# DSP ASSET MANAGERS

## DSP India Equity Strategy



| People | Processes | Performance |

December 2024

This is a marketing communication. Please refer to the Prospectus and KIID for more information on general terms, risks, and fees. Investors should only invest in the Fund once they have reviewed the Prospectus and KIID before making any final investment decisions.

## The DSP Group – Long History

#### Successful time-tested legacy in the Indian financial markets

#### 160+

Years of existence (DSP Group) Among the oldest financial firms in India

#### **Founders of BSE**

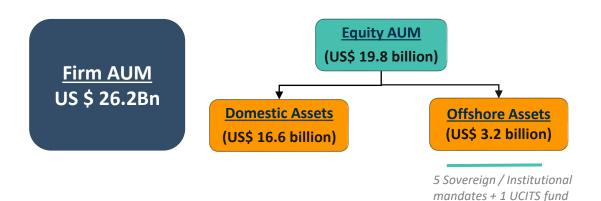
The family behind DSP Group included a founding member of the Bombay Stock Exchange

#### **Market Pioneers**

Key figure in the professionalization of capital markets in India

**26 years** In the Indian asset management industry

- 1. Core Business : Only Investment Management
- 2. Ownership that allows <u>long term thinking</u>: Family-owned and professionally-managed
- 3. Decades of <u>good investment practices</u> : from joint ventures with Merrill Lynch and BlackRock
- 4. <u>Strong corporate access</u>: DSP Group brought many of the top 300 companies in India to capital markets for the first time
- 5. <u>Experienced Talent</u>: 28-member Equity Investment team, having witnessed many market, economic & business cycles



Source: Internal, Data as on October 2024; USDINR rate assumed 84.4971

## **Our Principles**

- 1. Mindset: Long Term Alpha generation (~200-700) bps of alpha across strategies since inception
- 2. Investors First: Close funds when margin of safety is low / valuations are sky high
- 3. <u>Investment Frameworks are sacred</u>: Build transparency, clarity & alignment with Investors
- 4. <u>Sustainability:</u> Gradually building ESG frameworks in our portfolios; signatory to UNPRI
- 5. <u>Minimize Risk approach</u>: 10<sup>th</sup> Man concept via "Skeptical analyst" to minimize accidents due to accounting frauds/ bad governance
- 6. <u>Owners Mindset:</u> via Long Term employee stock ownership plan & hence long term investment decisions
- 7. Skin in the Game: The DSP Group family invests their wealth in DSP Funds. DSP employees too invest in DSP Funds.

Source: Internal. Alpha is defined as the excess return over benchmark. Bps = Basis points. ESOP = Employee Stock ownership plan

## **Our Edge**

| # | Potential alpha<br>sources | Taking advantage of                        | DSP's Primary<br>Alpha Source? | Comments   |
|---|----------------------------|--|--------------------------------|--|
| 1 | Research                   | Non-consensus calls /<br>early-movers      | Yes                            | <ul> <li>Focus on RoE and Earnings Growth</li> <li>Emphasize sustainable investing</li> <li>Historical examples such as IPCA Labs, Symphony, SRF,<br/>Coromandel etc.</li> </ul> |
| 2 | Behaviour                  | Inherent human biases                      | Yes                            | <ul> <li>Conviction through diversified yet focused portfolio</li> <li>Long-term investment horizon</li> <li>Low turnover</li> </ul>   |
| 3 | News flow                  | Information arbitrage                      | No                             | - We do not prioritize trading / short-term views  |
| 4 | Technical                  | Liquidity squeezes, sudden fund flows etc. | No                             | <ul> <li>We do not prioritize technical charts analysis and<br/>subsequent trading</li> </ul>  |

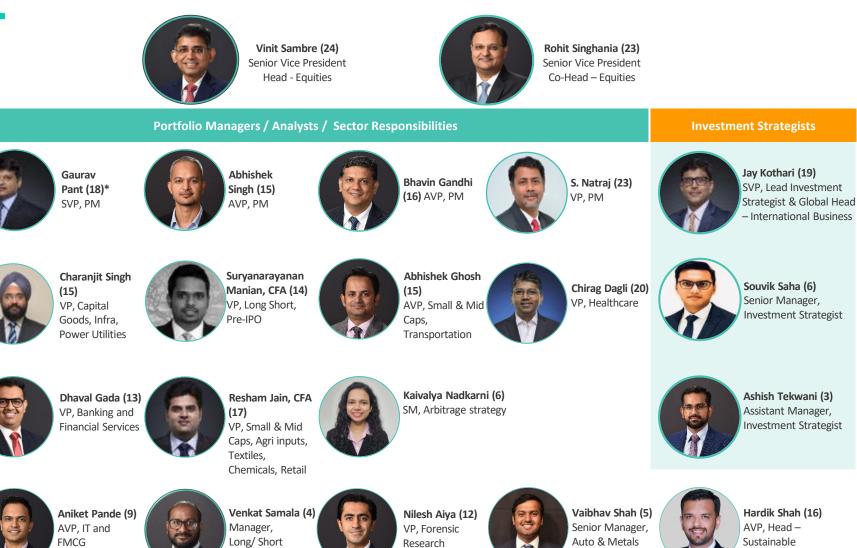
Source: Internal; The sector(s)/stock(s)/issuer(s) mentioned in this note do not constitute any recommendation of the same and the Fund may or may not have any future position in these sector(s)/stock(s)/issuer. ROE = Return on Equity. Past performance is not a reliable indicator of future results

#### **Equity Investment Team**

PMs

PMs / Analysts

Analysts



Source: DSP, as on November 2024. Years in brackets () is years of experience. \*Gaurav is the Portfolio Manager dedicated for the India long/short hedge fund.

SVP – Senior Vice President VP – Vice President AVP – Assistant Vice President SM – Senior Manager

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Investments

## **Equity Investment Team**

Analysts

Prateek Mandhana (6) Senior Manager, Long/short



Tanuj Kyal (4) Senior Manager, Long/Short

Sarthak Tita (1) Assistant Manager, Oil, Gas & Cement



Jayesh Jain (5) Manager, Global Investments

#### **Dealing Team**



Suketu Mehta (22) SVP, Investments Equity



Chirag Darji (18) VP, Investments Equity



Palak Doshi (9) AM, **Investments Equity** 



**Dealing Operations Team** 

Avan Sanga (22) Senior Manager, **Investments Equity** 



Shashank Shah (19) AVP, Investments Equity





Dhanashree More (6) AM, **Investments Equity** 



Varsha Patel (1) Officer, **Investments Equity** 

Source: DSP, as on November 2024. Years in brackets () is years of experience.

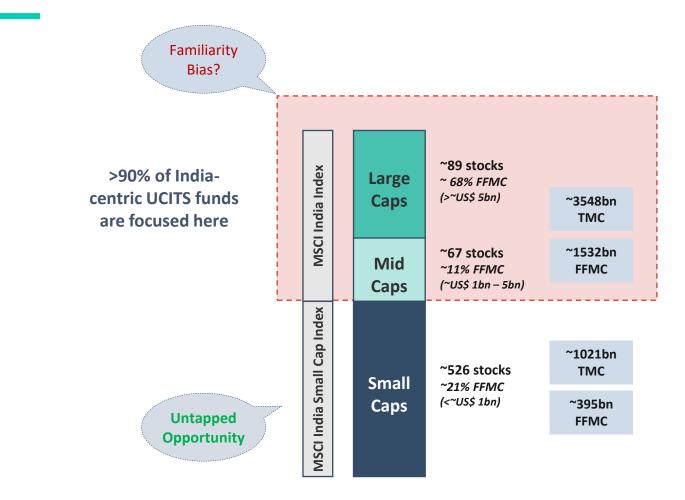


SVP – Senior Vice President VP – Vice President AVP – Assistant Vice President AM – Assistant Manager

# The Opportunity



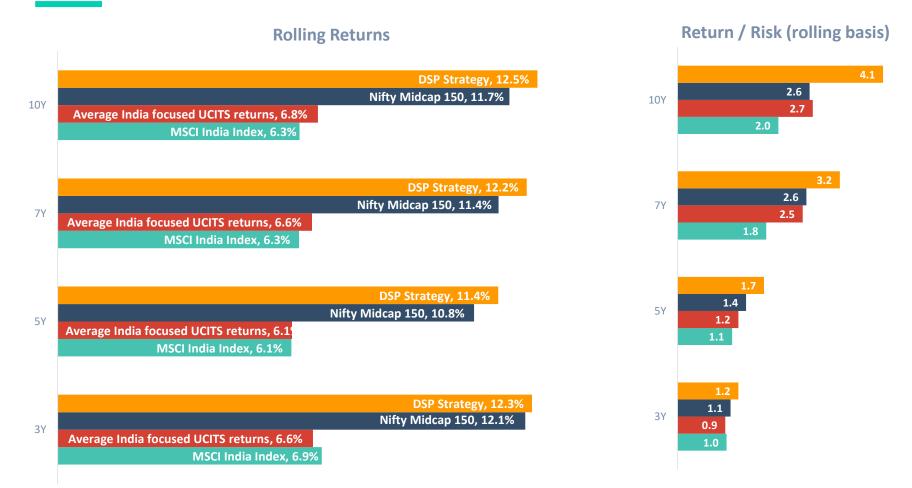
#### Where to invest in India? The Equity Investment Landscape



#### There is a significant investable market beyond the large and mid caps

Source: MSCI. Market cap data as on 29 Nov2024. TMC = Total Market Cap, FFMC = Free Float Market-Cap. Indices are unmanaged and used for illustrative purposes only and are not intended to be indicative of any fund's performance. It is not possible to invest directly in an index. Past performance is not a reliable indicator of future results. All figures are in USD.

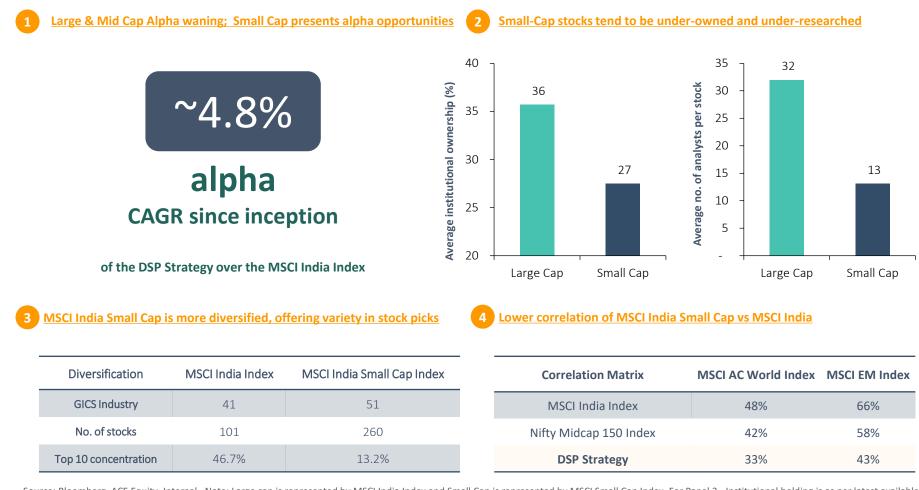
## How Mid caps performed? Active management generated superior return/risk



#### Our actively managed small and midcap oriented strategy has generated superior return/risk

Source: Bloomberg; Note: Returns data from Jun 2007 to Nov 2024. Indices are unmanaged and used for illustrative purposes only and are not intended to be indicative of any fund's performance. It is not possible to invest directly in an index. Past performance is not a reliable indicator of future results. All figures are in USD. The DSP Strategy has been implemented since 14 Jun 2007 through certain products managed by DSP Investment Managers Pvt. Ltd., which are not available for investment in any jurisdiction except for India.

#### Alpha elements? low ownership, sparse research and high diversification

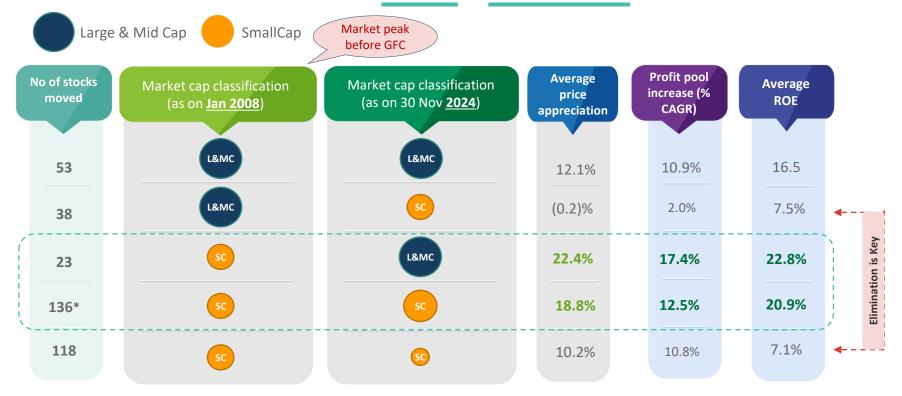


Source: Bloomberg, ACE Equity, Internal. Note: Large cap is represented by MSCI India Index and Small Cap is represented by MSCI Small Cap Index. For Panel 2 - Institutional holding is as per latest available qtly data (Mar'21/Jun'21) and Analyst coverage is as of 11<sup>th</sup> July'21; For Panel 3 - holdings data is as of 11<sup>th</sup> July'21. Correlation data since inception of the fund. Indices are unmanaged and used for illustrative purposes only and are not intended to be indicative of any fund's performance. It is not possible to invest directly in an index. **Past performance is not a reliable indicator of future results.** The DSP Strategy has been implemented since 14 Nov 2006 through certain products managed by DSP Asset Managers Pvt. Ltd., which are not available for investment in any jurisdiction except for India. CAGR = Compounded annual growth rate. Alpha is defined as the excess return over benchmark.

## DSP

## Which companies generate wealth? High ROE and Earnings growth companies

- We analysed data from Indian Large cap, Mid cap and Small cap companies over the past decade to understand their return potential
- Historically in the Indian markets, a combination of healthy ROE and high earnings growth has resulted in superior price performance

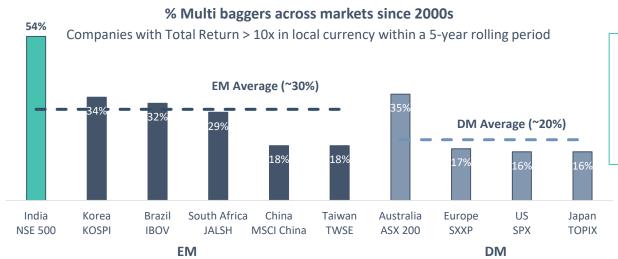


There is a sizable pool of high-quality companies that have the potential to provide superior returns

Source: Elara Capital, [MOSL Wealth Creation Studies in India]; \* companies with an average 10Y RoE > = 16%, used so as to categorize companies within Small Caps; Constituents of Nifty 500 Index as on 30 Nov 2024 are back tested from the peak of 2008. All returns in INR terms. To understand the table better, we take an example of the third row. We considered all the stocks in the Nifty 500 index, and classified them as Small Cap, Mid Cap and Large Cap based on MSCI definition – please see Appendix. Over the period Jan 2008 market peak to November 2021, we found that 23 companies grew from being Small Caps to Large & Mid Caps, with an average price appreciation of 23.1%, Profit pool increase of 17.3% and an average RoE of 23.1%.

## Fertile land: India has delivered the highest proportion of multi baggers

India has some of the largest proportion of multi baggers among 10 major markets globally



- Within a 5-year rolling period since 2000, nearly half (54%) of NSE 500 equities have produced returns >10 times.
- This makes India the biggest % of multi baggers among the top 10 main markets worldwide.

| Common t | raits of m | nulti baggers |
|----------|------------|---------------|
|----------|------------|---------------|

| 1. Growth   | 2. Capital allocation  | 3. Inexpensive starting valuations   | 4. High promoter<br>holding   | 5. Small/mid-cap<br>bias  |
|---|--|--|---|---|
| The median sales CAGR<br>for multi baggers was<br>25%, while the median<br>profit CAGR was ~37% | Most multi baggers had<br>ROE and Cash ROIC<br>exceeding 15% during<br>their outperformance,<br>with around 3/4 <sup>th</sup><br>showing rising ROEs | About 70% of the<br>companies have either<br>traded at less than 1x<br>LTM P/B ratio or below<br>10x NTM P/E ratio | Multi baggers typically saw<br>majority promoter<br>ownership (58%) & lesser<br>institutional investment<br>(23%) at the beginning of<br>their growth trajectory. | About half of the multi<br>baggers in India had an<br>initial market cap of less<br>than US\$50mn |

Source: Goldman Sachs Global Investment Research

# Investment Philosophy



#### **Portfolio Manager: Vinit Sambre**

Vinit Sambre heads the equity team at DSP and has been with the firm since 2005.



"Patience, embracing volatility and owning capital efficient businesses run by capable managers for long periods of time is my source of wealth creation"

| Experience  |  | <ul> <li>24 years of investment experience across 4 major market cycles</li> <li>In-depth knowledge of Indian equities, specifically in the small and mid-cap space</li> <li>Successfully delivered on a variety of mandates including concentrated thematic portfolios</li> </ul> |
|-------------|--|--|
| Style       |  | <ul> <li>Buy &amp; Hold</li> <li>Low Turnover</li> <li>Demonstrated capability to identify and back high quality managements / promoters through cycles</li> </ul>   |
| Recognition |  | <ul> <li>Recipient of several awards during his tenure</li> </ul>  |

Source: Internal

#### **Investment Idea Generation**



- Sources of ideas are many:
- Interactions with 550+ companies a year (including companies outside our coverage)
- 15+ conferences ayear
- Industry experts, supply chain checks
- Sell-side interactions
- Any other source (journals, magazines etc.)

- Daily morning calls
- Weekly all-day team meeting every Wednesday
- Internal screens

Source: Internal

#### **Investment Philosophy – Focus is sustainable long term wealth creation**

- Fundamental bottom-up analysis, preferring companies exhibiting:
  - a) Scalability of business
  - b) Identifiable and sustainable moats
  - c) Consistent high Return on Equity over the cost of capital
  - d) Incremental capital allocation in equivalent or better ROE businesses
  - e) Stakeholder awareness and responsible governance



- Long-term investment horizon, turnover ratio ~25% (weight management through cycles).
- Sell Discipline Profitable positions where valuations rise to unjustifiable levels, or positions where investment thesis not unfolding as envisioned.

#### What we are wary of

- Capital misallocation
- Poor Governance
- Long-term business disruption
- Adverse regulatory changes

#### Our edge: Temperament, Research capability and eliminating behavioral biases

Source: Internal

## **Pillars of stock selection**

#### **Business**

#### Simple & predictable

Jubilant Foods – Leading QSR player Balkrishna Ind – Cost advantage leading to superior margins.

**Coromandel Intl** – Largest & most profitable complex fertilizer manufacturer.

*Large & high growth potential sectors* Financials, Consumer, Agriculture, Chemicals

#### Competitive advantage

Supreme Industries – Diversified plastic manufacturer, scale advantage, large geographical distribution and higher value added products. IPCA - Lowest cost manufacturing Balkrishna Ind – Most cost competitive supplying to developed economies. Voltas – Brand & Distribution

#### Positive Cash Flows & High ROE

5 Year avg ROE of some of our investee companies Supreme Industries (~24%, till FY24) Jubilant Foods(~20%, till FY24)

#### Businesses at the cusp of a turnaround

Identified companies like Atul Ltd and SRF Ltd early in their cycle which showed: Massive turnaround in ROE driven by superior capital allocation.

#### Management

Credible & Capable managements

SRF which moved from being a small cap to a mega cap in the last 7 years. Profit Growth – 33% Price Appreciation – 46% Average ROE – 16%

**Passion & Ownership of promoters** Basic check for all portfolio companies

*Past track record* Basic check for all portfolio companies

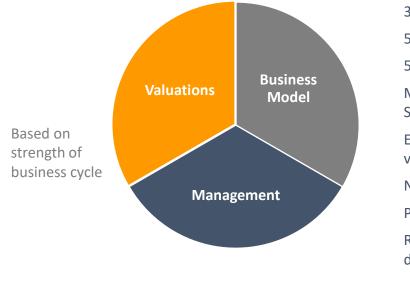
**Prudent capital allocation Coromandel International** - Superior capital allocation strategy

#### Valuation

Decision on the basis of stage of business cycle and valuation cycle. Avoid companies at top of business cycle and valuation cycle.

Source: Internal, Jarvis, Dec 2023; The sector(s)/stock(s)/issuer(s)mentioned herein does not constitute any research report/recommendation and our strategy may or may not have any future position in these sector(s)/stock(s)/issuer(s).

#### **Investment Framework**



Tax Rate > 20% Payout Ratio > 15% 3 Yr. Avg. ROE >16% 5 Yr. Avg. EBITDA Growth > 13% 5 Yr. Avg. PAT Growth >13% Margin Increase: EBITDA Growth > Sales Growth Earnings per share (EPS) Growth variation <100% Net Debt/EBITDA < 3x Positive free cash flow yield Receivables, Inventory & Payable days variation < 30 days

#### Quantifying metrics to evaluate the 3 pillars

Source: Internal. The DSP Strategy has been implemented since 14 Nov 2006 through certain products managed by DSP Investment Managers Pvt. Ltd., which are not available for investment in any jurisdiction except for India. The data mentioned in this presentation do not constitute any research report/recommendation of the same and the metrics being followed by the DSP Strategy may change in future, Internal, Nov 2021. EBITDA = Earnings before interest ,taxes, depreciation. ROE = Return on Equity



## Learnings through time

- 1. Deep analysis of historical business cycles (over 10-15 years), not merely management's future guidance- Atul Ltd
- 2. Bottom up company research is more useful than predicting macro. Cholamandalam Finance
- 3. Temperament Ignoring noise and not reacting to every news
- 4. Contra-cyclical plays use temporary disruption / downcycles to buy good companies. *Infosys / Eicher*
- 5. Significant dispersion within each sectors, active stock picking is important. Eliminating losers is the key. *Bajaj Finance / IB*
- 6. Don't forget learnings from past mistakes, general tendency is to forget them in a bull market. *Stopped fresh inflows into flagship small cap fund in the interest of investors*
- 7. We are working with long term mindset and seek investor with long term capital of over 5 yrs. *Buy & Hold philosophy*

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#### Patience

- Simple scalable business
- Large opportunity
- Strong Cash flow, ROCE
- Avoiding noise and not processing each & every information



Source: Internal, The above chart indicates the price point at which we transacted the stock. Green suggests purchase and red suggest sell. The sector(s)/stock(s)/issuer(s) mentioned in this presentation do not constitute any research report/recommendation of the same and the Representative Portfolio may or may not have any future position in these sector(s)/stock(s)/issuer(s).

## Patience – Temporary disruption is an opportunity

- Use temporary disruption to double down
- Not easy when the stock goes through correction
- Deep understanding of business cycle, fundamentals and management attributes gives us the confidence
- Low impact cost during such period

#### 🔍 Pos 👘 🔍 Mkt Val Time Period 2Y 5Y Max Table Chart Last Price 2.07k Position 2M Position 2.85M 1M 500 2017 2018 2019 2020 2021 2022 Holding Period

#### **Supreme Industries**



**Gujarat Gas** 

#### **Dhanuka Agritech**

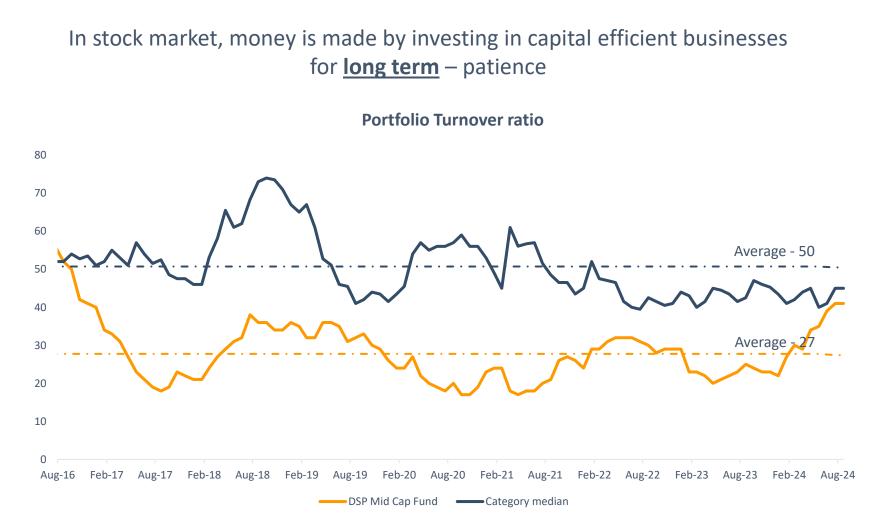


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## Sizing

- 1. Driven by conviction, upside and sense of business cycle and valuation cycle
- High conviction, low to medium business cycle, reasonable valuation, long term businesses – 5-7%
- 3. High conviction, low to medium business cycle, high valuation 2-4%
- High conviction, medium to high business cycle, high valuation 1-2% and gradually build during temporary distress.

#### Buy and hold approach – align with our guidance to investors



#### Fund follows BUY & HOLD Approach resulting in lower portfolio turnover ratio vs Peers

Source: MFIE, Internal. Data as on 31 Aug 24

## **Buy & Hold philosophy**

- Align holding periods of investee companies with their entire business cycles
- Portfolio sizing depends upon our assessment of how the company ranks on our philosophy.

| TOP 5 GAINERS- LAST ~5 YEARS * | RETURN<br>MULTIPLIER | TOP 5 GAINERS*        | RETURN<br>MULTIPLIER | HOLDING<br>PERIOD<br>(YEARS) | PERIOD HELD      |
|--------------------------------|----------------------|-----------------------|----------------------|------------------------------|------------------|
| SRF Limited                    | 7.21x                | SRF Limited           | 117.64x              | 14.91 Years                  | Mar'07 to Jan'22 |
| Atul Limited                   | 4.30x                | Eicher Motors Limited | 41.58x               | 5.1 Years                    | Mar'09 to Mar'14 |
| IPCA Laboratories              | 3.94x                | Bajaj Finance Limited | 16.89x               | 5.6 Years                    | Sep'08 to Mar'14 |
| Coromandel International       | 2.71x                | Bayer Cropscience     | 10.68x               | 11.5 Years                   | Sep'08 to Feb'20 |
| Supreme Industries             | 2.37x                | GRUH Finance Limited  | 8.40x                | 4.8 Years                    | Mar'08 to Dec'12 |

Representative Indian mid cap equities portfolio data. Source: FactSet. The sector(s)/stock(s)/issuer(s) mentioned in this document do not constitute any recommendation of the same. The representative portfolio may or may not have any future position in these sector(s)/stock(s)/issuer(s).



#### Strong business + quality management = ignore noise, hold, add opportunistically

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## **Sell Discipline**

Profitable positions where valuations rise to unjustifiable levels

Positions where investment thesis not unfolding as envisioned

Trim / book profits

Cut losses / Sell

Significant deterioration in fundamentals Corporate governance issues Fraud or misrepresentation of facts **Symphony** – In 2015, when the valuation scaled to unprecedented levels and concerns around growth arose due to early monsoons, we trimmed our position marginally to reflect the growth concerns

**Navkar Corp** – Adverse regulatory changes coincided with high-capacity addition which hurt the return ratios.

| TOP 4 LOSERS *                        | PRICE DECLINE | HOLDING<br>PERIOD (YEARS) | PERIOD HELD      | AVG WGT<br>DURING<br>HOLDING<br>PERIOD | Learnings  |
|---------------------------------------|---------------|---------------------------|------------------|--|--|
| Pennar Engineered Building<br>Systems | -79%          | 3.2                       | Sep'15 to Dec'18 | 0.7%                                   | Capex heavy businesses require clear visibility of growth                  |
| Titagarh Wagons Ltd                   | -77%          | 2.3                       | Mar'11 to Jul'13 | 1.2%                                   | Capex heavy businesses require clear visibility of growth                  |
| Navkar Corp Ltd                       | -72%          | 2.6                       | Mar'16 to Dec'18 | 0.7%                                   | Be watchful about adverse regulatory changes and capital misallocation     |
| Indo Count Industries                 | -66%          | 2.2                       | Oct'16 to Dec'18 | 0.8%                                   | Fortified our core beliefs of not purely relying on<br>management guidance |

\* Representative Indian mid cap equities portfolio data

Source: FactSet. The sector(s)/stock(s)/issuer(s) mentioned in this document do not constitute any recommendation of the same. The representative portfolio may or may not have any future position in these sector(s)/stock(s)/issuer(s).

#### Mistakes - a source of learning.



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## **Case Study 1: Bharat Forge**

| lea generation   | In depth company analysis  |   |  |  |
|--|--|---|--|--|
| a. Growing revenue from non-CV business (39% in  | Business   | Management  | Valuations   |  |
| FY08 to 59% in FY23) reducing cyclicality<br>c.Capex in high gestation defense & aerospace<br>business finally showing revenue visibility (~7%<br>revenue share in FY23) | <ul> <li>Incrementally becoming component<br/>to system player</li> <li>One of the largest, efficient &amp;<br/>innovation-led forging companies in<br/>the world</li> <li>Customer base includes virtually<br/>every global automotive OEM and<br/>Tier I supplier</li> </ul> | Long-term strategic vision_evident<br>in decade-long investment in<br>defense sector.<br>Judicious capital allocation into<br>PVs, industrials (to reduce<br>cyclicality) & aluminum & electric<br>vehicles (emerging businesses)<br>Effective succession planning in<br>place for organizational continuity.   | Increasing diversification, reducing<br>cyclicality, investing in emerging &<br>high entry barrier businesses is<br>changing company's profile.<br>Previous investments now started<br>yielding results leading to better<br>return rations<br>This positive trend contributes to<br>potential upward re-rating of<br>valuation multiples. |  |
|  | Transaction —— Sto   | ock Price   |  |  |
| 1400   | Added weight   | Added weight  |  |  |
| 1200   | 2 acquisitions in industrials<br>led to reduction in cyclicality   | Winning of Advance<br>Towed Artillery Gun<br>Systems (ATAGs) or   |  |  |
| 1000   |  | have  |  |  |
| 800  | we would have a  | May May Manut   | Trimmed some weight to book<br>profit<br>ATAGs made by Bharat forge are  |  |
| 600  |  | and the second se | the most advanced in the world   |  |
| 400  |  | ~~~~~   | 1 1  |  |
| 200  | <u>Added weight</u><br>Record order wins of ~ Rs 4,000 Cror<br>155.50 Mn), castings and the standal<br>providing revenue growth visibility fo  | lone business (Class 8 trucks)  |  |  |

## DSP

## **Case Study 2: Alkem Laboratories**

| <ul> <li>a. Growth Levers for the pharma sector: Lower per capita consumption, ageing population to increase, rising awareness of healthcare, increasing lifestyle related diseases &amp; increasing insurance penetration</li> <li>b. Lower revenue mix of chronic growing at a faster pace</li> <li>c. Significant FCF generation</li> </ul> | busin<br>estab<br>large<br>Leadi | ess from top 10 brands whit<br>lishes their ability to create<br>brands  | ch t          | Management<br>trong management with the ability<br>o maintain business revenue across<br>ycles   | <ul> <li>Strong growth levers of industry<br/>coupled with proven track record c</li> </ul>   |  |
|--|----------------------------------|--|---------------|--|---|--|
|  | from                             | <ul> <li>Business</li> <li>The company gets &gt;35% of its business from top 10 brands which establishes their ability to create larger brands</li> <li>Leading player in the acute care and a fast-growing player in the chronic care (overall market share increased from 3.6% to 4.1% in the past 3 years)</li> </ul> |               | <u>bility to pivot itself</u> to trade<br>eneric business (largest in India)<br>espite getting cannibalized in its<br>ore branded business<br><u>ecent Capital allocation</u> history<br>average of >15% ROCE in the last 5<br>ears) | <ul> <li>coupled with proven track record of<br/>alkem makes it an ideal candidate to<br/>play domestic healthcare industry</li> <li>Given the industry framework, it can<br/>grow without large capital<br/>requirement resulting in very high<br/>FCF generation &amp; superior return</li> </ul> |  |
|  |                                  | Transaction  | Stoc          | k Price  |   |  |
| 6000   |                                  |  |               | from CIPLA, marking a shift<br>from a family-based leadership<br>structure   |   |  |
| pharma sector<br>revenue growt   | th in company's                  |  |               | ٤  |   |  |
| 4000 acute business  | İ                                |  | and the       | M and as   | And hand  |  |
| 3000   | . Mark                           | man and her all  |               |  | Trimmed some weight to book pr<br>Q2 FY24 beats estimates due to<br>strong domestic franchise, chronii<br>expansion, export turnaround and<br>cost savings  |  |
| 2000   |                                  | Added weight <ul> <li>Business trends normali</li> <li>Company faced multiple</li> </ul>   |               |  |   |  |
| 1000   |                                  | <ul> <li>Normalization of h</li> <li>Flat US business</li> <li>Jump in RM costs</li> </ul>   | igh base post |  |   |  |
| 0<br>Decite Marie with serie decite  | Marilo Junilo Se                 |  |               |  | I write service derive  |  |

## **Case Study 3: Phoenix Mills**

| Idea generation   | In depth company analysis  |
|---|--|
| <ul> <li>a. Phoenix provides relevant real estate space for brands with much higher footfalls. Most of the malls are at prominent destination in key cities</li> <li>b. Higher real estate cost &amp; availability of large size land parcel within the city makes it a higher entry barrier business</li> </ul>            | Business         Management         Valuations           • Evolved from a single retail destination<br>in early 2000s to the pioneer of retail-led<br>mixed-use developer in the country         • Mall development is a long gestation<br>business requiring meticulous real estate<br>selection, timely execution, & enduring<br>brand relationships which phoenix has<br>evidently showcased over last 2 decades.         • Strong industry potential coupled with<br>strong free cash flow generation<br>provides good visibility of growth for<br>next many years           • India's largest owner and operator of<br>Grade A retail mall with 9 Malls having         • Waluations |
| <ul> <li>c. Per capita grade A malls are significantly lower in India, which provides very high growth visibility in coming years</li> <li>d. With rising urban population, rising income levels &amp; aspirations, demand for quality real estate for retail will remain high</li> <li>e. Strong unit economics</li> </ul> | <ul> <li>Despite growing its real assets at brisk pace, it has maintained its capital structure by getting renowned partners like CPPIB, GIC at SPV level</li> <li>Very high focus on capital efficiency at unit level reflecting in its return ratios of mature malls (40%+ in the flagship mall &amp; 22%+ in the top 4 malls)</li> </ul>  |
| 3000  | Added weight       Trimmed some weight to book profit         Added weight       Ramping up of 5 newly         Increases Its Stake In       viability of another 4 mails   |
| 2500<br>2000  | Classic Mall Development<br>Company To 100%  |
| 1500  | mixed-use assets   |



## DSP

1000

500

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## **Case Study 4: Supreme Industries**

#### Idea generation

(1

- a. Per-capita PVC pipe consumption significantly lower than even world average (11kg vs 30 kg), this demand is set to increase led by high Infra spends, Nal se Jal yojna & sustained demand in housing
- b.PVC pipe industry is very consolidated with the top 5 players contributing ~40% of market share reflected in the strong pricing power
- c. Growth prospects of Pipe industry to be high due to improving completion rate of real estate projects and revival in demand for agri-pipes

#### In depth company analysis

 Largest PVC pipe company in India with market share of ~12-14% & strong focus on ROCE

**Business** 

 The company has been steadily improving capex intensity (average capex improved from ₹2.4 Bn in FY 16-18 to ₹4.2 Bn in FY 21-24) while maintaining Superior balance sheet across cycles

Transaction

# Supreme industries has consistently generated healthy ROE (average ~25% in the last decade) with respectable market shares across categories (business with low ROEs have been divested in the past)

 It is likely to grow at ~15% CAGR for the next 5 years led by increased capex intensity, market share gains from both organized & unorganized players & introduction of new polymer-based products  When the company was added to the portfolio it had attractive valuations (mid 20s PE), high return ratios (ROE>20%), superior balance sheet resilience across economic cycles and robust FCF generation

Valuations

5000 Added weight 4500 Sharp decrease in PVC prices led to inventory destocking resulting in muted 4000 volumes 3500 3000 Trimmed weight to book profits Stable PVC prices coupled with strong 2500 capacity addition in past 2-3 years, increase in 'Nal se Jal Yojna' program 2000 & sustained demand in housing 1500 1000 Added weight 500 Sharp increase in PVC prices lead to increased margins 0 140.20 with septh pech wards with sep?:

Stock Price

## DSP

# Strategy Characteristics, Performance and Risks



## Differentiated from the typical Indian benchmark (MSCI India)

1.94%

1.59%

**10Y PAT CAGR** 

13.8%

#### **Not** our portfolio!

| Stocks              | Total Market Cap<br>in USD bn | Weight in<br>MSCI India Index |
|---------------------|-------------------------------|-------------------------------|
| HDFC                | 162.4                         | 7.83%                         |
| Reliance Industries | 206.8                         | 6.08%                         |
| ICICI Bank          | 108.5                         | 5.24%                         |
| Infosys             | 91.2                          | 4.77%                         |
| Bharti Airtel       | 115.2                         | 3.22%                         |
| TCS                 | 182.8                         | 2.98%                         |
| Mahindra & Mahindra | 43.6                          | 2.14%                         |
| Axis Bank           | 41.6                          | 2.01%                         |

60.6

69.4

**10Y Avg ROE** 

16.0

#### Weight in Total Market **Stocks DSP Strategy** Cap in USD bn Portfolio Coforge Ltd 6.9 4.92% **Ipca** Laboratories 4.6 3.42% Bharat Forge 7.3 3.08% Coromandel International 6.2 3.03% 2.98% **Power Finance Corporation** 19.3 Supreme Industries 7.0 2.87% 6.1 The Federal Bank 2.84% The Phoenix Mills 7.0 2.72% Au Small Finance Bank Ltd 5.1 2.68% Max Financial Services 4.6 2.57% **10Y Avg ROE 10Y PAT CAGR** DSP Strategy (top 10) 15.9 13.5%

This is our portfolio!

Source: MSCI, Elara Resarch. Total Market-Cap, data as of 30 Nov 2024. Indices are unmanaged and used for illustrative purposes only and are not intended to be indicative of any fund's performance. It is not possible to invest directly in an index. Past performance is not a reliable indicator of future results. The DSP Strategy has been implemented since 14 Nov 2006 through certain products managed by DSP Investment Managers Pvt. Ltd., which are not available for investment in any jurisdiction except for India. \* Trailing ROE and EPS have been provided. For MSCI India Index, excludes ROE for Hindustan Unilever ROE of 95.8% which is an outlier value. Also, top 10 weights have been rebalanced to 100 for the purposes of the portfolio ROE and EPS calculations.



LARSEN & TOUBRO

Hindustan Unilever

MSCI India Index (top 10)

#### Strictly for Intended Recipients Only

## **Capturing India's growth across key themes**

| Financialization         | Consumer -<br>Discretionary | Rural growth     | Energy<br>transition | Manufacturing<br>/ Infrastructure<br>/ China + 1 | Offshoring | US Generics/<br>Healthcare |
|--------------------------|-----------------------------|------------------|----------------------|--|------------|----------------------------|
| Federal Bank             | Phoenix Mills               | Coromandel       | PFC                  | Bharat Forge                                     | Coforge    | IPCA Laboratories          |
| Max Financial            | Uno Minda                   | Hero Motocorp    | Techno Electric      | Balkrishna                                       | Infosys    | Alkem<br>Laboratories      |
| Nippon Life AMC          | Voltas                      | Emami            | Oil India            | Dixon<br>Technologies                            | Mphasis    | Alembic Pharma             |
| AU Small<br>Finance Bank | Page Industries             | Dhanuka Agritech | Gujarat Gas          | HAL  |            |                            |
|                          | Hatsun Agro                 |                  |                      | Atul   |            |                            |
|                          | Jubilant<br>Foodworks       |                  |                      | Jubilant Ingrevia                                |            |                            |
|                          |                             |                  |                      | Supreme<br>Industries                            |            |                            |
| 10.0%                    | 11.7%                       | 8.4%             | 7.0%                 | 21.8%  | 6.2%       | 7.3%                       |

Our strategy is designed around multiple emerging themes that capture India's growth story in the upcoming decade

Source: Internal. Data as of 29 Nov 2024

#### **DSP Strategy Characteristics**

| Number of Stocks                             | 57  |
|--|---|
| Cap-wise split (DSP Strategy)**              | Mid Cap – 70.08%, Small Cap – 17.58%, Large Cap – 8.24%, Cash – 4.10% |
| Portfolio Turnover (last 12m) (DSP Strategy) | 43%   |
| Strategy AUM                                 | US\$ 2301.8mn.  |
| Weighted Average Market Cap                  | ~USD 6.2bn.   |
| Active Share#                                | ~92.6% vs. MSCI India index, ~70.6% vs Benchmark                      |

| Metrics (US\$)               | 5 Years       | Since Inception | Portfolio Metrics* | FY24 | FY25E | FY26E |
|------------------------------|---------------|-----------------|--------------------|------|-------|-------|
| Return(CAGR)                 |               |                 | EPS Growth (%)     | 25%  | 24%   | 28%   |
| Fund                         | 16.96%        | 12.04%          | P/E (x)            | 59.2 | 47.8  | 37.2  |
| Benchmark (Nifty Midcap 150) | 23.86%        | 12.14%          | P/BV               | 13.0 | 11.5  | 8.2   |
| MSCI India                   | 13.51%        | 7.26%           | ROE                | 20%  | 18%   | 19%   |
| Volatility %                 |               |                 | Sector Exposures   |      |       |       |
| Fund                         | 21.05%        | 28.30%          | Cons Disc          |      |       | 18.8% |
| Benchmark (Nifty Midcap 150) | 23.61%        | 31.13%          | Materials          |      |       | 17.9% |
| MSCI India                   | 21.03%        | 26.16%          | Industrials        |      |       | 15.3% |
|                              |               |                 | Financials         |      |       | 14.9% |
| Risk Free Rate (3m US Libor) | 1.47%         | 1.06%           | ІТ                 |      | 8.8%  |       |
| Sharpe Ratio                 |               |                 | Health Care        |      | 8.7%  |       |
| Fund                         | 0.74          | 0.39            | Cons Staples       | 3.0% |       |       |
| Benchmark (Nifty Midcap 150) | 0.95          | 0.36            | Real Estate        | 2.7% |       |       |
| MSCI India                   | 0.57          | 0.24            | Energy             |      |       |       |
| Data                         | 0.99          | 0.00            | Utilities          | 2.0% |       |       |
| Beta<br>Tracking Error       | 0.88<br>9.44% | 0.99<br>11.40%  | Comm Services      | 1.1% |       |       |

Source: Internal, all returns are net of fees, as of November 2024; Indices are unmanaged and used for illustrative purposes only and are not intended to be indicative of any fund's performance. It is not possible to invest directly in an index. **Past performance does not predict future returns.** The DSP Strategy has been implemented since 14 Nov 2006 through certain products managed by DSP Asset Managers Pvt. Ltd., which are not available for investment in any jurisdiction except for India. Market-cap split based on MSCI classifications. \*The portfolio metrics displayed are estimates of the anticipated development of the portfolio holdings when measured against certain metrics. Some computations may also have extreme values removed from the calculations. These estimates are not intended to be an estimate or representation of future performance of the fund. AUM = Asset Under Management. \*\*The above market capitalization of stocks is based on SEBI classification. # Data as of 30 Sep 2024.



## DSP Midcap Strategy – Liquidity Analysis

| % to<br>Total Mkt<br>Cap | Cur.AuM<br>\$1.77bn | Est.AuM<br>\$2bn | Est.AuM<br>\$2.5bn | Est.AuM<br>\$3bn | Est.AuM<br>\$3.5bn | % to FF<br>Mcap | Cur.AuM<br>\$1.77bn | Est.AuM<br>\$2bn | Est.AuM<br>\$2.5bn | Est.AuM<br>\$3bn | Est.AuM<br>\$3.5bn |
|--------------------------|---------------------|------------------|--------------------|------------------|--------------------|-----------------|---------------------|------------------|--------------------|------------------|--------------------|
| <=1%                     | 34%                 | 32%              | 25%                | 17%              | 16%                | <=10%           | 94%                 | 91%              | 89%                | 84%              | 84%                |
| 1-3                      | 60%                 | 62%              | 47%                | 53%              | 49%                |                 |                     |                  |                    |                  |                    |
| 3-5                      | 2%                  | 2%               | 21%                | 24%              | 30%                | 10-20           | 2%                  | 5%               | 7%                 | 11%              | 10%                |
| 5-7                      |                     |                  | 2%                 | 2%               |                    |                 |                     |                  |                    |                  |                    |
| 7-10                     |                     |                  |                    |                  | 2%                 | >20             |                     |                  | 1%                 | 1%               | 2%                 |
| Total                    | 96%                 | 96%              | 96%                | 96%              | 96%                |                 |                     |                  |                    |                  |                    |
|                          |                     | •                | •                  |                  |                    | Total           | 96%                 | 96%              | 96%                | 96%              | 96%                |

| Days to<br>Cash | Cur.AuM<br>\$1.77bn | Est.AuM<br>\$2bn | Est.AuM<br>\$2.5bn | Est.AuM<br>\$3bn | Est.AuM<br>\$3.5bn | Days to<br>Liquidity | Cur.AuM<br>\$1.77bn | Est.AuM<br>\$2bn | Est.AuM<br>\$2.5bn | Est.AuM<br>\$3bn | Est.AuM<br>\$3.5bn |
|-----------------|---------------------|------------------|--------------------|------------------|--------------------|----------------------|---------------------|------------------|--------------------|------------------|--------------------|
| 1 day           | 14%                 | 13%              | 12%                | 11%              | 10%                | 1                    | 5%                  | 5%               | 5%                 | 5%               | 5%                 |
| 3 days          | 30%                 | 28%              | 24%                | 21%              | 19%                | 1-3                  | 6%                  | 6%               | 4%                 | 0%               | 0%                 |
| 10 days         | 58%                 | 54%              | 49%                | 45%              | 41%                | 3-10                 | 19%                 | 18%              | 15%                | 18%              | 15%                |
|                 |                     |                  |                    |                  |                    | 10-20                | 18%                 | 11%              | 10%                | 10%              | 10%                |
| 20 days         | 80%                 | 76%              | 68%                | 62%              | 58%                | 20-40                | 31%                 | 38%              | 37%                | 27%              | 20%                |
| 40 days         | 93%                 | 91%              | 88%                | 85%              | 80%                | 40-60                | 13%                 | 7%               | 12%                | 18%              | 26%                |
| 60 days         | 97%                 | 96%              | 93%                | 91%              | 89%                |                      |                     |                  |                    |                  |                    |
| ou uays         | 37.70               | 5070             | 5370               | 5170             | 0270               | 60-90                | 2%                  | 8%               | 8%                 | 7%               | 7%                 |
| 90 day          | 99%                 | 98%              | 97%                | 96%              | 94%                | >90                  | 7%                  | 7%               | 9%                 | 15%              | 17%                |
| >90 days        | 1%                  | 2%               | 3%                 | 4%               | 6%                 | Total                | 100%                | 100%             | 100%               | 100%             | 100%               |

#### Participation rate - 25%, FX Rate - 82.25, Average Volume - Avg Vol D30



## **DSP Midcap Strategy – Valuation**

| No. of<br>Companies | Particulars             | Total Weights<br>(%) | P/E - FY26E | P/BV - FY26E | ROE-FY26E | Growth-FY26E |
|---------------------|-------------------------|----------------------|-------------|--------------|-----------|--------------|
| 12                  | Less than 20x P/E       | 22%                  | 13.5        | 2.0          | 14.9%     | 19.7%        |
| 12                  | Between 20x and 30x P/E | 18%                  | 24.7        | 4.1          | 16.8%     | 24.0%        |
| 35                  | Above 30x P/E           | 56%                  | 51.4        | 12.0         | 22.3%     | 28.7%        |

Source: Bloomberg, November 2024

**DSP** Source: Internal. Past performance may or may not sustain in future.

## Leading companies in portfolio demonstrates strong MOAT

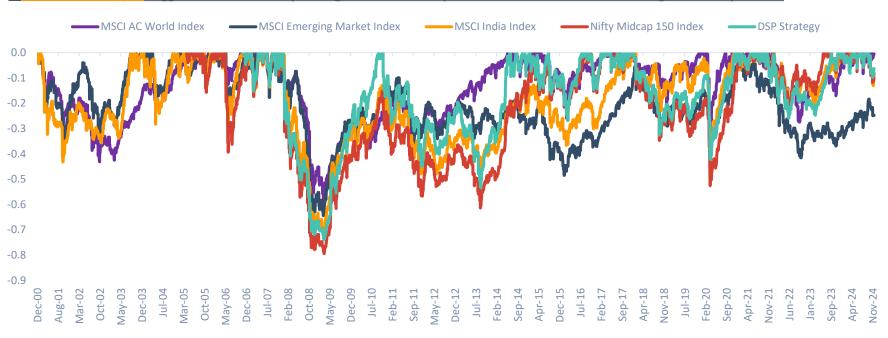
| Company                         | Segment / Sub-segment where company is leader            |
|---------------------------------|--|
| Atul                            | Largest in several speciality chemicals                  |
| Bharat Forge                    | Largest Forging company                                  |
| Supreme Industries              | Largest plastic pipes player                             |
| Alkem Laboratories              | Leading in acute category of pharmaceutical industry     |
| <b>Crompton Consumer</b>        | Market leader in electrical consumer                     |
| <b>Coromandel International</b> | Largest Phosphatic player                                |
| Phoenix mills                   | Largest mall operator                                    |
| Tata Chemicals                  | Largest Soda Ash & Salt manufacturer                     |
| Jubilant Foods                  | Largest QSR Player                                       |
| Balkrishna Industries           | Largest exporter off-highway tyre from India             |
| Kajaria                         | Largest Tiles manufacturer                               |
| Polycab                         | Largest cable player                                     |
| Dixon                           | Largest in manufacturing outsourcing                     |
| Page Industries                 | Largest undergarment player (Brand name: Jockey, Speedo) |
| Hatsun                          | Leading dairy player                                     |
| GAIL                            | Largest gas transmission company.                        |

Source: Internal. Data as on 31 October 2024. The sector(s)/stock(s)/issuer(s) mentioned in this document do not constitute any recommendation of the same and the Fund may or may not have any future position in these sector(s)/stock(s)/issuer(s).

### "Sustainability" emerges as a common word across annual reports in India



## Maximum drawdowns



### A drawdowns analysis suggests that an actively managed India small cap funds is not different from the large & mid cap index...

| <u>Maximum Drawdown</u> | MSCI AC World Index | MSCI Emerging Market<br>Index | MSCI India | Nifty Midcap 150 | DSP Strategy* |
|-------------------------|---------------------|-------------------------------|------------|------------------|---------------|
| Since 2000              | 60%                 | 66%                           | 73%        | 79%              | 74%           |

Source: Bloomberg, Data from Dec 2000 to Nov 2024. \*Data from DSP Strategy from Nov 2006. All figures in USD

### **Strategy Performance track record**

| USD CAGR Performance as on 29-Nov-2024          | 1-Year    | 3-Year    | 5-Year    | 8-Year    | 10-Year   | Since Inception |
|---|-----------|-----------|-----------|-----------|-----------|-----------------|
| Compared with all UCITS funds focused on India. | 30-Nov-23 | 30-Nov-21 | 29-Nov-19 | 30-Nov-16 | 28-Nov-14 | 14-Nov-06       |
| DSP INDIA EQUITY/MIDCAP STRATEGY*               | 21.63%    | 10.93%    | 16.97%    | 13.56%    | 12.17%    | 12.04%          |
| Ranking   | 40        | 11        | 6         | 5         | 1         | 1               |
| No of funds                                     | 78        | 68        | 60        | 53        | 50        | 21              |
| Quartile Position                               | 3         | 1         | 1         | 1         | 1         | 1               |
| MSCI India USD                                  | 23.86%    | 9.74%     | 13.52%    | 12.51%    | 8.38%     | 7.25%           |
| NIFTY Midcap150 Quality 50 TR                   | 25.50%    | 8.66%     | 16.15%    | 14.43%    | 12.46%    | 13.60%          |
| Nifty Midcap 150 TR                             | 29.89%    | 19.13%    | 23.88%    | 17.78%    | 15.24%    | 12.14%          |

Note: \*Performance <= 3-year given above is for DSP India Equity Fund (DSPIESU) and for >3yr performance is of Representative Mid Cap Strategy

| CY Performance      | 2023   | 2022     | 2021   | 2020   | 2019    | 2018     | 2017   | 2016    | 2015    | 2014   | 2013     | 2012   | 2011    | 2010   | 2009    | 2008     | 2007   | 2006<br>(from 14th<br>Nov) |
|---------------------|--------|----------|--------|--------|---------|----------|--------|---------|---------|--------|----------|--------|---------|--------|---------|----------|--------|----------------------------|
| DSP Strategy        | 30.60% | (11.60%) | 25.84% | 20.54% | 6.9%    | (17.7%)  | 48.8%  | 8.6%    | 2.4%    | 66.8%  | (10.0%)  | 40.5%  | (38.7%) | 34.9%  | 129.2%  | (66.4%)  | 73.5%  | 3.7%                       |
| Ranking             | 3      | 17       | 16     | 8      | 19      | 54       | 12     | 2       | 10      | 2      | 41       | 2      | 35      | 2      | 2       | 30       | 10     | 28                         |
| No of funds         | 41     | 41       | 42     | 43     | 44      | 63       | 60     | 56      | 55      | 54     | 51       | 49     | 46      | 41     | 39      | 38       | 34     | 32                         |
| Quartile Position   | 1      | 2        | 2      | 1      | 2       | 4        | 1      | 1       | 1       | 1      | 4        | 1      | 4       | 1      | 1       | 4        | 2      | 4                          |
| MSCI India USD      | 20.81% | (7.95%)  | 26.23% | 15.55% | 7.58%   | (7.30%)  | 38.75% | (1.43%) | (6.12%) | 23.87% | (3.8%)   | 26.0%  | (37.2%) | 21.0%  | 102.8%  | (64.6%)  | 73.1%  | 5.1%                       |
| Nifty Midcap 150 TR | 43.70% | (6.40%)  | 45.29% | 22.42% | (1.55%) | (19.94%) | 65.79% | 3.80%   | 4.72%   | 59.14% | (12.55%) | 42.18% | (41.93) | 24.97% | 123.74% | (71.61%) | 100.07 | 5.41%                      |

Dsp India Equity/Midcap Strategy has beaten average India focused UCITS returns on a 1,3,5,8,10 & Since Inception basis

Source: MSCI. Internal, Bloomberg, data as of November 2024. DSP Strategy returns are net of fees. Indices are unmanaged and used for illustrative purposes only and are not intended to be indicative of any fund's performance. It is not possible to invest directly in an index. **Past performance is not a reliable indicator of future results**. The DSP Strategy has been implemented since 14 Nov 2006 through certain products managed by DSP Asset Managers Pvt. Ltd., which are not available for investment in any jurisdiction except for India. Alpha is defined as the excess return over benchmark.

# ESG / RISK Framework

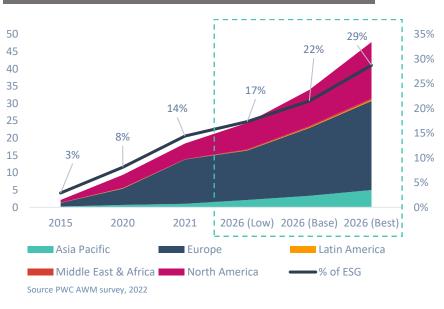


Further information about the sustainability-related aspects of the Fund is available at the following website [Link].

## **Market sentiments on ESG**

**Global ESG AuM by region** 

- ESG will continue to mature while it recalibrates. While we move towards maturity from an ESG process oriented approach to outcomes we observe a shift towards **supporting ESG improvers**.
- Market demand is driving the growing use of alternative data, industry-specialized resourcing, **de-siloing of the ESG function**, forward-focused analytics.
- In investment analysis, accepted and well-demonstrated links to fundamentals are being researched over the re-rating of 'obvious' thematic winners.
- Regulators are **attempting to curb greenwashing** from mislabelling and misuse sustainability claims in financial products by way of scrutiny and new regulations
- Impact confusion associated with ESG products will intensify, there will be even more uncertainty in 2023 about what constitutes "real" impact.







## DSP

## **Responsible Investment**

|   | Sement i oney  |
|---|--|
| Our two-pronged Respons   | ible Investment Approach   |
| ESG Integration   | Active ownership   |
| To drive robust ESG<br>integration in our<br>investment process via<br>policies, protocols and<br>procedures. | To drive accountability for<br>adverse impacts amongst<br>portfolio companies<br>through continuous<br>engagement and<br>monitoring. |

**RI Policy & Engagement Policy** 

### International network & forums



Signatory of:

DSP



https://www.climateaction100.org/whos-involved/investors/

### Outreach

- Collaborates with lead investors on CA100+ engagements for three companies in the hard to abate sector.
- Participated in the UNPRI conference, 2022 at Barcelona and a panelist speaker on domestic <u>sustainable palm oil organized by the</u> <u>CRB at Delhi</u>.
- Media articles on <u>ESG & Investment thesis</u>, Climate risk and fiduciary <u>duty</u>
- The investment team including analysts and portfolio managers participate in discussions on ESG topics. Some examples include discussions on sector specific material issues, climate risk, planetary boundaries, energy transitions and food system transitions.

Sources: Industry sources

## **ESG** integration

Two pronged approach

1. **<u>ESG INTEGRATION</u>**: We have a <u>Responsible Investment policy</u> and a ESG Framework guiding our ESG Integration approach.

### **ESG Framework**

- Our internal ESG framework is a risk based analysis template with 45 criteria and 60+ analytical points (qualitative and quantitative) covering E, S & G themes.
- Analysis against our framework is based on a third party view of company performance on each of themes.

### **Data Sources**

 Data providers interpret and aggregate data for each company to come up with headline ESG metrics DSP uses Bloomberg data, corporate documents, news media sources, government and academic data, and supplementary research from Broker reports, Stakeholders Empowerment Services Institutional Investor Advisory Services India Limited (IiAs) Proxy voting.

### Building on #InvestForGood

### **Our Focus areas**

- Climate Risk
- Diversity, Equity, & Inclusion
- Innovation

2. <u>ACTIVE OWNERSHIP</u>: Material ESG issues from the internal framework/ MSCI are researched and compiled along with other fundamental parameters and stock recommendations. We are formalizing engagements based on planned engagement milestones. Engagement with companies - CXOs, board members and investors relations teams, including proxy voting.

### **ESG Investment Process**



### ESG Framework & Database

The ESG framework is central to our responsible investment approach.

- It comprises of a proprietary risk-opportunity structure consisting of scored criteria and data points. Together, these constitute 45 scored criteria and 60 analytical data points covering the breadth of material environmental, social and governance topics.
- The sustainability criteria described involves collating and analysing data on; stakeholder environmental/social concerns, greenhouse gas emissions profile, long & short term climate targets, forest land, biodiversity, water & wastewater, energy, circular economy, innovation, human rights, decent work, diversity, human capital management, data privacy, product quality, safety, supplier engagement, selling practices and access & affordability etc.
- On governance we research on related party transactions, board & key management personnel (KMP) remuneration, board independence, promoters pledging, audit quality, controversies and credit rating parameters to name a few.

### Engagement

Engagement motivations are two-fold; to mitigate risk and generate positive impact. The process has been structured as follows; open dialogue on material ESG criteria >> ask for clarifications/additional information or support the company in understanding the issue at hand >> suggest best practices with targeted and time sensitive outcomes >> in severe cases set up guardrails >> monitor outcomes.

The firm stewardship committee and active voting on company resolutions, with the help of a proxy voting firm are also part of the engagement process.

## **Engagement Tracking: The Rationale**

| Company<br>ISIN       |  |  |   |  |
|-----------------------|--|--|---|--|
| Macro Economic Sector | Consumer Discreti  | 0030/  |   |  |
| Sector                | Consumer Durable   | · ·  |   |  |
| Industry              | Consumer Durable   |  |   |  |
| Reporting Frameworks  | BRR  |  |   |  |
| Report Assured        | 0  |  |   |  |
| Analyst Reco          | Buy  |  |   |  |
|                       | Score %  | Engagement Area  | Engagement Theme  | GHG emissions reported   |
| E                     | 7 50%  |  | Carbon footprint, Traceability,   | Emission Reduction plan exists   |
| s                     | 6 75%  |  |   | DEI strategy   |
| G                     | 8 89%  |  |   | Gender diversity   |
| ESG                   | 21 68%   |  |   | Innovation strategy  |
|                       |  |  |   | Products services with Environmental or Social objectives  |
|                       |  |  |   | Board Oversight  |
| Type of engagement    | Meeting  |  |   |  |
| Engagement Rationale  | The company has a  | a focus on providing new   | product features using innovation,  | with a focus on product safety. The company has obtained   |
|                       | certifications for N   | ADF verities from FSC, CAR   | B Certification Grade, emission zer   | o. It reports 60% of costs are attributed to raw materials. And the  |
|                       | company reports 1  | .5% of its raw material is i   | mported. The company does have t  | basic/generic disclosure on sustainable raw material sourcing. The   |
|                       |  |  |   | y, and information of biodiversity impact of operations. Based on the  |
|                       | global industry pe   | er set, companies with ov  | er 50% of assets (2020) based in th   | e U.S. or Europe had at least 60% of their products externally certified   |
|                       | to sustainable sou   | urcing practices e.g., Fores   | t Stewardship Council (FSC) or Prog   | ramme for the Endorsement of Forest Certification (PEFC). Currently, th  |
|                       | company has certif   | fications for its MDF varie  | ties only. The company is lacking q   | juantitative disclosure on its carbon footprint, safety metrics, and wat   |
|                       | usage.   |  |   |  |
|                       | -  |  | or and being dependent on a produ   | uct with bio diversity impacts some of the best practices of responsible   |
|                       | operations include   |  |   |  |
|                       |  | products on sustainable s  | ourcing practices   |  |
|                       | 2. Traceability of ra  |  | /   |  |
|                       |  |  | /fragile or ecologically sensitive a  | ireas  |
|                       | -  | th regard to land use and  |   |  |
|                       | loans they have in   |  | 22. On remuneration, while the rat  | by related parties and high managerial remuneration. On related part<br>io seems to be high, financial performance has been good and hence   |
| Engagement Outcomes   | disclose on its car<br>company only harv<br>the country (Gabor<br>material pricing ris | bon emissions and strate<br>vests plantation timber. It<br>n). Previously, the compan<br>sk, the company highlight | gies on a reduction plan shortly af<br>s exposure to imported timber is co<br>y has had exposure to Myanmar. Th<br>ed normal fluctuation from farmers | strategic material issues to the business. The company plans to<br>fter. Based on the information provided by the IR representative the<br>oncentrated in a single geography due to a structural scheme offered b<br>ne company has recorded a impairment loss for asset in Gabon. On ray<br>s shifting to cash crops, with a favourable ROI. We have requested the<br>tion on sustainable sourcing of products, traceability and biodiversity |
| Engagement Milestones | · · · · · · · · · · · · · · · · · · ·  | d the company to conside<br>iodiversity impacts.   | r reporting data on raw material in   | nport exposure, certification on sustainable sourcing of products,   |
|                       | TBC  |  |   |  |
| Next steps            |  |  |   |  |

### **Engagement Tracking: Collaboration & Next Steps**

Engagement on key aspects of ESG

: c 🛛 💥 Ghosh, Abhishek (India); 🔲 Singhania, Rohit (India); 💥 Sambre, Vinit (India); 💥 Aiya, Nilesh (India); 🔲 Kothari, Jay (India); 💥 Gandhi, Bhavin (India)

i This message was sent with High importance.

As active investors in India, we firmly believe ESG is an important aspect in building sustainable and scalable businesses of the future. DSP Investment Managers is a signatory to the <u>UNPRI</u> and we have formally adopted a <u>Responsible Investment</u> policy. As long-term investors, DSPIM engages in a dialogue with companies. We believe that our long-term success and contribution to sustainable development depend on our engagement and active monitoring of the companies invested in. On behalf of our clients, we have an interest in understanding the corporate governance and sustainability framework of the companies in addition to their operation and strategy.

We use engagement interactions to facilitate an open dialogue, with targeted and time sensitive outcomes that better inform our investment decisions. We realised that issues highlighted by third party agencies do not take business realities and complexities into account while following their "template based" approach to ESG rating. Hence, we have a dedicated team looking at various as aspects of ESG. The ESG team works closely with sector experts to arrive at issues that we believe are key to responsible investing. We have conducted detailed research on Century Ply board and we have identified two key issues on which we would appreciate additional information from your end.

Raw material sourcing, traceability and certification: Raw material sourcing practices are a material issue to the sector. I appreciate you mentioned the company sources 100% plantation timber. Can you please elaborate on the same and provide the following;

- Certifications: Data on the number of products and types of certification on sustainable sourcing
- Traceability: Data on 15% (timber logs and veneer) imported raw material (the geographies and quantities)
- Insight on future raw material sourcing strategies

Something to consider on the regulation front is that recently a group of 27 countries including Gabon are part of a voluntary partnership, Forest and Climate Leaders' Partnership (FCLP), to reverse forest loss and land degradation by 2030. Similarly, Gabon's government declared to have all forest concessions to be Forest Stewardship Council (FSC) certified by 2022 (or maybe delayed to 2025).

GHG emissions: Can you please provide the GHG emission profile of the company including both, operational and supply chain emissions? I appreciate your communication on GHG emissions and emission reduction plans being on the agenda for FY2023-24. I suggest preparing to respond to the Carbon Disclosure Project (CDP) questionnaire, which is a best practice. It is a comprehensive exercise which can help with planning on actions to improve sustainability.

Please keep me posted when you have more insight and direction on your collaboration with the ESG consultant you plan to onboard. I would be happy to connect.

Thank you

Best, Chaitra Nayak, ESG Analyst - Investments

## Sceptical/ Forensic Analysis

We manage risks by rigorous forensic research (refer to the detailed framework at the end) on investee companies.

We aim to identify and mostly avoid companies which depict below characteristics:

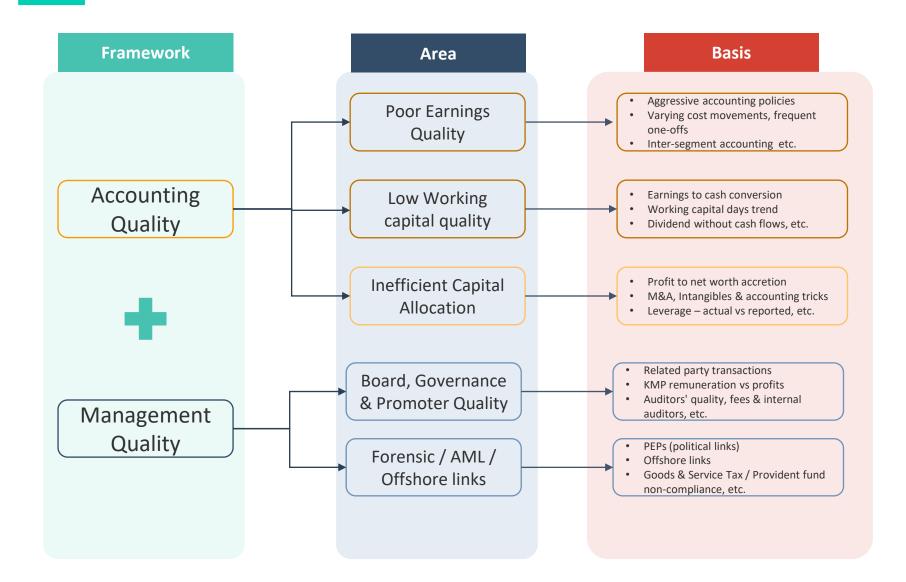
- 1. Poor earnings quality, aggressive accounting and consistently overstating earnings
- 2. Manipulated cash flows which mask the real picture
- 3. Bad capital allocation and high Balance sheet (BS) risk
- 4. Poor Board, Governance and Promoter background/ quality



### **Ultimate objective:**

Value of accident avoided is almost always underappreciated until one occurs. By having a specialist in the team, we aim to increase our rigor on forensic research part and avoid most accidents instead of being part of them.

### **Governance Framework:**



### **Investment Risk Management at DSP**

### **Portfolio Risk Monitoring**

**Key Inputs** 

Factor risk breakdown of portfolio, including NAV at risk analytics

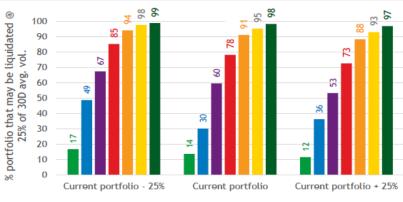
- Independent Risk & Quantitative Analysis team (RQA)
- Regular Risk meetings to "Hold a Mirror" to portfolio risk
- Macro stress testing

Stock level contribution to risk

Predicted vs delivered volatility & beta

Tactical indicators for monitoring reversal risks

- Sector & style exposure & returns monitoring, market trends
- Tolerance limits for stop losses and drawdown



#### Indicative: It takes ~10 days to liquidate 60% of the DSP Strategy portfolio



Current portfolio +/-25% refers to the assets (AUM) in the strategy increased or decreased by 25%, as two alternative scenarios, to depict how liquidity of the portfolio could change under these new AUMs



### **Position Level Monitoring**

- Constant review of performance: large winners / losers
- Constant monitoring of investment thesis with research team

#### Since 01st Jan 2008

Source: Internal; Note: Investment process is subject to change. Charts / Tables depicted are purely illustrative in nature. The above information is only for illustration purpose and should not be construed as recommendation of the stocks. To explain the worst-3-day-drawdown table, the first row represents the biggest redemption ever seen by the fund, in a consecutive-3-day period, which in this case was about 4.16% of AUM and occurred on 7th Jan 2013. AUM = Asset Under Management

### Strictly For Use By Intended Recipients Only

# Fund Terms and Structure



## **Fund Terms**

**Objective\*:** The DSP India Equity Fund (the "Fund") aims to achieve long term capital appreciation from a portfolio that is substantially constituted of equity and equity related securities of mid cap and small cap companies.

Investment philosophy : Bottom-up approach to stock picking.

**Universe:** It is anticipated that the Fund will invest across the entire range of capitalizations (across large cap, mid cap and small cap), however there will be a focus on mid cap and small cap companies. The Fund is actively managed in reference to Nifty Midcap 150 Index, by virtue of the fact that it uses the Index for performance comparison purposes. However, the Index is not used to define the portfolio composition of the Fund and the Fund may be wholly invested in securities which are not constituents of the Index."

Diversified: Typically portfolio of ~50 stocks across market capitalization

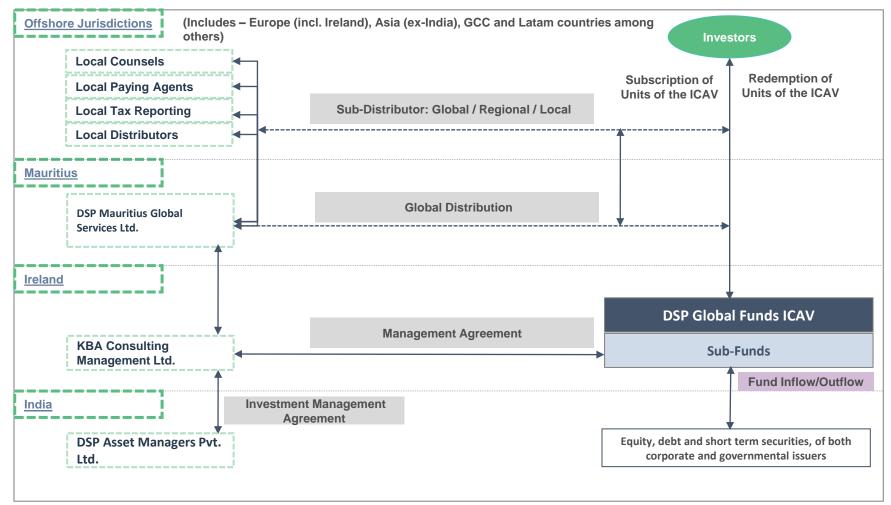
Risk management: Governed by a robust risk framework; No leverage;

| Fund Structure                   | DSP India Equity Fund is a compartment of DSP Global Funds ICAV, an umbrella UCITS V compliant ICAV                |
|----------------------------------|--|
| Share class                      | Seed Class   |
| ISIN code                        | IE00BK0WZ337   |
| Investment manager               | DSP Asset Managers India Pvt. Ltd.   |
| Domicile                         | Ireland  |
| Inception Date                   | 15 March 2021  |
| Reference Currency               | USD  |
| Dealing and Valuation            | Daily  |
| Administrator                    | HSBC Securities Services (Ireland) DAC   |
| Depository Services              | Depositary – HSBC France, Dublin Branch  |
| Management Company               | KBA Consulting Management Limited  |
|                                  | (i) 0.70% of the Net Asset Value of the Seed Class when the Net Asset Value of the Fund is up to \$150 million; or |
| Seed Share Class – Total Fee and | (ii) 0.60% of the Net Asset Value of the Seed Class when the Net Asset Value of the Fund is greater than           |
| Operating Expenses               | \$150 million and up to \$300 million; or  |
|                                  | (iii) 0.40% of the Net Asset Value of the Seed Class when the Net Asset Value of the Fund is greater than          |
|                                  | \$300 million  |
| Other fees                       | As set out in the Prospectus   |

Note: The Fund's Net Asset Value may have an elevated volatility due to its investment policy. The fees and charges paid by the Fund will reduce the return on your investment. Certain costs paid by the Fund will be charged in specific currency and exchange rate fluctuations may cause these costs to increase or decrease when converted into local currency of the investor. Source: Internal; \*There is no guarantee that the fund will achieve its objective.

## **DSP Global Funds ICAV: Structure**

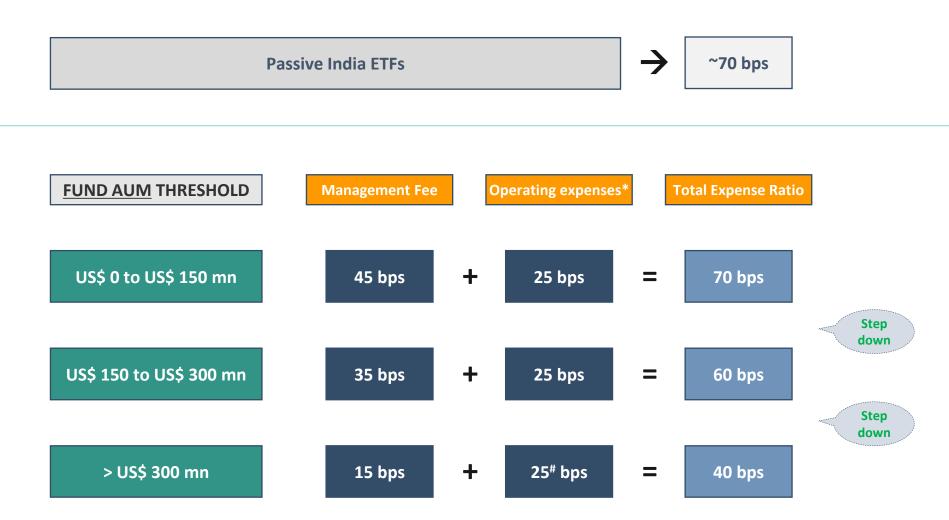
DSP GLOBAL FUNDS ICAV - An umbrella type Irish collective asset-management vehicle with segregated liability between Funds



Note: The Fund's Net Asset Value may have an elevated volatility due to its investment policy.

Source: Internal; \*There is no guarantee that the fund will achieve its objective.

### Seed share class - Pricing



\* Operating expenses are capped at 25 bps, irrespective of AUM.

# Operating expenses can reduce over time with economies of scale.

Bps = Basis points. AUM = Asset Under Management

Other fees: As set out in the Prospectus, if any

# Appendix



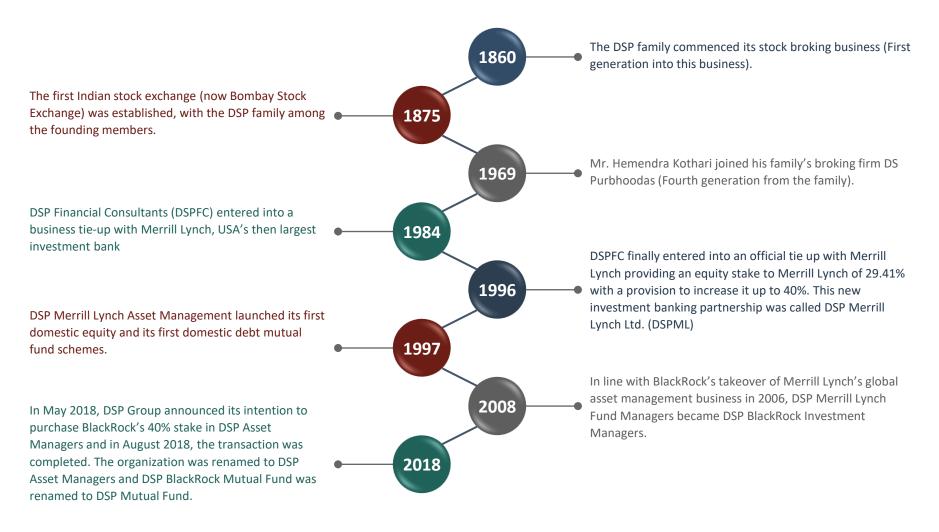
## Market-cap Classification: SEBI versus MSCI

| SEBI class | ification  |   | MSCI class                       | ification  |                                   |
|------------|--|---|----------------------------------|--|-----------------------------------|
| Large Caps | # 1 rank by TMC<br># 100 rank by TMC                 |   | MSCI Large Caps<br>MSCI Mid Caps | <ul> <li># 1 rank by FFMC</li> <li># 89 rank by FFMC</li> <li># 87 rank by FFMC</li> <li># 156 rank by FFMC</li> <li># 157 rank by FFMC</li> </ul> | SEBI-MSCI<br>Potential<br>Overlap |
| Mid Caps   | <b># 101</b> rank by TMC<br><b># 250</b> rank by TMC | - | MSCI Small Caps                  |  |                                   |
| Small Caps | <b># 251</b> rank by TMC                             |   |                                  | # 683 rank by FFMC   |                                   |

Source: MSCI, SEBI, as of 29 Nov 2024. SEBI is Securities and Exchange Board of India, the Indian securities market regulator. TMC = Total Market Cap, FFMC = Free Float Market-Cap. Indices are unmanaged and used for illustrative purposes only and are not intended to be indicative of any fund's performance. It is not possible to invest directly in an index.

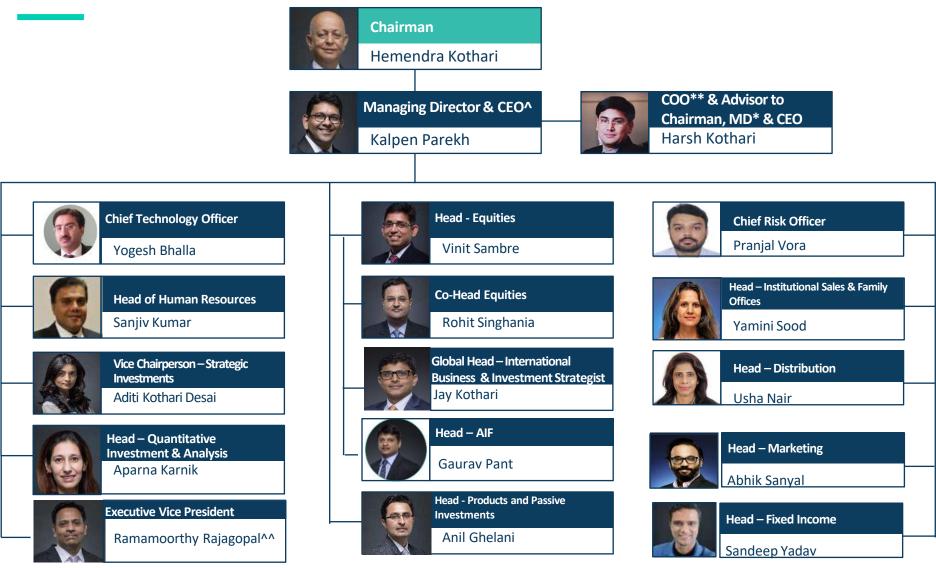
## **Evolution of DSP**

The DSP Group, headed by Mr. Hemendra Kothari is one of India's oldest financial services firms having commenced its stock broking business in the 1860's



Source: Internal

### **DSP Organization Structure - Senior Management**



Internal, Data as on November 30,2024 ^CEO - Chief Executive Offcer, \*MD – Managing Director, \*\*COO – Chief Operating Officer ^^ Ramamoorthy Rajagopal is on sabbatical

DSP

## Incentives aligned to investment objectives

| Factors driving performance - Analysts   | Share |
|--|-------|
| Model Portfolio outperformance   | []%   |
| Research process - Fundamental attributes - Thesis, Extent of variation on chosen fundamental parameters | []%   |

| Factors driving performance –Portfolio Mangers             | Share |
|--|-------|
| Fund performance vs. Benchmark 3Y and 1Y (rolling returns) | []%   |
| Research process and adherence to framework                | []%   |

Source: Internal; Actual allocations to each factor may be discussed over a call.

## **Offshoring/Manufacturing : The office and factory to the world**

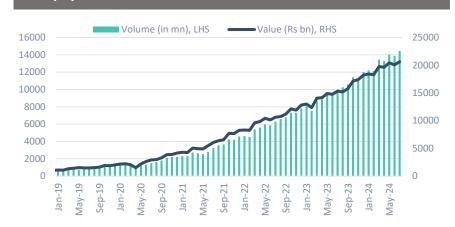
PLI should garner cumulative capex of ~USD 60 billion over next 4-5 years and could fast-track the capex plans of private sector by at least two years

| Category                        | Overall PLI<br>Incentive<br>committed<br>(Rs. Bn) | Committed/<br>Likely<br>Investment/<br>Capex (Rs. Bn) | Asset<br>Turnover (x) | Incremental<br>Revenue over<br>5-year period<br>(Rs. tn) | Employment<br>(Direct +<br>Indirect) | Duration   | Companies  |                                 |                                   |
|---------------------------------|---|---|-----------------------|--|--------------------------------------|------------|--|---------------------------------|-----------------------------------|
|                                 |   |   |                       |  |                                      |            | <ul> <li>Samsung, Foxconn Hon Hai, Rising Star, Wistron and</li> </ul>   |                                 | Category                          |
| Mobiles                         | 410   | 110   | ~25x                  | 10.5   | 5,00,000                             | FY22-FY27  | Pegatron. Lava, Bhagwati (Micromax), Padget Electronics, UTL<br>Neolyncs and Optiemus Electronics.   |                                 | Mobiles                           |
| Pharma                          | 150   | 100   |                       |  |                                      |            | Aurobindo Pharma Group, Hetero Group, Karnataka  |                                 | Pharma - Bulk Drugs & API         |
| Pharma – API/KSM                | 63  | 54  | -                     |  |                                      |            | Antibiotics and Pharmaceuticals Limited, Kinvan Pvt. Ltd,  |                                 | Pharma - Medical Devices          |
|                                 |   |   | ~3x                   | 2.9  | 1,00,000                             | FY21-FY29  | Natural Biogenex  Siemens Healthcare, Wipro GE healthcare, BPL Medical   |                                 | IT Hardware                       |
| Pharma - Medical                | 28  | 9   |                       |  |                                      |            | Technologies, Nipro India Corporation, Sahajanand Medical  | PLI manufacturing<br>commenced/ | White Goods & LED                 |
| Devices                         |   |   |                       |  |                                      |            | Technologies, Integris Health, Poly Medicure.  | Awarded                         | Solar PV                          |
|                                 |   |   |                       |  |                                      |            | <ul> <li>42 firms, including Daikin, Panasonic, Syska and Havells, with</li> </ul>   |                                 | <ul> <li>Telecom</li> </ul>       |
| White Goods & LED               | 62  | 79  | 3-4x                  | 1.7  | 4,00,000                             | FY22-FY27  | committed investment of Rs. 46bn have been provisionally<br>selected as beneficiaries under the production linked  |                                 | <ul> <li>Food</li> </ul>          |
|                                 |   |   |                       |  |                                      |            | incentive (PLI) scheme for the white goods sector.   |                                 | Automobile & Auto Components      |
|                                 |   |   |                       |  |                                      | _          | Jindal India Solar, Shirdi Sai Electricals, Reliance & Adani   |                                 | Speciality Steel                  |
| Solar PV                        | 45  | 175   | ~4x                   | 3.5  | 1,50,000                             | 5 years    | Infrastructure have emerged as the lowest bidders for the PLI<br>scheme for solar PV manufacturing   |                                 | Textiles                          |
|                                 |   |   |                       |  |                                      |            | <ul> <li>Nokia India, HFCL, Dixon Technologies, Flextronics, Foxconn,</li> </ul>   | PLI awarding                    |                                   |
| Telecom                         | 122   | 30  | ~20x                  | 2.4  | 40,000                               | FY22-FY27  | Coral Telecom, VVDN Technologies, Akashastha Technologies,   | currently in process            | EV Battery                        |
|                                 |   |   |                       |  |                                      |            | and GS India   |                                 | <ul> <li>Semiconductor</li> </ul> |
| Food                            | 109   | 61  | ~4-5x                 | 1.2  | 2,47,730                             | FY22-FY27  | <ul> <li>60 companies including Amul, ITC, HUL, Britannia Industries,<br/>Parle Agro, Tata Consumer Products and Nestle</li> </ul>   |                                 |                                   |
| Automobile & Auto<br>Components | 260   | 425   | ~4-5x                 | 2.3  | 7,50,000                             | FY23-FY28  | <ul> <li>Hyundai Motor India, Suzuki Motor Gujarat, Ashok Leyland,<br/>Mahindra &amp; Mahindra (M&amp;M), Hero MotoCorp, Bajaj Auto,<br/>Ola Electric Technologies have been approved for the<br/>Production Linked Incentive (PLI) Scheme for the automobile<br/>sectors.</li> </ul>  |                                 |                                   |
| IT Hardware                     | 50  | 24  | ~20x                  | 3.3  | 1,50,000                             | FY21-FY25  | <ul> <li>Applicants are Dell, ICT (Wistron), Flextronics, Rising Stars Hi-<br/>Tech (Foxconn), and Lava. They include Dixon, Infopower (JV<br/>of Sahasra and MiTAC), Bhagwati (Micromax), Syrma, Orbic,<br/>Neolync, Optiemus, Netweb, VVDN, Smile Electronics,<br/>Panache Digilife, HLBS, RDP Workstations, and Coconics</li> </ul> |                                 |                                   |
| Speciality Steel                | 63  | 400   | ~1x                   | 2.0  | 5,25,000                             | FY23-FY28  | • NA   |                                 |                                   |
| Textile                         | 107   | 190   | ~3x                   | 3.0  | 7,50,000                             | FY23-FY28* | • NA   |                                 |                                   |
| EV Battery                      | 181   | 450   | ~1x                   | ~2.2   | -                                    | FY23-FY28  | <ul> <li>Participation from 10 companies — Reliance New Energy<br/>Solar (RIL subsidiary), Hyundai Global Motors, Ola Electric,<br/>Mahindra &amp; Mahindra, Larsen &amp; Toubro, Amara Raja<br/>Batteries, Exide Industries, Rajesh Exports, India Power<br/>Corporation, and Lucas-TVS</li> </ul>                                    |                                 |                                   |
| Semiconductor                   | 760   | 2300  | ~0.4x                 | ~4.6   | 1,35,000                             | FY23-FY27  | <ul> <li>Vedanta, Foxconn to form JV to bid for PLI</li> </ul>   |                                 |                                   |
| Total                           | 2,410   | 4,407   |                       | 39.6   | 37,47,730                            |            |  |                                 |                                   |

## India's export market share to almost double to 4.5% by 2031

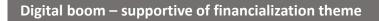
DSP Source: CEIC, Morgan Stanley Research forecasts

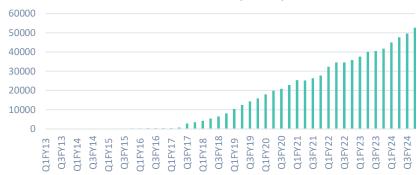
## Digitalization: India Stack (UPI, ONDC, OCEN) enabling Inclusive growth



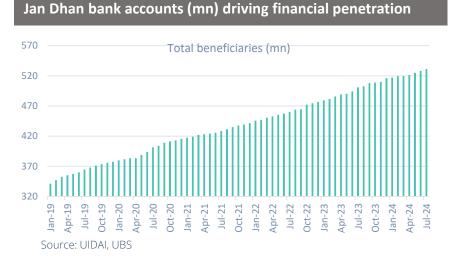
Source: NPCI, UBS

**UPI** payments





Data volume ('000 TB)



### **Ease of Doing Business**



Source: TRAI, UBS

DSP

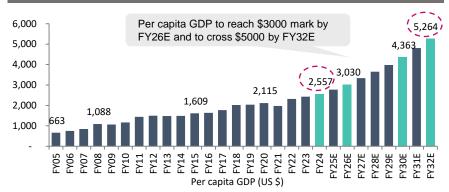
Source: World Bank, UBS

## **Digital transformation at population scale**

Strictly For Use By Intended Recipients Only

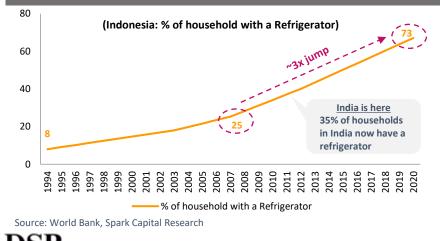
# India's consumer story at an inflection point as it reaches the \$3000 per capita income mark

#1: India is likely to cross the \$3000 per capita income mark in FY26 – which has been an inflection point for non-linear jump in discretionary spend in other countries

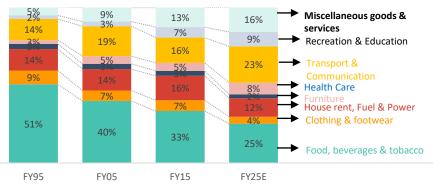


Source: Gol, Spark Capital Research

#3: Sharp jump in consumer durable penetration from Indonesia; Penetration of durable products rises very sharply once a country crosses a \$2000 per capita mark



#2: Discretionary spending rises as increase in income level drives households to shift their focus from providing only the basic necessities to discretionary spending



Source: CSO, Spark Capital Research Transport includes purchasing a car, 2-Wheelers etc.

## #4: Outbound travel from China jumped nearly 10x by 2014 from 11.5mn in 2001



Source: World Bank, Spark Capital Research

## **Energy Transition: India's energy transformation**

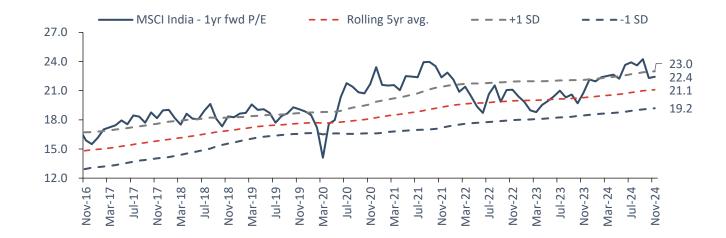
| Exajoules                     | 2021 | 2031E | Investment, \$bn |
|-------------------------------|------|-------|------------------|
| Oil                           | 8.5  | 10.9  |                  |
| Gas                           | 2.2  | 3.9   | 126              |
| Electricity                   | 20.3 | 39.5  | 429              |
| Solar Manufacturing Equipment |      |       | 10               |
| Hydrogen                      | 1    | 1.9   | 70               |
| Electric Vehicles             |      |       | 86               |
| Ethanol                       | 0.5  | 1.3   | 5                |
| Total                         | 32.5 | 57.5  | 726              |

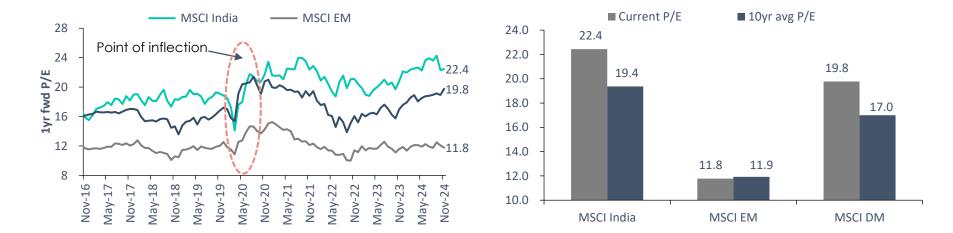
2021 Energy Consumption per Capita(GJ) 280 215 122 109 37GJ in F32 59 25 30 India EU Indonesia Brazil China Russia US

Meeting Incremental Energy Demands through Renewables

Source: CEIC, Morgan Stanley Research forecasts

## **India Valuations:**

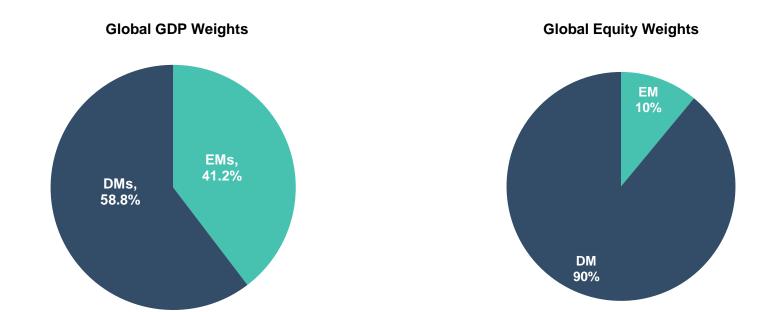




Source: Bloomberg , Ambit research 30th Nov'2024.

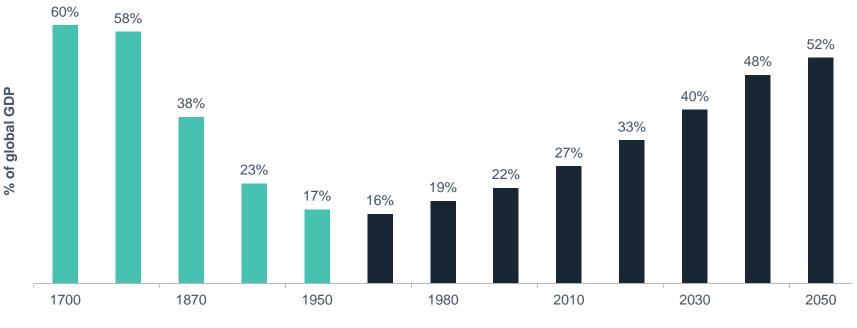
DSP Source: Bloomberg

### EMs under-represented in Global Equities compared to Global GDP



Source: IMF, World Economic Outlook Database, Morgan Stanley Research, Oct 2024; \* EM refers to emerging markets and developing economies as per IMF

## Asia's Share in World GDP is steadily rising



Year

Source: ADB, Morgan Stanley Research



## India – Among the fastest growing large economies in the world\*

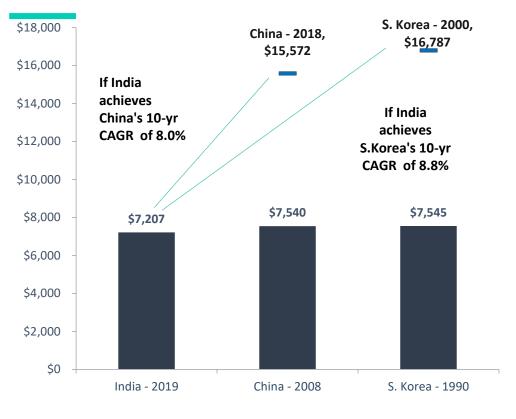


|     | ACWI World | US    | Europe | Japan | UK   | China | India | Brazil | Australia | MSCI EM |
|-----|------------|-------|--------|-------|------|-------|-------|--------|-----------|---------|
| 10Y | 9.3%       | 12.7% | 4.8%   | 6.1%  | 3.8% | 1.7%  | 8.4%  | 0.5%   | 6.1%      | 3.2%    |
| 15Y | 9.6%       | 13.6% | 5.3%   | 6.4%  | 5.1% | 2.4%  | 7.3%  | -2.2%  | 6.2%      | 3.4%    |
| 20Y | 8.0%       | 10.1% | 5.1%   | 4.5%  | 4.5% | 7.1%  | 10.7% | 6.0%   | 7.2%      | 6.3%    |

| CAGR         | 10Y   | 15Y   | 20Y   |
|--------------|-------|-------|-------|
| USDINR Cross | -3.1% | -3.9% | -3.1% |

Source: Morgan Stanley Research, as of 30 November 2024. \* Large economy refers to economies above US\$ 1.5 trillion in GDP.

### Is sustained 9 - 10% nominal GDP growth for a large economy even possible?



Per-capita GDP (PPP)

- China/South Korea grew per capita GDP at 8.0% / 8.8%, respectively, for 10 years from levels similar to India's **US\$7,207** PPP adjusted 2018 per capita GDP.
- To convert to nominal GDP growth, we factor 1.5% population growth (assumed).
- So 9 to 10% nominal GDP growth is certainly possible, over a 10 year period or longer.

Source: Goldman Sachs Global investment Research

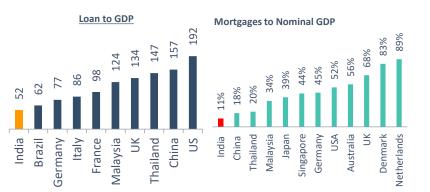
4 key themes which we believe will play out for India going forward **Penetration of Financial Services** Consumption story fast forwarded by 2 Digitization Infrastructure boom **Export Opportunities** 

### India: Structural, not tactical

1

### Banking, Insurance, Loans, mortgages, mutual funds all underpenetrated

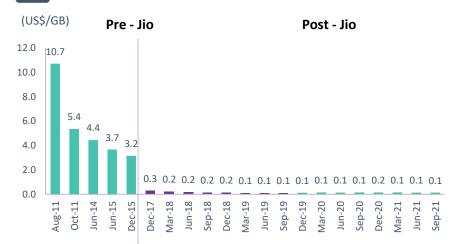
| Population    | 1,380 mn | MF Accounts    | 120.2 mn |
|---------------|----------|----------------|----------|
| Bank Accounts | 1,571 mn | Demat Accounts | 77.2 mn  |

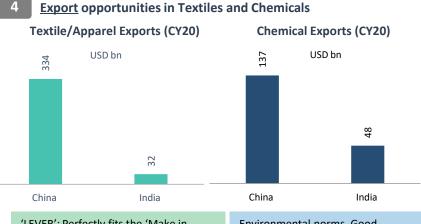


### Tremendous runway for infrastructure growth

- 1. HIGHWAYS only 2.3% of network, 64.5% of traffic
- 2. PORTS ~224 ports versus China's ~2400 as of CY20
- 3. AIRPORTS ~137 airports versus China's ~241 as of CY20
- 4. RAILWAYS freight: 23.6 kmph; passengers: 50 kmph
- 5. POWER 25% T&D losses
- 6. HOUSING affordable housing schemes targeting 29mn households by 2022, across rural and urban areas

### 2 Falling data costs boosting consumption

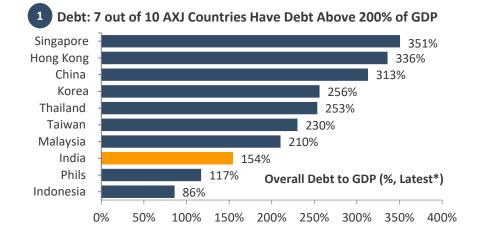


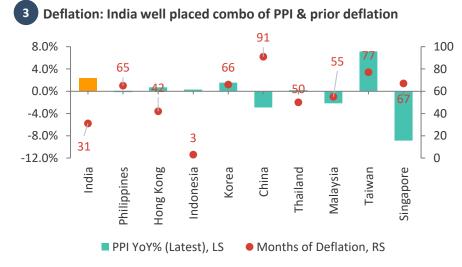


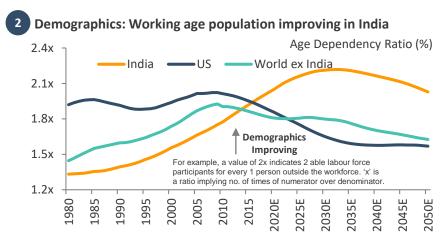
'LEVER': Perfectly fits the 'Make in India' theme (<u>L</u>abour rates, <u>E</u>xchange rates, <u>V</u>alue Chain, <u>E</u>nergy Cost, <u>R</u>awmaterial) Environmental norms, Good chemistry knowledge, Cost of operations (labor), De-risking by global customers

Source – Spark Capital Research,

## India Well Positioned on 3Ds: Debt, Demographics and Deflation







- 4 5 Key Reforms to Push Capex Higher
- Reduction in corporate tax to bring at par with Asian countries and abolition of retrospective taxation.
- Factor market reforms to ensure ease of doing business.
- Production Linked Incentive(PLI) schemes to develop indigenous manufacturing capabilities.
- Launch of National Infrastructure Pipeline , Gati Shakti, National Asset Monetisation Plan and Development Finance Institution to give a fillip to infrastructure development.
- Revision of MSME definition to encourage MSMEs to grow in size while creating an enabling environment to foster innovation & investment.

Source: Morgan Stanley (Panels 1,2 and 3), DSPIM (Panel 4).. There is no guarantee that any forecast make will come to pass. For Panel 1, \*Data as of 4Q23. For Panel 3, \*Latest as of Jul-19 for Malaysia, Sep-19 Philippines, Feb-20 for Thailand, Jun-20 for Indonesia and Oct24 for others.

## Why should one consider a direct India exposure? (i.e. not via EM)

### India expected to be 3rd largest economy in ten years



### Low representation in global indices

| MSCI All Country World Index |         |  |  |  |
|------------------------------|---------|--|--|--|
| Country                      | Holding |  |  |  |
| USA                          | 66.8%   |  |  |  |
| Japan                        | 4.7%    |  |  |  |
| UK                           | 3.1%    |  |  |  |
| Canada                       | 2.8%    |  |  |  |
| France                       | 2.3%    |  |  |  |
| India                        | 1.9%    |  |  |  |
| Germany                      | 1.9%    |  |  |  |
| South Korea                  | 0.9%    |  |  |  |
| Others                       | 15.6%   |  |  |  |

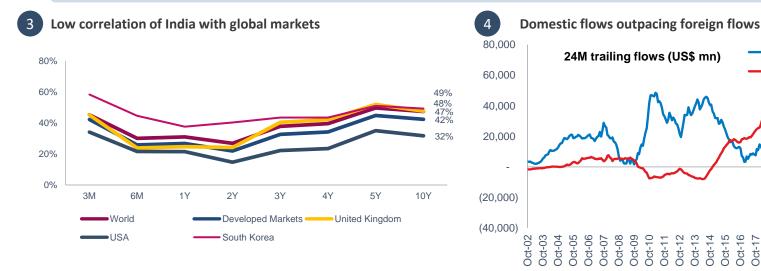
| MSCI Emerging Markets Index |         |  |  |  |
|-----------------------------|---------|--|--|--|
| Country                     | Holding |  |  |  |
| China                       | 27.0%   |  |  |  |
| India                       | 19.9%   |  |  |  |
| Taiwan                      | 18.9%   |  |  |  |
| South Korea                 | 9.7%    |  |  |  |
| Others                      | 10.2%   |  |  |  |
| Brazil                      | 4.5%    |  |  |  |

FPI flows

DMF flows

Oct-17 Oct-18 Oct-19 Oct-20

India is only 1.5% of MSCI ACWI, but contributes ~3% to world GDP and market-cap.



Source: Morgan Stanley, as on 29 Nov 2024 (World – MSCI All Country World Index, DM – MSCI The World index; USA – MSCI USA; UK- MSCI United Kingdom). MSCI India index data based on total returns with dividend reinvestment. It is not possible to invest directly in an index. For Panel 4, FPI is Foreign Portfolio Investors registered with Securities and Exchange Board of India (SEBI), DMF is Domestic Mutual Funds.

Oct-21 Oct-22 Oct-23 Oct-24

## India - Well-diversified across sectors

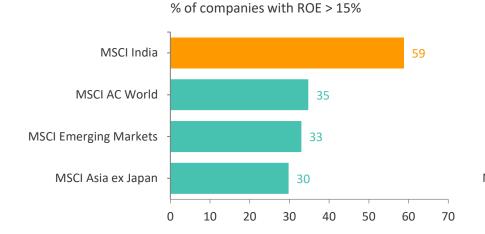
| MSCI Sectors           | India | China | Korea | Taiwan | Hong Kong | Singapore | Malaysia | Indonesia | Australia |
|------------------------|-------|-------|-------|--------|-----------|-----------|----------|-----------|-----------|
| Energy                 | 9%    | 3%    | 1%    | 0%     | 0%        | 0%        | 1%       | 5%        | 4%        |
| Materials              | 8%    | 3%    | 6%    | 2%     | 0%        | 0%        | 6%       | 9%        | 20%       |
| Industrials            | 9%    | 5%    | 15%   | 2%     | 16%       | 11%       | 11%      | 5%        | 5%        |
| Consumer Discr         | 13%   | 32%   | 9%    | 1%     | 5%        | 2%        | 4%       | 3%        | 6%        |
| Consumer Staples       | 7%    | 4%    | 2%    | 1%     | 2%        | 2%        | 11%      | 9%        | 4%        |
| Financials             | 26%   | 18%   | 12%   | 11%    | 48%       | 54%       | 42%      | 61%       | 38%       |
| Health Care            | 6%    | 4%    | 8%    | 0%     | 0%        | 0%        | 3%       | 2%        | 10%       |
| Information Technology | 12%   | 6%    | 42%   | 79%    | 0%        | 0%        | 2%       | 0%        | 2%        |
| Communication Services | 4%    | 21%   | 5%    | 2%     | 1%        | 21%       | 7%       | 7%        | 3%        |
| Utilities              | 5%    | 2%    | 1%    | 0%     | 11%       | 1%        | 13%      | 0%        | 1%        |
| Real Estate            | 1%    | 2%    | 0%    | 0%     | 17%       | 9%        | 0%       | 0%        | 7%        |
| Top 2 Sector Weights   | 38.8% | 52.7% | 56.8% | 90.6%  | 65.4%     | 75.4%     | 55.0%    | 70.1%     | 58.3%     |

India is well diversified across sectors

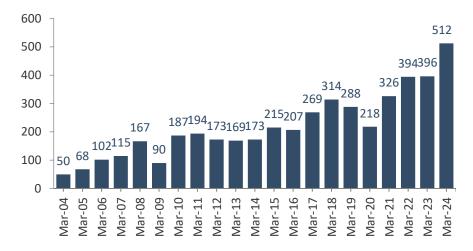
As on 29 Nov 2024 | Source: Morgan Stanley. Based on MSCI Indices

Indices are unmanaged and used for illustrative purposes only and are not intended to be indicative of any fund's performance. It is not possible to invest directly in an index. Past performance is not a reliable indicator of future results

## Indian companies are competitively placed with respect to the world

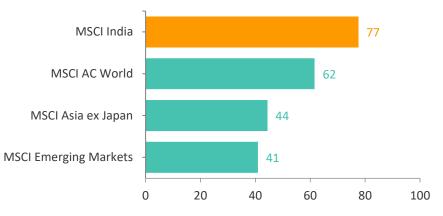


No. of billion dollar companies in India, in terms of market-cap

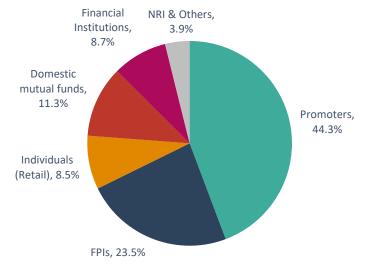


Source: \*Morgan Stanley Research, Sep 2024

% of companies with mcap > US\$ 10bn

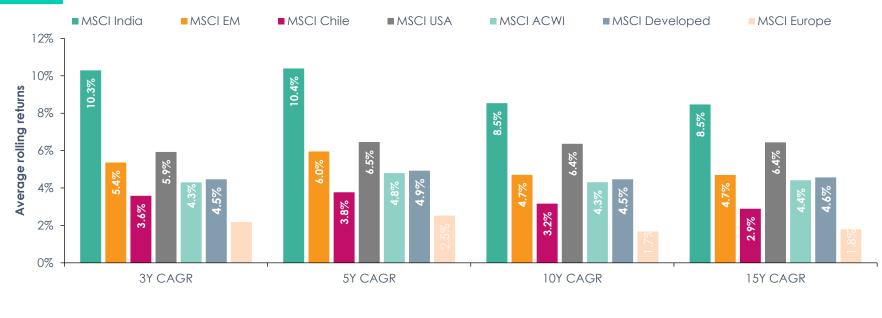


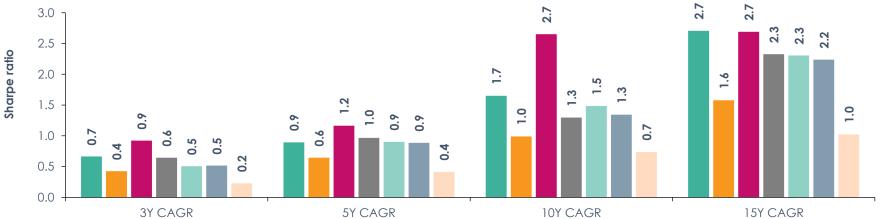
**Ownership (Top – 75 Companies)** 



Promoter group holding has decreased from 54% in 2007 to 44% in 2023

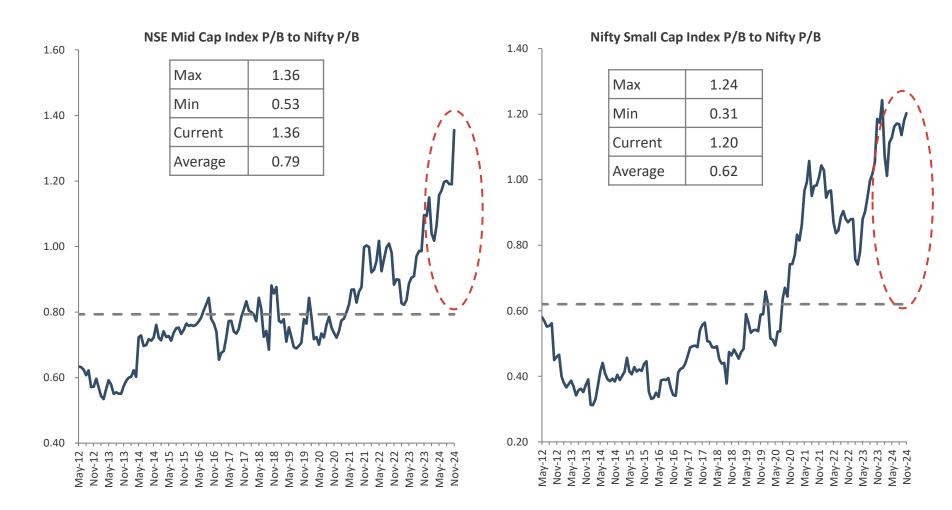
### Active managers in India have consistently outperformed passive





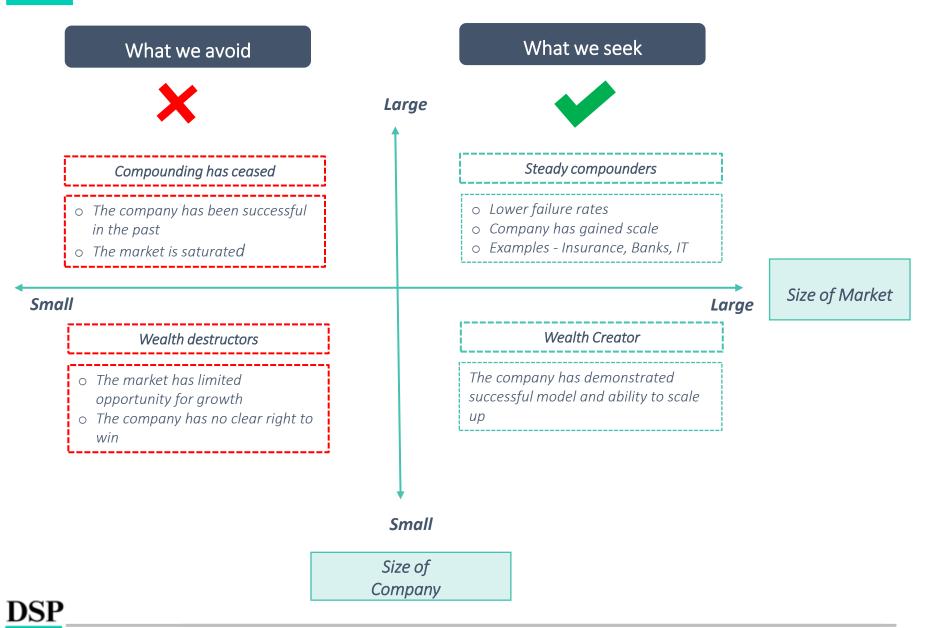
Source: Bloomberg; Sharpe ratio has been calculated as the average of rolling 3/5/10/15 year returns (since 1<sup>st</sup> Jan 1999) divided by the standard deviation of all 3/5/10/15 year returns respectively. Mutual funds with less than 3 year AUM history have been excluded from this analysis. All returns are calculated in USD terms. Latest data as of 30th Nov'2024.

### **Small and Mid Cap Valuation Differential**



Source: Bloomberg , Ambit research 30th Nov'2024.

# **Business Model – Identifying large opportunities**



### Business Model - Competitive advantages (Moats) are what we looking for....

Company may not be able to create value and fend off competition if it does not have moats in spite of large opportunities. Key sources of competitive advantages that we look for include

| Intangibles                        | Cost Structure   | Network Effect  | Switching costs   |
|------------------------------------|--|---|---|
| Brands/Patents and<br>Regulations* | Lower cost of production<br>which stem from process,<br>location, scale or access to<br>unique assets. | The value of a product<br>increases for both new and<br>existing customers as new<br>customers join the network | Cost (time, hassle, capital<br>or risk) that customer<br>would incur from one<br>producer or service<br>provider to the other |
| Eicher                             | SBI Life   | CONCOR  | Infosys   |

Not All Moats are equally valuable Most businesses have no moats (our default assumption for evaluating any new company) or have legacy moats i.e. no ability to reinvest in the business. We look for companies which have either large reinvestment opportunity or capital light businesses which do not need significant capital to grow

\* We refrain from buying stocks of companies which benefit from favourable regulations alone

### **Business Model - Quality of business**

- Facets of quality are
  - Capital Intensity Amount of capital which can be reinvested in the business
  - Capital Efficiency Returns generated on capital employed (Superiority of ROCE)
- Simple businesses (with optionality of complementary extensions) with growing market shares
- Quality of the business is displayed through its ability to generate superior (spread over the cost of capital), consistent, predictable and durable ROCE.
- ROCE along with growth defines the magnitude of value created by the business
- Size of the opportunity determines capital reinvestment which in turns drives growth
- Cashflows (not earnings) defines the true character of business
- Both quality of business and management are indispensable.
- ROCE of the business is function of the character of business where as ROE of business is function of Business
   + Management.

### **Management – Alignment of interest with shareholders**

DSP

| Capital allocation   | <ul> <li>Ability to know where to allocate capital (and where to deny it)</li> <li>Remain focussed on few areas of competence</li> <li>Investing in areas with similar or higher ROCE</li> </ul>                               |  |  |
|----------------------|--|--|--|
| Capital Distribution | <ul> <li>The capital to be distributed back to share holders in excess of</li> <li>Funding future growth</li> <li>Funding on acquisition</li> <li>Building contingencies</li> </ul>  |  |  |
| Other Facets         | <ul> <li>Integrity and passion</li> <li>Stakeholder relationship – with not only shareholders, but also<br/>employee, vendors, customers</li> <li>Governance standards</li> <li>Past Track record of the management</li> </ul> |  |  |

### Key traits of competent management = Capital Allocation + Capital Distribution

# Valuation - Price Value Gap (way we think about valuation)

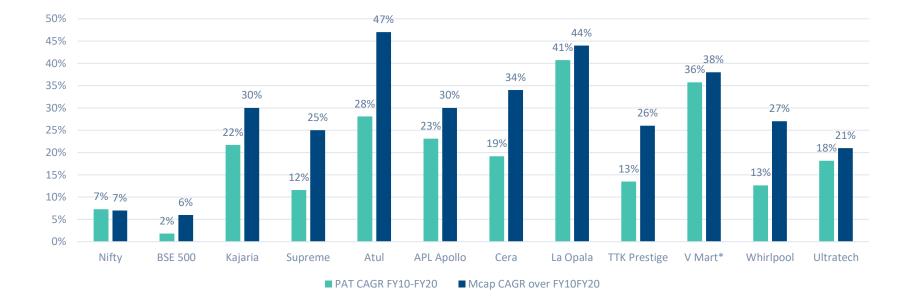
- Margin of Safety : We scout for Margins of safety = Gap between Intrinsic Value and Price
- Stock returns generally mirrors the earnings growth (unless the stock is incorrectly priced to begin with).
- ▶ Focus on entry multiples: We focus on the entry multiples which we pay for the businesses. If entry multiples are chosen properly, we can be assured of stock returns = earnings growth.
- **Re-rating is not our base case**: The stock re-rating can be significant driver of overall returns as the market changes its perception on the stock "Re-rating" however is not our base case for valuation
- Business cycle critical to judge value: Companies in early or mid-cycle can cover up for moderately higher valuation; Late cycle companies with excessive valuations are untenable.
- Stocks held for momentum: We may not be comfortable in buying companies which are in late cycle and excessively valued, however there will be stage were our core holding get significantly "re-rated". These are then shifted from "Core portfolio bucket" to "held for momentum tactical bucket" and are sold as the momentum starts to fade.

### Stock Returns can be derived as = Earnings Growth x Valuation multiple Change



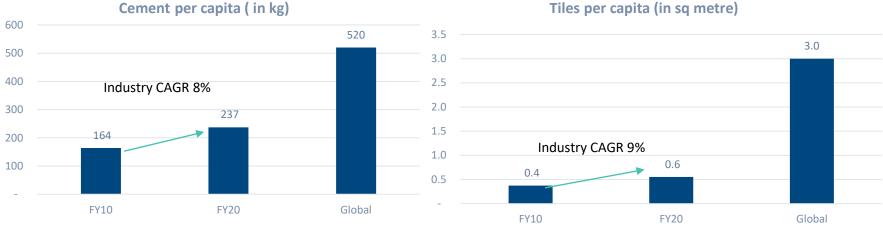
### **Earnings resilient for category leaders**

- Leaders of under penetrated category witnessed strong earnings growth between FY10-FY20
- Earnings decoupled with economy
- > Thus, Category leaders has showcased wealth creation over long period of time



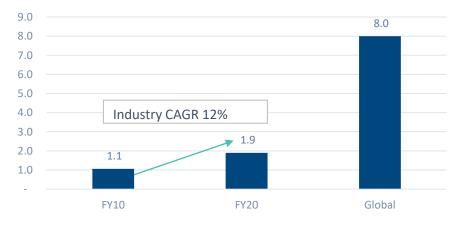
\*Return since IPO; Source: Internal, The sector(s)/stock(s)/issuer(s) mentioned in this presentation do not constitute any research report/recommendation of the same and the Representative Portfolio may or may not have any future position in these sector(s)/stock(s)/issuer(s).

# Per capita trending upwards- Still long way to go vs global peers



Tiles per capita (in sq metre)

#### PVC Pipes per capita (in kg)



- Per capita increased across categories in last decade
- Healthy industry growth driven by increase in per capita despite sluggish economy.
- Categories still underpenetrated w.r.t to global peers augurs well for long term growth

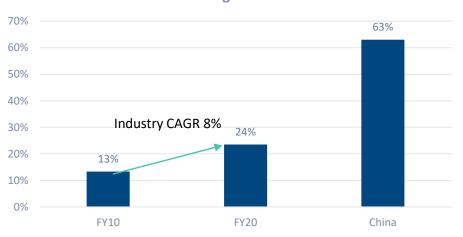
DSP

Source: Spark Capital. Past performance may or may not sustain in future.

### Growth in consumer durable led by higher penetration

**Refrigerator penetration** 250% 70% 59% 194% 60% 200% 50% 42% 150% Industry CAGR 16% 40% 30% 100% 20% 20% Industry CAGR 12% 50% 10% 21% 10% 0% 0% FY10 FY20 China FY10 FY20 China

#### Air condition penetration



#### Washing Machine

### Penetration levels in consumer durable increased structurally in last decade

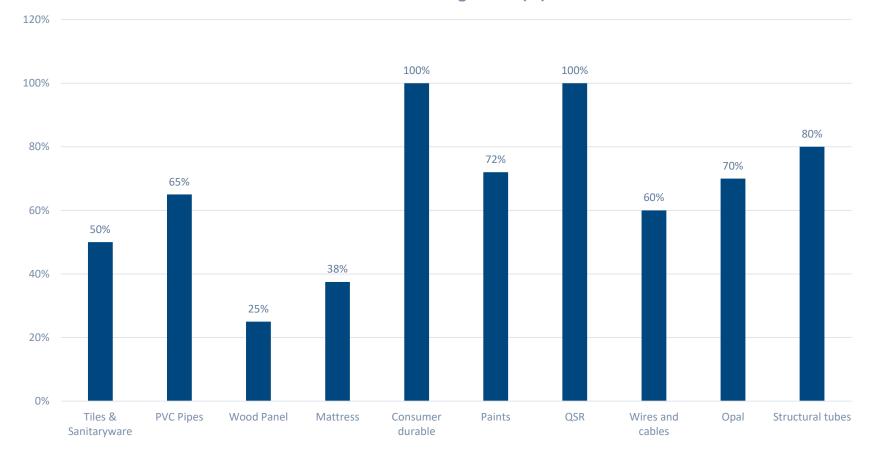
# • Ease of financing , availability of electricity contributed to increase in penetration

- Under penetration compared to global peers to drive long term growth
- Selecting right categories is important. eg. Refrigerator grew at 16% while Washing machine grew at 8%

**P** Source: Internal. **Past performance may or may not sustain in future.** 

### Shift to organized segment creates opportunity





# **Composite BM Performance (Since Dec 2000)**

| Average Daily Rolling Return | ЗҮ    | 5Y    | 7Y    | 10Y   |
|------------------------------|-------|-------|-------|-------|
| MSCI India Index             | 13.5% | 12.3% | 10.5% | 9.5%  |
| Nifty Midcap 150 Index       | 11.4% | 11.1% | 10.6% | 11.4% |

| Return / Risk (Rolling basis) | ЗҮ   | 5Y   | 7Y   | 10Y  |
|-------------------------------|------|------|------|------|
| MSCI India Index              | 0.87 | 0.98 | 1.29 | 1.73 |
| Nifty Midcap 150 Index        | 0.93 | 1.44 | 2.26 | 2.69 |

Source: Bloomberg. Data from Dec 2000 to Nov 2024. Past performance is not a reliable indicator of future results. Large & mid cap active composite consists of stocks with total market cap rank between from 1 to 100. Small Cap active composite consists of stocks with total market cap rank between from 101 to 250. All figures in USD

### Benchmark Performance, as of months ending

|                        | 30/11/2023 to<br>30/11/2024 | 30/11/2022 to<br>30/11/2023 | 30/11/2021 to<br>30/11/2022 | 27/11/2020 to<br>30/11/2021 | 29/11/2019 to<br>27/11/2020 |
|------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| MSCI India Index       | 23.86%                      | 5.63%                       | 1.01%                       | 34.09%                      | 6.46%                       |
| Nifty Midcap 150 Index | 29.97%                      | 29.71%                      | 0.38%                       | 49.66%                      | 15.34%                      |
| DSP Strategy           | 27.48%                      | 24.28%                      | -8.40%                      | 27.57%                      | 18.47%                      |
| MSCI ACWI Index        | 24.21%                      | 10.06%                      | -13.16%                     | 16.48%                      | 14.10%                      |
| MSCI USA Index         | 32.57%                      | 12.39%                      | -12.45%                     | 24.89%                      | 18.34%                      |
| MSCI Europe Index      | 7.04%                       | 9.72%                       | -11.51%                     | 11.35%                      | 3.54%                       |
| MSCI Japan Index       | 12.03%                      | 12.75%                      | -17.38%                     | 0.63%                       | 11.85%                      |
| MSCI UK Index          | 11.58%                      | 3.75%                       | -1.45%                      | 10.73%                      | -12.41%                     |
| MSCI China Index       | 10.39%                      | -6.36%                      | -29.65%                     | -20.38%                     | 38.06%                      |
| MSCI Brazil Index      | -22.79%                     | 11.71%                      | 7.85%                       | -17.54%                     | -19.95%                     |
| MSCI EM Index          | 9.27%                       | 1.52%                       | -19.81%                     | -1.49%                      | 18.33%                      |
| MSCI Developed Index   | 26.01%                      | 11.13%                      | -12.28%                     | 19.23%                      | 13.49%                      |

Source: Bloomberg, Internal. All returns in USD terms, as of 30th Nov'2024. The DSP Strategy has been implemented since 14 Nov 2006 through certain products managed by DSP Investment Managers Pvt. Ltd., which are not available for investment in any jurisdiction except for India. India Focused UCITS refers to a composite of all funds that invest into India via the UCITS platform. The custom 20:80 Index is an index weighted as 20% MSCI India Index and 80% MSCI India Small Cap Index. Large & mid cap active composite consists of funds falling in the large cap category as defined by the Indian regulator SEBI – Securities and Exchange Board of India. Small cap active composite consists of funds falling in the mid cap category as defined by the Indian regulator SEBI. For further details on MSCI and SEBI categories, please refer to the slide in the Appendix titled 'Market-cap Classification: SEBI versus MSCI'.

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