

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 22 stocks
5. Index agnostic: ~93% away from benchmark Nifty Smallcap 100
6. Key sector allocation is to Oil and Gas, Consumer-oriented businesses, Pharmaceuticals

Portfolio Actions in last 6 months

- **Companies Added:** Hindustan Unilever, Reliance Industries, Larsen & Toubro Infotech, Sun Pharmaceuticals
- **Companies Exited:** AU Small Finance bank, DCB Bank, Glaxosmithkline Consumer healthcare, IIFL Finance, IIFL Securities

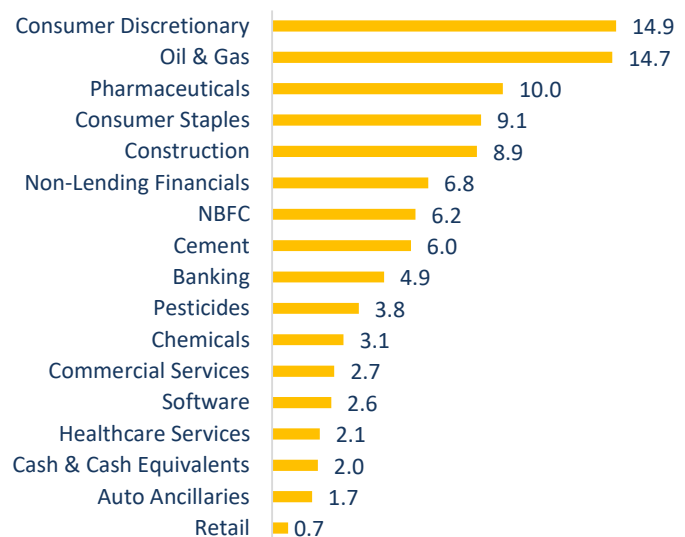
How Buy Right : Sit Tight works

Company	Initial Purchase Date	Market Cap Rs. Crores (Initial Purchase Date)	Market Cap Rs. Crores (30th Sep 20)	Absolute Growth	CAGR (%)
Mahanagar Gas	Aug-16	5,059	8,200	1.6X	12%
Alkem Laboratories	Jan-17	19,845	33,228	1.7X	15%

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

Top 10 Holdings & Sectoral Allocation

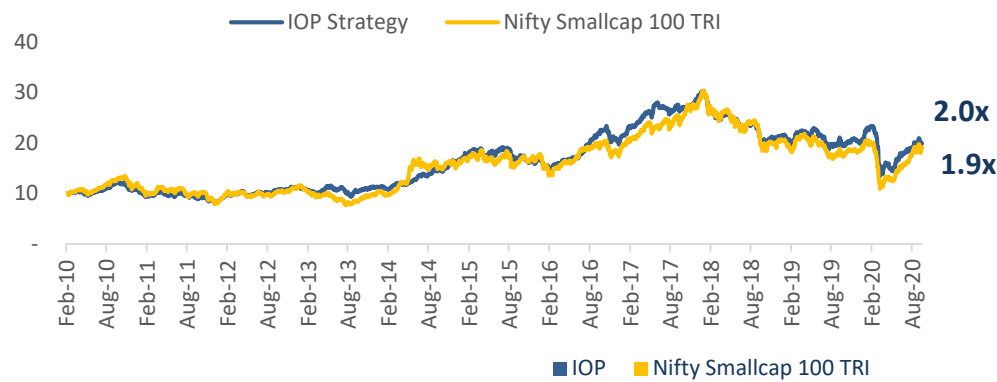
Scrip Name	% Holding
Reliance Industries Ltd.	9.1
Alkem Laboratories Ltd.	8.4
Kajaria Ceramics Ltd.	7.6
TTK Prestige Ltd.	7.5
ICICI Securities Ltd.	6.8
ITC Ltd.	6.7
Can Fin Homes Ltd.	6.2
Birla Corporation Ltd.	6.0
Mahanagar Gas Ltd.	5.6
Blue Star Ltd.	4.9



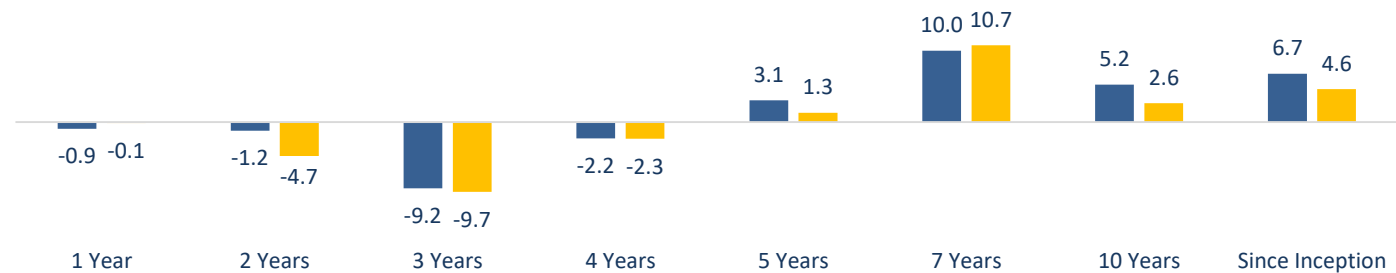
Disclaimers and Risk Factors

IOP Strategy Inception Date: 15th Feb 2010; Data as on 30th September 2020; Data Source: MOAMC Internal Research; RFR: 7.25%; *Earnings as of June 2020 quarter and market price as on 30th September 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



IOP Strategy has delivered a CAGR of 6.7% vs. Nifty Smallcap 100 TRI returns of 4.6%, an outperformance of 2.1% (CAGR) since inception (15th February 2010)



Disclaimer: Performance related information is not verified by SEBI

Strategy Contributors (3 Year Trailing 30th Sep 2020)

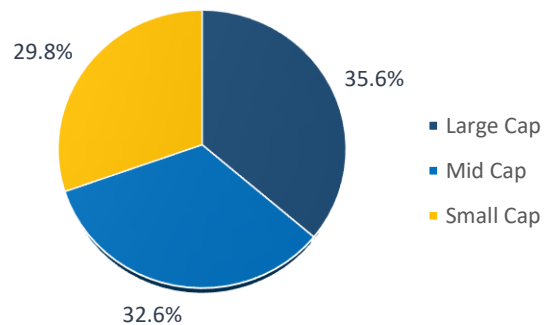
Top 5	Contribution
Dr. Lal PathLabs Ltd.	4.0%
Alkem Laboratories Ltd.	2.5%
Bayer Cropsience Ltd/India	1.3%
DHANUKA AGRITECH LTD	1.2%
T T K Prestige Limited	1.1%

Bottom 5	Contribution
Gabriel India Limited	-2.5%
IIFL Finance Ltd.	-2.6%
Dishman Carbogen Amcis Ltd.	-4.4%
Lakshmi Vilas Bank Ltd.	-4.7%
Development Credit Bank Limited	-5.9%

*Portfolio Fundamentals

	TTM
PAT Growth	-1%
RoE	13%
PE	20

Market Capitalization



Risk Ratios

3 Year Data	Strategy	Benchmark
Churn Ratio	10.3%	-
Standard Deviation	20.7%	23.8%
Beta	0.76	1
Sharpe Ratio	-3.6	-3.8

Our PMS services are available in direct mode, to know more, write to us at pmsquery@motilaloswal.com

Weighted Average Market Cap Rs. 1,77,956 Crs

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