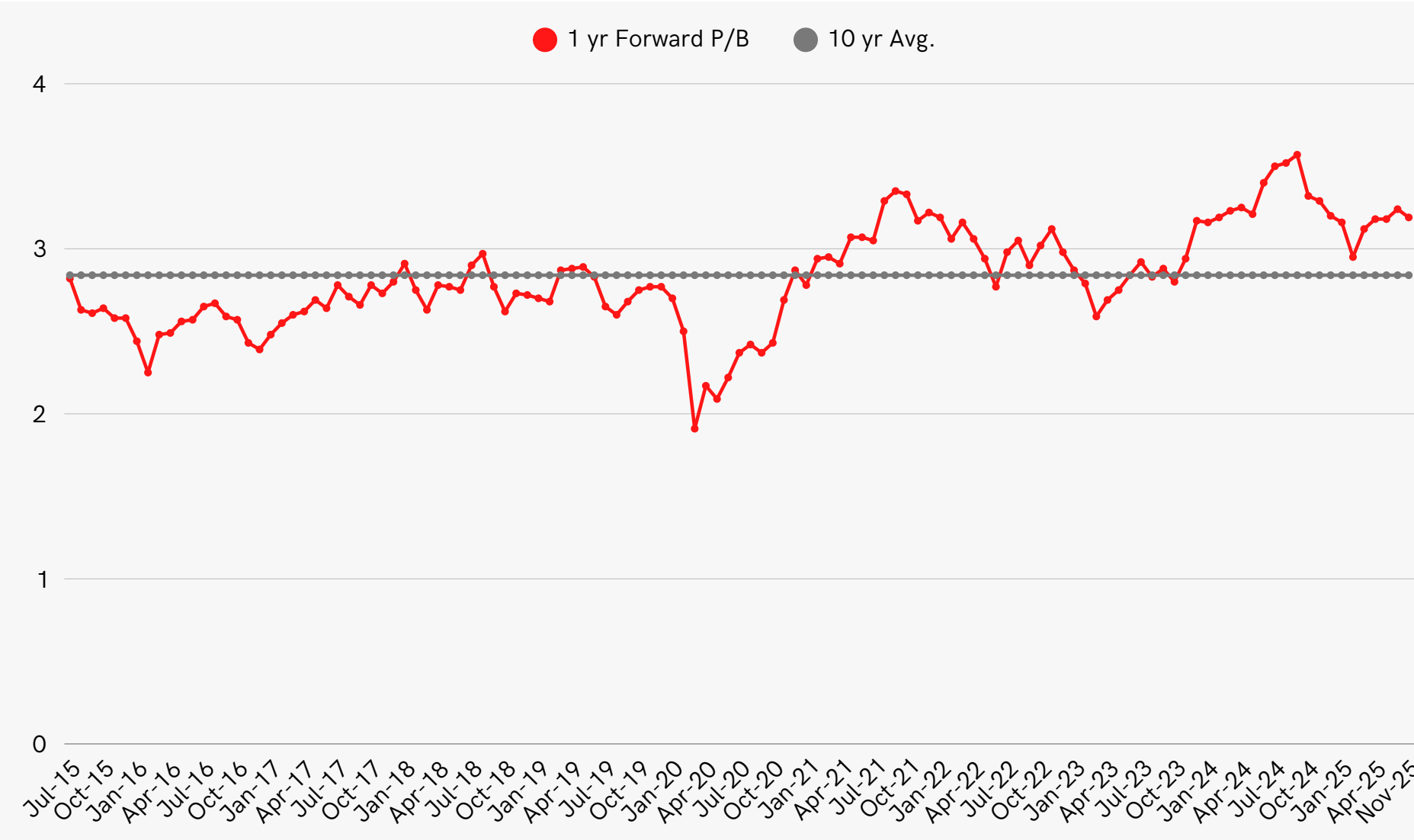


# Market Valuations

Nifty Forward PE(x)



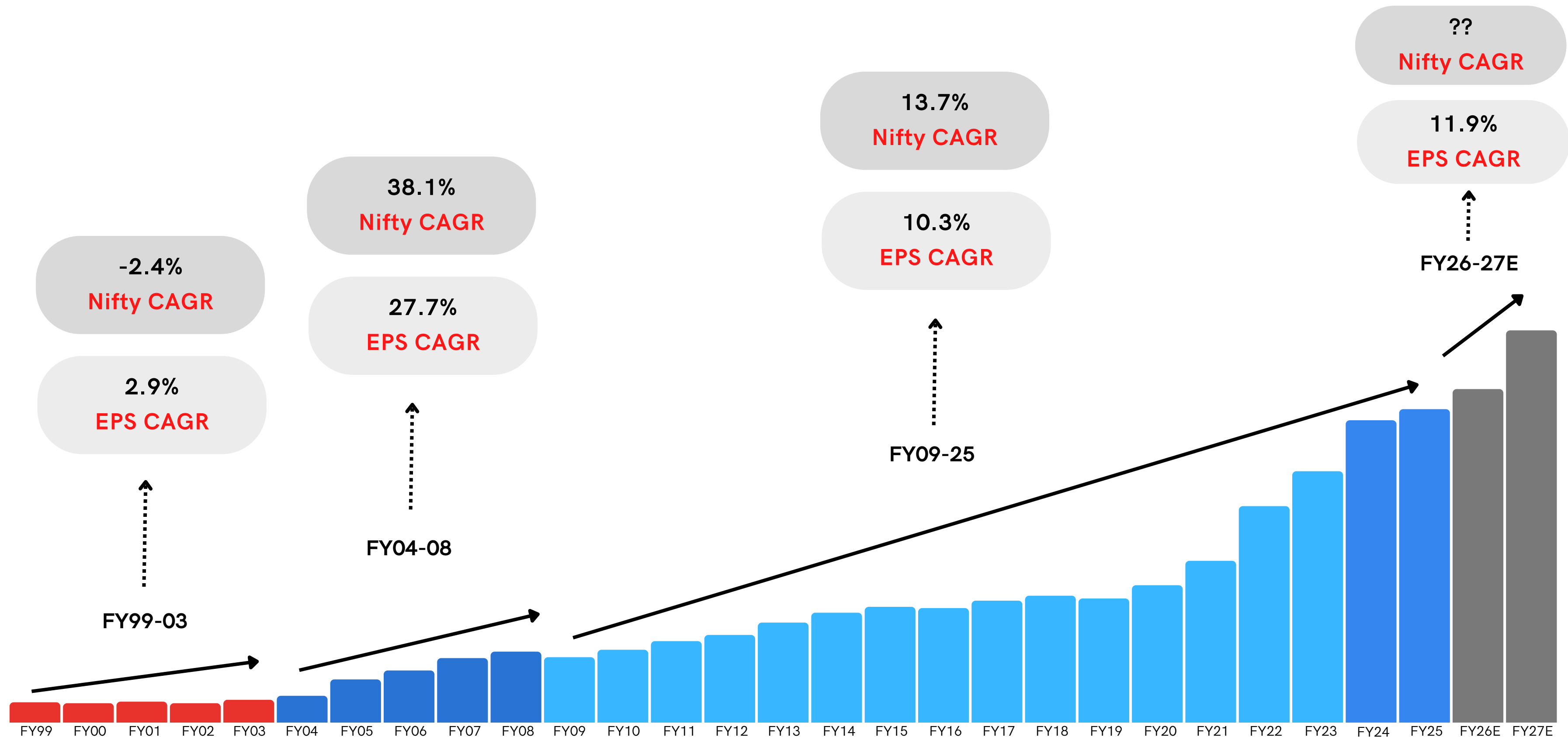
Nifty Forward PB(x)



Source: Ace equity, Bloomberg, AAA research



# Market = Mirror of Earnings Growth

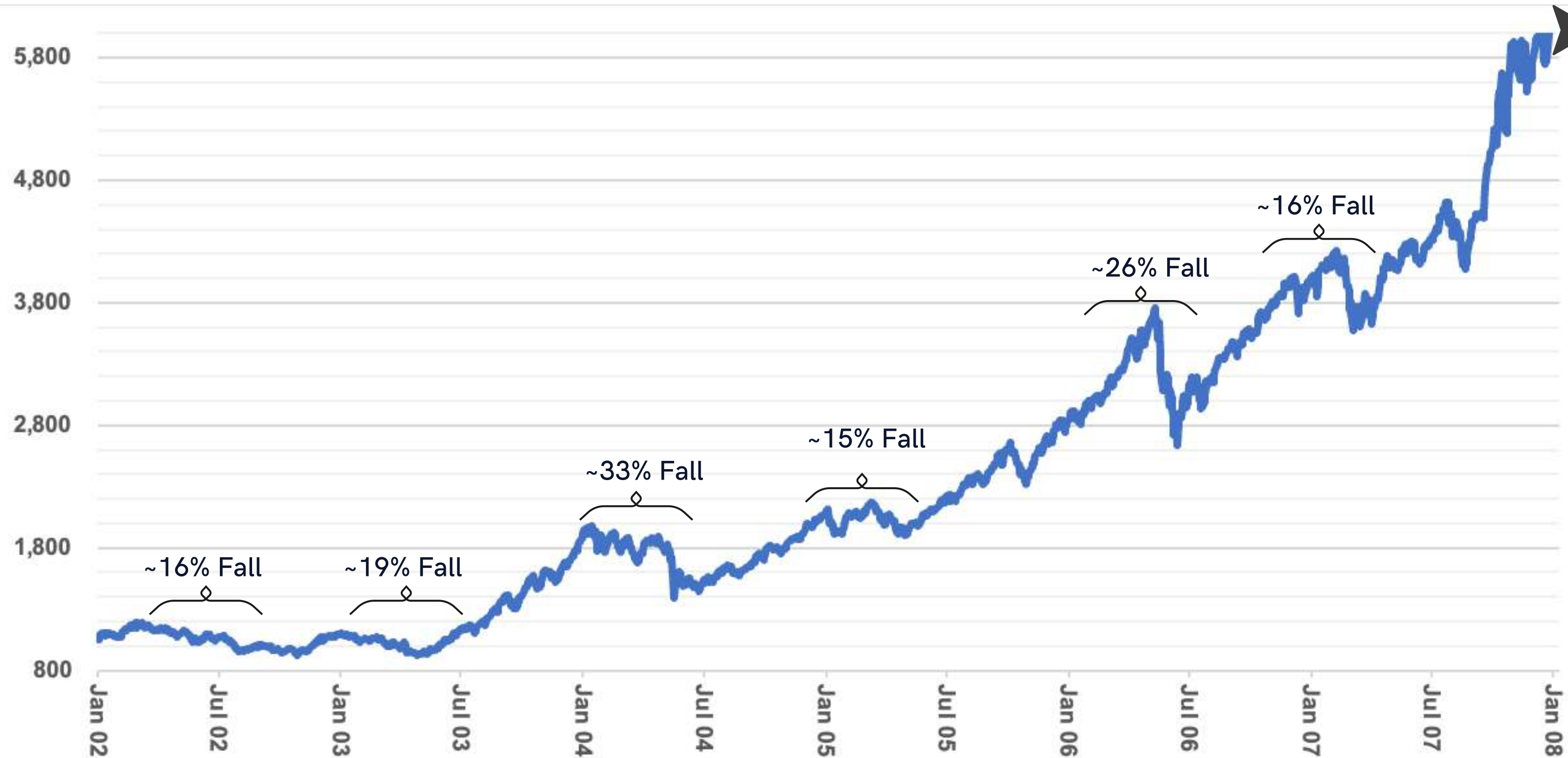


# “Corrections are a part of equities



ALFACCURATE ADVISORS

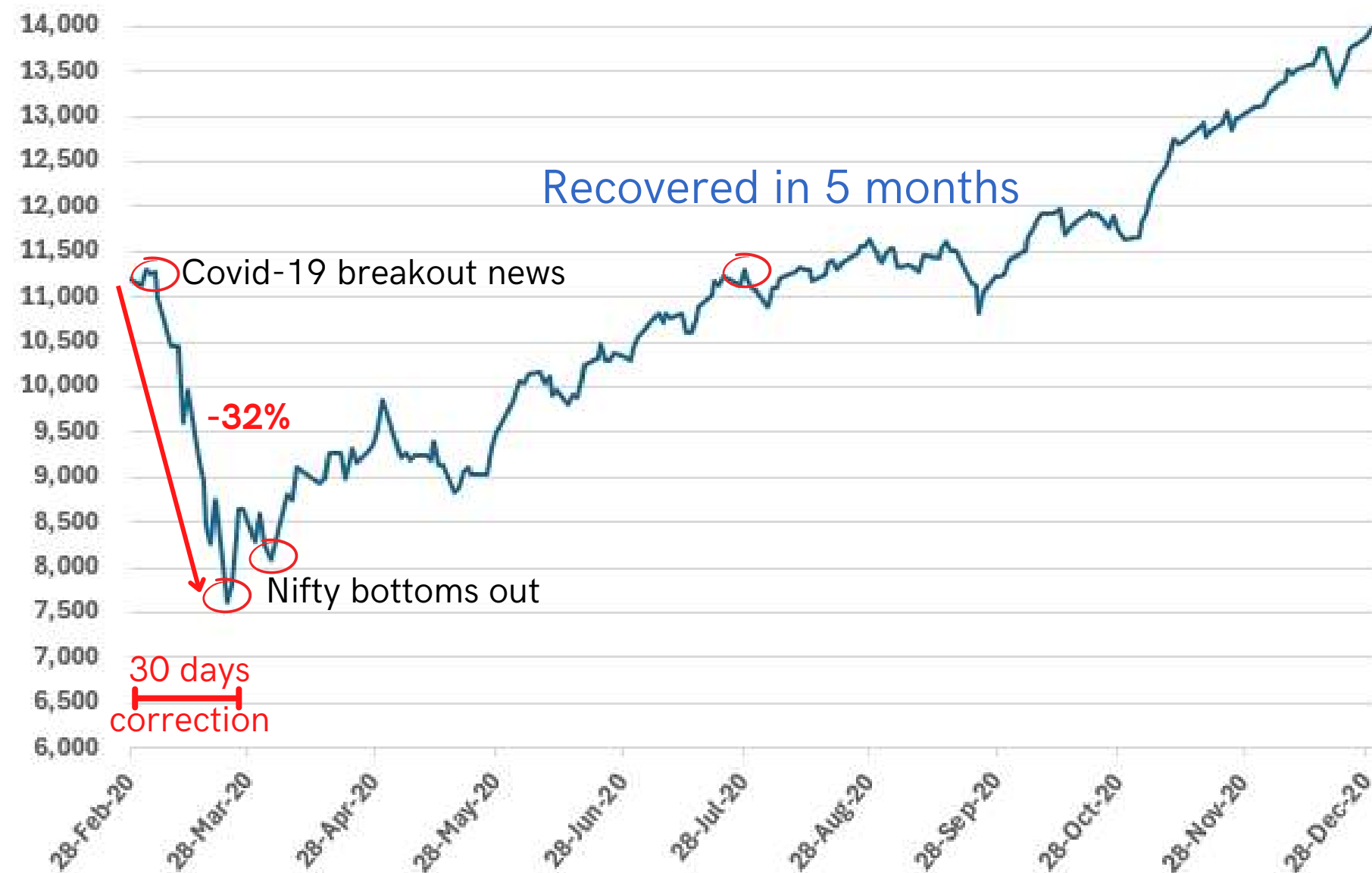
Protect Capital, Create Wealth



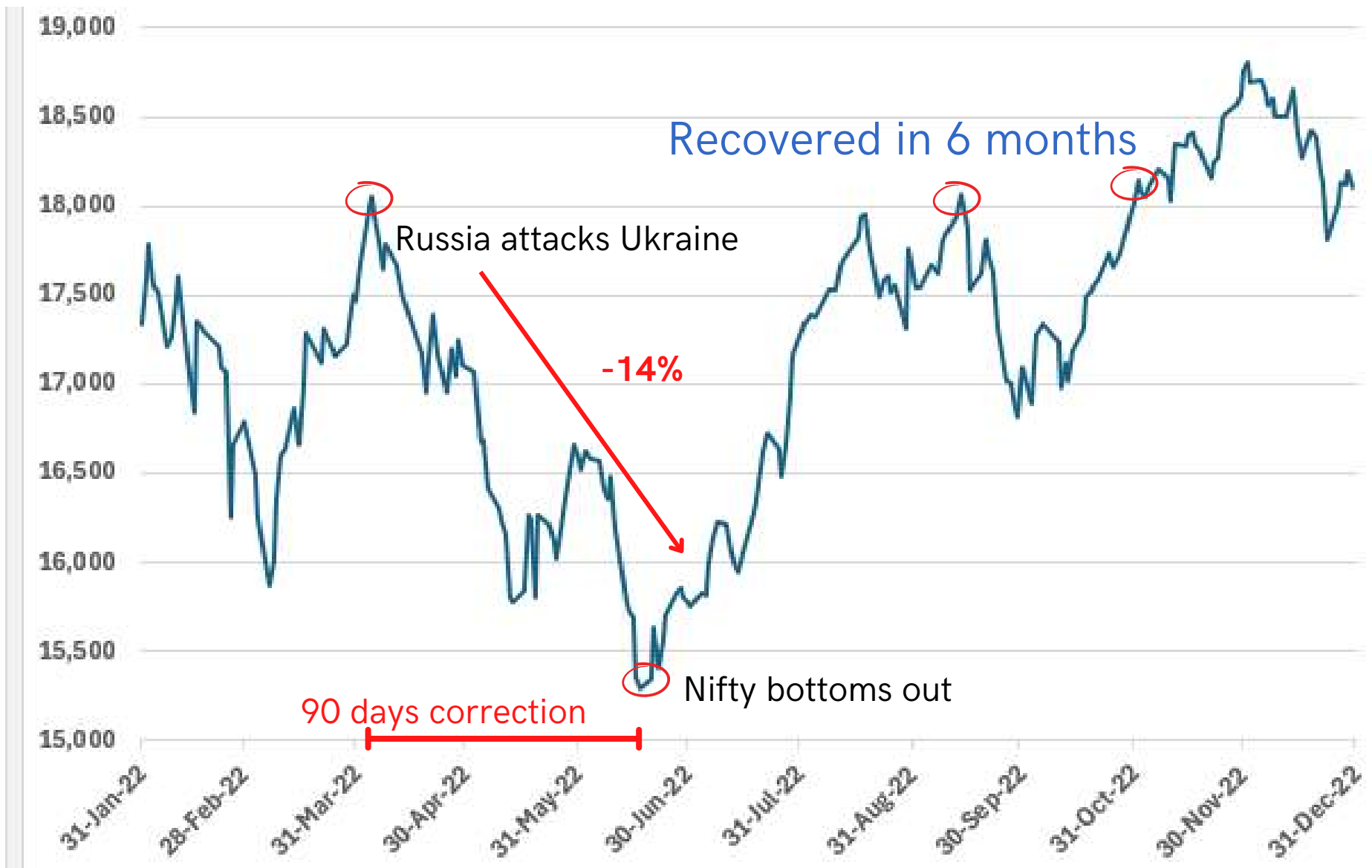
▶ Nifty was up by 5x during this period despite six market corrections of 15%+

# Is the worst behind us?

## Covid-19 Pandemic



## Russia-Ukraine War Breakout



Source: NSE, AAA research

# Quality: Quantified

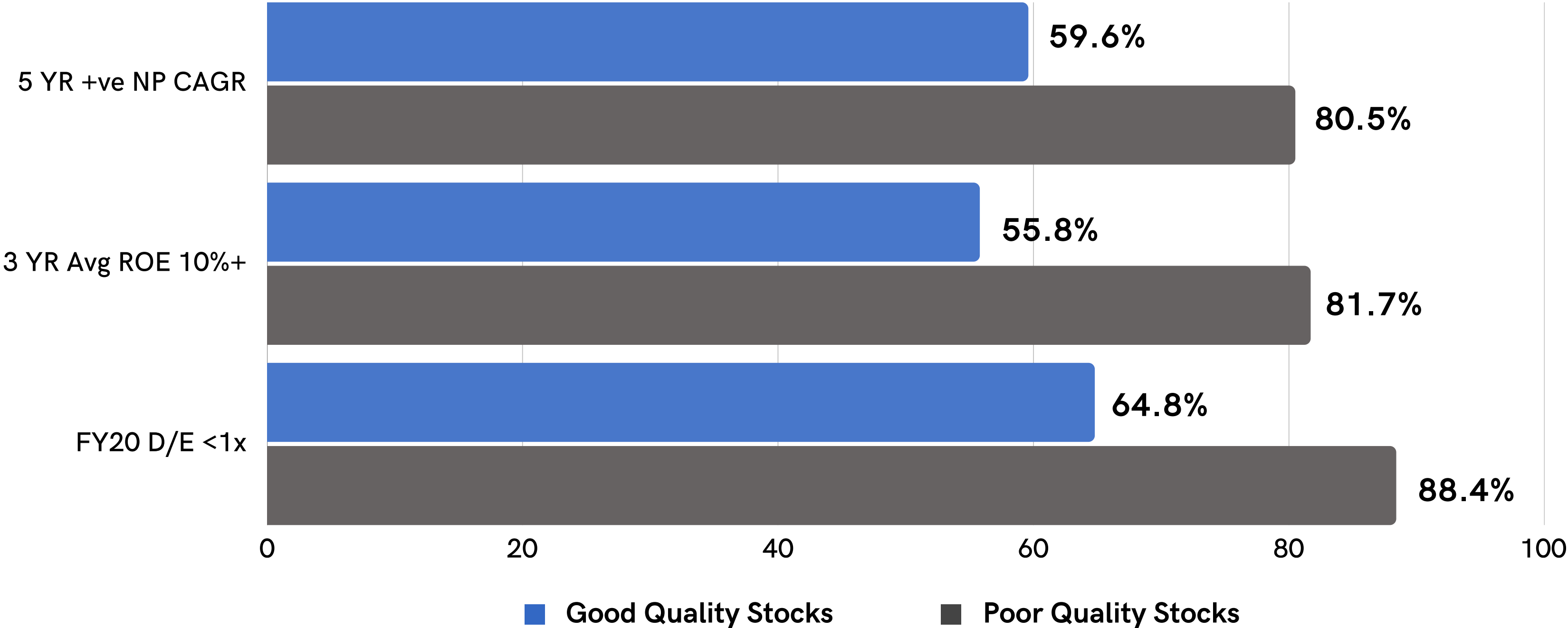
CY21

A year of Poor  
fundamental stocks.

CY22

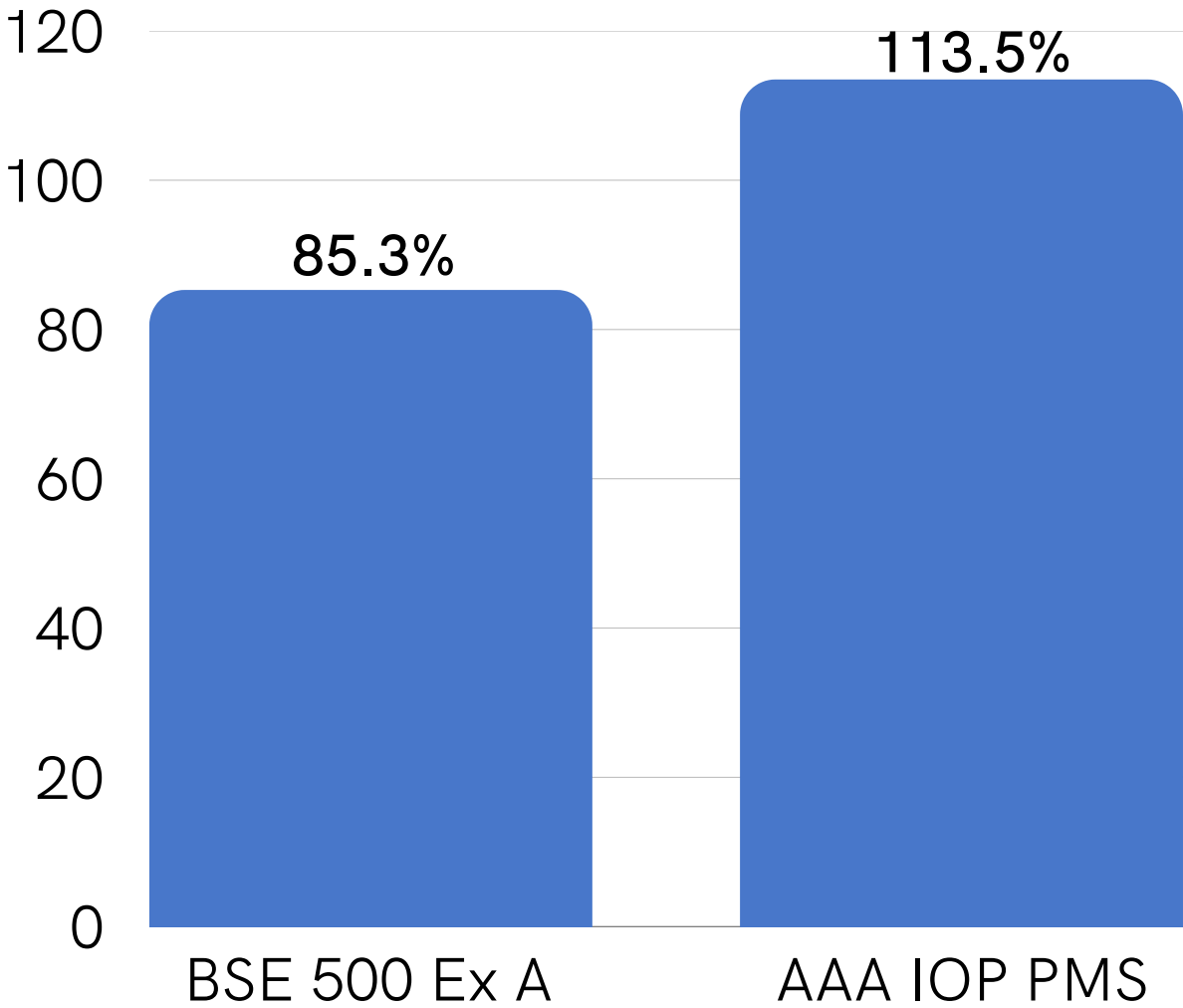
Gradual return to  
normalcy.

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

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## Custodian & Fund Accountant

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# 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



WHAT MAKES THEM TICK?						
Equity Diversified Fund Name		Absolute Returns In %			AUM	Fund Manager
		3 M	1 Yr	3 Yrs		
SBI Magnum Sector Funds Umbrella-Contr	Platinum	-10.1	64.3	476.6	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
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	Vinod 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.

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# Thank You



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Protect Capital, Create Wealth

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