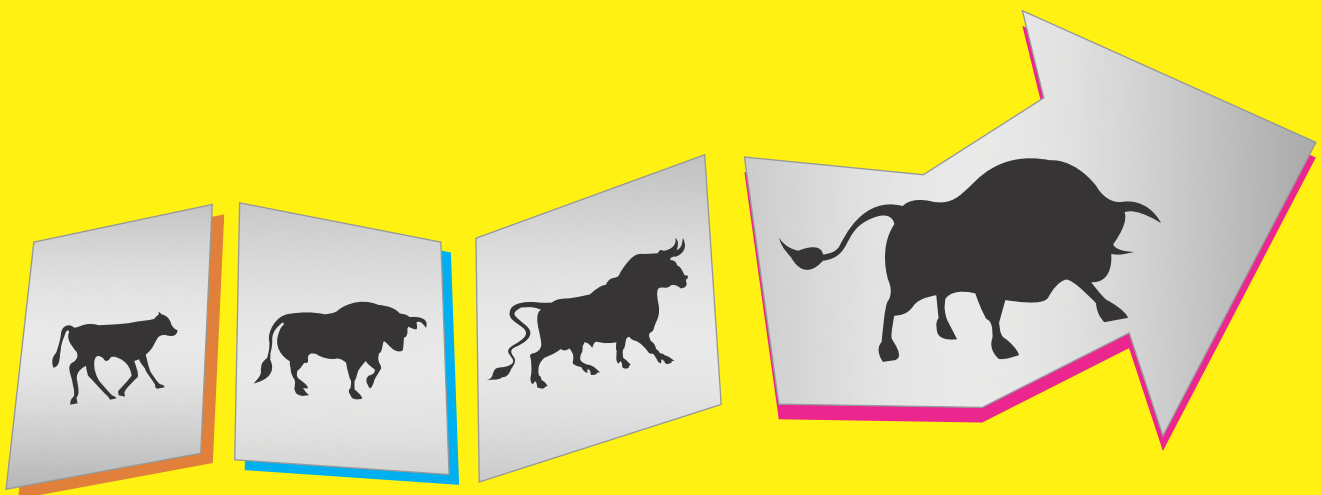


# MONTHLY Communique

As on 31<sup>st</sup> March 2021



## BUY RIGHT : SIT TIGHT

Buying quality companies and riding their growth cycle

**THINK EQUITY**  
**THINK MOTILAL OSWAL**

**MOTILAL OSWAL**  
Asset Management  
**PORTFOLIO STRATEGY**

**BUY RIGHT**  
**SIT TIGHT**

# Value Strategy

## Investment Objective

The Strategy aims to benefit from the long term compounding effect on investments done in good businesses, run by great business managers for superior wealth creation. Value is a large cap\* oriented strategy where investments are made with long term perspective with industry leaders.

\*The selection of the stocks will be based on the criteria of strategy at the time of initial ideation and investment made as per the model portfolio of the strategy

## Details

|                    |                      |
|--------------------|----------------------|
| Fund Manager       | : Shrey Loonker      |
| Co-Fund Manager    | : Susmit Patodia     |
| Strategy Type      | : Open ended         |
| Date of Inception  | : 18th February 2003 |
| Benchmark          | : Nifty 50 TRI       |
| Investment Horizon | : 3 Years +          |

## Market Capitalization

| Market Capitalization | % Equity |
|-----------------------|----------|
| Large cap             | 66.2     |
| Mid cap               | 30.9     |
| Small cap             | 0.9      |

## Top 10 Holdings

| Particulars                      | % Allocation |
|----------------------------------|--------------|
| Max Financial Services Ltd.      | 11.8         |
| ICICI Bank Ltd.                  | 10.8         |
| HDFC Bank Ltd.                   | 6.4          |
| SBI Cards And Payment Services   | 6.2          |
| HDFC Life Insurance Company Ltd. | 5.5          |
| Tube Investment of India Ltd.    | 5.5          |
| Dr. Reddy's Laboratories Ltd.    | 4.6          |
| Bharti Airtel Ltd.               | 4.5          |
| HCL Technologies Ltd.            | 4.3          |
| LIC Housing Finance Ltd.         | 3.6          |

Data as on 31<sup>st</sup> March 2021

## Top Sectors

| Sector Allocation       | % Allocation* |
|-------------------------|---------------|
| Banking                 | 21.1          |
| Non-Lending Financials  | 17.3          |
| NBFC                    | 13.3          |
| Pharmaceuticals         | 9.6           |
| Consumer Staples        | 6.8           |
| Cash & Cash Equivalents | 2.1           |

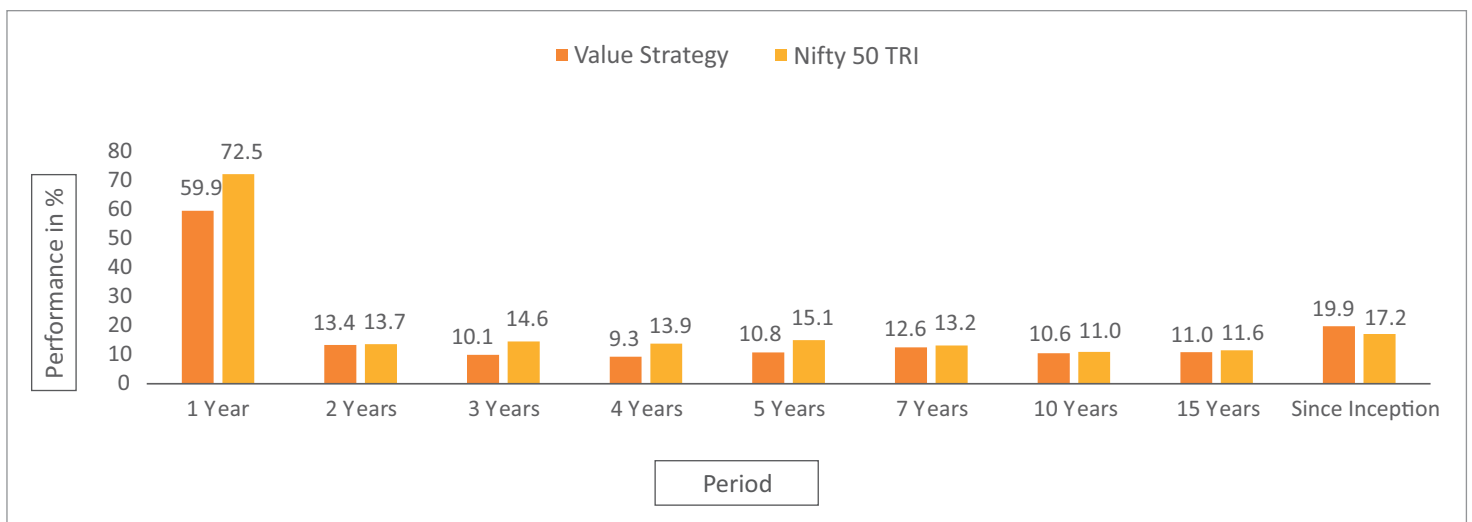
Data as on 31<sup>th</sup> March 2021

\*Above 5% & Cash

## Key Portfolio Analysis

| Performance Data (Since Inception) | Value | Nifty 50 |
|------------------------------------|-------|----------|
| Standard Deviation (%)             | 21.7% | 21.8%    |
| Beta                               | 0.9   | 1.0      |

Data as on 31<sup>st</sup> March 2021



Value Strategy Inception Date: 18th Feb 2003; Data as on 31st March 2021; Data Source: MOAMC Internal Research; RFR: 7.25%; \*Earnings as of December 2020 quarter and market price as on 31st March 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.

# Next Trillion Dollar Opportunity Strategy

## Investment Objective

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. Focus is on businesses benefitting from growth in GDP.

\*The selection of the stocks will be based on the criteria of strategy at the time of initial ideation and investment made as per the model portfolio of the strategy

## Details

Fund Manager : Manish Sonthalia  
 Strategy Type : Open ended  
 Date of Inception : 03 rd August 2007  
 Benchmark : Nifty 500 TRI  
 Investment Horizon : 3 Years +

## Market Capitalization

| Market Capitalization | % Equity |
|-----------------------|----------|
| Large cap             | 47.2     |
| Mid cap               | 48.5     |
| Small cap             | 4.0      |

## Top 10 Holdings

| Particulars                  | % Allocation |
|------------------------------|--------------|
| Voltas Ltd.                  | 12.8         |
| Kotak Mahindra Bank Ltd.     | 9.9          |
| ICICI Bank Ltd.              | 6.4          |
| Max Financial Services Ltd.  | 6.1          |
| L&T Technology Services Ltd. | 6.0          |
| Page Industries Ltd.         | 4.9          |
| Eicher Motors Ltd.           | 4.7          |
| Gland Pharma Ltd.            | 4.2          |
| Ipca Laboratories Ltd.       | 4.0          |
| Tech Mahindra Ltd.           | 3.9          |

Data as on 31<sup>st</sup> March 2021

## Top Sectors

| Sector Allocation       | % Allocation* |
|-------------------------|---------------|
| Banking                 | 18.7          |
| Consumer Discretionary  | 17.7          |
| Software                | 13.9          |
| Consumer Staples        | 10.4          |
| Pharmaceuticals         | 9.5           |
| Non-Lending Financials  | 6.1           |
| Cash & Cash Equivalents | 0.3           |

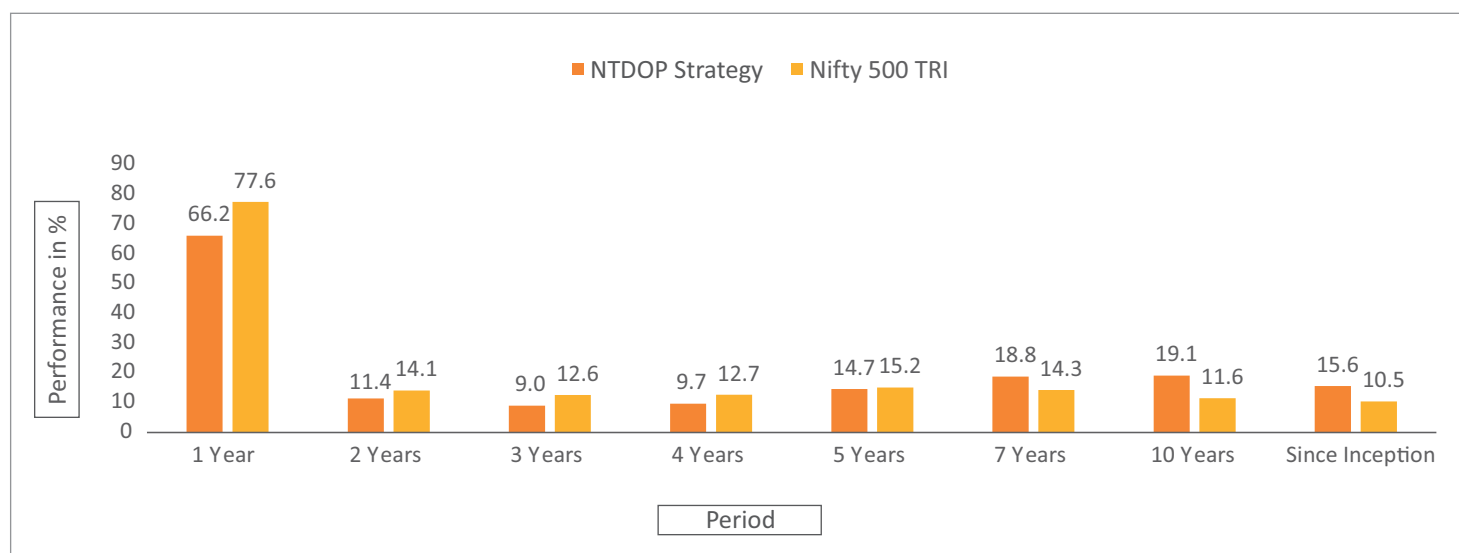
Data as on 31<sup>st</sup> March 2021

\*Above 5% & Cash

## Key Portfolio Analysis

| Performance Data (Since Inception) | NTDOP | Nifty 500 |
|------------------------------------|-------|-----------|
| Standard Deviation (%)             | 20.4% | 20.8%     |
| Beta                               | 0.9   | 1.0       |

Data as on 31<sup>st</sup> March 2021



NTDOP Strategy Inception Date: 3rd Aug 2007; Data as on 31st March 2021; Data Source: MOAMC Internal Research; RFR: 7.25%; \*Earnings as of December 2020 quarter and market price as on 31st March 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.

# India 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. The strategy is for investors who are keen to generate wealth by participating in India's growth story over a period of time.

The selection of the stocks will be based on the criteria of strategy at the time of initial ideation and investment made as per the model portfolio of the strategy

## Details

|                    |                          |
|--------------------|--------------------------|
| Fund Manager       | : Mr. Manish Sonthalia   |
| Strategy Type      | : Open ended             |
| Date of Inception  | : 15th Feb. 2010         |
| Benchmark          | : Nifty Smallcap 100 TRI |
| Investment Horizon | : 3 Years +              |

## Market Capitalization

| Market Capitalization | % Equity |
|-----------------------|----------|
| Large cap             | 27.3     |
| Mid cap               | 18.8     |
| Small cap             | 52.3     |

## Top 10 Holdings

| Particulars             | % Allocation |
|-------------------------|--------------|
| Kajaria Ceramics Ltd.   | 11.7         |
| Can Fin Homes Ltd.      | 7.3          |
| Birla Corporation Ltd.  | 6.8          |
| ITC Ltd.                | 6.8          |
| Alkem Laboratories Ltd. | 6.7          |
| ICICI Bank Ltd.         | 6.3          |
| Mahanagar Gas Ltd.      | 6.3          |
| Blue Star Ltd.          | 5.7          |
| VIP Industries Ltd.     | 5.4          |
| ICICI Securities Ltd.   | 4.7          |

Data as on 31<sup>st</sup> March 2021

## Top Sectors

| Sector Allocation       | % Allocation* |
|-------------------------|---------------|
| Consumer Discretionary  | 14.6          |
| Construction            | 13.3          |
| Pharmaceuticals         | 10.9          |
| Non-Lending Financials  | 9.1           |
| Consumer Staples        | 7.9           |
| NBFC                    | 7.3           |
| Cement                  | 6.8           |
| Banking                 | 6.3           |
| Oil & Gas               | 6.3           |
| Cash & Cash Equivalents | 1.6           |

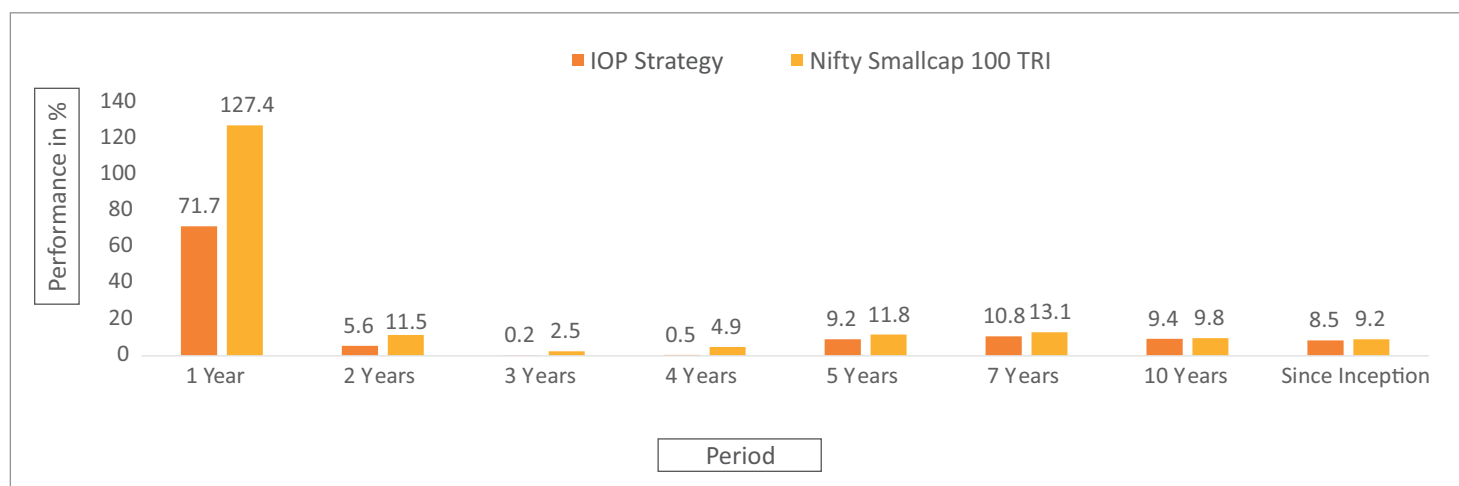
Data as on 31<sup>st</sup> March 2021

\*Above 5% & Cash

## Key Portfolio Analysis

| Performance Data (Since Inception) | IOP   | Nifty Smallcap 100 |
|------------------------------------|-------|--------------------|
| Standard Deviation (%)             | 20.7% | 23.6%              |
| Beta                               | 0.77  | 1.0                |

Data as on 31<sup>st</sup> March 2021



IOP Strategy Inception Date: 15th Feb 2010; Data as on 31st March 2021; Data Source: MOAMC Internal Research; RFR: 7.25%; \*Earnings as of December 2020 quarter and market price as on 31st March 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.

# India Opportunity Portfolio V2 Strategy

## Investment Objective

The Strategy aims to deliver superior returns by investing in stocks from sectors that can benefit from India's emerging businesses. It aims to predominantly invest in Small and Midcap stocks\* with a focus on identifying potential winners. Focus on Sectors and Companies which promise a higher than average growth.

\*The selection of the stocks will be based on the criteria of strategy at the time of initial ideation and investment made as per the model portfolio of the strategy

## Details

|                    |                          |
|--------------------|--------------------------|
| Fund Manager       | : Mr. Manish Sonthalia   |
| Strategy Type      | : Open ended             |
| Date of Inception  | : 5th Feb. 2018          |
| Benchmark          | : Nifty Smallcap 100 TRI |
| Investment Horizon | : 3 Years +              |

## Market Capitalization

| Market Capitalization | % Equity |
|-----------------------|----------|
| Large cap             | 11.9     |
| Mid cap               | 34.7     |
| Small cap             | 53.3     |

## Top 10 Holdings

| Particulars                                       | % Allocation |
|---|--------------|
| Larsen & Toubro Infotech Ltd.                     | 11.9         |
| Cholamandalam Investment and Finance Company Ltd. | 11.7         |
| Central Depository Services (India) Ltd.          | 8.3          |
| Kajaria Ceramics Ltd.                             | 7.1          |
| Ipca Laboratories Ltd.                            | 6.6          |
| Sundram Fasteners Ltd.                            | 5.2          |
| JK Lakshmi Cement Ltd.                            | 5.1          |
| Godrej Agrovet Ltd.                               | 5.0          |
| Century Plyboards (India) Ltd.                    | 4.9          |
| Sobha Ltd.  | 4.8          |

Data as on 31<sup>st</sup> March 2021

## Top Sectors

| Sector Allocation       | % Allocation* |
|-------------------------|---------------|
| NBFC                    | 14.3          |
| Software                | 12.9          |
| Consumer Discretionary  | 12.0          |
| Construction            | 11.9          |
| Non-Lending Financials  | 11.6          |
| Consumer Staples        | 8.0           |
| Pharmaceuticals         | 6.6           |
| Industrial Products     | 6.3           |
| Cash & Cash Equivalents | 0.1           |

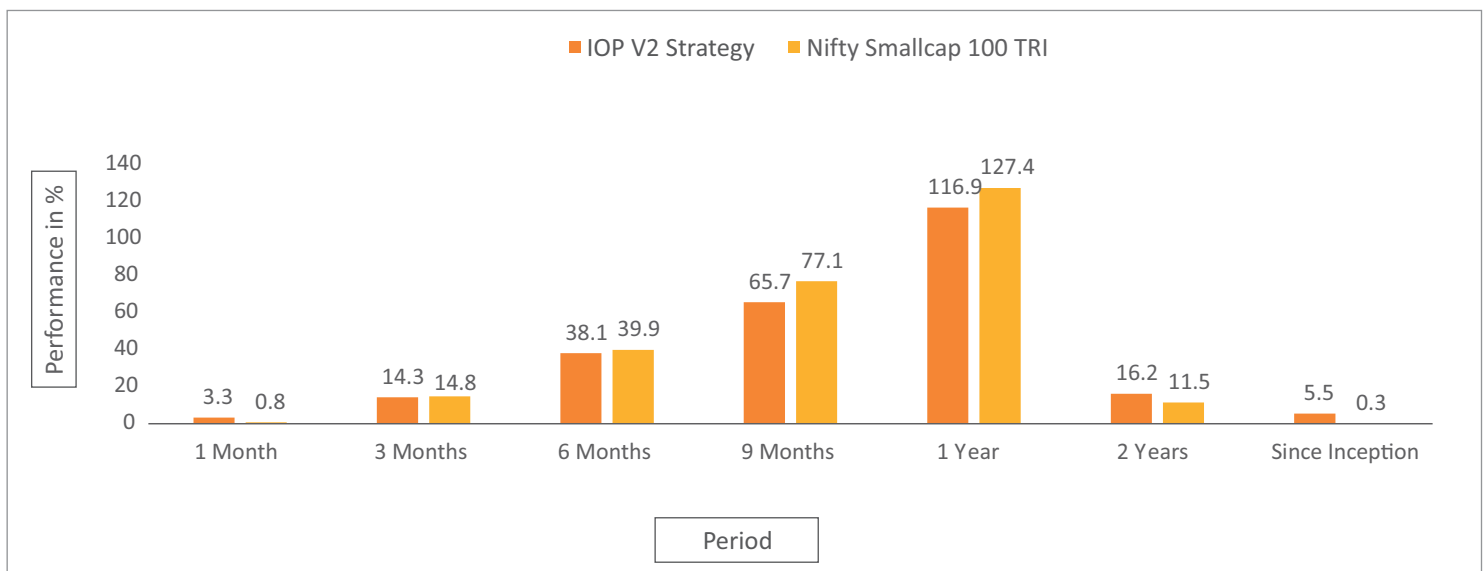
Data as on 31<sup>st</sup> March 2021

\*Above 5% & Cash

## Key Portfolio Analysis

| Performance Data (Since Inception) | IOP V2 | Nifty Smallcap 100 |
|------------------------------------|--------|--------------------|
| Standard Deviation (%)             | 20.9%  | 21.6%              |
| Beta                               | 0.84   | 1.0                |

Data as on 31<sup>st</sup> March 2021



IOP V2 Strategy Inception Date: 5th Feb 2018; Data as on 31st March 2021; Data Source: MOAMC Internal Research; RFR: 7.25%; \*Earnings as of December 2021 quarter and market price as on 31st March 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.

# Business Opportunities Strategy

## Investment Objective

The investment objective of the Strategy is to achieve long term capital appreciation by primarily investing in equity & equity related across market capitalization. It aims to predominantly invest in emerging themes with focus on themes like affordable housing, agricultural growth, GST and value migration from PSU banks to Private Sector Banks.

The selection of the stocks will be based on the criteria of strategy at the time of initial ideation and investment made as per the model portfolio of the strategy

## Details

|                        |                        |
|------------------------|------------------------|
| Fund Manager           | : Mr. Manish Sonthalia |
| Associate Fund Manager | : Mr. Atul Mehra       |
| Strategy Type          | : Open ended           |
| Date of Inception      | : 18th Dec. 2017       |
| Benchmark              | : Nifty 500 TRI        |
| Investment Horizon     | : 3 Years +            |

## Market Capitalization

| Market Capitalization | % Equity |
|-----------------------|----------|
| Large cap             | 75.5     |
| Mid cap               | 16.5     |
| Small cap             | 7.7      |

## Top 10 Holdings

| Particulars                      | % Allocation |
|----------------------------------|--------------|
| Max Financial Services Ltd.      | 13.9         |
| ICICI Bank Ltd.                  | 11.5         |
| HDFC Bank Ltd.                   | 10.8         |
| Tata Consultancy Services Ltd.   | 10.6         |
| Kotak Mahindra Bank Ltd.         | 9.4          |
| Larsen & Toubro Infotech Ltd.    | 7.2          |
| HDFC Life Insurance Company Ltd. | 6.8          |
| Eicher Motors Ltd.               | 5.4          |
| Hindustan Unilever Ltd.          | 5.2          |
| Blue Star Ltd.                   | 4.6          |

Data as on 31<sup>st</sup> March 2021

## Top Sectors

| Sector Allocation       | % Allocation* |
|-------------------------|---------------|
| Banks                   | 31.6          |
| Non-Lending Financials  | 20.7          |
| Software                | 17.8          |
| Auto                    | 9.8           |
| Consumer Staples        | 9.4           |
| Consumer Discretionary  | 7.7           |
| Cash & Cash Equivalents | 0.3           |

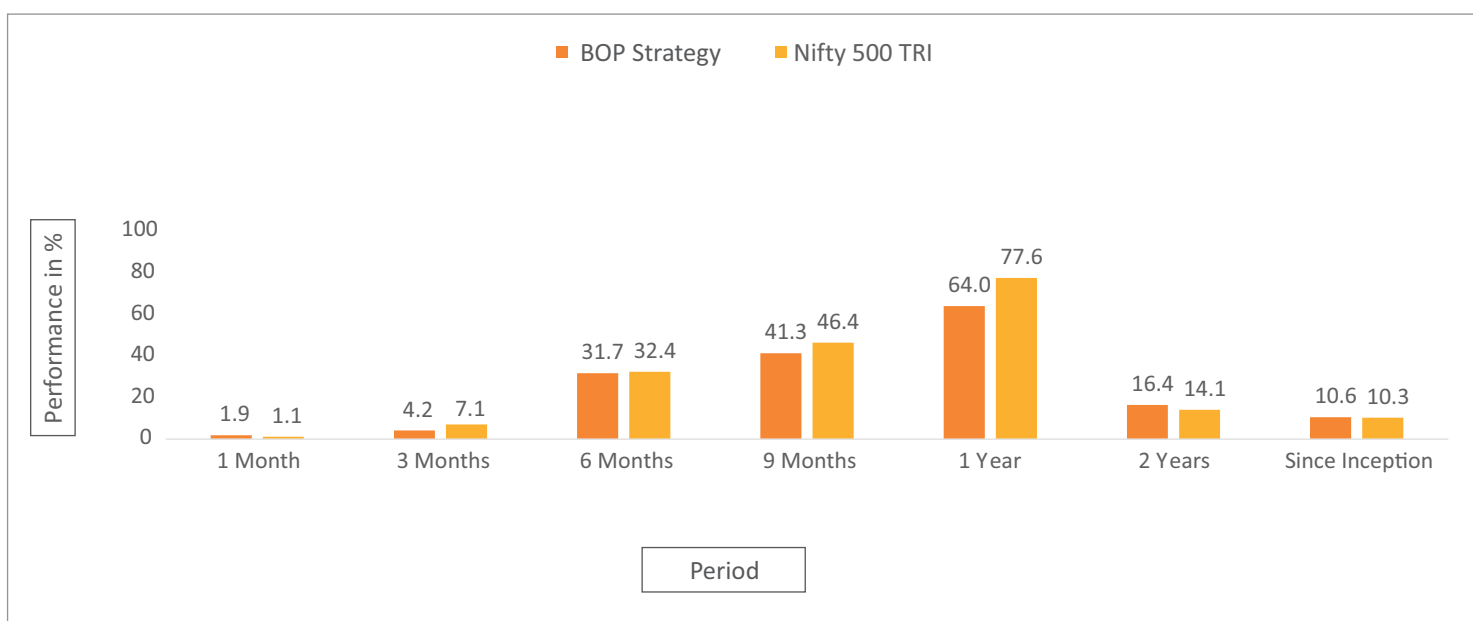
Data as on 31<sup>st</sup> March 2021

\*Above 5% & Cash

## Key Portfolio Analysis

| Performance Data (Since Inception) | BOP   | Nifty 500 |
|------------------------------------|-------|-----------|
| Standard Deviation (%)             | 21.4% | 21.0%     |
| Beta                               | 0.9   | 1.0       |

Data as on 31<sup>st</sup> March 2021



BOP Strategy Inception Date: 16th Jan 2018; Data as on 31st March 2021; Data Source: MOAMC Internal Research; RFR: 7.25%; \*Earnings as of December 2020 quarter and market price as on 31st March 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.

# Stock Rationale (quarter ending 31<sup>st</sup> March 2021)

## Value Strategy

### Entry Rationale:

#### United Spirits(UNSP):

- From an industry structure perspective, the total spirits market is 622 M Cases and Local/Country is still over 50% of the same. There has been nearly no growth for the last 5 years in the market. It would be fair to assume that slower economic growth makes it difficult for recruitment into the Organised Spirits market. The only segments that have grown is the P&A segment which is dominated by Pernod and UNSP. Hence we believe we are at the bottom of the industry growth cycle
- P&A actually showed a volume growth despite 25% of their sales (On-Premise) being severely impacted. Overall volume decline was just 4% in Q2. Couple of key factors like A) Duty Free Collapse B) In Home Consumption increasing and that favours spirits over beer.
- It is interesting to note that unlike Cigarettes, it is very clear that most of it is only for state finances and there is no social implication to the same and this led to reversal of hikes. Also, According to the data provided by the CIABC, sales of alcoholic beverages in states that imposed a tax increase of 25% or more is lower by 45% for the period of May-August, while sales for states that imposed no tax hike or marginal increase, it is only 12% lower year-on-year

#### Mahindra & Mahindra(M&M):

- M&M has dominant market share of 40%. From FY08-12, volumes went up 2x. Volumes from FY12-20 are up only 30%. If we believe that the agri revolution is upon us and the infra cycle is set to start, the tractor growth trajectory could be materially higher than what we have seen in the last few years.
- M&M is actually the leader in the LCV segment in India ahead of Tata Motors. The gap between Tata Motors and M&M used to be 100 bps which has now opened upto 300 bps+. This is considered to be the fastest growing segment of the market. This segment contributes ~50% to total Auto Sales for MM. LCV segment is also estimated to grow fast owing to the need for last mile delivery. On passenger UV segment with many changes and with strong launch pipeline which had gone dry since XUV500, it is believed this segment would also witness huge recovery. Hence with demonstrated change in the capital allocation policy, it is possible to think that one can retain the ideal PE of the core business

#### Home First Finance Company

- **Focus on 'core housing loans' and low-risk 'salaried segment' lowers business risks and makes the company stand out amongst peers -** As the spreads in core housing loans are the lowest, most HFCs try and utilize the regulatory leeway in order to prop up spreads and ROAs by diversifying in high yield - high risk segments like LAP and developer financing. Another tool which HFCs use to expand spreads is to focus more on the Self Employed segment which typically offers an extra yield of ~100 bps over the salaried segment. HFF has stuck to the core business model of 'housing loans' which comprises 92% of its AUM, with almost three-fourth of customer mix from the 'salaried segment' which makes HFF a safer company to invest in.
- **Technology driven scalable business model**-HFF established a differentiated technology framework with customized systems and tools, enhancing convenience for customers as well as increasing operational efficiency. Since FY17, HFF has invested Rs. 200mn in I.T. systems. HFF has entered into arrangements with third party service providers through whom it obtains additional information such as fraud related data, banking, investment cum taxation related data, and vehicle ownership of customers, which enables HFF with underwriting, and to identify areas of concern and take quick and accurate decisions. HFF has also deployed proprietary machine learning customer-scoring models to assist it with effective credit underwriting. The seamless integration and availability of data across platforms and users enables HFF to process loans in a paperless manner and with quick turn-around time of 2 days compared with industry average of 7-8 days.
- Strong track record of growth; long runway ahead-HFF has demonstrated robust growth in AUM over FY18-20 at 63% CAGR, one of the highest amongst listed financials. The base is remains low at Rs. 39bn as on Q3FY21; combined with established presence in 60 housing clusters (important cities), we believe there is a long runway for accelerated growth. (Although much lower than what was achieved in the past).
- Superior asset quality; Strong collection efficiency despite Covid-Since inception in 2010, HFF's GNPA has never crossed the 1% mark despite undergoing demonetization which severely impacted most NBFCs/HFCs catering to the self-employed segment. Collection efficiency has recovered to 96-98% ((by number of EMI payments and paying customers), vs 63-64% in May'20.

# Stock Rationale (quarter ending 31<sup>st</sup> March 2021)

## Exit Rationale:

**ITC:** With emerging concerns of ESG and cigarette regulation to get stricter, the core cash flows and the valuation could continue to come under pressure. Our channel checks also indicate that the consumer business post the unlock has lost steam showing that they benefitted from the rising tide and may not have created brand leadership yet.

**Axis Bank:** The banking sector is facing growth challenges outside of the Housing Finance segment. With valuations now touching 2x P/B, growth is imperative for the stock to do well from hereon. We think that credit growth for large banks will be delayed out by 3-4 Qs. We are also using the proceeds to add to our conviction of SBI Cards

## ■ NTDOP Strategy

### Entry Rationale:

#### SBI:

- **A differentiated bank:** Despite the govt. ownership, SBI is far superior than other PSU banks (on liabilities franchise, NIM and asset quality). On long term asset quality it has been better than some pvt. sector peers (ICICI Bank and Axis Bank). The bank thus ticks right on strong management and quality parameters.
- **Surprising positively on near & medium term challenges:** After recovering from the long-drawn corp. asset quality cycle (2013-18), the bank has been best-in-class in tackling 2018-20 NBFC/real estate/mid-corp and 2020 COVID asset quality shocks to the system, thanks to revamped systems and processes and conservative underwriting.
- **Steadily scaling up market-leading subsidiaries:** Benefitting from professional management, at arm's length to the parent, and a largely untapped bank customer base, all of SBI's subsidiaries are rapidly gaining market share with healthy RoEs and now account for c.40% of the bank valuation.
- **Re-rating to continue:** The bank trades at 0.9x FY22 parent BV and 1.2x FY22 consol. BV. The RoE forecast to recover >14-15% over FY22-24E., will thus drive rerating in the valuation as the visibility builds over coming quarters.

### Exit Rationale:

**City Union Bank:** Regional banks would face greater challenges in managing the asset quality post Covid. This is thematic call on all small banks with low ROA. Small bank stocks with a low ROA are a structural disadvantage. Any restructuring event will have a disproportionate impact on these stocks. Valuations have come down significantly in high ROA banks and gives an opportunity to consider them over small banks.

## ■ IOPV2 Strategy

### Entry Rationale:

#### VIP Industries

- Domestic air travel, marriages, tourism and schools are all starting to reopen and we believe in 6 months to 1 year, these four main drivers to the luggage industry will be back to preCovid levels. In fact there can be a strong pentup demand which can surprise demand in the industry, which is not built in our base case.
- During such times the competitive positioning of VIP is only getting strong as the smaller unorganised players are getting marginalised and even competition from a large competitor like Samsonite is much lower and they have closed many stores in the country.
- Further, VIP has reworked on their cost structures significantly on both the sourcing cost and fixed cost items. Sourcing only from Bangladesh and India is the goal 2-3yrs down the line which provides high GM benefits. The significant flab on operating costs that VIP had built over the years has also been ruthlessly cut down. As sales recovers, the margins delivered by the company can surprise significantly on the upside.
- VIP has a market cap of ~5400Cr for a company that can deliver 300Cr+ of profits in couple of years. Given the strong ROE track record of 20%+, consistent dividend payout and the kind of multiples attributed to a consumer brand in India, we believe VIP offers excellent risk reward at the current price.
- Option value of i) any adverse taxation impact on sourcing directly from China improves VIPs competitive positioning significantly ii) execution by the new CEO recruited recently iii) stronger than expected bounce back due to latent demand in the system.



# Stock Rationale (quarter ending 31<sup>st</sup> March 2021)

## Bluedart Express:

- The demand supply equation in the air cargo market is turning favourable as demand for delivery of goods has stepped up post Covid while supply of planes to carry the goods is the same number and will hover around in this vicinity for atleast 2yrs. This ensures a favourable pricing scenario going ahead.
- Blue Dart is one of the two players in the country that owns a fleet of freighters for transportation of goods and is well positioned to benefit from the situation. It is a focused player with a long term track record of quality on time delivery allowing it to charge a premium and making it one of the preferred partners for corporates and ecommerce participants.
- The last 5yrs has been tumultuous for the company due to various external and internal factors, which are now behind. This is evidenced in the financial performance over last 2 quarters where the company is delivering close to peak profit margins without much increase in demand over the previous 5yrs. Given the expected improvement in demand and 65% fixed cost structure of the company, profits can surprise significantly over the next 3yrs and the current entry point is quite attractive

## Exit Rationale:

**Bajaj Electricals:** Stock has moved up by 200% in FYTD and is now ~10,000Cr MCap company for a company that may deliver ~350Cr of Profits in FY22 ie trading at 28x FY22 earnings. The company seems to be now well appreciated by the markets with significant positives priced in. While Bajaj Electricals may continue to do well in the near term, risk reward seems balanced and we have better ideas to enter into which are still underappreciated

## ■ BOP Strategy

### Entry Rationale:

#### Maruti Suzuki:

- Market leadership (~50% market share) in a highly under-penetrated market
- India has ~30 cars per 1000 individuals, vs 980 for US; 200 for China
- Strong understanding of the market, most trusted brand, value for money
- Strong long term beneficiary of increasing discretionary spends

#### Safari:

- Strong owner-operator, significant market share gains (2% to 16% over 8 years)
- Structural demand tailwinds; unorganized to organized, offline to online
- Improving RoE profile with shift in sourcing from China to India, Bangladesh

### Exit Rationale:

#### Bata India and Titan:

- Exited Bata and Titan to accommodate newer ideas; Maruti and Safari

# Risk Disclosure And Disclaimer

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