

Gallop ahead with India Opportunity Portfolio



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.

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' principle.

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

Focus Themes for Next five years

Revival In Capex cycle

Increasing public investments on infrastructure

- Roads
- Railway
- Ports
- Power
- PSU capital spends

Make In India

Making India a manufacturing hub

- Auto and auto components
- Pharma Outsourcing
- Light engineering products
- Defence Equipment

Third trillion Dollar Opportunities

Increasing consumer spending

- Retailing
- Consumer durables
- Passenger Vehicles
- Consumer Finance

These are illustrative in nature and can change from time to time based on the outlook of the portfolio manager.

Why Motilal Oswal PMS ?

- Amongst India's leading PMS providers, with Assets under Management of approx Rs. 10,304 Crores.
- Motilal Oswal PMS has one of the largest active accounts (more than 21,701) on PMS Platform.
- Our NTDOP Strategy has outperformed the benchmark across market cycles over last 9 year period.
- Our Flagship "Value Strategy" has outperformed the benchmark across market cycles over a 14 year period
- Motilal Oswal PMS has active clients in 152 different cities right from Adilabad to Zirakpur; a testimony of strong acceptance of our PMS across the length & breadth of the country.

Data as on Mar 31, 2017

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.

Top 5 Holdings

Sr. No.	Scrip Name	(%) Holdings
1	Development Credit Bank Ltd.	13.73
2	Birla Corporation Ltd.	10.95
3	Aegis Logistics Ltd.	10.40
4	Qess Corp Ltd.	6.24
5	TTK Prestige Ltd.	6.22

Please Note: These stocks are a part of the existing India Opportunity Portfolio Strategy as on Mar 31, 2017 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

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

Performance Snapshot

Since Inception, India Opportunity Portfolio Strategy has delivered annualized returns of 17.49% vs. Nifty Free Float Midcap 100 Index returns of 12.89%, an out performance of 4.60% (CAGR).



*Strategy Inception Date: 11/2/2010.

Please Note: The Above strategy returns are of a Model Client as on Mar 31, 2017. 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



Sector Allocation Limit

- 35% in a sector

Strategy Aim

- It aims to deliver superior returns by participating in India Investment and consumption Growth Story

Strategy Focus

- Focus is on identifying well run companies that are existing/potential leaders in the field of operations.

Investment Horizon

- Long Term (3 Years +)

For Whom

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

No. of Stocks

-15 - 20 stocks for a portfolio

Scrip Allocation

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