IOP Strategy July 2020

For Prospective Investors

MOTILAL OSWAL ASSET MANAGEMENT SIT TIGHT

Investment Objective

India Opportunity Portfolio Strategy (IOP 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 and which are available at reasonable market prices.

Key Features

- 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
- 10+ years track record across market cycles
- 4. High quality concentrated portfolio of 20 stocks

Portfolio Attributes

- 1. Index agnostic: ~90% away from benchmark Nifty Smallcap 100
- 2. Key sector allocation is to Non-Lending Financials, Consumer-oriented businesses, Pharma and Healthcare Services
- 3. IOP has delivered outperformance over the benchmark in 4 of the last 5 FYs
- 4. IOP's FY20 outperformance over Nifty Smallcap 100 stood at ~14%

Portfolio Actions in last 6 months

Companies Exited: Dishman Carbogen Amcis, IIFL Finance

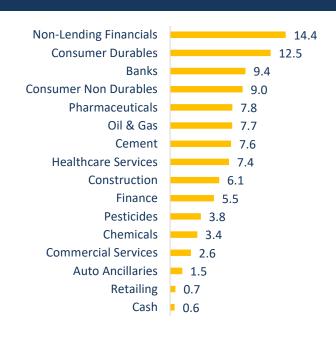
How Buy Right: Sit Tight works

| Company | Initial Purchase Date | Market Cap Rs. Crores (Purchase Date) | Market Cap Rs. Crores (30 th June 20) | Absolute Growth | CAGR (%) |
|-----------------------|--------------------------|---|--|--------------------|----------|
| Mahanagar Gas | Aug-16 | 5,061 | 10,398 | 2.1X | 20% |
| Alkem Laboratories | Aug-16 | 19,847 | 28,290 | 1.4X | 9% |

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

Top 10 Holdings & Sectoral Allocation

| Scrip Name | % Holding |
|-------------------------|-----------|
| ICICI Securities Ltd. | 14.4 |
| Alkem Laboratories Ltd. | 7.8 |
| Mahanagar Gas Ltd. | 7.7 |
| Birla Corporation Ltd. | 7.6 |
| Dr. Lal Pathlabs Ltd. | 7.4 |
| TTK Prestige Ltd. | 7.2 |
| ITC Ltd. | 6.4 |
| Can Fin Homes Ltd. | 5.5 |
| DCB Bank Ltd. | 4.9 |
| Kajaria Ceramics Ltd. | 4.8 |



Disclaimers and Risk Factors

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Performance Since Inception



Fund Contributors (3 Year Trailing 30th June 2020)

| Top 5 | Contribution |
|-------------------------------------|--------------|
| Dr. Lal PathLabs | 2.6% |
| Mahanagar Gas | 1.3% |
| Alkem Laboratories | 1.2% |
| Bayer CropScience | 1.0% |
| Glaxosmithkline Consumer Healthcare | 0.5% |

| Bottom 5 | Contribution |
|-------------------------|--------------|
| Quess Corp | -2.6% |
| Can Fin Homes | -3.2% |
| Dishman Carbogen Amcis | -3.8% |
| Lakshmi Vilas Bank | -5.5% |
| Development Credit Bank | -6.6% |

*Portfolio Fundamentals

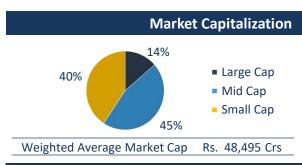
| | TTM |
|------------|-----|
| PAT Growth | 22% |
| RoE | 23% |
| PE | 26 |

Ageing

| | <u> </u> |
|------------------|-------------------------|
| Number of Scrips | Holding Period |
| 14 | > 3 Years |
| 4 | > 2 Years but < 3 Years |
| 3 | < 2 Years |

The average holding period for stocks held under IOP Strategy is about 3 years and 2 month

^{*}IOP was restructured as a Small Cap Strategy in July 2016



Risk Ratios

| 3 Year Data | Strategy | Benchmark |
|--------------------|----------|-----------|
| Churn Ratio | 11% | - |
| Standard Deviation | 19.8% | 23.5% |
| Beta | 0.7 | 1.0 |
| Sharpe Ratio | -4.3 | -5.1 |

Disclaimers and Risk Factors