

Investment Approach

Strategy Name: Indian Opportunity Portfolio Strategy

Investment Objective: The Strategy aims to generate long term capital appreciation by creating a focused portfolio of high growth stocks having the potential to grow more than the nominal GDP for next 5-7 years across market capitalization and which are available at reasonable market prices.

Description of types of securities: Equity

Types of securities selected as part of the investment approach: Focus on Sectors and Companies which promise a higher than average growth. Concentration on emerging Themes. 15-20 high conviction stock portfolio.

Allocation of portfolio across types of securities: The strategy seeks to primarily invest in Equity and Equity-related instruments of small cap and mid cap companies. However, the strategy has the flexibility to invest in companies across the entire market capitalization spectrum

Benchmark: Nifty Small Cap 100 TRI

Investment Approach: "Buy & Hold" Strategy

Indicative tenure or investment horizon: Long Term

Key features & Portfolio Attributes

1. Small cap oriented portfolio which invests in companies with high earnings growth.
2. Identifying companies in early stages which have the potential to become midcap or large cap resulting in wealth creation
3. 10+ years track record across market cycles. IOP has delivered outperformance over the benchmark in 4 of the last 5 FYs
4. High quality concentrated portfolio of 23 stocks
5. Index agnostic: ~91% away from benchmark Nifty Smallcap 100
6. Key sector allocation is to Oil and Gas, Consumer-oriented businesses, Pharmaceuticals

Portfolio Action in last 6 Months

Companies Added: Reliance, L&T Infotech, Sun Pharma, Max Financial, Cipla, Gland pharma, Emami, Engineers India

Companies Exited: Dr Lal Path, Reliance, HUL, AU Small Finance bank, DCB Bank, IIFL Finance, IIFL Securities, Sun Pharma

How Buy Right : Sit Tight works

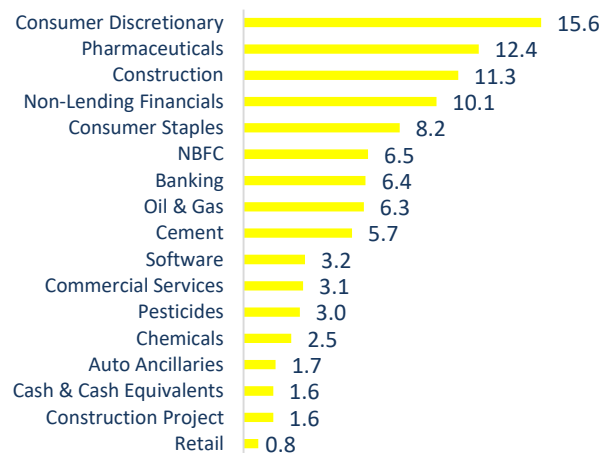
Company	Initial Purchase Date	Market Cap	Market Cap	Absolute Growth	CAGR (%)
		Rs. Crores (Initial Purchase Date)	Rs. Crores (31st Dec 20)		
Mahanagar Gas	Aug-16	5,059	10,480	2.1X	18%
Alkem Laboratories	Jan-17	19,845	34,778	1.8X	15%

Wealth creation is achieved through holding quality companies for a long period of time

Top 10 Holdings

Scrip Name	% Holding
Kajaria Ceramics Ltd.	9.8
Alkem Laboratories Ltd.	7.8
ITC Ltd.	7.1
TTK Prestige Ltd.	6.6
Can Fin Homes Ltd.	6.5
ICICI Bank Ltd.	6.4
ICICI Securities Ltd.	6.3
Mahanagar Gas Ltd.	6.3
Birla Corporation Ltd.	5.7
Blue Star Ltd.	5.4

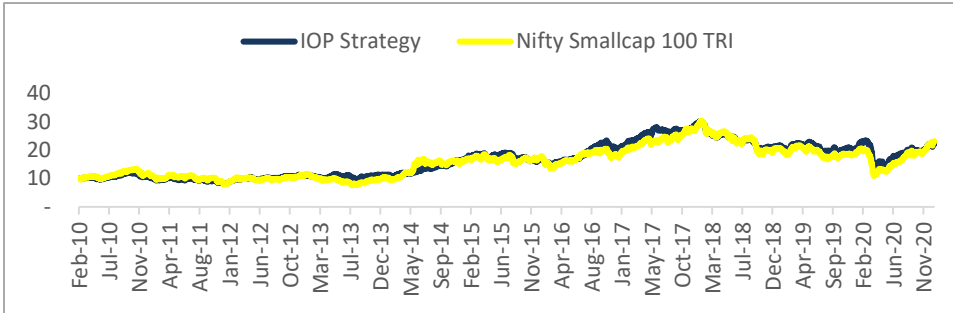
Sectoral Allocation



Disclaimers & Risk factors

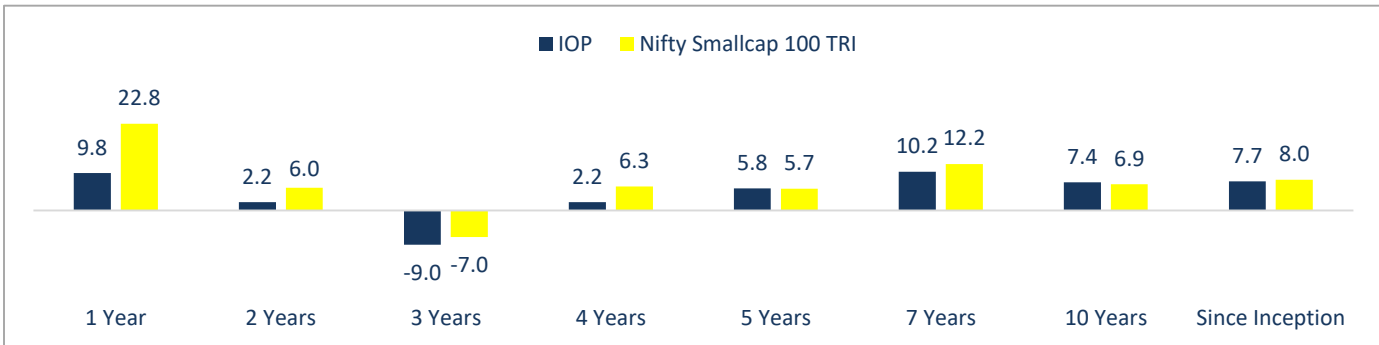
IOP Strategy Inception Date: 15th Feb 2010; Data as on 31st December 2020; Data Source: MOAMC Internal Research; RFR: 7.25%; *Earnings as of Sept 2020 quarter and market price as on 31st December 2020; Source: Capitaline and Internal Analysis; Please Note: Returns up to 1 year are absolute & over 1 year 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.

Performance since inception



2.2x
2.3x

IOP Strategy has delivered a CAGR of 7.7% vs. Nifty Smallcap 100 TRI returns of 8.0%, a performance of -0.3% (CAGR) since inception (15th February 2010)



Disclaimer: Performance related information is not verified by SEBI

Strategy Contributors (3 Year trailing 31st Dec 2020)

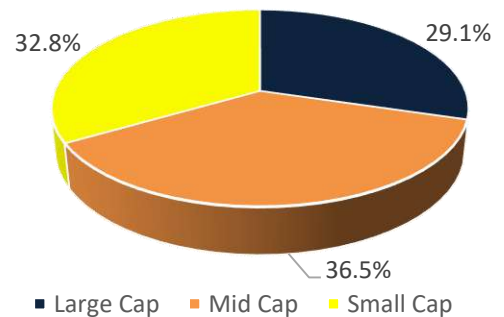
Top 5	Contribution
Dr. Lal PathLabs Ltd.	4.0%
Alkem Laboratories Ltd.	2.2%
Larsen & Toubro Infotech Ltd.	1.1%
DHANUKA AGRITECH LTD	1.1%
Kajaria Ceramics Limited	1.1%

Bottom 5	Contribution
Quess Corp Ltd.	-3.4%
Birla Corporation Limited	-3.6%
Dishman Carbogen Amcis Ltd.	-4.3%
Lakshmi Vilas Bank Ltd.	-4.8%
Development Credit Bank Limited	-6.6%

*Portfolio Fundamentals

	TTM
PAT Growth	3%
RoE	16%
PE	29

Market Capitalization



Risk Ratios

3 Year Data	Strategy	Benchmark
Churn Ratio	14.9%	-
Standard Deviation	20.9%	24.0%
Beta	0.76	1
Sharpe Ratio	-3.8	-3.7

Weighted Average Market Cap Rs. 56,130 Crs

Disclaimers & Risk factors

IOP Strategy Inception Date: 15th Feb 2010; Data as on 31st December 2020; Data Source: MOAMC Internal Research; RFR: 7.25%; *Earnings as of Sept 2020 quarter and market price as on 31st December 2020; 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. The Portfolio Manager manages allocations in all client portfolios by way of a model portfolio which is in line with investment objectives of the portfolio strategy/ investment approach. Unless there are specific exclusion instructions by individual clients, all clients' portfolios are aligned to a model portfolio; which means replication and alignment of all clients' portfolios in terms of scrip and allocation. New clients entering the strategy/ investment approach as of a particular date are also aligned to the model portfolio. It must be noted that there are certain circumstances in which clients' portfolio may deviate or differ from the model portfolios to a material extent. This may happen due to factors like liquidity and free floating consideration in some stocks, organization level exposure norms and related risk management, potential exit of a stock from the model portfolio thereby precluding it from buying in new client portfolios. The reasons quoted here are indicative but not exhaustive and the portfolio manager reserves the right to deviate from model portfolio for groups of clients depending on timing of their entry, market conditions and model portfolio construct at the time of their entry. . **Risk factors associated with the investment approach are Equity risk, Systematic risk, Concentration risk, Model portfolio risk, Mismatch risk, Execution risk, Low liquidity and Less dividends.** To know more about the risk factors, please refer disclosure document at motilaloswalmf.com. Investment in securities is subject to market and other risks, and there is no assurance or guarantee that the objectives of any of the strategies of the Portfolio Management Services will be achieved. Please read Disclosure document carefully before investing.