

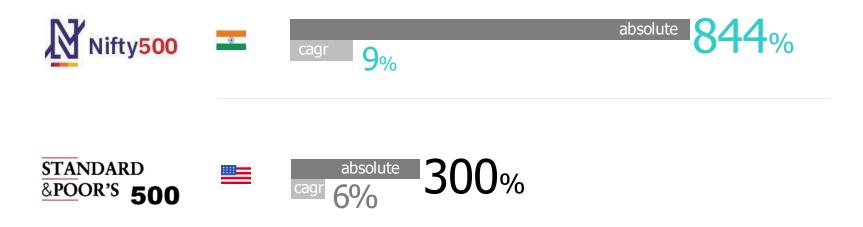


"when you're a carpenter making a beautiful chest of drawers, you're not going to use a piece of plywood on the back, even though it faces the wall and nobody will ever see it. you'll know its there, so you're going to use a beautiful piece of wood on the back. for you to sleep well at night, the aesthetic, the quality, has to be carried all the way through."

- Steve Jobs



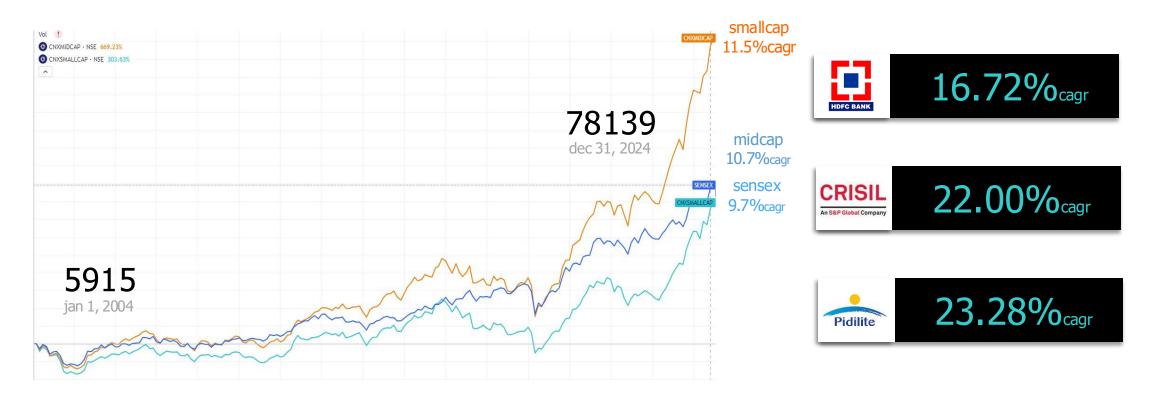
## india amongst the best ...







## stock investing over indexing...







# investment objective...

portfolio is designed for investors seeking a secularly advantaged, concentrated, high-alpha approach to growth. portfolio typically invests across cap curves targeting companies those exhibit secular growth characteristics, sustainable competitive advantages and reasonable valuations based on our analysis of fair value.



## stock selection criterion...

5 quantitative factors and 2 qualitative factors are used for stock selection.

### quantitative factors

### high return ratios

the higher the returns on equity and capital employed over weighted average cost of capital (WACC) the higher is the value addition by the company to its minority shareholders. studies have indicated that company with superior return ratios outperform companies with poor or lower return ratios.

# return ratios are averaged over a 5 year period to smoothen out lumpiness and volatility (if any).

#### minimum leverage

investments will be made in those companies that can grow without leveraging the balance sheet. in a high interest rate environment, interest outgo will pinch bottom line and therefore shareholder wealth.

# minimal debt for purpose of working capital is acceptable. Long term debt for the purpose of expansion, Greenfield etc is avoided.





# stock selection criterion... quantitative factors

#### domestic business

majority of the investments will only be done in companies that generate majority of their business from India. therefore, export oriented companies will be avoided and focus will be on domestic consumption story.

# the above filter will make the portfolio immune to currency risk, global slowdown etc.

### capital light

generally companies with very high fixed asset turnover ratios are preferred. hence, asset heavy businesses are discarded and entry barriers in these cases are mostly due to the company's brands and the space it operates in.

# most companies that pass this filter will generate sufficient cash flows to fund their capex without external borrowings.

### high operating leverage

companies that are in a better position to absorb rise in raw material prices and companies that are able to easily cut its cost by increasing volumes are preferred especially in uncertain environments like the one we have at present.





### stock selection criterion...

### qualitative factors

### minority shareholder interest

identifying managements that have generally kept in mind and have acted in the interest of minority shareholders, do not frequent capital markets (for raising funds), have been rational in their decisions.

### strong brands & market presence

brand pull will enable companies to pass on higher raw material costs to consumers. brand pull will also ensure that consumers continue to purchase the products with their reduced purchasing power in a high inflationary environment.



# fund management team... for jain Investment advisors & jain portfolio managers



### vinodkumar jain

fund manager strategic equity fund 25+ years capital market experience chartered accountant

@finance-birlasunlife distribution@surveillance - national stock exchange



### v. balasubramanian

cio & fund manager business leader & high growth fund 32+ years investing experience m.com & caiib

> @fm-indian bank mf @cio – idbi mf

@head equity strategy – mahindra manulife mf



### vihang naik

fund manager bristlecone equity - aif 17+ years equities experience cfa charter holder

@fm-hsbc mf @fm-Int mf @research analyst – motilal oswal & sbi securities

## credentials...

1800 crores total aum

800 + family managed

 $\begin{array}{c} 175 + \\ \text{wide stock universe} \end{array}$ 

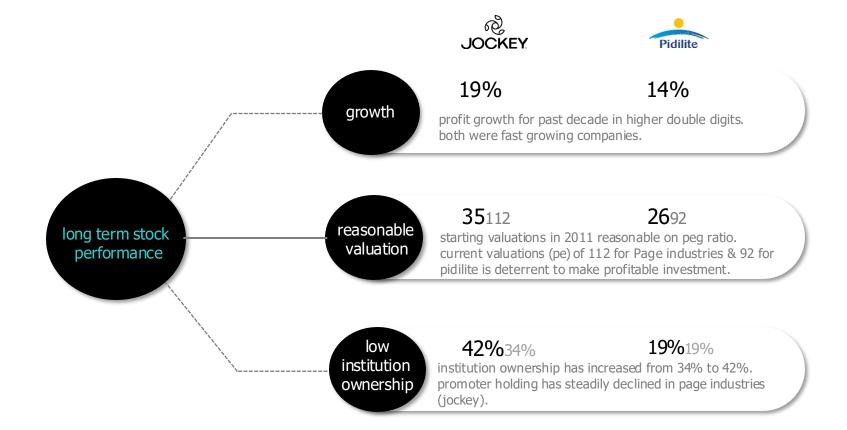
10-12 stocks
high concentration

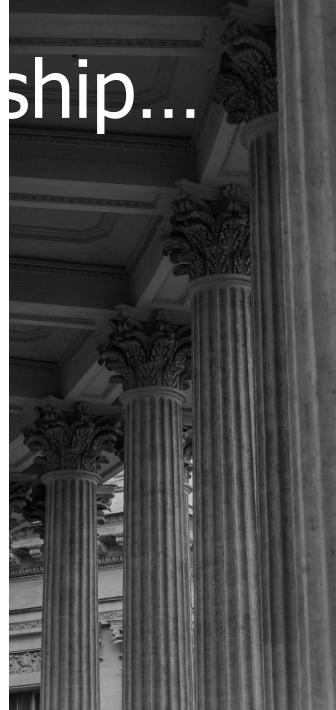
55+ years age of companies owned

**g-V-O** focused mandate



# growth-valuation-owner ship.







## what we buy...



group is largest auto ancillary company in the world.

only listed in india.

highest patents for automobiles.



group is largest pharmaceutical company in the world.

most profitable domestic pharma.

largest product pipeline.



largest investment company of india.

holding of fastest growing tata group companies.

managed by best-inclass portfolio managers.



group is largest credit rating agency in the world.

largest global analytical company.

more than 60% market share.



# performance...

inception august 25, 2016

trailing returns	1 mth	3 mths	6 mths	1 yr	2 yr	3 yr	5 yr	inception
strategic eq	(0.6)	8.5	12.4	1.0	25.7	25.1	22.9	13.5
bse 500	(2.7)	4.4	6.6	(2.0)	16.6	16.8	21.6	14.8
relative return	2.1	4.1	5.8	3.0	9.1	8.3	1.3	(1.3)







## product attributes...

50 lakhs

1 lakh minimum addition

5year+ investment horizon

bank/Stock transfer mode of investment



bse500 tri

## fee structure...

flat fee p.a 2.50%

entry load nil

frequency monthly

fee calculation on daily aum

exit load 1% - one year





### wealth architecture...

### **Wealth Architecture**

24

YEARS OF FOUNDATION

04

DISTINCT STRATEGIES 45

REGISTERED ADVISORS

500 \$ Millon

ASSETS UNDER MANAGEMENT 1000+

HNI INVESTORS

#### Disclaimer:

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