

# Your key to

## India's Next Trillion Dollar of Growth



**MOST**  
**NEXT**  
Trillion Dollar  
Opportunity Strategy

The Strategy aims to deliver superior returns by investing in stocks from sectors that can benefit from the Next Trillion Dollar GDP growth

It aims to predominantly invest in Small and Mid Cap stocks with a focus on identifying potential winners that would participate in successive phases of GDP growth.

The strategy endeavor to capitalize on the themes of Consumerism, Banking & Financial Services & Infrastructure in the Indian Economy.

### Our investment philosophy – 'Buy Right : Sit Tight'

At Motilal Oswal Asset Management Company (MOAMC), our investment philosophy and investing style is centered on 'Buy Right: Sit Tight' principal.

#### Buy Right Stock Characteristics

##### QGLP

- **'Q'uality** denotes quality of the business and management
- **'G'rowth** denotes growth in earnings and sustained RoE
- **'L'ongevity** denotes longevity of the competitive advantage or economic moat of the business
- **'P'rice** denotes our approach of buying a good business for a fair price rather than buying a fair business for a good price

#### Sit Tight Approach

- **Buy and Hold:** We are strictly buy and hold investors and believe that picking the right business needs skill and holding onto these businesses to enable our investors to benefit from the entire growth cycle needs even more skill.
- **Focus:** Our portfolios are high conviction portfolios with 20 to 25 stocks being our ideal number. We believe in adequate diversification but over-diversification results in diluting returns for our investors and adding market risk

Call: 022 - 39804238  
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**MOTILAL OSWAL**  
Asset Management

**BUY RIGHT  
SIT TIGHT**

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## Why Motilal Oswal PMS ?

- Amongst India's leading PMS providers, with Assets under Management of approx Rs. 7,814 Crores.
- NTDOP Strategy has consistently outperformed the benchmark across market cycles over last 8 years.
- Overall PMS track record of over 13 years since its inception in 2003.
- Motilal Oswal PMS has active clients in 140 different cities right from Adilabad to Zirakpur; a testimony of strong acceptance of our PMS across the length and breadth of the country.

Data as on Dec 31, 2016

Investments in Securities are 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 (PMS) will be achieved. Investors in the PMS Product are not being offered any guaranteed/assured returns. Past performance of the portfolio manager does not indicate the future performance for any of the strategies.

## Wealth Creators

- Much success can be attributed to inactivity. Most investors cannot resist the temptation to constantly buy and sell.
- "We don't get paid for activity, just for being right. As to how long we'll wait, we'll wait indefinitely." - Warren Buffett
- "It was never my thinking that made the big money. It was always my sitting. Men who can be both right and sit tight are uncommon." - Jesse Livermore

Stock	Purchase Date	Adjusted Purchase Price	Current Market Price	% Growth
			Dec 31, 2016	
Page Industries Ltd	Dec-07	456.37	13,650.80	2891.2
Eicher Motors Ltd	Aug-10	1173.60	21,803.05	1757.8
Bajaj Finance Ltd	Aug-10	62.53	842.20	1246.7
Bosch Ltd	Dec-07	4863.98	21,049.95	332.8
Emami Ltd	Oct-12	292.28	951.55	225.6
GlaxoSmithkline Ltd	Feb-11	2104.62	5,003.35	137.7

Source: MOAMC

Please Note: The given stocks are part of portfolio of a model client of NTDOP Strategy as on Dec 31, 2016. The stocks forming part of the existing portfolio under NTDOP Strategy may or may not be bought for new client. Past performance may or may not be sustained in future and should not be used as a basis for comparison with other investments. Name of the PMS Strategy does not in any manner indicate its future prospects and returns. The Company mentioned above is only for the purpose of explaining the concept and should not be construed as recommendations from MOAMC.

## Top 5 Holdings in NTDOP Strategy

Sr. No.	Script Name	(%) Holdings
1	Hindustan Petroleum Corporation Ltd.	15.60
2	Bajaj Finance Ltd.	10.02
3	Page Industries Ltd.	7.38
4	Eicher Motors Ltd.	6.83
5	Bosch Ltd.	6.76

Data as on: Dec 31, 2016

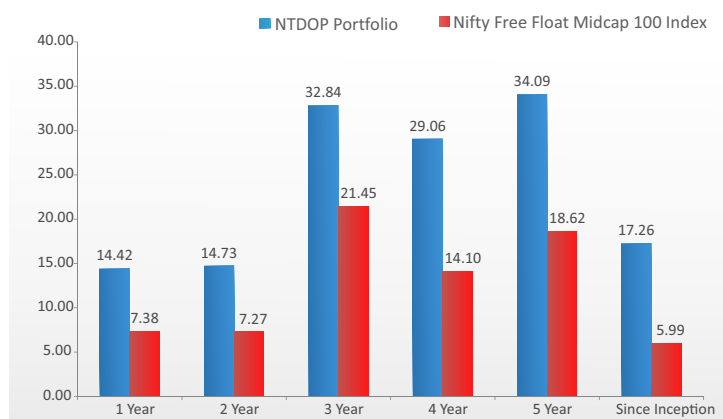
Please Note: These stocks are a part of the existing NTDOP Strategy as on Dec 31, 2016. These Stocks may or may not be bought for new clients. Past performance may or may not be sustained in future and should not be used as a basis for comparison with other investments. The strategy may or may not have any present or future holdings in these stocks. The companies mentioned above are only for the purpose of explaining the concept and should not be construed as recommendations from MOAMC.

## Portfolio Structure

<b>Mode of payment</b>	By Fund Transfer/Cheque and/or Stock Transfer
<b>Investment Horizon</b>	Medium to Long Term (3 Years +)
<b>Benchmark</b>	Nifty Free Float Midcap 100 Index
<b>Account Activation</b>	Next business day of Clearance of funds
<b>Portfolio Valuation</b>	Closing NSE market prices of the previous day
<b>Operations</b>	- Investments managed on individual basis - Third party custodian for funds and securities
<b>Reporting</b>	- Monthly Performance Statement - Transaction, Holding & Corporate Action Reports - Annual CA certified statement of the account
<b>Servicing</b>	- Dedicated Relationship Manager - Web access for portfolio tracking

## Performance Snapshot

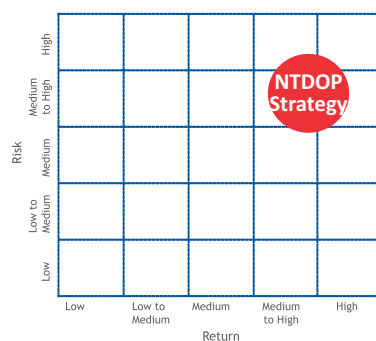
Since Inception, NTDOP Strategy has delivered annualized returns of 17.26% vs. Nifty Free Float Midcap 100 Index returns of 5.99%, an out performance of 11.27% (CAGR).



\*Strategy Inception Date: 11/12/2007.

Please Note: The Above strategy returns are of a Model Client as on Dec 31, 2016. Returns of individual clients may differ depending on time of entry in the Strategy. Past performance may or may not be sustained in future and should not be used as a basis for comparison with other investments. Returns below 1 year are absolute and above 1 year are annualized. Strategy returns shown above are post fees & expenses.

## Risk-Return Matrix & Strategy Construct



### Investment Horizon

- Medium to Long Term (3 Years +)

### For Whom

- Investors who like to invest with a Long-term wealth creation view.

### Script Allocation

- Not more than 10% in a single stock at the time of initiation

### Sector Allocation Limit

- 35% in a sector

### Allocations - Market capitalization

-Maximum market cap at the time of buying new idea is 30000 Cr.

### No. of Stocks

-20 - 25 stocks for a portfolio