

Next Trillion Dollar Opportunities Portfolio

Linear GDP growth = Exponential opportunities

July 2021

Next Trillion dollar opportunity is on, QGLP works



India growth story on



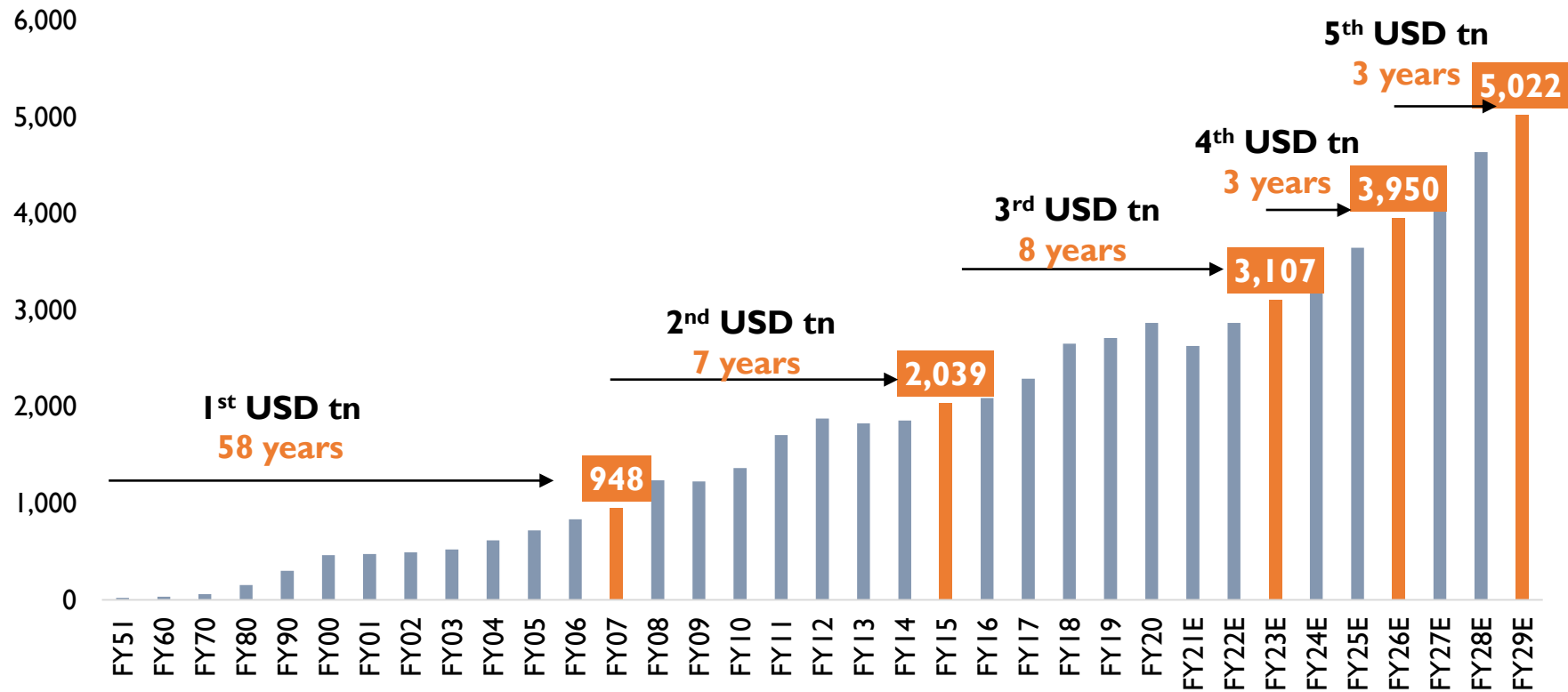
Documented
Investment Philosophy

α

Alpha across products

India growth story is on ...

The next trillion dollar opportunity India's GDP trend in USD bn

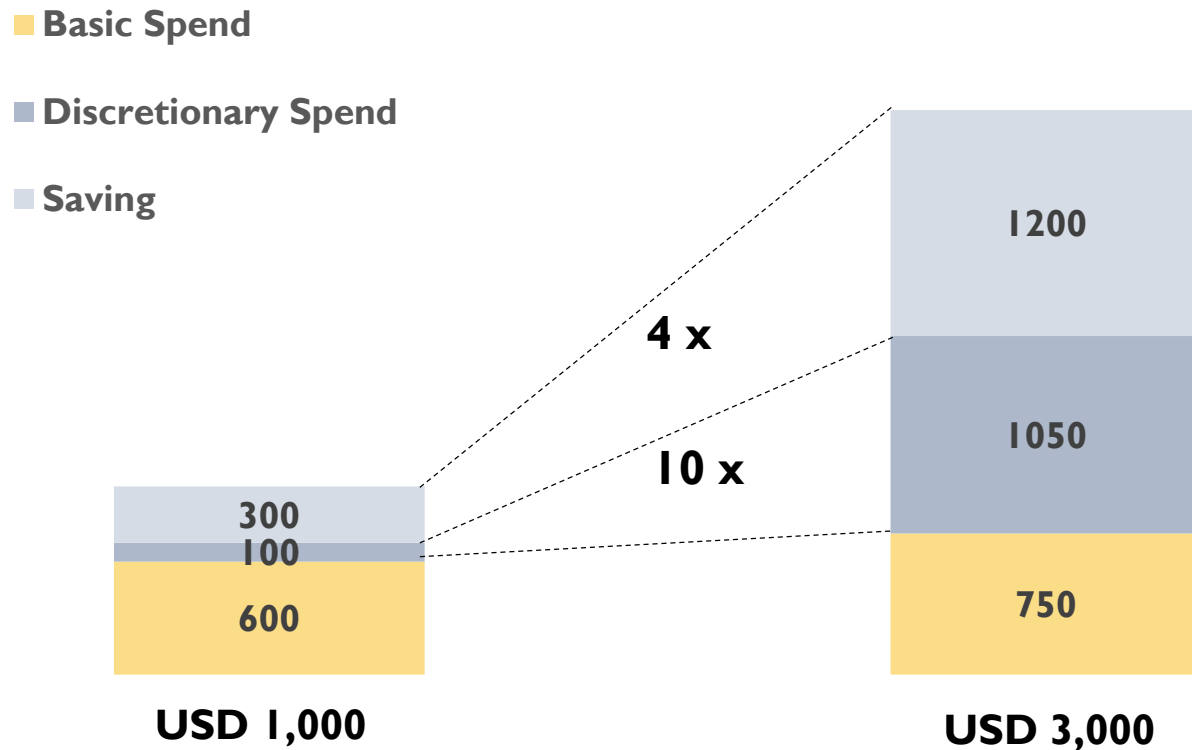


- 60 years for first trillion dollar of GDP
- Every NTD (next trillion dollar) in successively few years

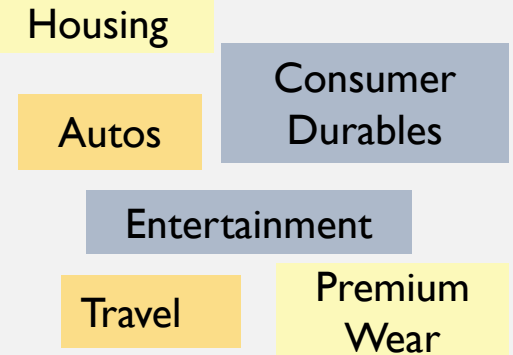
Source: MOAMC Internal Research

Disclaimer: The above graph/data is used to explain the concept and is for illustration purpose only. The data mentioned herein are for general and comparison purpose only and not a complete disclosure of every material fact. and should not used for development or implementation of an investment strategy. Past performance may or may not be sustained in future.

NTD Framework : Linear growth, Exponential opportunities



Doubling of per capita GDP leads to 10x opportunity in discretionary categories



Higher savings also mean opportunities in:



Source: MOAMC Internal Research

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QGLP in a nutshell

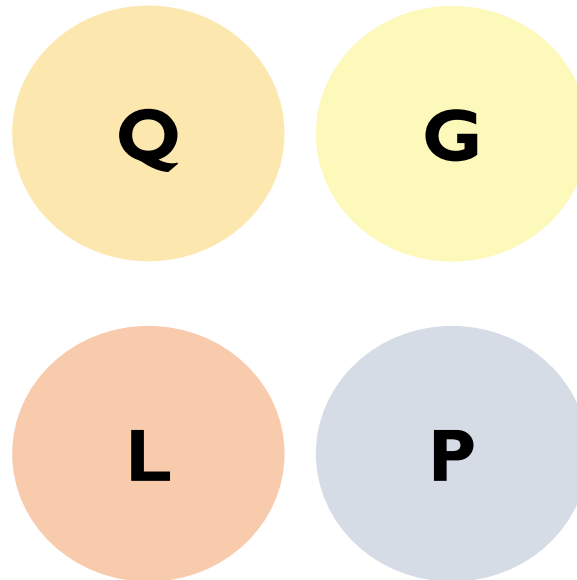
Our well documented Investment Philosophy

Quality of business x Quality of management

- Stable business, preferably consumer facing
- Huge business opportunity
- Sustainable competitive advantage
- Competent management team
- Healthy financials & ratios

Longevity – of both Q & G

- Long-term relevance of business
- Extending competitive advantage period
- Sustenance of growth momentum



Growth in earnings

- Volume growth
- Price growth
- Mix change
- Operating leverage
- Financial leverage

Price

- Reasonable valuation, relative to quality & growth prospects
- High margin of safety

25 years of Wealth Creation Studies

MOTILAL OSWAL Thematic Study | November 2021

24th ANNUAL WEALTH CREATION STUDY (2014-2020)

Management Integrity

Understanding Sharp Practices

HIGHLIGHTS

- If equity financing, management is 30% industry 1% and 2% investing also. Hence, getting Management Integrity right is the critical first step.
- There's only one way of writing honest accounts, and infinite ways of manipulating them.
- Most Sharp Practices use to inflate profits and stuff the "financial truth" in the Balance Sheet (Credit PBU, Debt Balance Sheet).
- Profit & Loss statement is easier to manipulate. Hence, managements must be statutorily advised to present a simplified true Cash flow statement.
- Auditors must be made more accountable to industry shareholders to avoid Sharp Practices for the management.
- As an investor, have a forensic mindset to get management's explanation for all the reported Sharp Practices.
- Finally, interact with various stakeholders – customers, employees, suppliers, competitors, etc. – to uncover a true picture of Management Integrity.

"The best defence against fraudsters is to see things from their or best possible of the best best of things with a... with some that appear different and available to investors in this country. It is not only necessary that investors' might to try with a company for the sake of financial integrity." (Thomas Hedges, India Post, 11/11/2014)

TOP 10 WEALTH CREATORS (2014-2020)

Rank	Company	Market Capitalized (INR Cr.)	Company	1 Year Return (CAGR %)	Company	3 Year Return (CAGR %)	Company	5 Year Return (CAGR %)
1	Reliance Industries	5,200	Industries	75	Industries	75	Industries	75
2	HDFC Bank	5,000	Banking	50	Banking	50	Banking	50
3	ITC	3,500	FMCG	40	FMCG	40	FMCG	40
4	Wipro	3,000	IT	30	IT	30	IT	30
5	Infosys	2,500	IT	25	IT	25	IT	25
6	State Bank of India	2,000	Banking	20	Banking	20	Banking	20
7	Wipro	1,800	IT	18	IT	18	IT	18
8	ICICI Bank	1,500	Banking	15	Banking	15	Banking	15
9	Axis Bank	1,200	Banking	12	Banking	12	Banking	12
10	State Bank of India	1,000	Banking	10	Banking	10	Banking	10

Numbers are subject to change through important disclosures made at the end of the Research Report. Investors are advised to refer through important disclosures made at the end of the Research Report. Motilal Oswal research is available at www.motilal-oswal.com

MOTILAL OSWAL Thematic Study | November 2021

23rd ANNUAL WEALTH CREATION STUDY (2013-2018)

Valuation Insights

What works, What doesn't

HIGHLIGHTS

- The two key drivers of returns: Value are Return on Equity (ROE) and Earnings growth.
- Companies create intrinsic value only when they earn ROE higher than Cost of Equity.
- Low ROE companies must focus on increasing ROE, high ROE companies on increasing growth.
- Both high ROE and high Earnings growth are difficult to sustain.
- P/E (P/E to Earnings ratio) less than 1x is a near-infallible formula for healthy underperformance.
- Current market valuations imply robust earnings growth, which remains elusive. Hence, expect market to remain soft.

"In the 1980s, it was thought that there was a multitude of ways, in the emerging field, to create a sustainable competitive advantage. For the 21st century, there is a substitute for the 'low hanging fruit' - 'disruptive innovation'." (Michael Porter, Harvard Business Review, April 2018)

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3	ITC	3,500	FMCG	40	FMCG	40	FMCG	40
4	Wipro	3,000	IT	30	IT	30	IT	30
5	Infosys	2,500	IT	25	IT	25	IT	25
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MOTILAL OSWAL Thematic Study | December 2017

22nd ANNUAL WEALTH CREATION STUDY (2012-2017)

CAP & GAP

Power of longevity in Wealth Creation

HIGHLIGHTS

- Long-term high growth companies are few. Understanding of Competitive Advantage Period (CAP) and Growth Advantage Period (GAP) improve the chances of finding them.
- Most without growth will underperform; growth without most will not last.
- Longevity and speed of growth are inversely correlated.
- Three characteristics of CAP-GAP companies are:--
Clear strategy, High growth window, and High-growth industry situations.

"The challenge to find a good business – not one that I can understand why it's good – with a durable competitive advantage, not too big and not too small, and available at a price that makes sense. Because we are not going to sell the business, we don't need something with earnings that go up the next month or the next quarter; we need something that will earn more money on and off and on and off again from now." -- Warren Buffett, in Value Investor's 2017 letter to shareholders

TOP 10 WEALTH CREATORS (2012-2017)

Rank	Company	Market Capitalized (INR Cr.)	Company	1 Year Return (CAGR %)	Company	3 Year Return (CAGR %)	Company	5 Year Return (CAGR %)
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2	HDFC Bank	3,000	Banking	50	Banking	50	Banking	50
3	Reliance Industries	2,500	Industries	75	Industries	75	Industries	75
4	ITC	2,000	FMCG	40	FMCG	40	FMCG	40
5	Wipro	1,800	IT	30	IT	30	IT	30
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7	ICICI Bank	1,200	Banking	15	Banking	15	Banking	15
8	Axis Bank	1,000	Banking	12	Banking	12	Banking	12
9	State Bank of India	800	Banking	10	Banking	10	Banking	10
10	Wipro	700	IT	20	IT	20	IT	20

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- Management Integrity – Understanding Sharp practices
- Valuation Insights – What Works, What Doesn't
- Cap & Gap – Power of Longevity in wealth creation
- Porter's 5 Forces
- Value Migration
- Great, Good, Gruesome
- Emergence & Endurance
- Next Trillion Dollar Opportunity
- Winner Categories, Category Winners
- Management – 90% rule of investing
- Payback ratio – Market Cap ÷ Next 5 years PAT
- PEG – Trailing P/E to Forward earnings CAGR



THINK EQUITY
THINK MOTILAL OSWAL

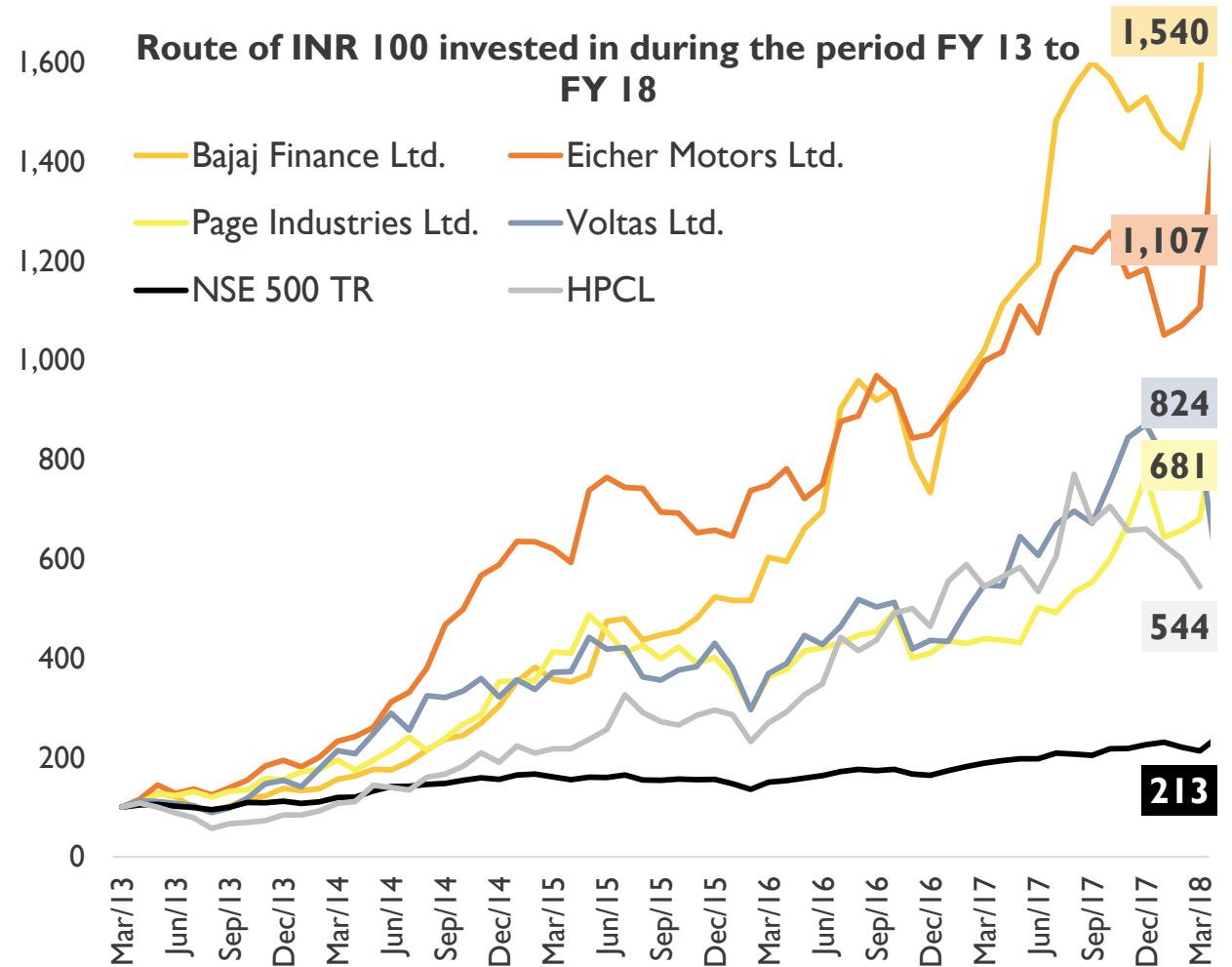
MOTILAL OSWAL
ASSET MANAGEMENT

BUY RIGHT
SIT TIGHT

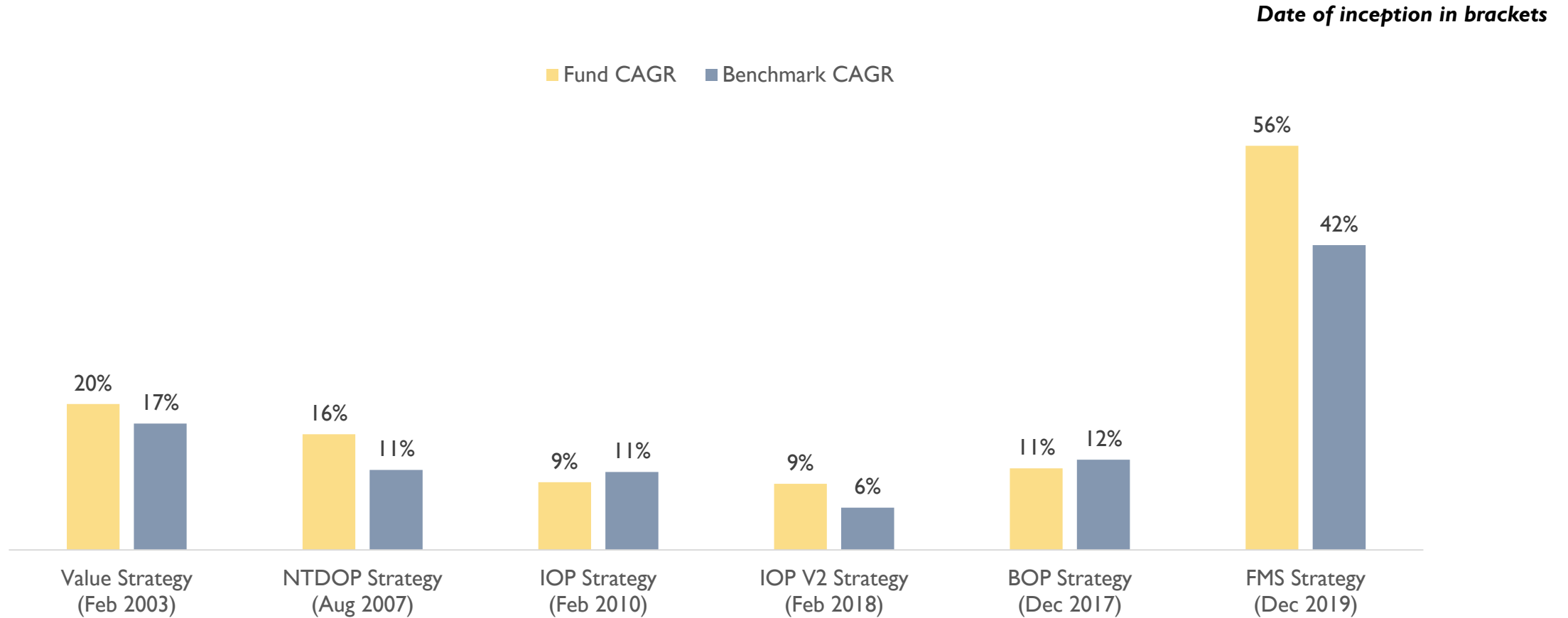


NTDOP- Portfolio which has identified multibaggers

	Above average RoE	Strong PAT CAGR	Price CAGR
Eicher Motors	30%	43%	62%
Page Industries	53%	25%	24%
Bajaj Finance	20%	33%	73%
Voltas	15%	22%	40%
HPCL	21%	70%	40%



QGLP works – Healthy Returns across all products since inception

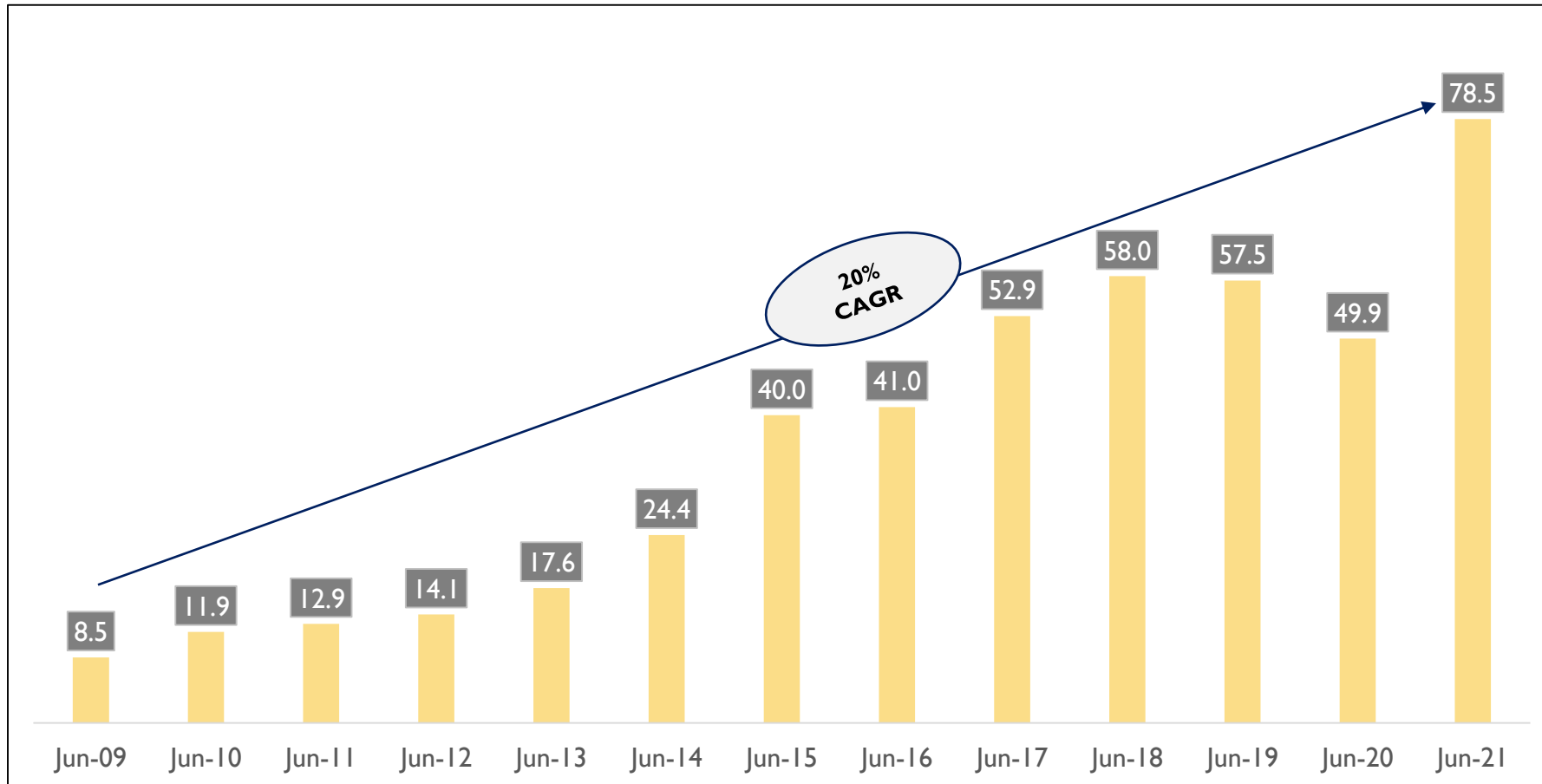


Source: MOAMC Internal Research Data as on 30th June 2021

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Robust Long Term Compounder – 20% CAGR for 12yrs

- Delivered 16% return since inception v/s benchmark returns of 11%



NTDOP	7.8x
Nifty 500 TRI	4.3x
Post Fees Excess	3.5x

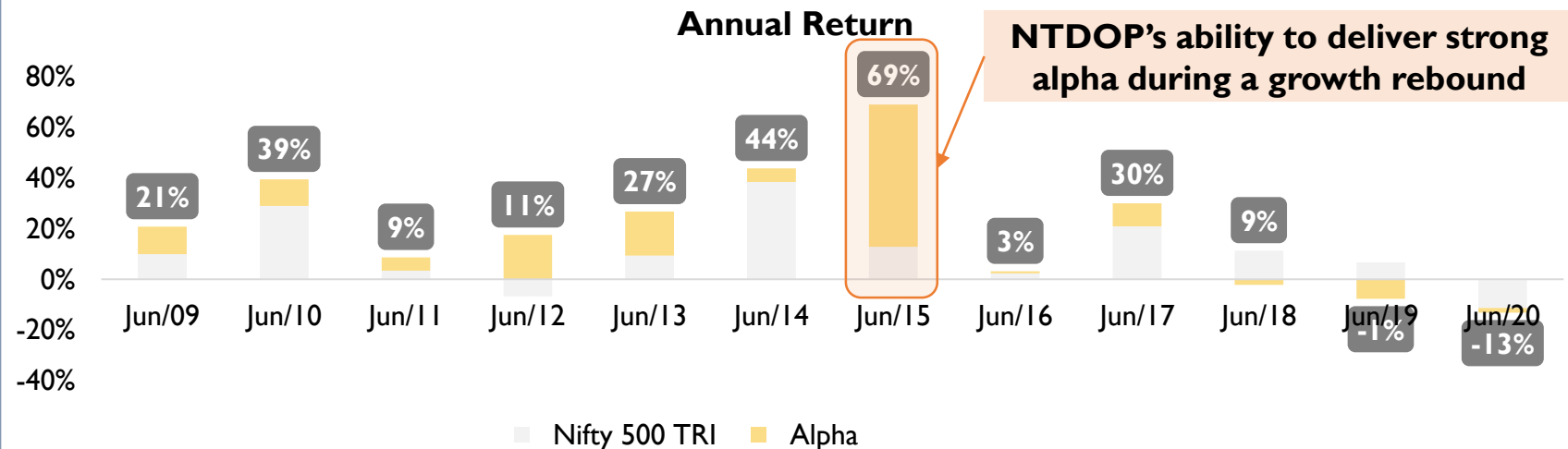
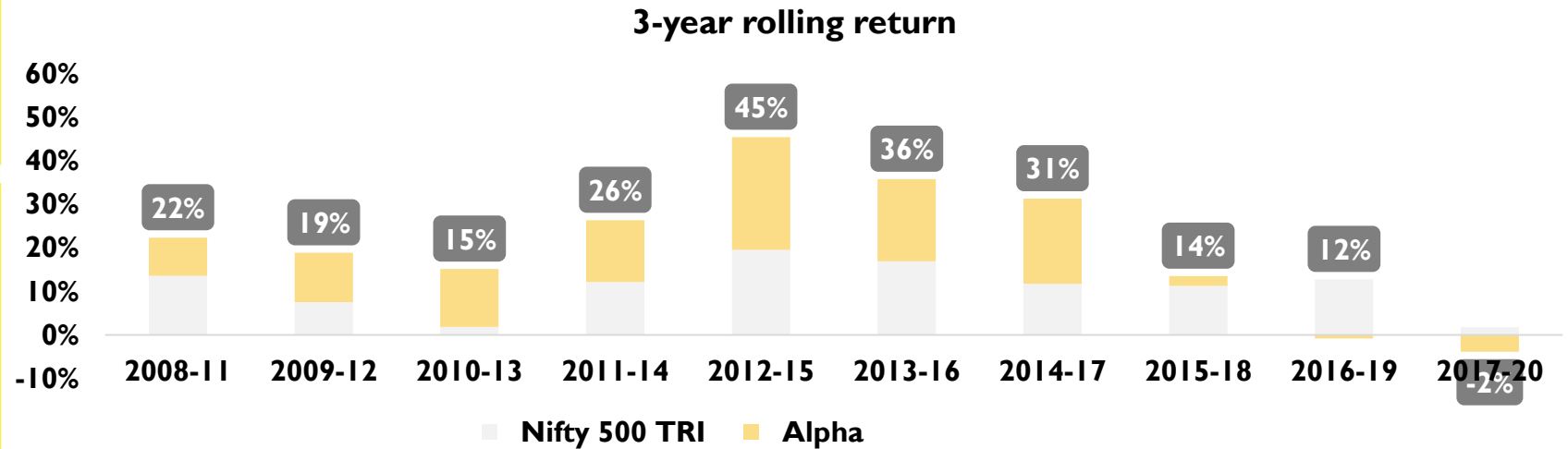
SI Returns (CAGR)	
NTDOP	16%
Nifty 500	11%
Alpha	5%

Robust returns with significant outperformance...same manager since inception

**12-year return of 19%,
Alpha of 9%**

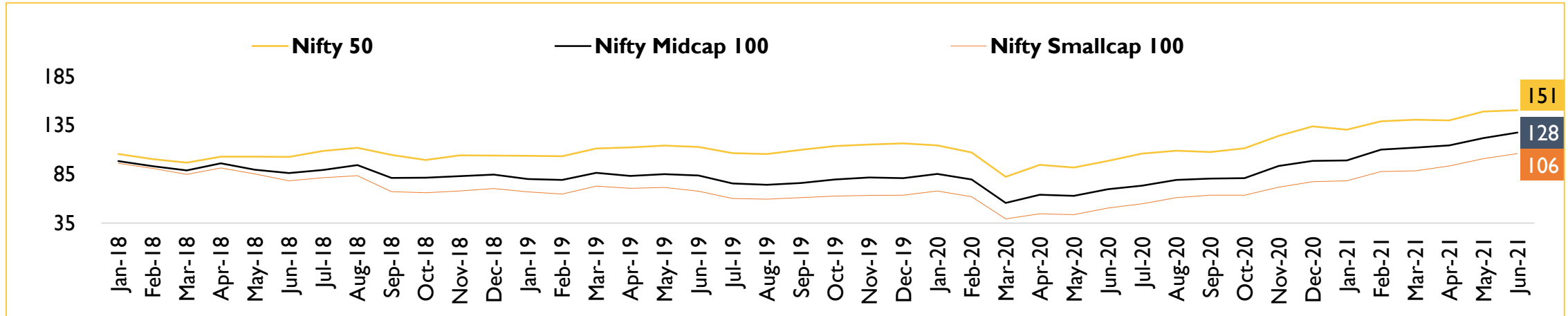
**Unbroken positive 3-
year rolling returns
till as recent as June
2019**

**Positive annual alpha
till June-2017**

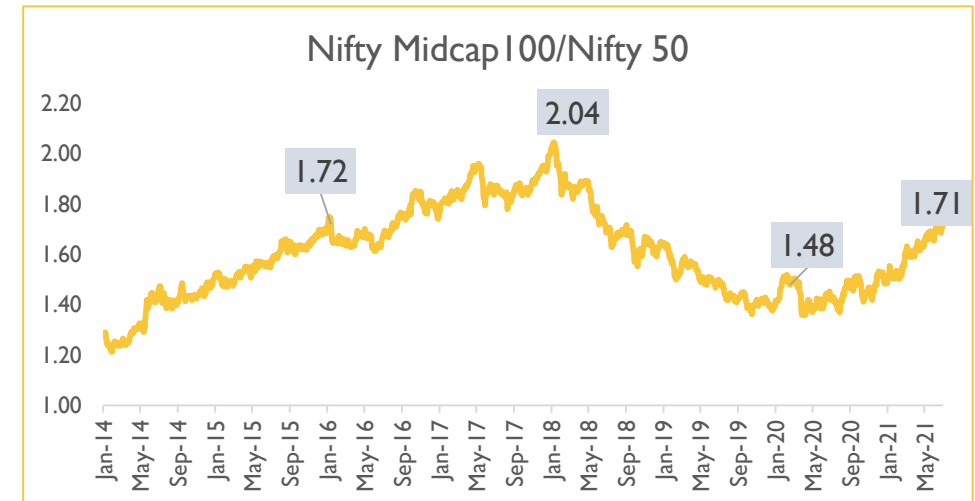
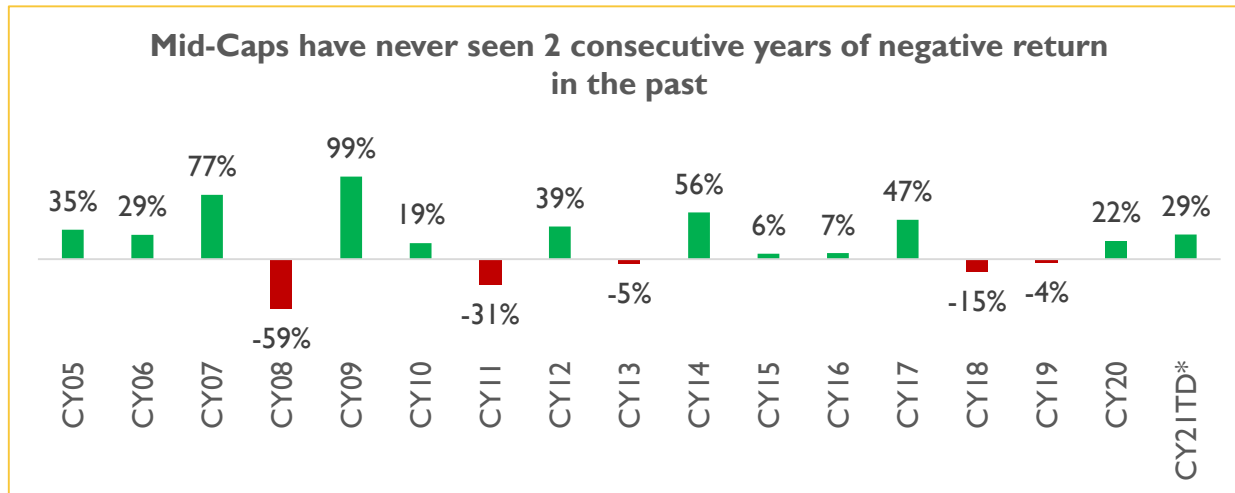


Why Now? - Expect midcaps to bounce back with economic recovery

Large caps have been outperforming small and midcaps for 2 years now ...



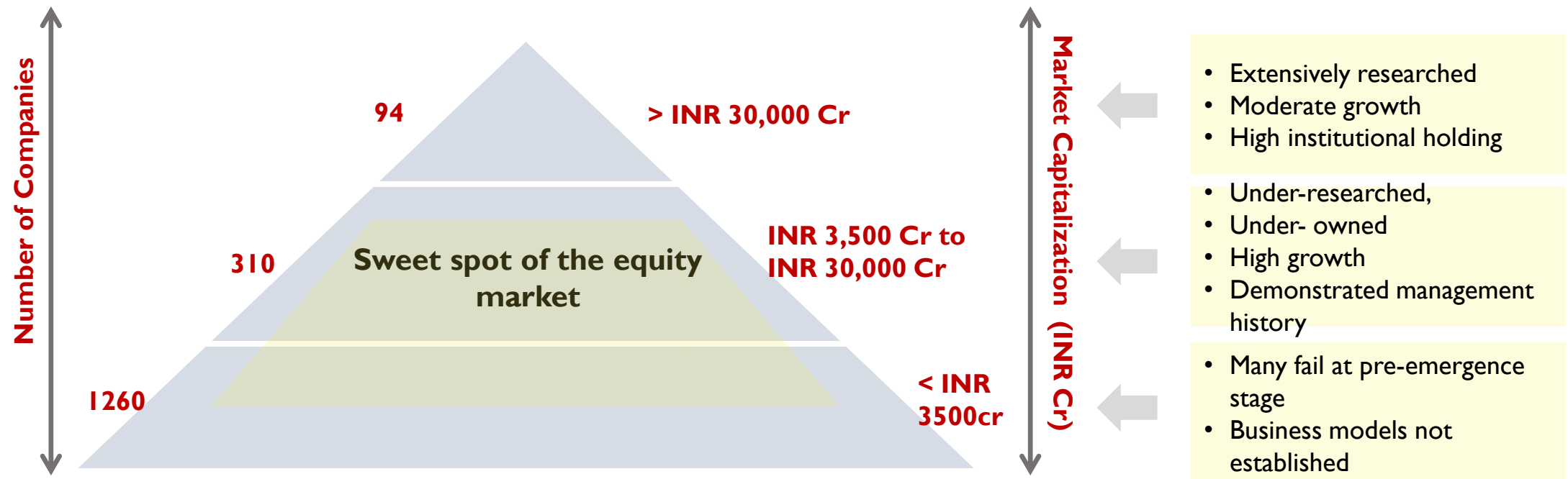
Midcaps recovered in CY20 post consecutive falls



Why now? – Entering the sweet spot of the market

We believe that INR 3,500 Cr – INR 30,000 Cr market cap is the sweet spot for Indian equities

They can provide excellent balance between strong growth and a demonstrated history of management success

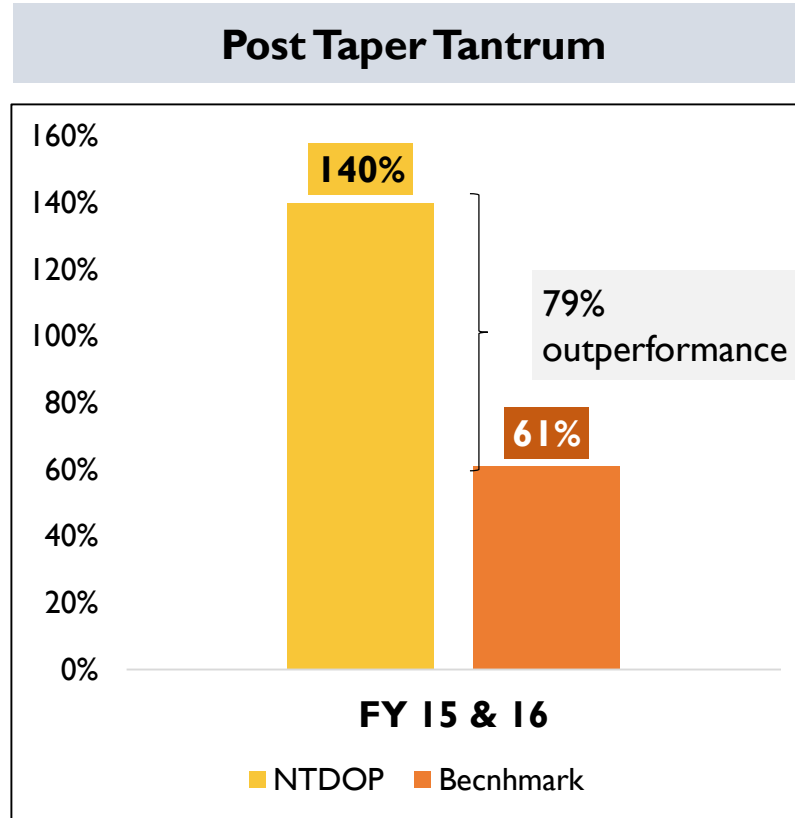
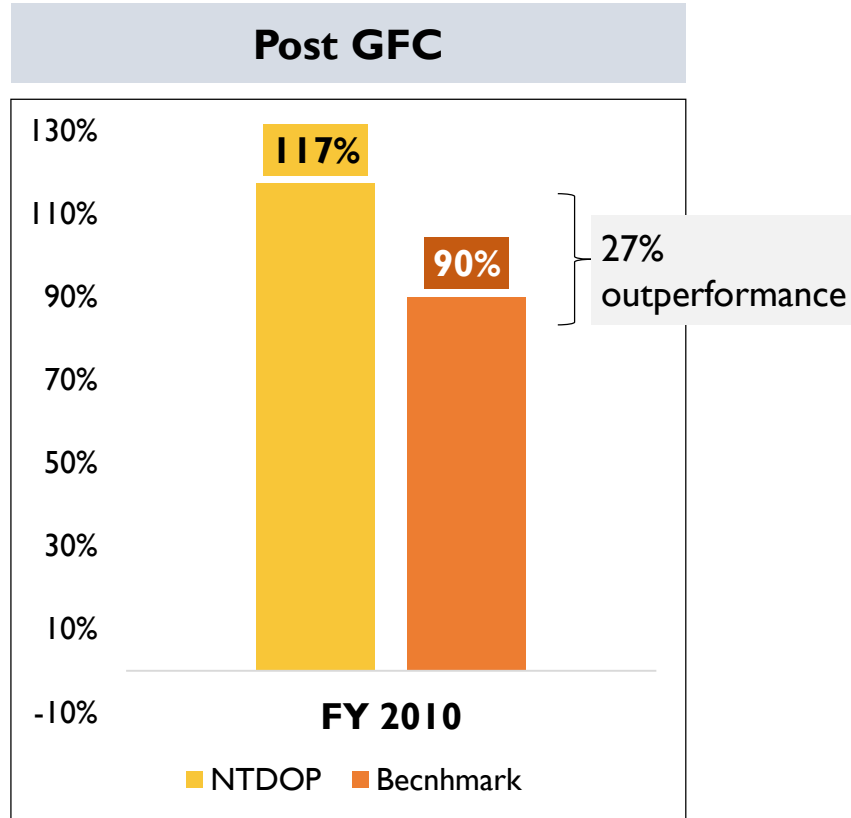


Source: NSEIndia, data as on December 31, 2020

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Why Now? – History of outperformance after every downturn

Portfolio construct allows for a big bounce back during periods of growth rebound:



Post Covid ??

Source: MOAMC Internal Research, NSE India

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Why NTDOP should be a part of every Portfolio?



**Key themes and
stocks**



**Alpha of 4.9% CAGR
Since Inception**



Valuations attractive

15 Years Legacy of Identifying Multi-Baggers

Stocks	Portfolio	Initial Purchase Date	CAGR %	Multiple of Cost	Holding Status
Ipca Labs	Value	May-18	38%	2.8	Exited*
Bajaj Finance Ltd.	NTDOP	Nov-10	50%	45.5	Exited*
Page Industries Ltd.	NTDOP	Dec-07	37%	72.2	Current Holding
Eicher Motors Ltd.	NTDOP	Dec-10	34%	22.9	Current Holding
Astral Poly Technik	F30	Aug-17	54%	5.4	Current Holding
Britannia Industries	F35	Feb-15	24%	3.9	Current Holding
Kotak Mahindra Bank	NTDOP	Sep-10	25%	11.2	Current Holding
HDFC Bank Ltd.	Value	Jul-08	26%	20.2	Current Holding
Voltas	F30	Aug-14	27%	5.4	Current Holding
ICICI Lombard General Insurance	LTEF	Sep-17	25%	2.3	Current Holding
Dr Lal Pathlabs Ltd.	IOP	Aug-16	28%	3.2	Current Holding
HDFC Standard Life Insurance Company Limited	Value	Nov-17	21%	2.0	Current Holding
L&T Technology Services Ltd.	NTDOP	Oct-16	31%	3.5	Current Holding
AU Small Finance Bank	Value	Jul-17	21%	2.2	Current Holding
ICICI Bank	Value	Oct-17	27%	2.4	Current Holding
Aegis Logistics Ltd.	IOP	Aug-16	25%	2.9	Current Holding
Alkem Laboratories Ltd.	IOP	Jan-17	16%	1.9	Current Holding

Source: MOAMC Internal, Data as on 30th June 2021

* Exited Bajaj Finance in April, 2020; Ipca Labs in Jun'2021

Disclaimer: Investors are requested to note that as a manager to the products of various business segments offered by Motilal Oswal Asset Management Company (MOAMC) or its associates has financial interest in the stocks mentioned herein. MOAMC or its associates did not receive any compensation from or other benefits from the subject company/ies whose stocks are mentioned herein or from a third party in connection with the same

Portfolio Mix at glance

Others
 Aegis Logistics
 Container Corporation
 HPCL
 Bayer Cropsience
 Cummins India
 Godrej Industries
 L&T Ltd
 Birla Corporation

Insurance
 Max Financial Services

Consumer Staples
 Colgate Palmolive
 Emami Limited
 ITC

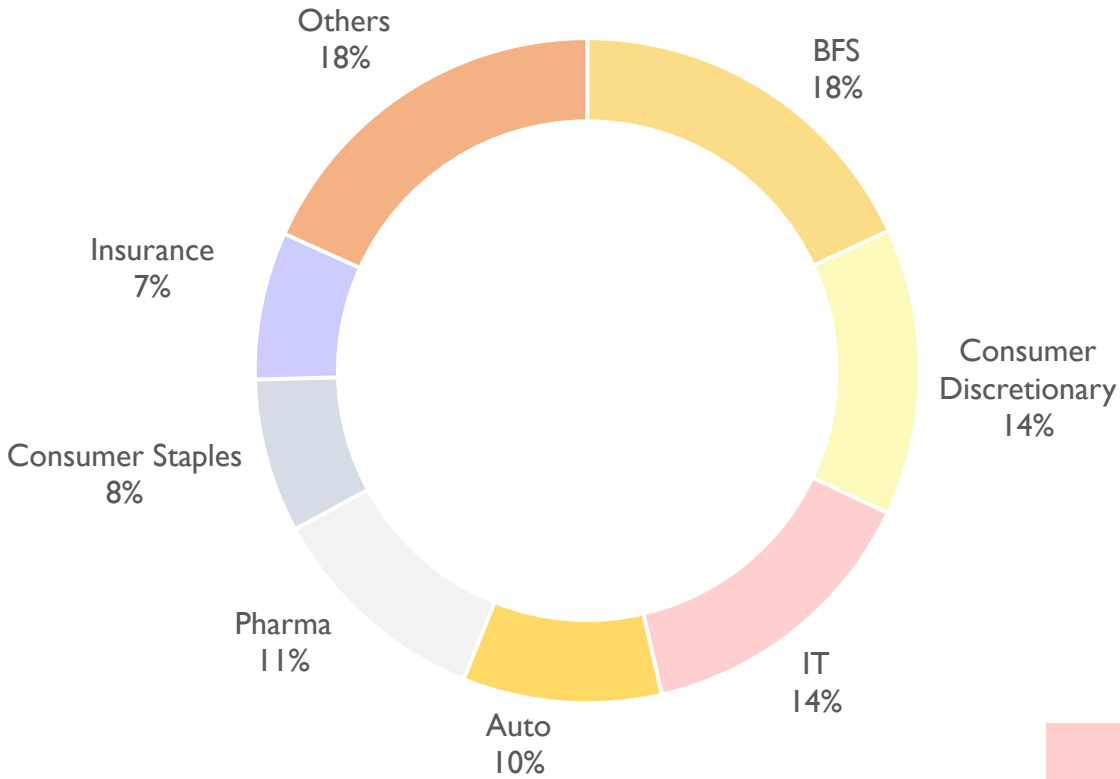
Pharma
 Ipca Laboratories
 Gland Pharma
 Alkem Laboratories

Auto & Auto Ancillaries
 Eicher
 Bosch
 Bharat Forge

Banking Financial Services
 Kotak Mahindra Bank
 ICICI Bank
 SBI

Consumer Discretionary
 Voltas
 Page Industries

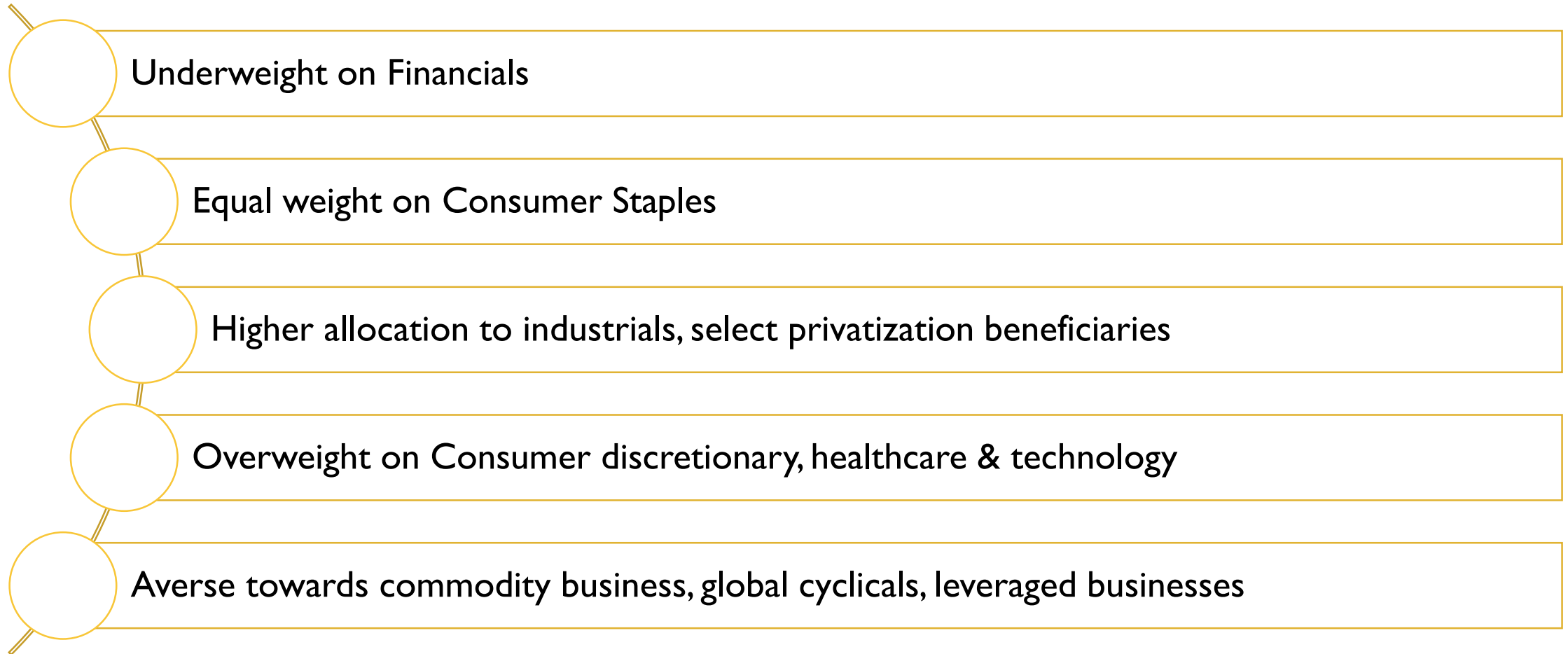
IT
 L&T Technology Services
 Tech Mahindra
 Tata Consultancy Services.
 L&T Infotech



Data as on June 30, 2021

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Portfolio Positioning



Portfolio Positioning

1

High quality lenders

ICICI Bank : 6.4%

Kotak Bank:8.5%

SBI: 2.7%

3

Higher weight to Discretionary

Voltas : 9.2%

Page Industries: 4.4%

Autos: 10%

2

Higher Allocation to Mid and Smallcap

**Large Cap
48%**

**Mid Cap
47%**

**Small Cap
5%**

4

Exposure to Investment theme and PLI

Bharat Forge: 2.4%

Cummins: 2.1%

Voltas:9.2%

Pharma: 11%

Portfolio Positioning

5

Exposure to Privatization theme

HPCL : 2.3%

Concor : 2.9%

6

Capex Recovery plays

Cummins : 2.1%

L&T : 1.3%

7

Insurance- An underpenetrated market

Max Financials : 7.0%

Portfolio Positioning

1	High quality lenders	Consolidation in lending space and value migration is evident
2	Higher Allocation to Mid and Smallcap	Expect Mid and Small caps to recover with the impending Economic Recovery
3	Higher weight to Discretionary	V-Shaped recovery across sectors 9% allocation towards Autos – Bottom of the cycle and starting to recover
4	Economic Recovery led Investment theme and Positive impact of PLI	Recent government initiatives on PLI's have begun reflecting in new projects and expect this trend to only gather pace as PLI's are finalized for Auto Sector (including ancillaries) and Pharma sectors over the next few months.

Portfolio Positioning

5

Exposure to Privatization theme

Decisive moves from the government towards privatization to benefit portfolio stocks

6

Capex Recovery plays

**Beneficiaries of a turnaround in the investment cycle
Private sector capex cycle should revive as growth impulses take root**

7

Insurance – an underpenetrated market

**An underpenetrated market with Multi-decadal growth opportunity.
With little or no risk on the asset side and with Deeply moated brand,
insurance is a capital efficient business**

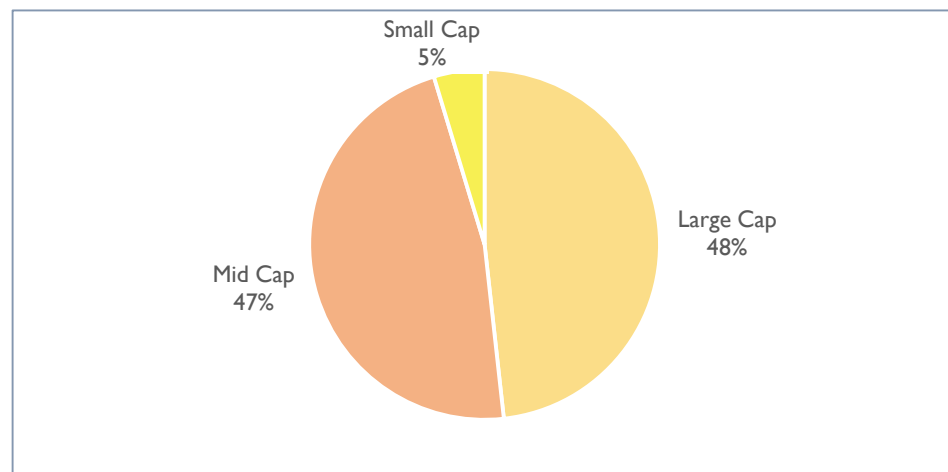
**A fund manager is appraised with hindsight,
but money has to be managed with foresight**

- Thomas Phelps

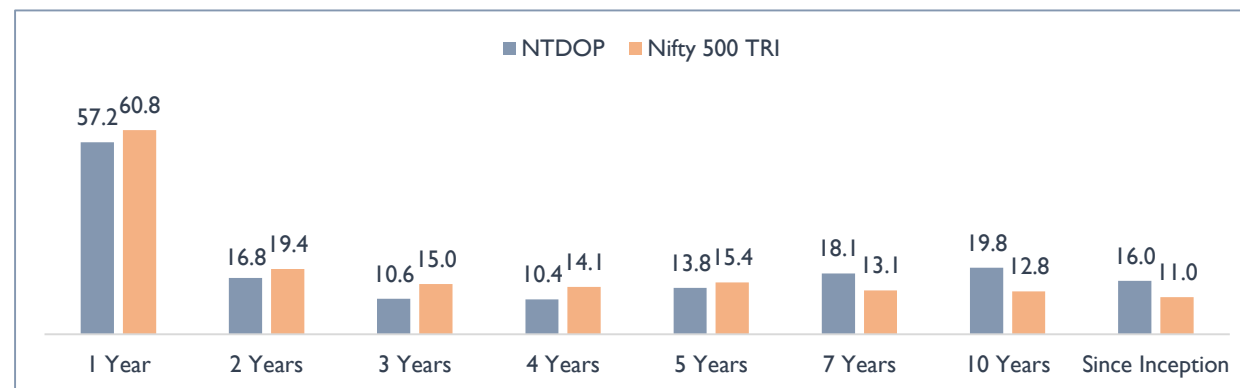
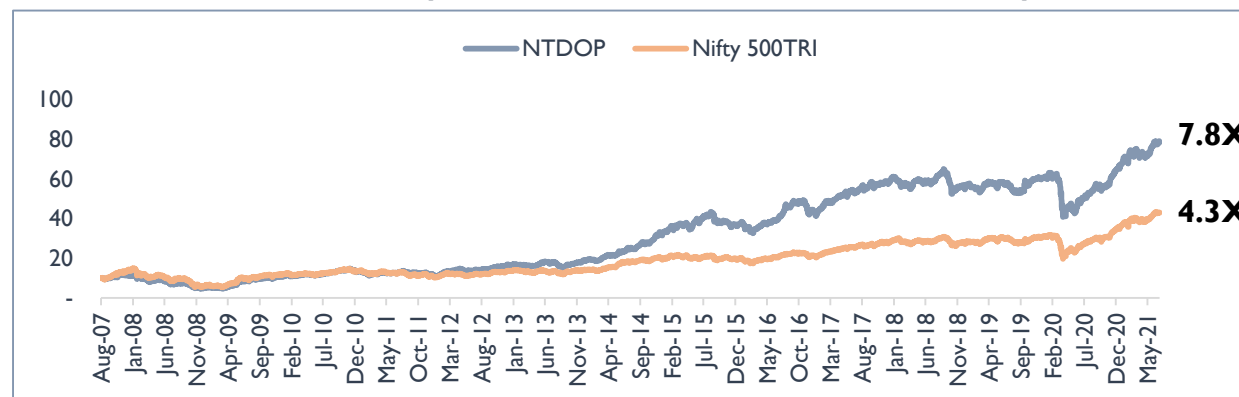
Portfolio composition and performance at a glance

Top 10 Holdings & Market Capitalization

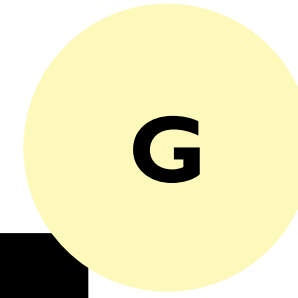
Scrip Name	% Holding
Voltas Ltd.	9.2
Kotak Mahindra Bank Ltd.	8.5
Max Financial Services Ltd.	7.0
ICICI Bank Ltd.	6.4
L&T Technology Services Ltd.	6.1
Gland Pharma Ltd.	5.4
Eicher Motors Ltd.	4.5
Page Industries Ltd.	4.4
Tech Mahindra Ltd.	4.0
Ipca Laboratories Ltd.	3.9



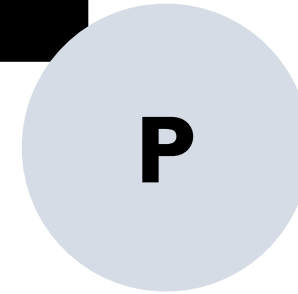
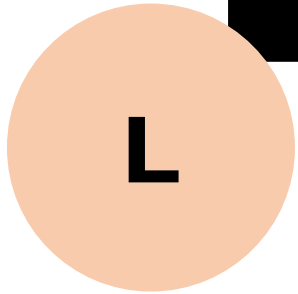
Alpha of **5.0% CAGR** since inception



NTDOP Strategy Inception Date: 3rd Aug 2007; Data as on 30th June 2021; Data Source: MOAMC Internal Research; RFR: 7.25%; *Earnings as of Dec 2020 quarter and market price as on 30th April 2021; Source: Capitaline and Internal Analysis; Please Note: Returns up to 1 year are absolute & over 1 year are Compounded Annualized. Returns calculated using Time Weighted Rate of Return (TWRR) at an aggregate strategy level. The performance related information is not verified by SEBI. All portfolio related holdings and sector data provided above is for model portfolio. Returns & Portfolio of client may vary vis-à-vis as compared to Investment Approach aggregate level returns due to various factors viz. timing of investment/ additional investment, timing of withdrawals, specific client mandates, variation of expenses charged & dividend income. Past performance may or may not be sustained in future and should not be used as a basis for comparison with other investments.



HIGH CONVICTION STOCK IDEAS



IDENTIFYING COMPOUNDING IDEAS



I

VOLTAS

ACs: Most promising consumer category for the next 1-2 decades

India sells 7m ACs annually vs 90 million in China. This despite the fact that the weather in India is warmer; affordability is catching up with enablers like financing. We see a potential J-curve in this consumer category.

Voltas: the market leader

Voltas is the market leader with ~25% market share with strong brand and distribution moats. Voltas has consistently gained market share despite active presence of global majors like Samsung, LG, Hitachi, Daikin in the RAC market.

Voltas Beko JV an option value

Addressable market significantly expanded to the full range of consumer durables, less competitive than ACs.

High ROCE, strong FCF

Voltas generates ~550 cr of PAT, 400 cr of FCF with hardly 1,800 cr of capital employed; signifying the strength of its capital efficient business model.

2

KOTAK MAHINDRA BANK

Best owner-operator

Kotak Bank under the ownership and leadership of Mr Uday Kotak; is a classic display of owner-operator model with 100% skin in the game. Mr Kotak has showcased a track record of saying 'NO' when most said 'YES'.

Significant value creation in subsidiaries

Kotak Bank other than the stellar track record in building a robust liability franchise in banking (55% CASA); has created significant value in subsidiaries with 100% stakes in each and every subsidiary.

Solid financials

Capital adequacy amongst the highest in the Indian banking sector, 17% vs the regulatory requirement of 8.5%. Asset quality is amongst the best given the conservativeness with which Mr Kotak has built the asset book.

Steady compounder

We expect Kotak Bank to be a consistent compounder; stock trades at a slightly premium valuation of ~33x FY22 P/E which should sustain given the past track record and quality of the book.



3

IPCA LABS

India going Chronic

Share of chronic has risen significantly from 35% in FY18 to 50% now. With no MR addition for next 2 years, and new divisions (derma, women's healthcare), margins should rise to 30% from 26%.

US is an option value

After remedial actions over the past 5 years, Ipca has now offered all the affected US facilities for re-inspection.

Expect 20% earnings CAGR with higher RoCE/RoE

This will be led by INR120 cr of fixed cost getting unlocked by higher US and anti-malaria business.

Reasonable valuations

Ipca trades at a multiple of 23x FY21E PE; which is reasonable in the context of 23% RoE; medium term growth prospects.



4

MAX FINANCIALS

Strong underlying insurance business

With best in class metrics (20%+ VNB Margins, 20% RoEVs) and growth track record (20%+ EV compounding).

Axis Bank overhang on verge of resolution

Axis Bank emerging as the single largest shareholder with 18% stake, subject to regulatory approvals.

Holdco structure to collapse

Expect Max Life shares to be listed in the next 12-18 months.

Attractively valued

Max is at 15x EVOP v/s 35x for HDFC Life, despite business metrics and growth being quite similar.



5

EICHER MOTORS

Passionate owner + New CEO; the right mix of innovation and execution

Siddhartha Lal, the owner at Eicher Motors is deeply passionate about its key product, Royal Enfield motor-cycles. Add to it the execution muscle brought in through recent hiring of Mr Vinod Dasari as CEO.

Product launches, export opportunity and low penetration suggests long growth runway

Eicher has a robust new product pipeline (1 new launch every quarter for the next 8 quarters!). With < 2% penetration in India, and a very large export opportunity, RE has a long ride ahead!

Strong financials

Asset light business model; with RoEs of ~25% and core RoIC at over 100% (excluding excess cash on books and other income associated with it).

Expanding distribution reach

Eicher has over the last 12 months embarked on a new, enhanced distribution model for its RE product range; called Studio stores. We positively as distribution growth and market share tend to go hand in hand. We see this spurring demand from new pockets.



6

L&T TECHNOLOGY SERVICES



Offshoring a secular driver

Engineering services are under-exposed to offshoring services; we believe this should be a secular trend which should benefit leading players like LTTS



Benefits from L&T group's parentage; deep engineering domain

L&T group's expertise in areas like plant engineering, construction and building automation benefit LTTS. These capabilities are not easy for many standalone competitors to get exposure to and hence difficult to replicate. Also, L&T group provides access to LTTS to several Fortune 500 clients.

Diversified business model

Breadth of clients and vertical expertise (ranging from autos, manufacturing, hi-tech, healthcare, etc) unlike most peers which have concentrated exposures to single verticals like autos.



Attractive valuations

P/E at 31x FY22



7

GLAND PHARMA

Unique Business Model

100% focus on injectable across different formats, High backward integration, No Front end and own pipeline of molecules :A win win for both partners and suppliers. High Longevity

Favourable Economics

Injectables forms 40% share of the global Pharma market of ~USD 1tn, the demand for which is growing at 10% annually in USD terms globally and 13% annually in the US itself. Supply is unable to match the pace of demand

Exemplary Financial and Operational Excellence

Zero US FDA notifications across its facilities over the last 2 decades reflects the culture of the firm and strong focus on quality parameters. This positions them to be a preferred supplier for their partners



Continued legacy of identifying multi-baggers within the QGLP framework



Pioneers of quality investing

Chairman – Investment Committee



Raamdeo Agrawal
Chairman, MOFSL

- Raamdeo Agrawal is the Co-Founder of Motilal Oswal Financial Services Limited (MOFSL).
- As Chairman of Motilal Oswal Asset Management Company, he has been instrumental in evolving the investment management philosophy and framework.
- He is on the National Committee on Capital Markets of the Confederation of Indian Industry (CII), and is the recipient of "Rashtriya Samman Patra" awarded by the Government of India.
- He has also featured on 'Wizards of Dalal Street' on CNBC. Research and stock-picking are his passions which are reflected in the book "Corporate Numbers Game" that he co-authored in 1986 along with Ram K Piparia.
- He has also authored the Art of Wealth Creation, that compiles insights from 21 years of his Annual 'Wealth Creation Studies'.
- Raamdeo Agrawal is an Associate of Institute of Chartered Accountants of India.

Portfolio Manager



Fund Manager

Manish Sonthalia

- Manish has been managing the Strategy since inception and also serves as the Director of the Motilal Oswal India Fund, Mauritius.
- He has over 25 years of experience in equity research and fund management, with over 14 years with Motilal Oswal PMS.
- He has been the guiding pillar in the PMS investment process and has been managing various PMS strategies and AIFs at MOAMC.
- Manish holds various post graduate degrees including an MBA in Finance, FCA, Company Secretaryship (CS) and Cost & Works Accountancy (CWA).

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Thank You!