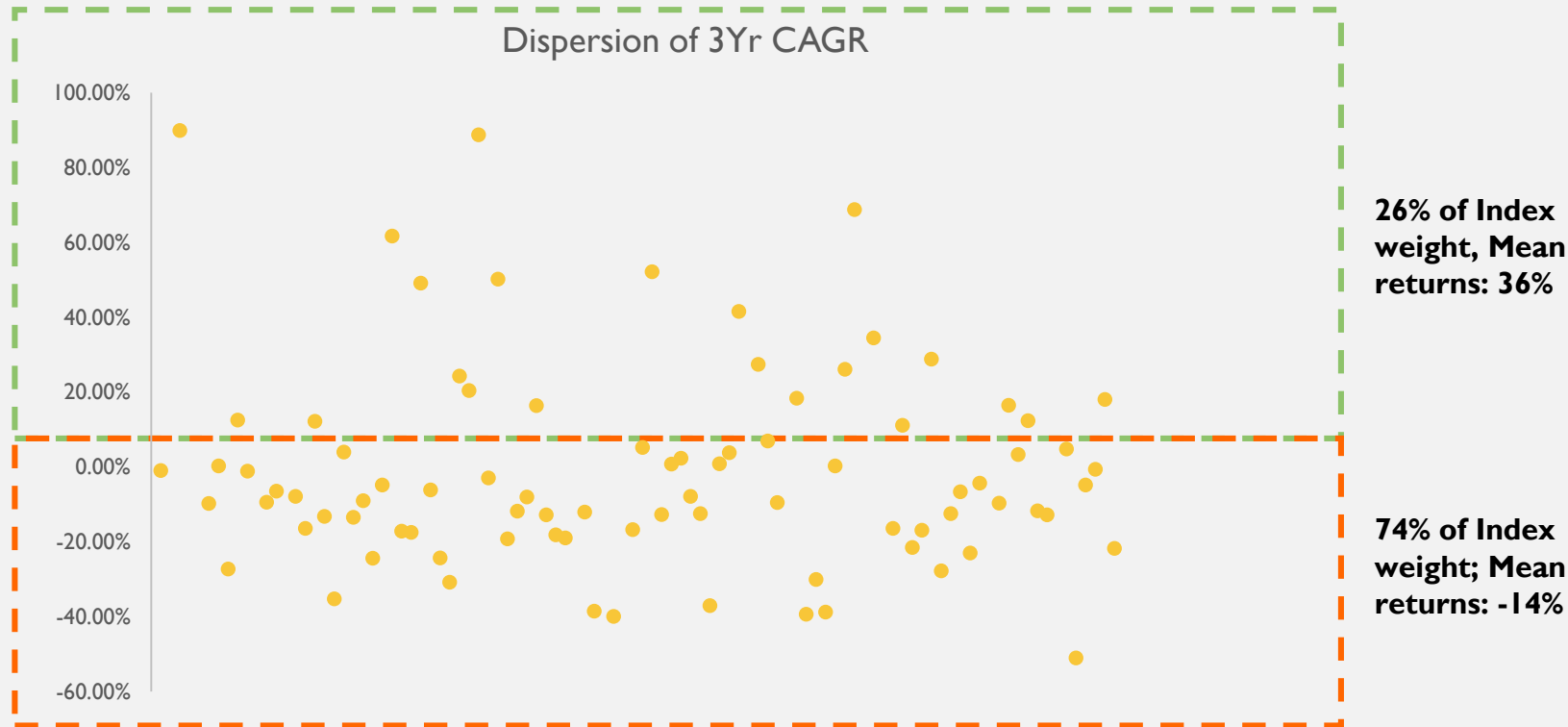


IOP – Set to seize the opportunity

July 2021

Smallcaps offers a larger opportunity for Alpha generation

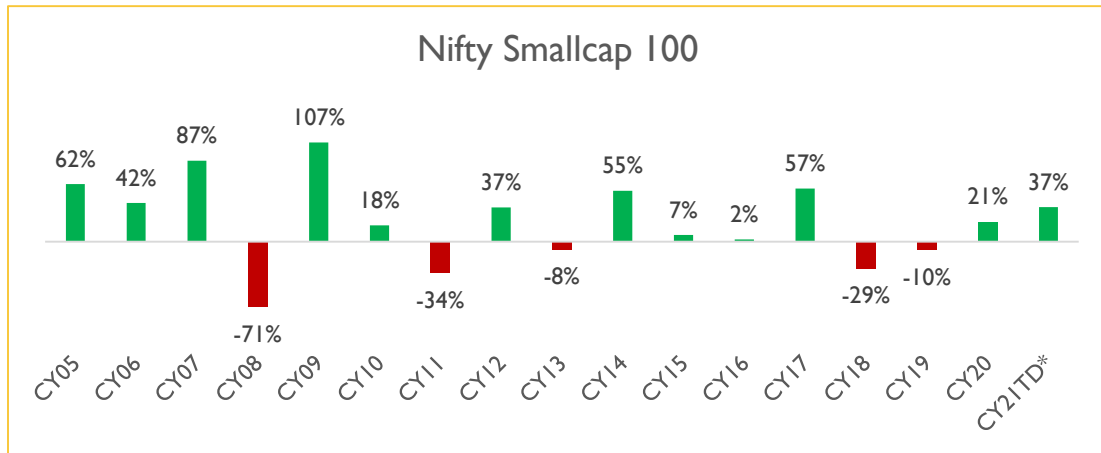
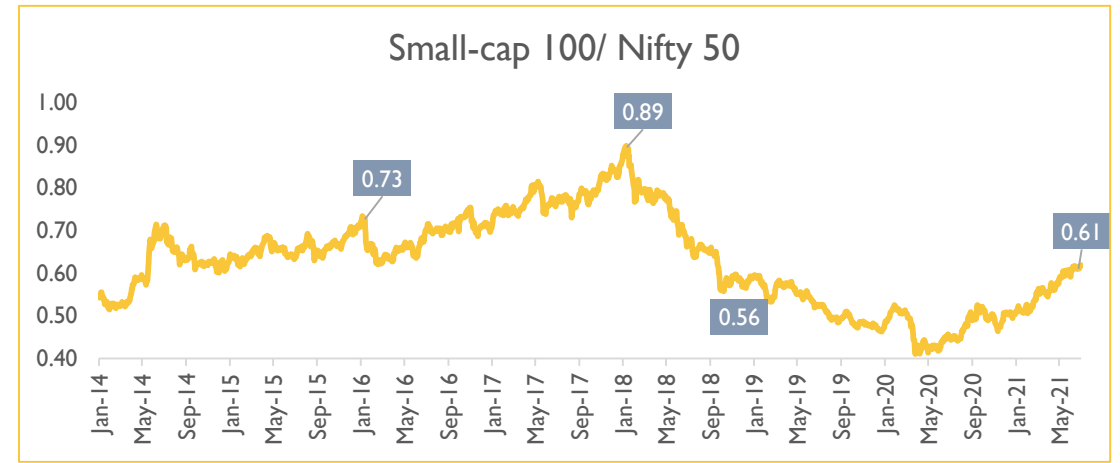
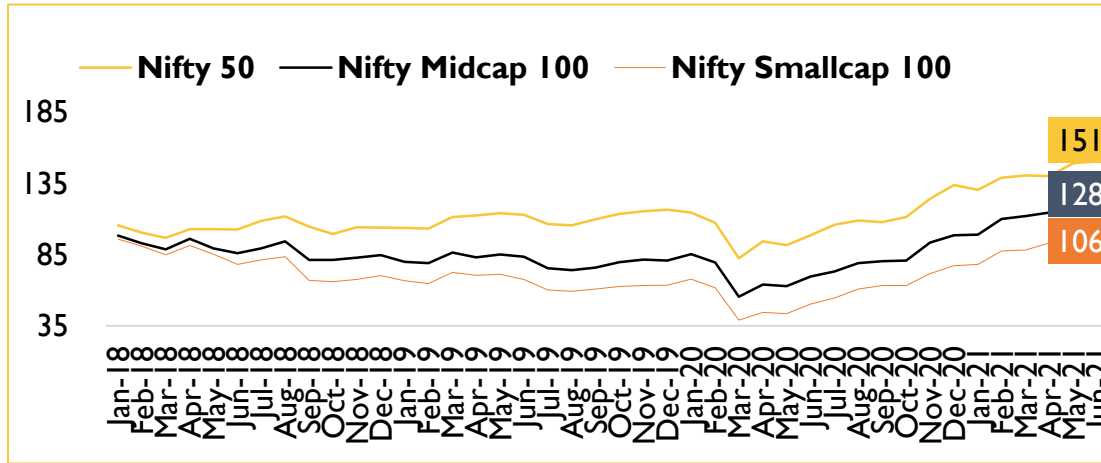
Smallcaps offer a larger opportunity for Alpha generation



- **Top 20 stocks account for 31% of Index weight but contributes 230% of the total price returns**
- **Nifty Smallcap 100 Returns for 3 years: -8.4%**
- **Dispersion averages out the overall returns of the portfolio**
- **Wide dispersion of returns in small caps provides scope for bottom-up stock picking**

Source: MOAMC internal research. Disclaimer: Data from Sep 30, 2017 till Sep 30, 2020. The above is for representation purpose only and should not used for development or implementation of an investment strategy. Past performance may or may not be sustained in future.

Why now? - Expect smallcaps to bounce back with economic recovery



- Over the last 2-year period, small caps have underperformed both large caps and midcaps and this is unlikely to sustain and now is time to grab the opportunity
- The long term relationship between Small Cap 100 and Nifty 50 indicates that we are at or nearing a trough

Source: MOAMC Internal Research, Data as on 30.06..2021

Disclaimer: The above graph/data is used to explain the concept and is for illustration purpose only. The sector 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.

IOP has a successful performance track record ...

Canfin, Dhanuka, Mahanagar Gas, Alkem, Birla Corp;

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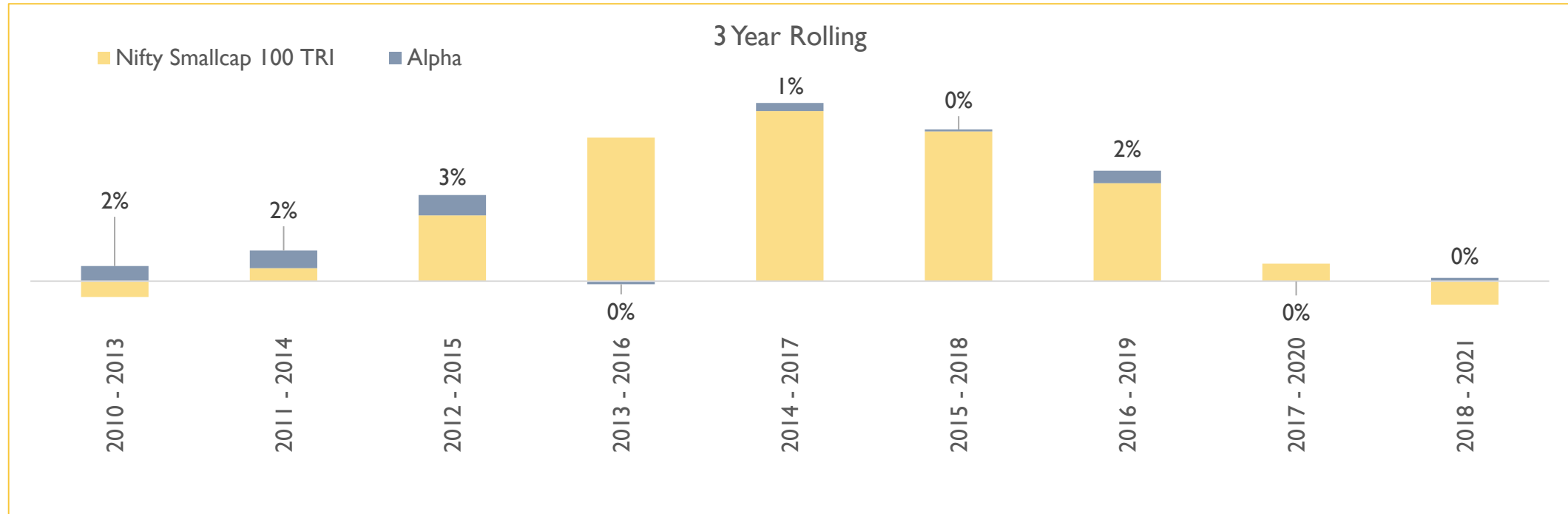


IOP: Legacy of identifying multibaggers

	Above average RoE	Strong PAT CAGR	Stock Price CAGR	Alpha CAGR
Can Fin Homes	21%	17%	3%	10%
Dhanuka Agritech	22%	10%	11%	14%
Mahanagar Gas	24%	26%	14%	21%
Alkem Labs	18%	15%	11%	14%
Birla Corporation	7%	32%	1%	8%

Source: MOAMC Internal Research Disclaimer: The Stocks mentioned above are used to explain the concept and is for illustration purpose only and should not be used for development or implementation of any investment strategy. It should not be construed as investment advice to any party. The stocks may or may not be part of our portfolio/strategy/schemes. Past performance may or may not be sustained in future.

Unbroken positive 3-yr rolling returns till Mar-19



Multi-decadal opportunity to buy into small caps

Source: MOAMC Internal Research

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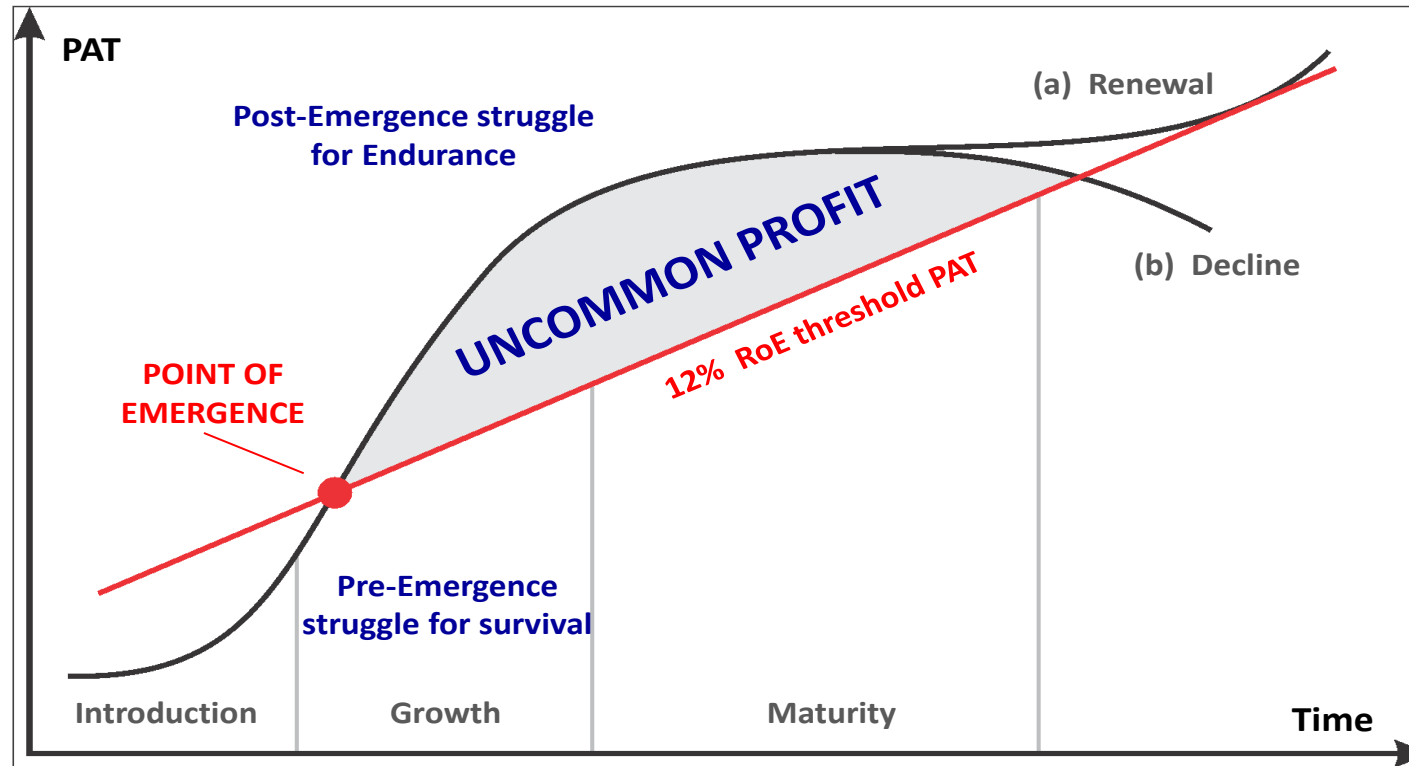
QGLP for small caps can be nuanced

QGLP for small caps is somewhat nuanced

- **Q** : In some cases, for small caps, quality is not necessarily proven but emerging
- **G** : Growth of small caps is strongly correlated to economic growth
- **L** : Small caps have a long growth runway, given huge opportunity and small size
- **P** : P stands for both, Price and Patience

Q : In some small caps, Quality not necessarily proven but Emerging

Emergence : When a company's Return on Equity (RoE) exceeds Cost of Equity (CoE)



Source: 18th Motilal Oswal Annual Wealth Creation Study, 2013

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What happens when companies Emerge and then Endure

Endurance : Companies sustaining RoE higher than CoE, post Emergence

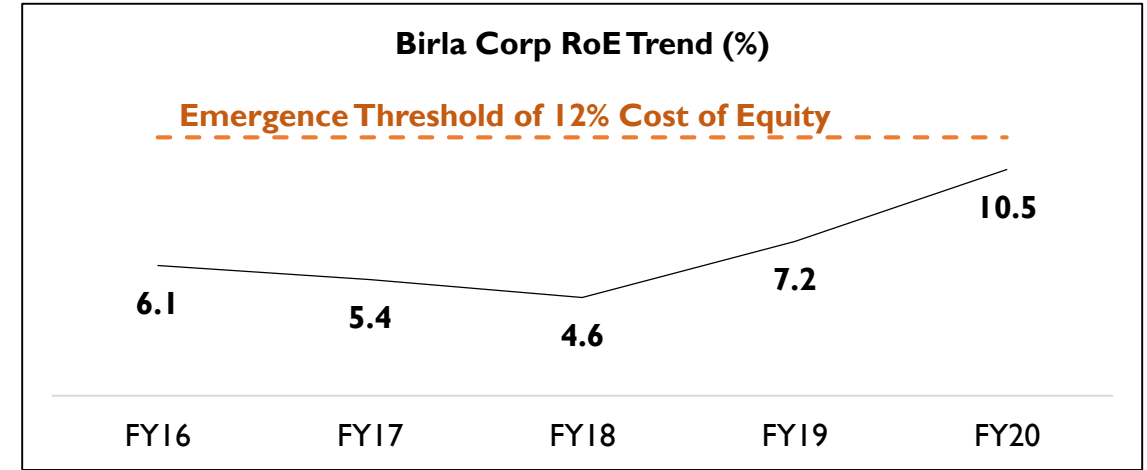
Company	Year of Emergence	5-year post emergence (%)			
		PAT CAGR	Avg RoE	Price CAGR	Rel Perf.
Manappuram Finance	2007	123%	28%	70%	64%
Shriram Transport	2001	56%	28%	85%	60%
Shriram City Union	2004	45%	24%	70%	58%
Accelya Kale	2008	36%	31%	60%	56%
Titan Industries	2003	53%	33%	85%	46%
Emami	2007	31%	35%	33%	27%
GRUH Finance	2003	33%	24%	60%	22%
Asahi India Glass	2002	25%	43%	51%	21%
Blue Dart Express	2001	22%	23%	45%	20%
Cera Sanitaryware	2008	36%	24%	29%	17%
Source: 18th Motilal Oswal Annual Wealth Creation Study, 2013					

Source: MOAMC Internal Research, Data as on 31.8.2020

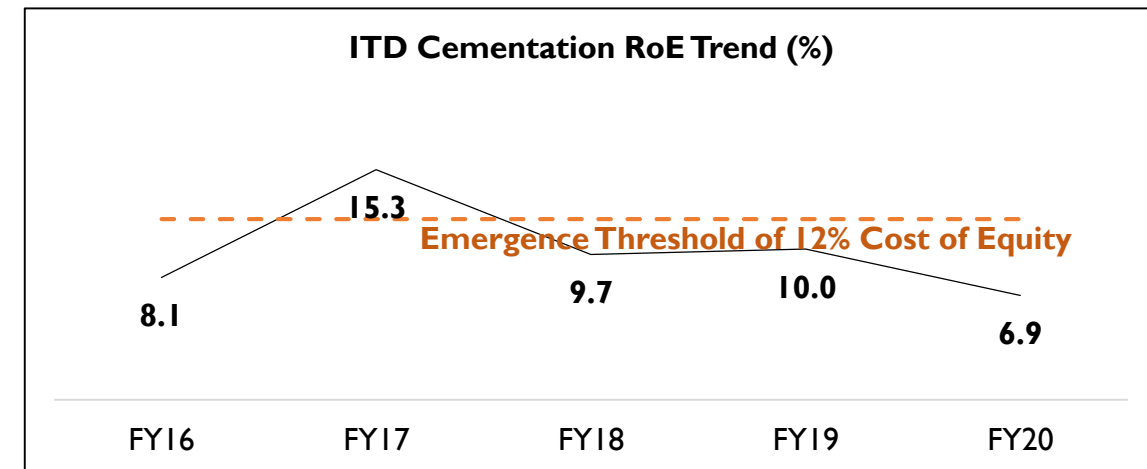
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Some IOP companies on the verge of Emergence

➤ **Birla Corp** likely to cross Emergence threshold soon on the back of robust cement demand



➤ **ITD** has already done it once; it should repeat with economic recovery

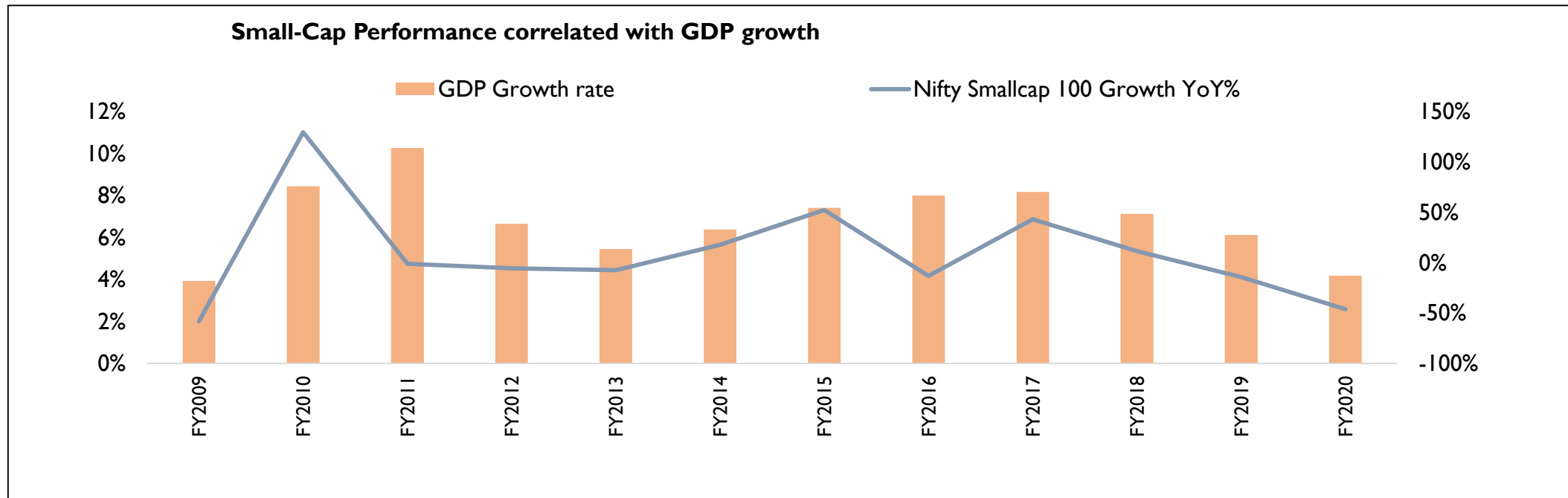


Source: MOAMC Internal Research, Data till FY20

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G : Small caps growth is strongly correlated with GDP growth

- Pre-Covid economic recovery saw IOP beginning to outperform.
- However, Covid has significantly set back both the economy and IOP
- Post-Covid green shoots of economic recovery visible and FY22 should see full impact

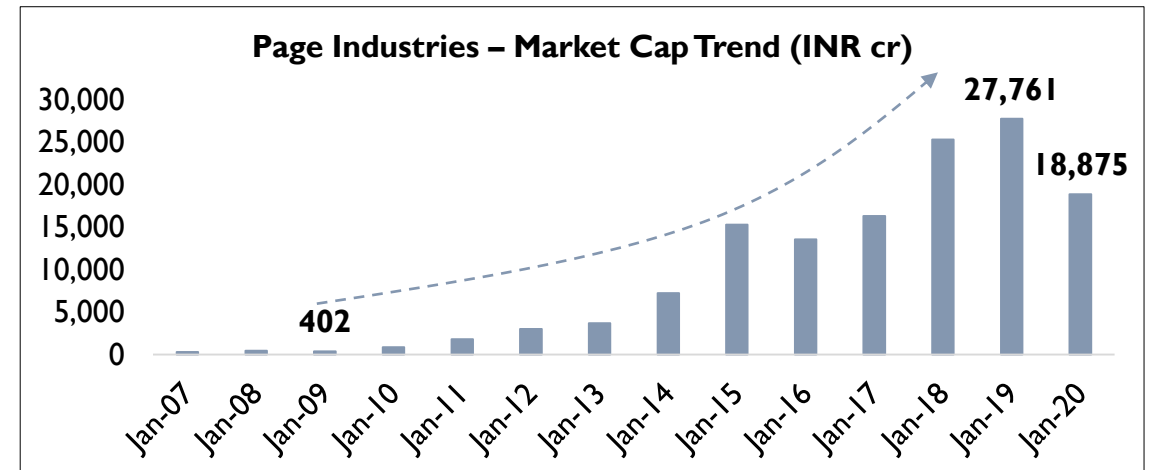
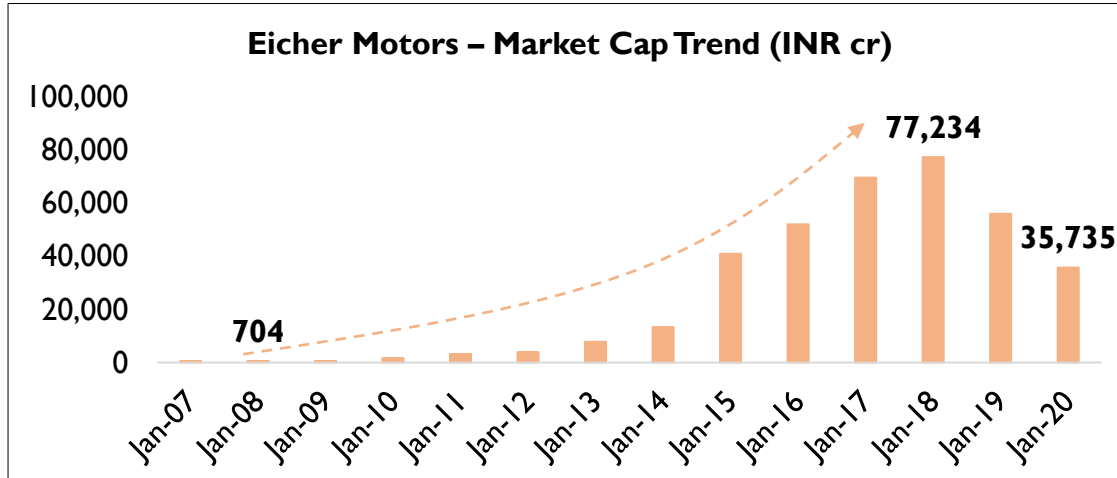
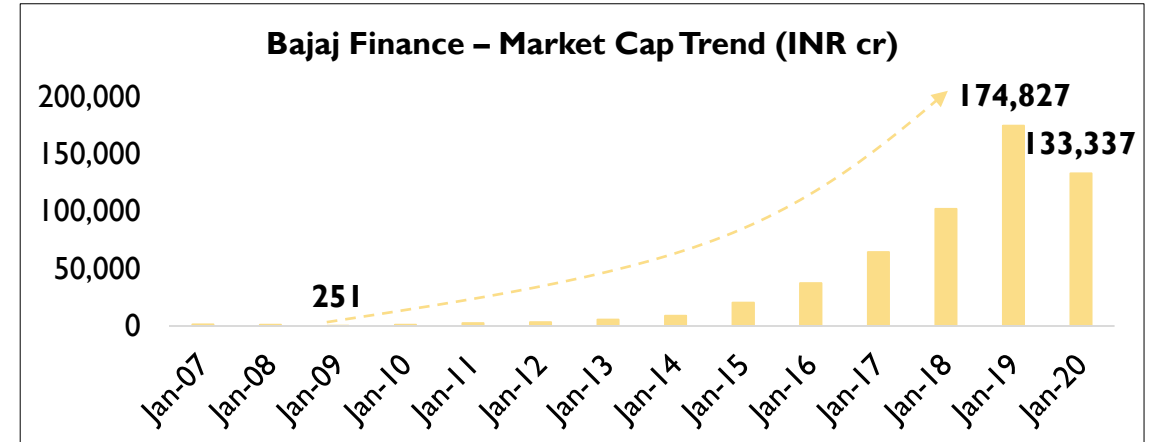


Source: MOAMC Internal Research, Data as on 31.01.2021

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L : Small caps can grow 100x in 10 years

- Many businesses in India offer huge growth potential
- Small caps, given their size, have a long runway for growth
- The full benefit of this is reaped by those investors who hold for the long term
- The key – high quality of management

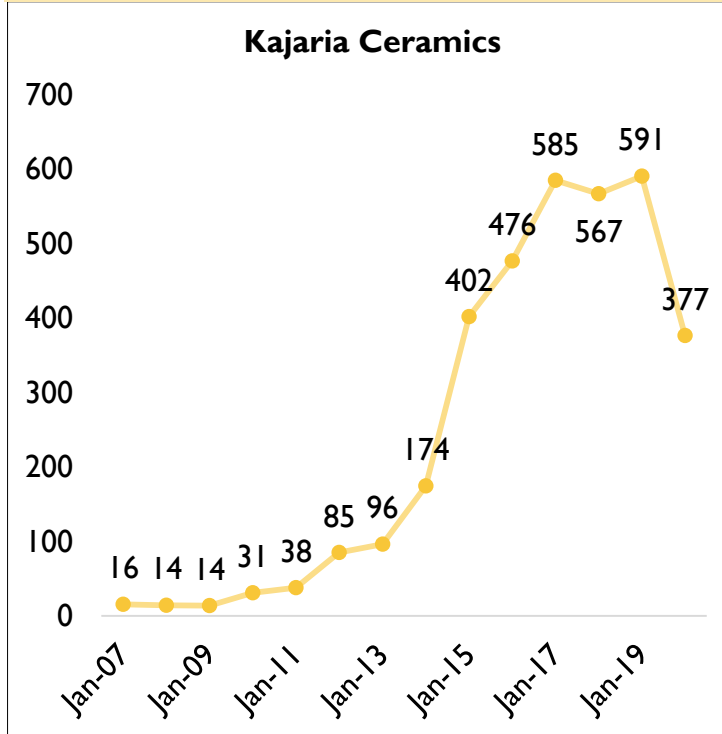


Source: MOAMC Internal Research, Data as on 31.1.2020

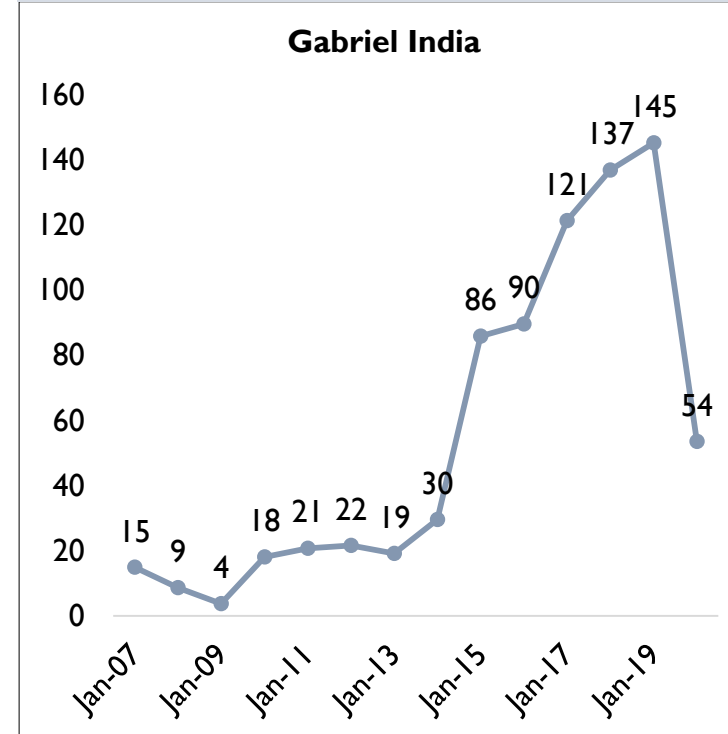
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P : Stands for both Price and Patience

Rarely do small caps rise steadily one way like Kajaria Ceramics...



... or Gabriel (down 60% in 2009), before rising handsomely

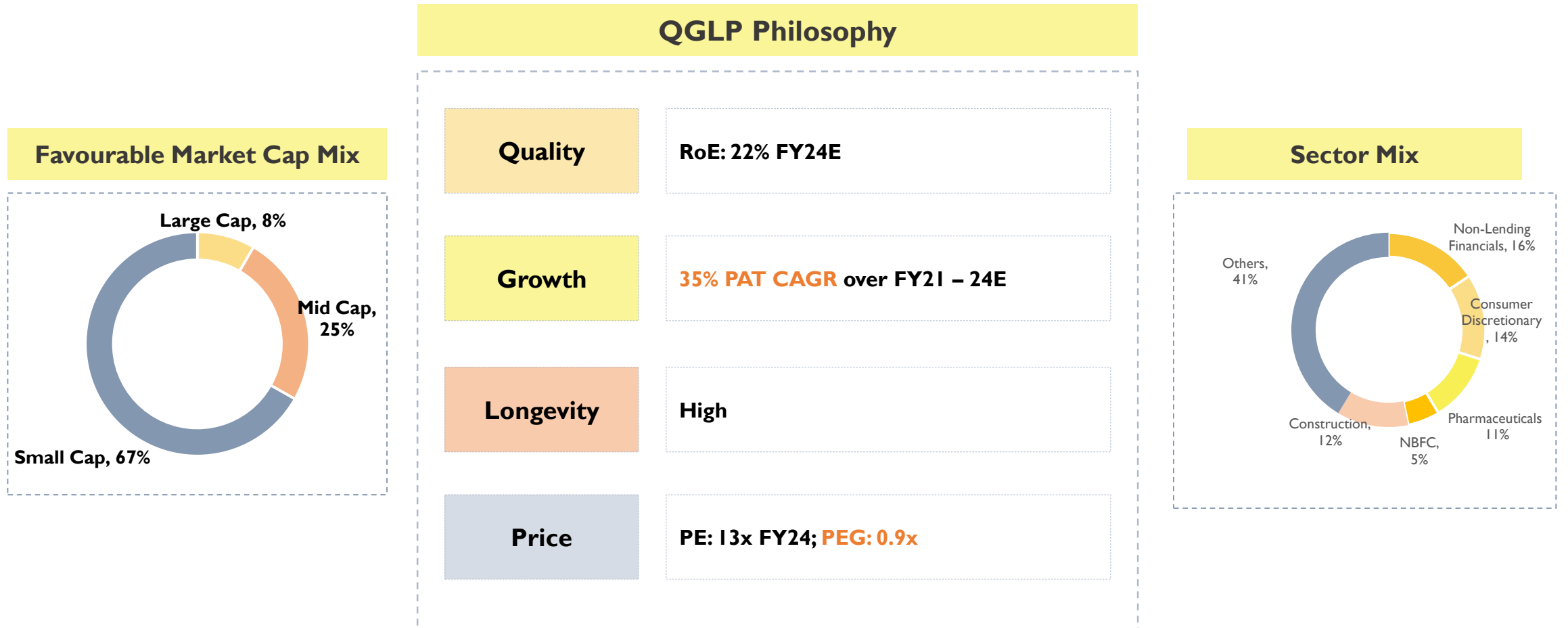


Making money in small caps needs the vision to see, courage to buy and patience to hold

Source: MOAMC Internal Research

Disclaimer: Past performance may or may not be sustained in future. The above graph is used to explain the concept and is for illustration purpose only and should not used for development or implementation of an investment strategy.

Historically Low PEG : Earnings Growth and Valuations in a Sweet Spot



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Low PEG : WCS23 'Valuation Insights' - Evidence Suggests It's the Best Time to Buy

PEG is short for P/E to Growth ratio : TTM P/E divided by 3 yrs forward earnings growth

PEG- What Works & What Doesn't		
PEG	Average 3Yr Alpha	Instances from 1998-2015
0-1	19%	33%
3+	-10%	11%
< 0*	-19%	34%

* A PEG lesser than zero implies PAT de-growth in the next 3 years

In the 23rd Annual Wealth Creation Study, we used the PEG Ratio with 3-years' forward earnings to study return outcomes.

The findings revealed that

- **Buying stocks at PEG less than 1x is supremely profitable**
- **On average, 1 of every 3 stocks is likely to trade at PEG of less than 1x**

Low PEG : WCS23 ‘Valuation Insights’ - Evidence Suggests It’s the Best Time to Buy

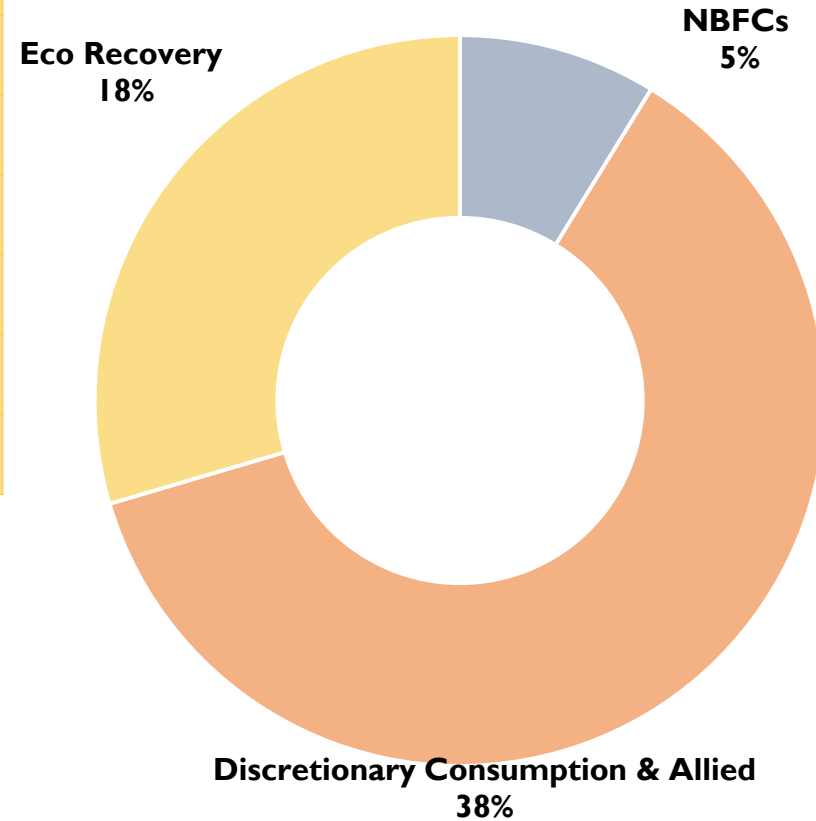
Period 2013-18					
	1 yr	2 yr	3 yr	4 yr	5 yr
Sensex Return	19%	22%	10%	12%	12%
PEG < 1x Return	36%	61%	38%	45%	39%
Alpha	17%	39%	28%	33%	27%

- **Efficacy of PEG ratio is remarkable irrespective of the number of years of growth insight that investors may have.**
- Thus, PEG of less than 1x works for growth forecasts of 1, 2, 3, 4 or 5 years!
- **PEG of 1x delivered handsome alpha in 14 out of 15 observations (barring GFC led fall in 08)**

Portfolio Positioning and High Conviction Bets

61% of the portfolio is allocated towards beneficiaries of economic recovery

Economy Recovery Plays		
Aegis Logistics		7%
Qess Corp		4%
Blue Dart		2%
ITD Cementation		2%
HEG		2%
Engineers India		1%
KEI Industries		1%



NBFCs		
Can Fin Homes		5%

Discretionary Consumption & Allied		
Kajaria Ceramics		9%
Birla Corp		7%
VIP Industries		6%
Blue Star		3%
Gabriel India		3%
TTK Prestige		3%
Suprajit Enineering		2%
Century Ply		2%
Sundram Fasterners		1%

While 39% of the portfolio remains invested in Compounders

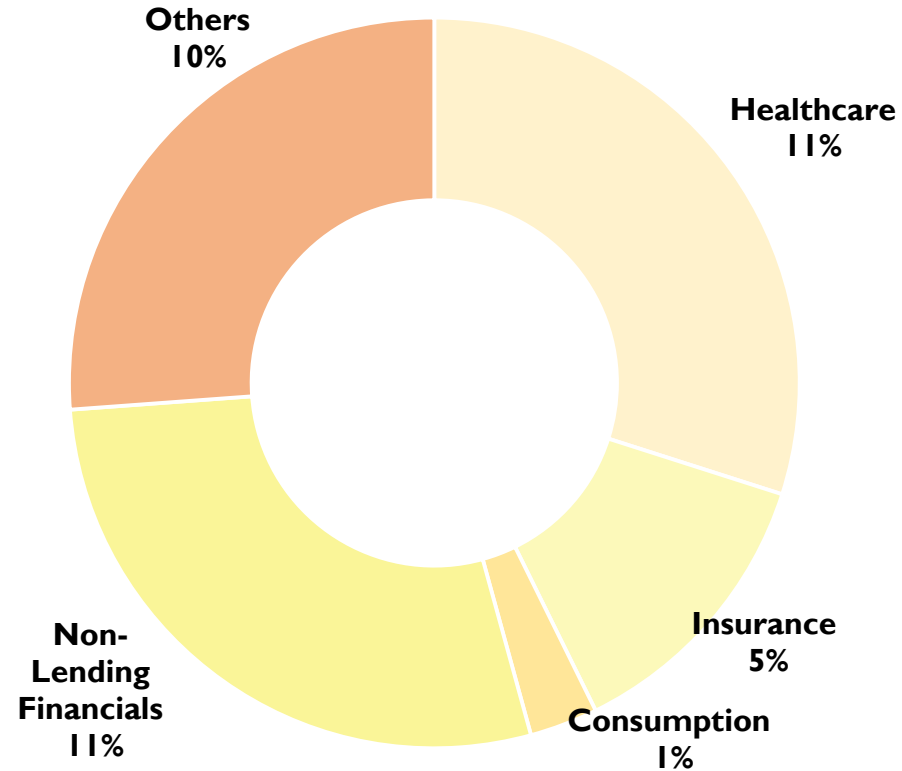
Others	Mahanagar Gas	5%
	Dhanuka Agritech	3%
	Bayer Cropscience	2%

Healthcare	Alkem Labs	5%
	Ipca Labs	3%
	Gland Pharma	3%

Insurance	Max Financial Services Limited	5%
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Consumption	Emami Ltd.	1%
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Non Lending Financials	ICICI Securities	7%
	CDSL	4%



Key stocks in our holdings

Kajaria, Aegis Logistics, Alkem, ICICI Sec, Qness, ITD

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High conviction stocks

Aegis Logistics

- Increase LNG imports due to increased demand
- Competition unlikely to eat into volumes
- Underpenetrated market
- Capacity expansion

Alkem Labs

- Shift from acute to chronic would improve margins over the long term
- company aims to maintain its pace of 10-12 launches per year over the next 3-4 year
- ALKEM's US sales are likely to deliver 16% CAGR at ~USD420m over FY20-22E

Mahanagar Gas

- Volume Growth: 4-6% in the medium term
- Sustainable margins
- Monopoly
- Strong dividend payout of 55%

Birla Corp

- Capacity expansion to enable higher growth than industry
- Profitability on an overall basis expected to remain strong; Premium sales in trade segment grew 41% in FY 20
- Additional revenue streams launched

ICICI Securities

- Beneficiary of regulatory led consolidation
- 27% of NSE active client base and 20% of market turnover up for grabs
- Low risk to distribution yields
- Cost to Income ratio can come go below 50%

Kajaria Ceramics

- Net cash balance sheet and superior brand, will help capitalise on market share gain
- Earnings estimates have been revised, given the commentary by management on production and demand traction

High conviction stocks

Quess Corp

- Poised to benefit from labour reforms.
- The sharp bounce back in the urban unemployment (to 11% from COVID-19 peaks of 31%)
- Staffing firms tend to gain during phases of job market recovery
- Addressing key investor concerns in areas of capital allocation, balance sheet and governance
- Stock is currently trading at ~13x FY22 EPS at ~40% discount to Teamlease
- Cheap valuations also provide adequate margin of safety.

ITD Cementation

- Bright mid to long-term prospects: Significantly de-levered balance sheet
- Blended efficiency of 50% across operational work-sites - Significant recovery expected by Q3.
- Cost control measures: Negative operating leverage 1HFY21 will result in PAT breakeven for FY21E.
- Stands to benefit from the strong upcoming order pipeline in Roads, Marine and Urban infrastructure projects
- ITD has won new orders worth INR 60 bn in FY20 taking total order book to INR 107 bn.
- Strong B / S and strong order book will limit downside

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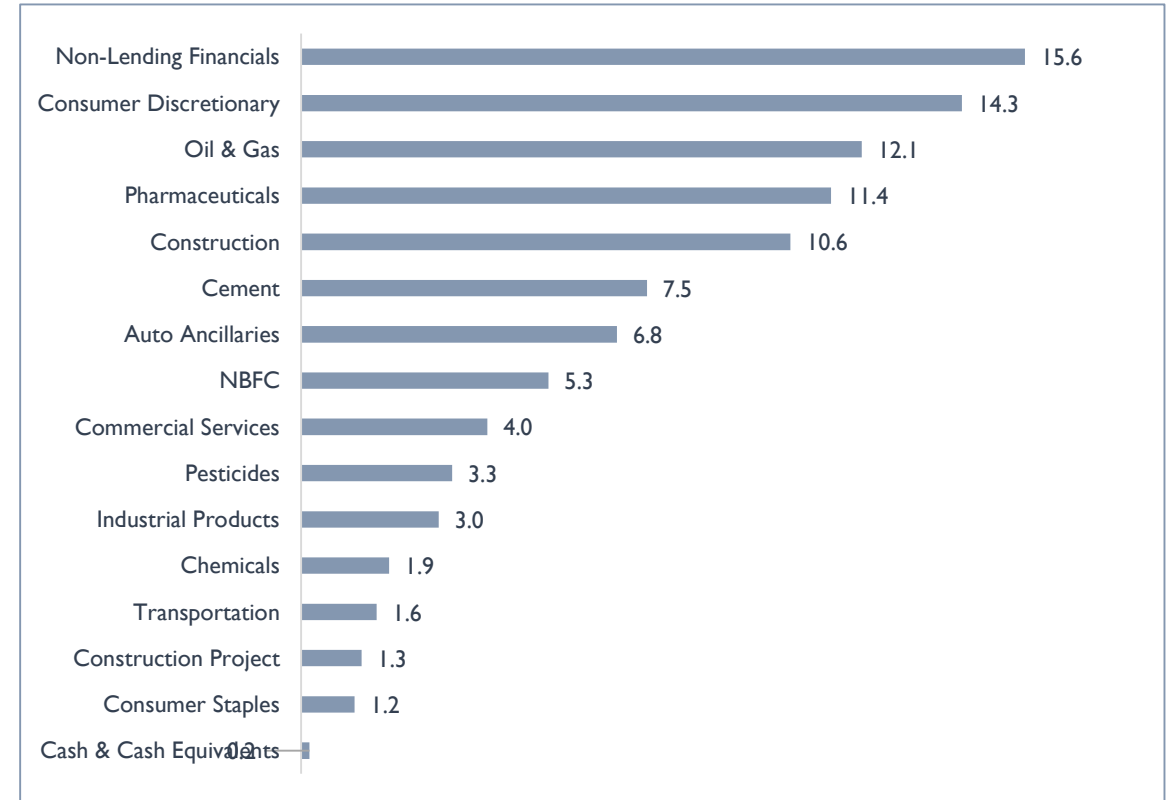
Portfolio Performance

Portfolio Allocation

Top 10 Holdings & Market Capitalization

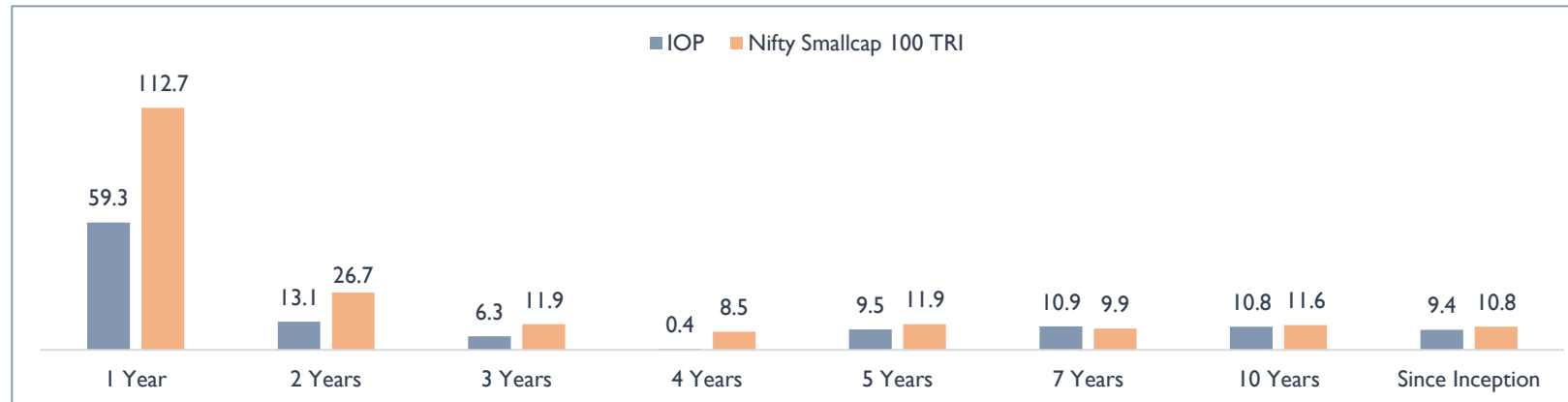
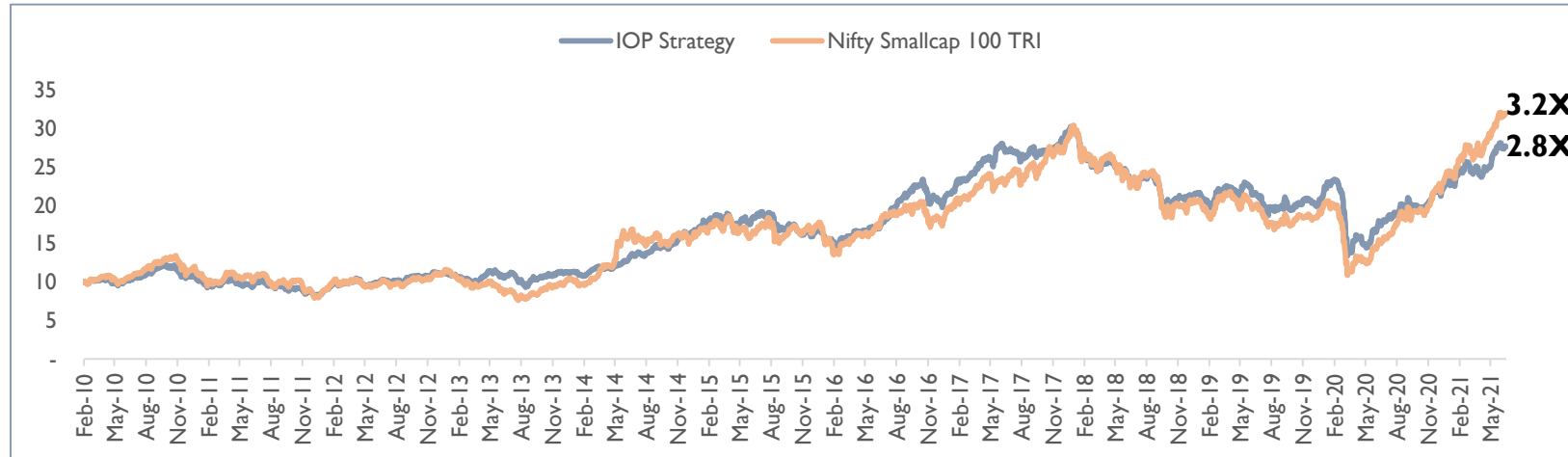
Scrip Name	% Holding
Kajaria Ceramics Limited	9.0
Birla Corporation Limited	7.5
ICICI Securities Limited	7.1
Aegis Logistics Limited	6.9
VIP Industries Limited	5.5
Can Fin Homes Limited	5.3
Alkem Laboratories Limited	5.3
Mahanagar Gas Limited	5.2
Max Financial Services Limited	4.9
Quess Corp Limited	4.0

Sectoral Allocation



IOP Strategy Inception Date: 15th Feb 2010; 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.

Portfolio Performance



One lac invested in the strategy on 15th Feb 2010 would have grown to Rs. ~3 lacs today against ~3 lacs invested in Benchmark

IOP Strategy Inception Date: 15th Feb 2010; 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.

Small Cap stocks are a volatile and unpredictable lot...

...but may provide the greatest opportunities for upside

To earn super-normal returns with small cap stocks:

- **Be patient**
- **Never exit looking at rear-view performance**
- **Double up at extremes if possible**

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).

Thank You!

THINK EQUITY
THINK MOTILAL OSWAL

MOTILAL OSWAL
ASSET MANAGEMENT

BUY RIGHT
SIT TIGHT

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