



Abakkus Investment Profile



Introducing Abakkus Asset Manager LLP

- Abakkus is an alpha-focused boutique asset manager managing roughly INR 32,700 crores* in long-only strategies for Indian equities
- Our offerings include
 - Close-ended Category III Alternative Investment Funds
 - Portfolio Management Services
 - Advisory Services for Domestic and Global Investors
 - UCITS Funds
- In just 6 years of incorporation Abakkus has established itself in the Indian equity horizon both in terms of performance and growth in assets
- Ambition and vision is to make Abakkus India's revered asset managers over time

*Data as on 30th June 2024

We are net carbon negative

- As a part of the 'Cauvery Calling' project, we planted more than 2400 trees in the Cauvery region of Tamil Nadu – the carbon equivalent of 50.4 metric tons of CO₂e much higher than our carbon footprint of 33 metric tons resulting in our company to be net carbon negative. (CY*-2019)
- The project aims to restore the biodiversity of Cauvery basin and the thriving food chain that depends on it. 84 million inhabitants could be positively benefitted by the effort



**CLIMATE
NEUTRAL
NOW**

| | |
|------------------|----------|
| ACHIEVEMENT 2021 | |
| MEASURE | ● BRONZE |
| REDUCE | ● BRONZE |
| CONTRIBUTE | ● SILVER |
| JOINED 2022 | |

- Our belief in the idea of an environmentally and socially sustainable future has led us to take up the responsibility and resources to achieve actionable change.
- The cook stove project was an initiative to distribute **3500 cooking stoves** to rural households that still use conventional kerosene burners. (CY*- 2021)
- This will result in a **reduction of CO₂ emissions by 12250 tons per year** (Estimated) from the environment .
- All this while having net negative carbon footprint.
- Also, achieved climate neutral badge for our contribution in Climate neutral mission(CY-2022)



Bridging the gap of gender diversity



- ✓ We are committed to gender diversity, currently one of the weakest in India (industry average of only 20% women at work)
- ✓ We support the 'Young Women In Investment initiative' by CFA Institute.
- ✓ The G8 accredited program 2020 creates awareness about financial careers and facilitates participation of women in the financial sector.
- ✓ A four-week boot-camp for women which is followed by paid internships at reputable financial institutions, including Abakkus. (CY*- 2019)
- ✓ We are committed to reach 30% gender diversity ratio by the year 2025 as we expand our research and administrative team over the coming years.

Empowering Children

- ✓ India harbors one of the largest population of adolescents on the planet, would stand to benefit massively if adolescents are well fed and educated.
- ✓ We worked with the Cosmic Divine Society to feed around 1200 children for a period of 1 week every year for 6 years. We strongly believe that our children are the governors of our future, and their nurturing is necessary for our country to prosper. (CY-2018 to FY- 2023-2024)
- ✓ We also worked with Vallabhdas Dagara Indian Society to foster and care for the mentally challenged kids in India. We took the responsibility of co-parenting 20 children for a period of 2 years which includes training and teaching them to be skilled, employable and independent. (CY- 2020 to CY- 2022)

Industry Participation



- ✓ Abakkus is an active member of the following industry associations / bodies for promotion of the industry at large and the broader investment community.



APMI is an entity entrusted with promoting uniformity and best practices in PMS industry. APMI will primarily draw upon the expertise already available with its members and Abakkus representatives are part of the APMI Board and several operational committees.



IVCA is a non-profit organization that serves as a prominent apex industry body dedicated to promoting the alternate capital industry in India. IVCA is resolutely committed to bolstering the ecosystem by advocating regulatory interventions, facilitating constructive dialogues with the SEBI and other governmental bodies.



ARIA was born out of the need to support the development of the investment adviser community in India. ARIA is a representative of communities interest to the regulatory and other stakeholders.

PEVC CFO ASSOCIATION

The objective of PEVE CFO is to spearhead the consolidation of the Private Equity Venture Capital (PEVC) industry, fostering a culture of collaboration and knowledge sharing, and emerging as the unequivocal voice of AIFs.



Sunil Singhania

Founder
Abakkus Asset Manager LLP

About the founder

- Former CIO Equities of Reliance Nippon Life Asset Management (now Nippon Life India Asset Management) overseeing ~USD 11 billion of equity assets
- First Indian to be appointed to the Global Board of CFA Institute, USA (2013-2019)
- Ex-Honorary Chairman of Investment Committee of CFA Institute (2018-19)
- Rated as among the best fund managers (Rated best Fund Manager by Outlook Business in 2016 & 2017 over 10-year time frame)
- CA & CFA Charter Holder

Investment philosophy

Risk reward equation

- Expected returns must justify the risk / uncertainty taken
- A good company might not necessarily be a good stock
- Focus on the price we pay, and value derived
- What is in the price?

Patient investors

- Buy and hold
- Invest in a stock as if investing in a business
- Think like a partner

Agile and flexible

- Each investment opportunity is looked upon individual merit
- Not constrained to a particular theme or style



Alpha generators

- Believe in investing with an endeavor to generate alpha over the markets rather than just allocating within benchmark index
- Growth companies where profitability is expected to grow higher than market average
- Fundamentally underpriced stocks with reasonable growth expectations
- Mid Cap companies with a scalable business model and growth potential to become large cap

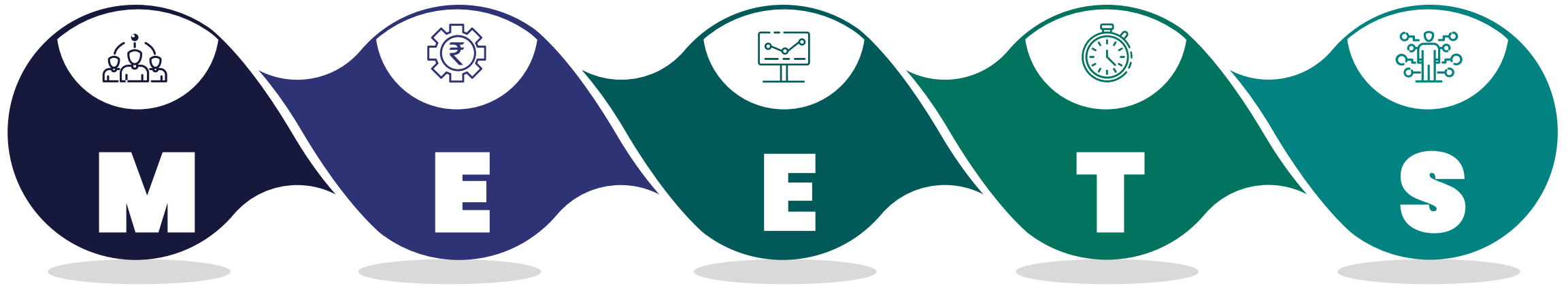
Fundamental driven

- Bottom-up research with focus on balance sheet
- Numbers speak more than presentations and hype
- Returns ultimately are all about earnings

Happy to be contrarian

- Prefer to be first, early and/or only investors
- Do not chase the momentum
- Open to look at companies across sectors, market caps and business cycles

Our unique MEETS framework



Management

- Quality - Capability and track record
- Capital Allocation – capex is fine if ROE is maintained or enhanced
- Capital Distribution – fair to minority shareholders
- Error in decision – Business errors vs avoidable mishaps

Earnings

- Quality of earnings vs reported numbers
- Actual earnings vs expected
- Cyclical vs Structural earnings
- Companies that can double profits in 4 years or less or where EV/EBITDA can halve in four years

Events/Trends

- Stock movement because of events.
- Can be Buy or Sell opportunity
- Events on the horizon
- Disruptive trends/New themes

Timing

- Good company is not necessarily a good investment if price is not right
- What is the price discounting
- Time frame of investment
- Mean Reversion

Structural

- Size of the opportunity
- Competitive positioning / MOAT
- Consistent growth in profits

5D Investment process

DISCOVER

From universe of **6000** companies, **~1500** companies are investable

DELVE

Deeper into **~350** companies with the help of experienced investment team using MEETS framework

DEVELOP

Macro and micro analysis on **>100** companies

DETAIL

Idea generation on **~75** stocks

DELIVER

Portfolio construction and risk monitoring of **~30*** stocks

LEADS

MEETS FRAMEWORK

ANALYSIS

PORTFOLIO CONSTRUCTION

PORTFOLIO MANAGEMENT

- Annual report
- Analysts & reports
- In-house screeners
- Team experience
- Ecosystem
- News flow

- Management quality
- Earnings
- Events
- Timing
- Structural

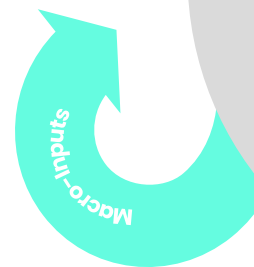
- Management meetings
- Competitive advantage
- Potential triggers
- Peer comparison
- Financial modelling and sensitivity analysis

- Liquidity
- Sector exposure
- Portfolio beta
- Risk management

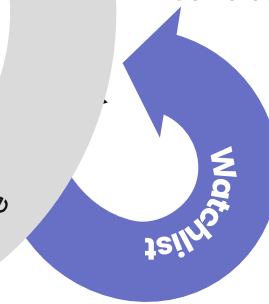
- News flow
- Monitoring
- Quarterly Reviews
- Sell discipline

Decision Making

BUY it now or at target price



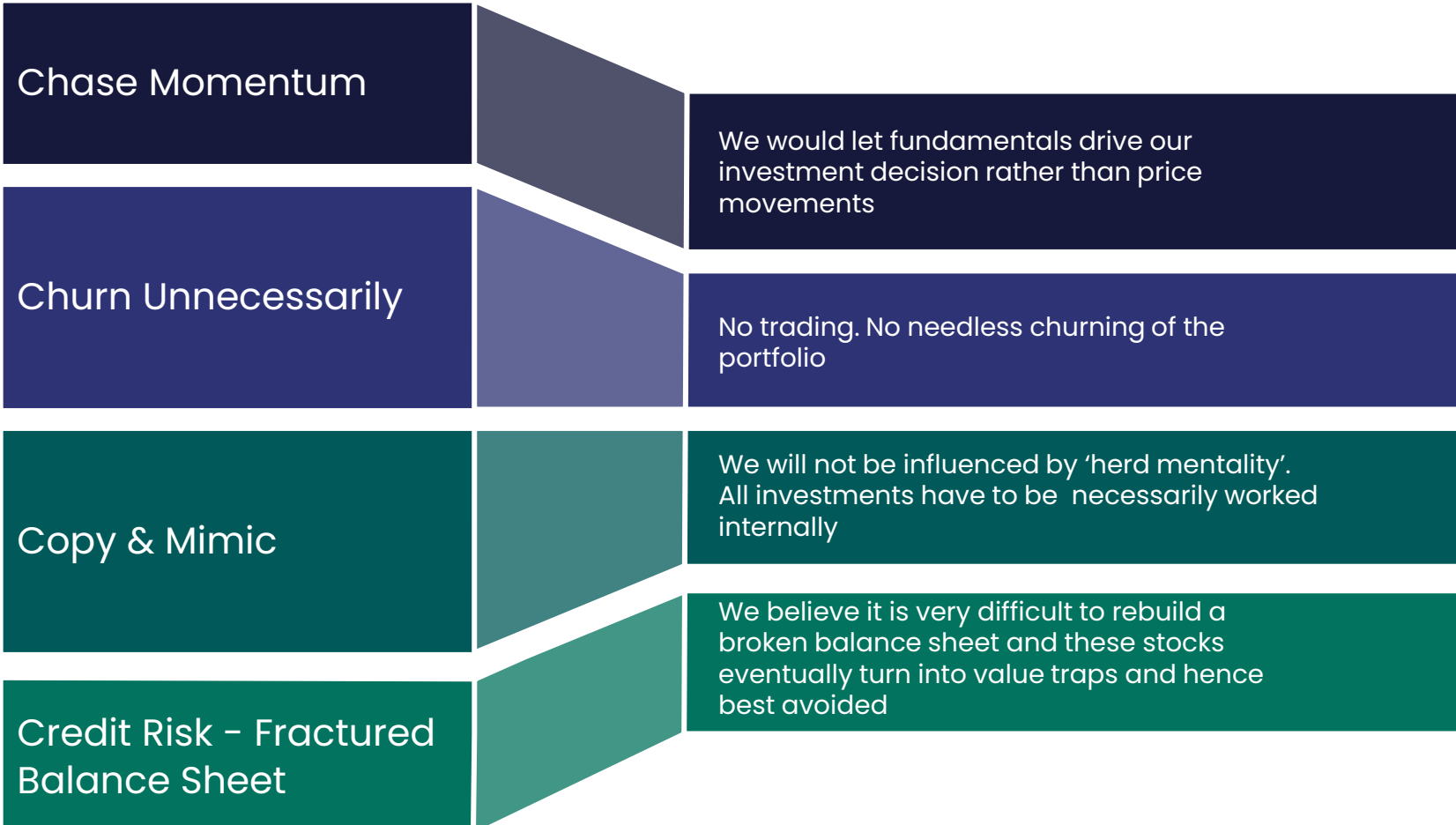
Risk Reward Equation



Triggered due to change in stock price and/or data point.

What we won't do

Avoid the four "C"s



Exit Discipline

- Fundamentals don't pan out as expected due to sector deterioration, company specific issues, governance issues.
- Not shy to accept when thesis goes wrong.
- Stocks may do much better than expected.
- Position becomes insignificant and can't / don't want to add.
- New investment idea better than existing holding in terms of risk reward.

Risk management



Why us

Experience

Backed by a well-qualified dedicated team of professionals that have cumulative experience of ~200 years

Performance

A well-established performance track record in public equity funds and across all market cycles

Commitment

Follow a start-up culture with high degree of commitment, urgency and passion



Positioning

Focused investment in Alpha plays beyond the large number of listed companies supported by non-consensus, in-house research and independent thoughts

Opportunistic

Greater flexibility in investing into new sectors, new themes which are backed by entrepreneur driven economy

Consistent

Investment team has delivered consistently across market cycles

Abakkus Emerging Opportunities Approach (PMS)

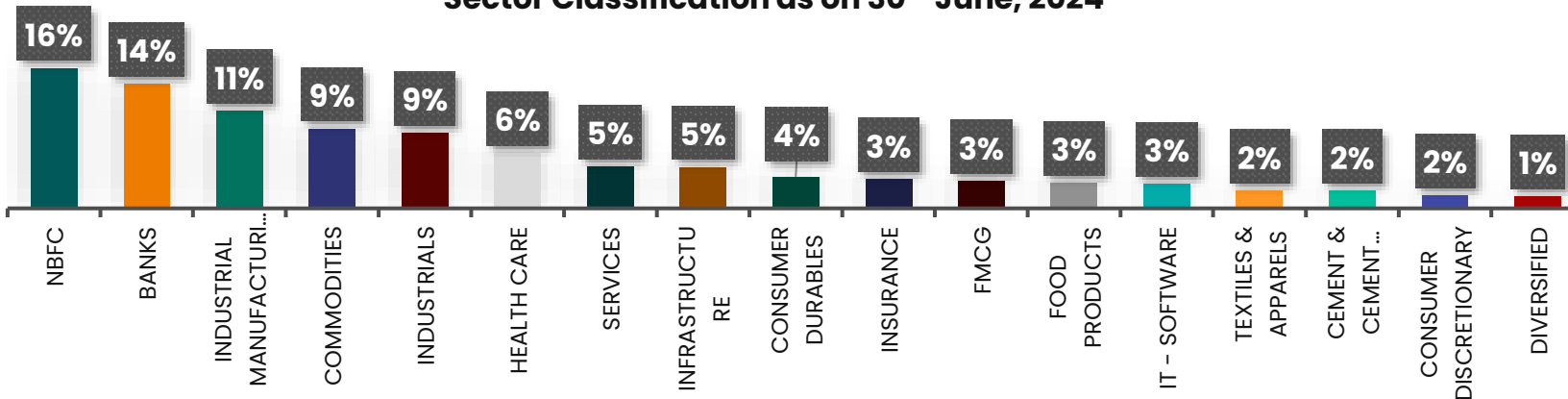
- Benchmark agnostic diversified portfolio with bias towards mid and small cap
- 15: 15: 15 discipline: Invest predominantly in companies qualifying in at least 2 out of these 3 criteria:
 - >15% ROE
 - >15% earnings growth
 - < 15 P/E Ratio
- Being value conscious investor prefer investing in 2nd or 3rd player vs paying abnormal premium to the leader
- Fundamental research-based investing
- Endeavor to generate alpha and wealth creation by investing with 3-5 years holding period
- Differentiated Portfolio picked on a bottom-up basis and adhering to our "MEETS" Framework



Top 10 Holdings*

- ANUP ENGINEERING LIMITED
- JINDAL STAINLESS LIMITED
- TITAGARH RAIL SYSTEMS LIMITED
- ION EXCHANGE INDIA LIMITED
- FEDERAL BANK LIMITED
- H G INFRA ENGINEERING LIMITED
- PNB HOUSING FINANCE LIMITED
- SARDA ENERGY AND MINERALS LIMITED
- IIFL FINANCE LIMITED
- TIME TECHNOPLAST LIMITED

Sector Classification as on 30th June, 2024



Note: Data as on June 30th, 2024

*The stocks are for representational purpose only and are not recommendations to invest and the portfolio manager may or may not have exposure to the same. Sector classification as per Abakkus internal classification. PMS (Portfolio Management Services): Separately Managed Account. Investments in the securities market are subject to market risks. Read all the related documents carefully before investing. The securities quoted are for illustration only and are not recommendatory purposes

Abakkus Emerging Opportunities Approach (PMS)



Returns as on June 30, 2024

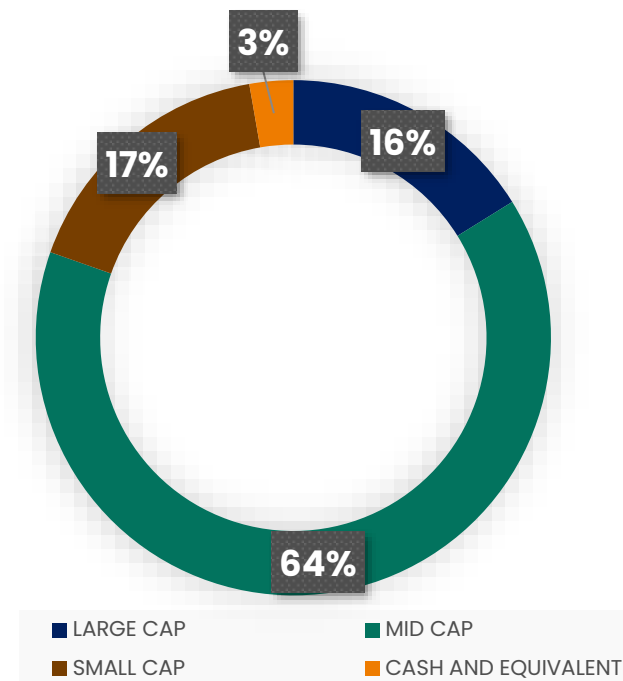
| Period | 1 Month (%) | 3 Month (%) | 6 Month (%) | 1 Year (%) | 2 Year (%) | 3 Year (%) | Since Inception (%) - CAGR | Since Inception (%) - Absolute |
|--|-------------|-------------|-------------|------------|------------|------------|----------------------------|--------------------------------|
| Abakkus Emerging Opportunities Approach | 10.2 | 19.2 | 15.5 | 47.8 | 43.9 | 24.9 | 39.6 | 260.4 |
| BSE 500 TRI | 7.1 | 11.7 | 16.7 | 38.3 | 30.9 | 19.9 | 26.6 | 146.0 |

Inception Date is August 26, 2020.

Unaudited Performance data for Portfolio Manager and Investment Approach provided hereunder is not verified by any regulatory authority and Past performance may or may not sustain in the future. The performance is based on TWRR as on June 30th, 2024. As per SEBI guidelines, returns are net of all expenses and investor returns may differ, based on their period of investment, fee structure and point of capital flows. Please note that performance of your portfolio may vary from that of other investors and that generated by the Investment Approach across all investors because of;

- 1) the timing of inflows and outflows of funds; and
- 2) differences in the portfolio composition because of restrictions and other constraints.

As per SEBI circular SEBI/HO/IMD/IMD-PoD-2/P/CIR/2022/172 dated December 16, 2022, the comparison of the relative performance of the investment approach with other portfolio managers is available at <https://www.apmiindia.org/apmi/IACompare.htm?action=iacomaprepage>



Source: Abakkus Internal Market cap classification. Investor portfolio may differ based on their period of investment, investment amount & point of capital flows

Abakkus Emerging Opportunities Approach (PMS)



Investment Approach Features

| Investment Approach | Abakkus Emerging Opportunities Approach PMS |
|---------------------|--|
| Minimum Investment | INR 50 lacs |
| Benchmark | BSE 500 TRI |
| Investment Team | Mr. Sunil Singhania (CIO), Mr. Aman Chowhan (Senior Fund Manager), Mr. Hitesh Arora (Fund Manager) |
| Custody | HDFC Bank, Kotak Mahindra Bank & ICICI Bank |

Fee Structure

| Fee Type* | Fixed Management Fees | Performance Fees |
|-------------------------|---|---|
| Fixed Option | 2.50% p.a. of AUM | Nil |
| Fixed + Variable Option | 1.75% p.a. of AUM | 15% sharing over 9% hurdle rate (subject to high watermark) |
| Exit Load | Between 0 and 12 months from investment date: 1.5% Post 12 months from investment date: 0% | |

*Plus operating expenses, brokerage costs, GST and all statutory levies as applicable. For more details on fees, please refer to PMS agreement, disclosure document and other related documents. PMS (Portfolio Management Services): Separately Managed Account. Data as on June 30th, 2024

Focus on fundamentals



Strategy has superior return ratios and trade at discount to Nifty valuations

| Abakkus Emerging Opportunities Approach | FY24A** | FY25E* | FY26E* |
|---|---------|--------|--------|
| PE (ex-financials) | 28.2 | 22.6 | 19.0 |
| PB | 2.3 | 2.0 | 1.7 |
| PAT Growth % (ex-financials) | 17.0% | 25.0% | 19.0% |
| ROE % | 13.7 | 13.6 | 14.4 |
| D/E (ex-financials) | 0.3 | 0.2 | 0.1 |
| PE (including financials) | 18.7 | 15.8 | 12.8 |
| PAT Growth (including financials) | 21.0% | 19.0% | 23.0% |

Data for both the funds as of 30th June 2024, E*= Estimated, A**= Actuals. Source: Abakkus Estimates

Team profile

Abakkus has a 70-member strong team with cumulative work experience of more than 200 years. Our team has substantial experience in tracking global equities across all market cycles. Sunil Singhania, the founder of Abakkus and who leads our team, has a successful, recognized and well-established performance track record in public equity funds. Our committed and strong team has extensive qualifications including 42 Master's Degree Holders, 3 CFA Charter Holder and, 6 Chartered Accountants.



Aman Chowhan

Senior Fund Manager

Qualification: BCOM, MBA

Total Work Experience: 24 years

Past Organization:

Nippon Life AMC, TAIB Securities, Tata TD Waterhouse



Hitesh Arora

Fund Manager

Qualification: B.Tech, MS, MBA, CFA

Total Work Experience: 19 years

Past Organization:

Unifi Capital, Deutsche Bank, J.P. Morgan



Biharilal Deora

Director

Qualification: BCOM, MCOM, FCA, CFA, CIPM, CFP

Total Work Experience: 21 years

Past Organization:

Credit Suisse, Fidelity Investments



Manish Kanojia

National Sales Head

Qualification: BCOM, MBA

Total Work Experience: 18 years

Past Organization:

Nippon Life AMC, Principal PNB AMC, Kotak AMC



Rajesh Thongepatil

Senior VP - Operations

Qualification: BCOM, DBM

Total Work Experience: 20 years

Past Organization:

ASK Investment Managers, Motilal Oswal AMC



Chetan Vora

Sr. Research Analyst

Qualification: BCOM, CA, CFA Level 2 Cleared

Total Work Experience: 18 years

Past Organization:

Valuequest Inv. Advisors, Edelweiss



Nikhil Gada

Sr. Research Analyst

Qualification: B.E. (EXTC), MBA, CFA Level 3 cleared

Total Work Experience: 11 years

Past Organization:

Asian Markets Securities (AMSEC), CLSA, Morgan Stanley, ZyFin Research



Nirav Savai

Sr. Research Analyst

Qualification: BCOM, PGDM

Total Work Experience: 18 Years

Past Organization:

HDFC Securities, JM Financial



Dewang Sanghavi

Sr. Research Analyst

Qualification: MBA Finance

Total Work Experience: 17 years

Past Organization:

ICICI Securities

Team profile



Foram Bauva

Research Analyst

Qualification: BCOM, CA

Total Work Experience: 10 years

Past Organization:

K.N.G & Co.



Mudita Kanwarjani

Research Analyst

Qualification: BCOM, CA, CS, CFA
Level 1 cleared

Total Work Experience: 6 years

Past Organization:

Grant Thornton, Tata Capital,
RBL Bank



Neha Raichura

Research Analyst

Qualification: MCOM, CFA Level 3
cleared

Total Work Experience: 5 years

Past Organization:

Taurus Asset Management & KR
Choksey



Pathik Doshi

Research Analyst

Qualification: BAF, PGDM

Total Work Experience: 5 years

Past Organization:

Yes Securities



Dr. Neha Kharodia

Research Analyst

Qualification: MDS

Total Work Experience: 8 years

Past Organization:

Tata Trust's (Cancer Care
Initiative)



Priyank Parekh

Research Analyst

Qualification: BCOM, CA , CFA Level 3
cleared

Total Work Experience: 6 years

Past Organization:

Nrups Consultants LLP, Knowcraft
Analytics.



Akshay Shah

Senior Manager - Dealing

Qualification: BCOM, MBA, CFA
Level 1 cleared

Total Work Experience: 18 years

Past Organization:

Elara Capital, First Global
Securities, Indiabulls Securities



Sharmila Thakker

Manager - Dealing

Qualification: MCOM

Total Work Experience: 17 years

Past Organization:

Nirmal Bang Equities Pvt Ltd

Other disclosures and disclaimers



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Alternative Investment Fund (AIF)

As per SEBI Circular No. SEBI/HO/IMD/DF6/CIR/P/2020/24 dated February 05, 2020, details of industry benchmark and AIF level performance versus Benchmark Reports are available at <https://www.crisil.com/en/home/what-we-do/financial-products/alternate-investment-funds-benchmarks.html> and <https://www.nseindia.com/products-services/aif-benchmark-report> Compliance Officer: Mr. Biharilal Deora, Tel: 022-68846600 | For Queries/Grievances - Email - complianceteam@abakkusinvest.com

Portfolio Management Services (PMS)

You may refer the Disclosure Document available at <https://abakkusinvest.com/regulatory-disclosure/> for detailed disclosures.

Principal Officer: Mr. Aman Chowhan, Tel: 022-68846600 | Compliance Officer: Mr. Biharilal Deora, Tel: 022-68846600

Investment Advisory Services

You may refer the Disclosure Document available at <https://abakkusinvest.com/regulatory-disclosure/> for detailed disclosures.

Principal Officer: Mr. Biharilal Deora, Tel: 022-68846600 | Compliance Officer: Mr. Lijo Varghese, Tel: 022-68846600

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