

WHITE OAK INDIA DIGITAL LEADERS PORTFOLIO



October 2022

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As at 31 October 2022

Overview

AUM²:
~ US\$5.8 bn

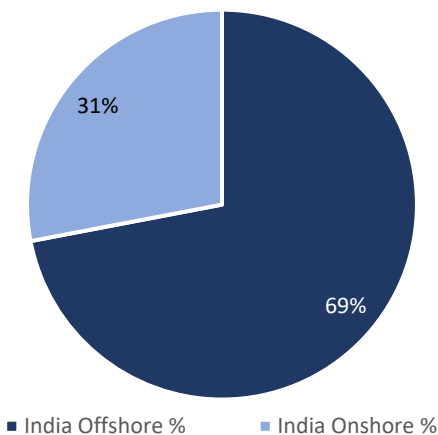
Headcount:
367

Offices:
India, Mauritius, Singapore, Spain,
Switzerland and UK

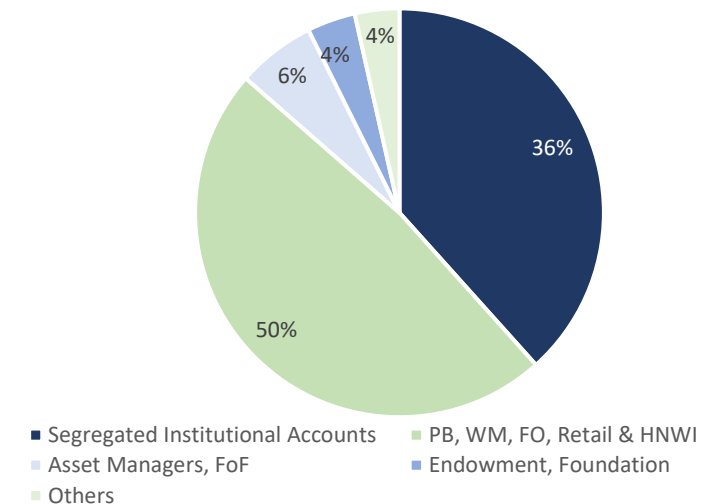
- Founded by Prashant Khemka in June 2017
- Prior to White Oak Prashant served as the CIO and Lead PM of both Goldman Sachs India since March 2007, and Global Emerging Markets Equity since June 2013
- Research underpinned on a ‘proprietary analytical model’¹ honed over two decades; replicable across markets and businesses
- Performance first culture built-upon:
 - (a) team of sector experts with global experience
 - (b) bottom-up stock selection philosophy
 - (c) disciplined fundamental research
 - (d) balanced portfolio construction

¹Trademarked as OpcoFinco™ framework . ²AUM as of 31 October 2022. Includes aggregate assets under management or advisory for White Oak Capital Management Consultants LLP and WhiteOak Capital Asset Management Limited

Firmwide AUM Split (%) – By Geography



Firmwide AUM Split (%) – By Type of Investors



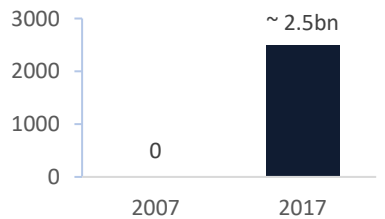
Founder's Profile and Track Record

Extensive investing record across India, GEM and the US

- Prashant joined Goldman Sachs Asset Management (GSAM) in 2000 in the US Growth Equity team
- In 2004, he became **Senior PM and Co-Chair of the Investment Committee** on the **US Growth Equity team** which managed US\$25 bn
- Returned to Mumbai in 2006 to start **GSAM India business**, where he served as **CIO and CEO / Co-CEO** until 2017
- In 2013, Prashant moved to Singapore as **CIO and Lead PM of both India and Global Emerging Markets**
- Directly managed more than **US\$5.0 bn** out of the US\$6.5 bn managed by his team
- Prashant and the funds managed by him at GSAM earned several awards including Citywire AAA rating and FundCalibre Elite rating
- Prashant is **AA rated by Citywire** based on the three year risk-adjusted performance across all funds he is managing to 30th September 2022

CIO and Lead PM of GS India Equity

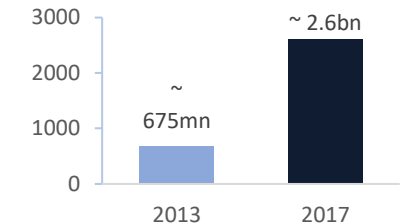
- Prashant launched GS India Equity strategy in **March 2007** with US\$ 5.0mn seed capital from Goldman Sachs
- Scaled GS India Equity business to **US\$2.5 bn** with distribution across multiple channels in Europe, Asia, and USA
- Since inception the strategy delivered peer group leading cumulative **265.8% gross US\$ returns¹** vs. 66.1% for its benchmark



GSAM India Equity AUM (US\$ mn)

CIO and Lead PM of GS GEM Equity

- Prashant took over as CIO and Lead PM of GS GEM Strategy in **2013** with approximately US\$600 mn in total assets
- Scaled GEM business to **US\$2.6 bn** with distribution across multiple channels in Europe, Asia and USA
- During his tenure, the strategy delivered peer group leading cumulative **36.3% gross US\$ returns²** vs. 13.1% for its benchmark



GSAM GEM Equity AUM (US\$ mn)

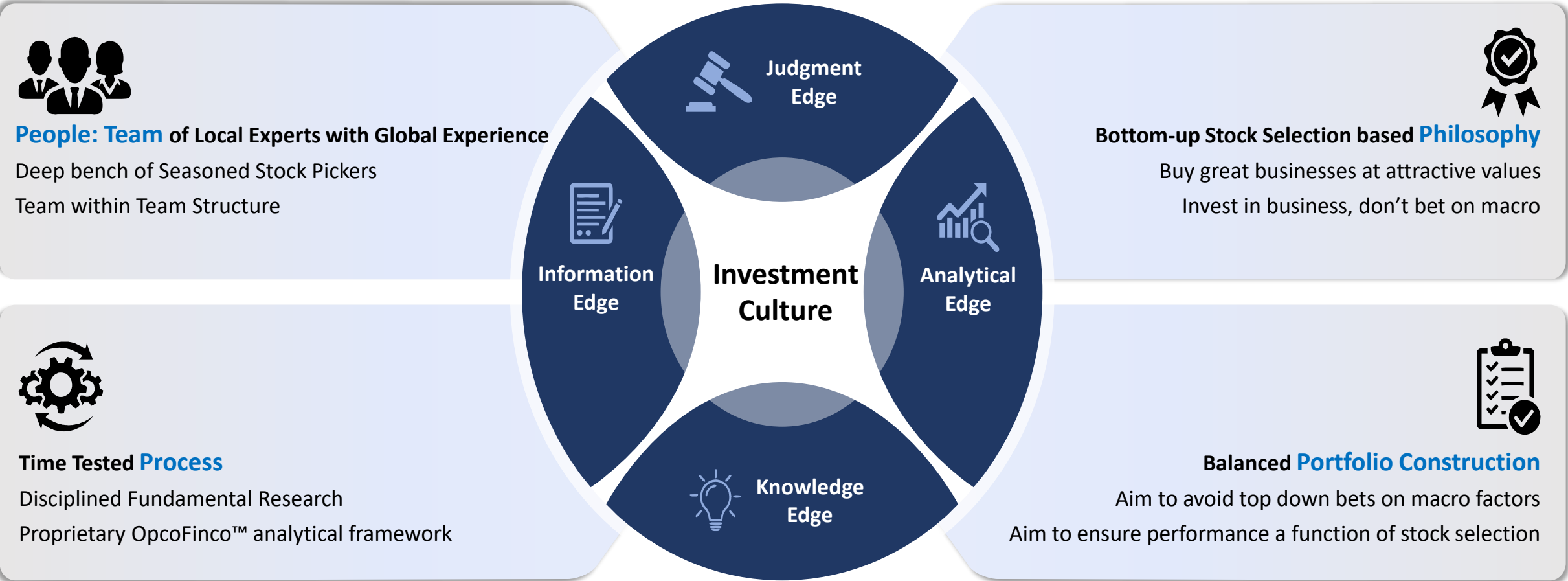
¹Past performance Gross of Fees in US\$ for GS India Equity Portfolio. ²Past performance Gross of Fees in US\$ for GS EM Equity Portfolio.

"Past performance is not a reliable indicator of future results and returns may increase or decrease as a result of currency fluctuations. There can be no assurance that comparable results can be achieved or that similar investment strategy can be implemented or that investment objectives can be achieved."



Investment Culture: Team, Philosophy, Process & Portfolio Construction

Performance first



Our Team

Well resourced team with experience across emerging and developed markets

Team (Yrs of Exp)	Coverage	Team/Yrs of Exp (Coverage)	Team ² (Yrs of Exp)	Coverage	Team ² (Yrs of Exp)	Coverage	Team ³ (Yrs of Exp)	Coverage	Team ³ Coverage
 Prashant Khemka ^{1,5} (24) CITYWIRE AA	Founder	 Jorge Robles ⁴ (7) Cons Disc, Comm Svcs, Energy, Utils, Materials	 Ramesh Mantri (19), CIO, Equities	Information Tech	 Vineet Narang (1)	Healthcare, Financials, Materials	 Parag Jariwala (15)	Financials	 Kshitij Bansal Consumer, Real Estate
 Manoj Garg ¹ (26)	Healthcare, Materials, Cons Disc, Industrials	 Krishna Sathyamoorthi ¹ Healthcare, Consumer, Industrials	 Trupti Agrawal (14)	Financials, Cons Disc	 Pratyush Agarwal (3)	Information Tech, Comm Svcs,	 Rohit Chordia (18)	Consumer, Comm Svcs, Energy, Utils	 Kritik Jain Financials
 Sanjay Vaid ^{1,5} (33) CITYWIRE AA	Trading Advisor		 Dheeresh Pathak (16)	Healthcare, Materials	 Divyanshu Sachdeva	Healthcare, Materials	 Anand Bhavnani (10)	Financials	 Samvit Bordia Consumer, Materials
 Ayush Abhijeet ¹ (10)	Information Tech, Cons Disc, Comm Svcs, Real Estate		 Ashish Agrawal (17)	Trading	 Yash Verma	Cons Disc, Industrials, Materials, Energy, Utils	 Chaitanya Kapur (4)	Trading Advisor	 Rishab Kothari Consumer, IT Comm Svcs, Energy, Utils
 Arthur Kadish ¹ (15)	Consumer, Real Estate		 Shariq Merchant (10)	Consumer, Industrials, Real Estate	 Nikunj Sarda	Industrials, Consumer, Real Estate	 Aman Kapadia (4)	Forensics, ESG, Primary Research	 Shane Mathews Financials, Pharma
 Lim Wen Loong ¹ (10)	Information Tech, Industrials		 Neeraj Parkash (5)	Cons Disc, Industrials, Energy, Utils	 Sadeev Singh	Financials	 Dhanashree Chityala (3)	Trading Advisor	
 Nori Chiou ¹ (10)	Information Tech, Industrials		 Anupriya Gupta (9)	ESG Advisor			 Darshak Lodhiya (2)	Financials, Cons Disc, Industrials	
 Fadrique Balmaseda ⁴ (10)	Consumer, Real Estate, Energy, Utils, Financials		 Vishwamithra Shashishekara (3)	Information Tech, Industrials, Materials, Comm Svcs			 Tejkiran Magesh (2)	Financials	

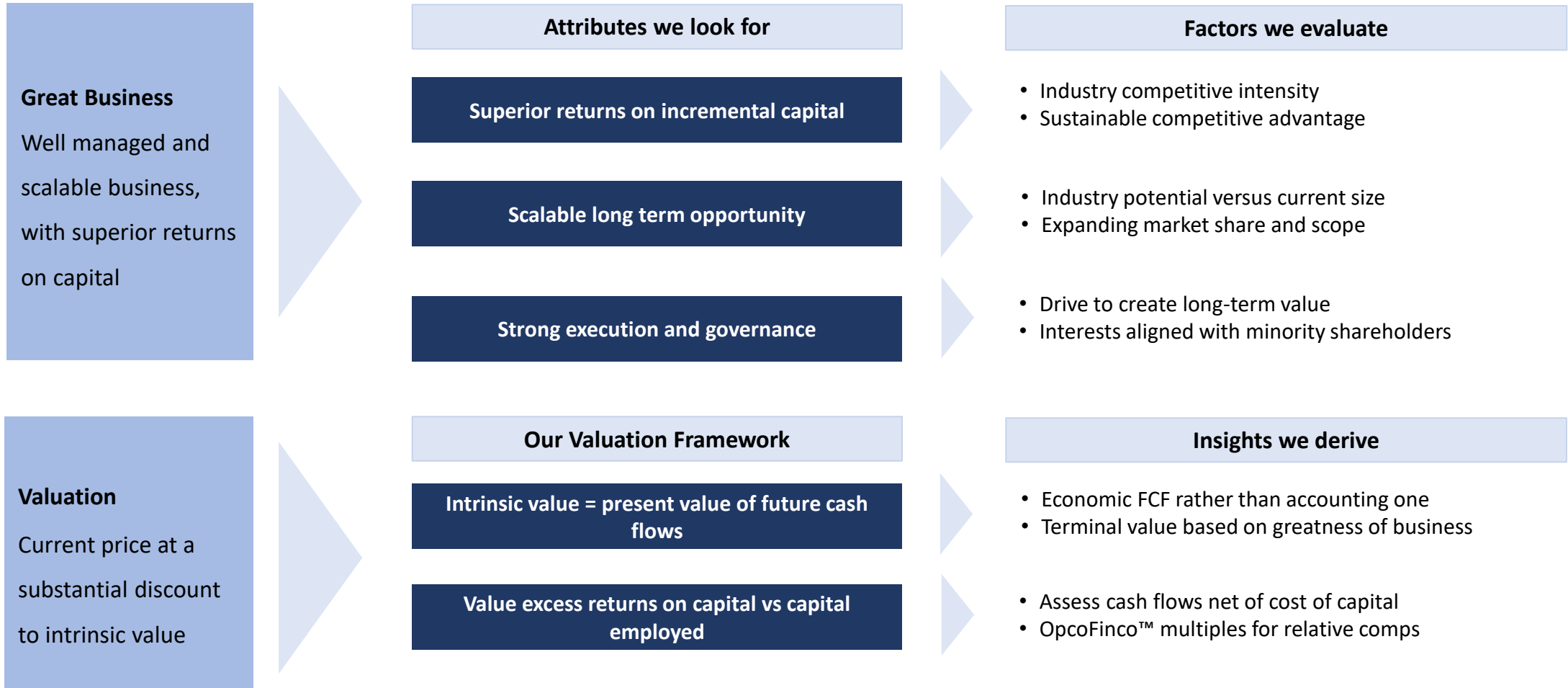
Employees of ¹White Oak Capital Partners Pte and ⁴White Oak Capital Management (Spain), Sociedad Limitada

Employees of ²WhiteOak Capital AMC

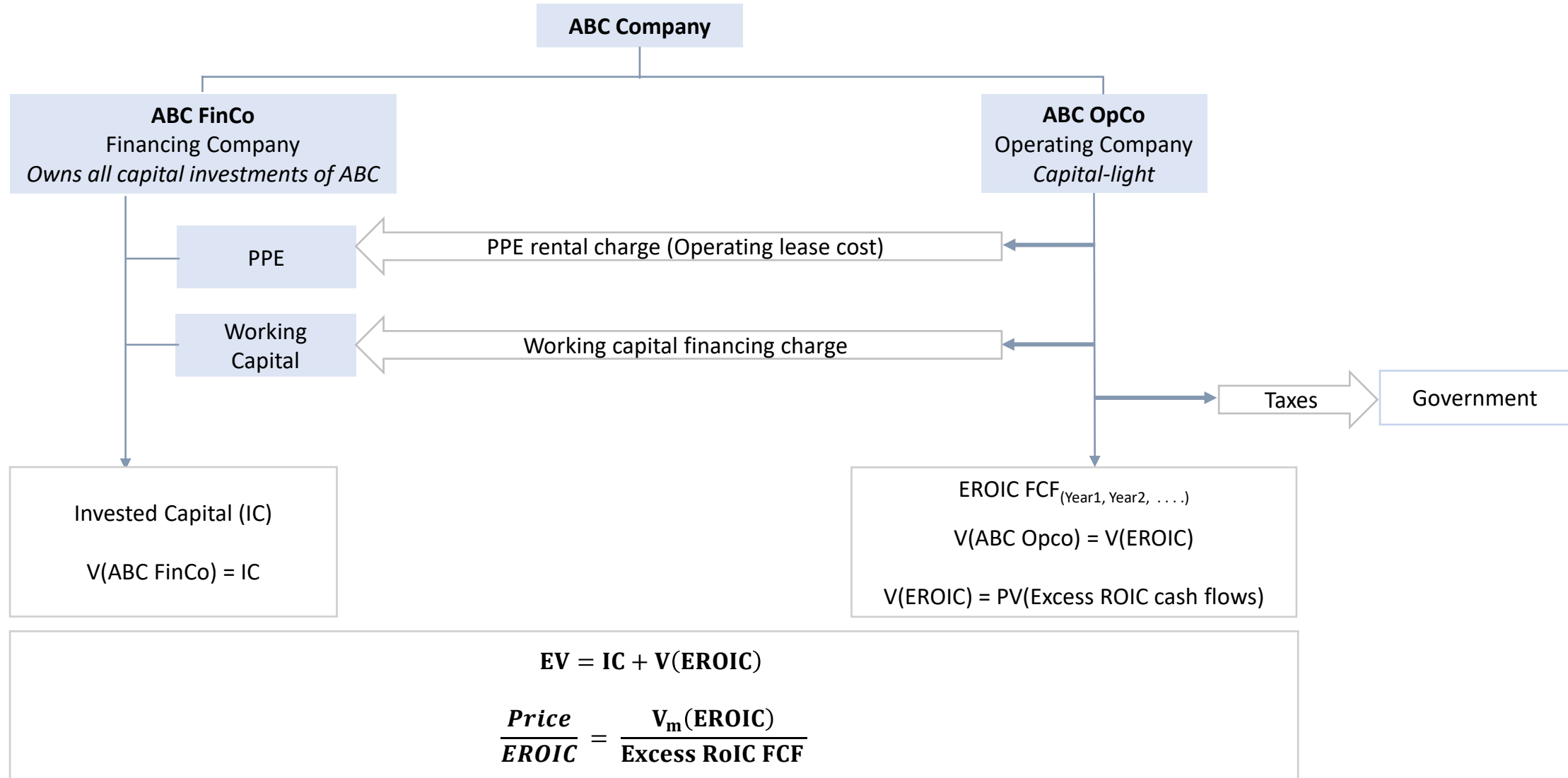
Employees of ³White Oak Capital Management Consultants LLP

¹Employees of White Oak Capital Partners Pte. ²WhiteOak Capital AMC ³White Oak Capital Management Consultants LLP (WOCM); WOCM and White Oak Capital AMC provides non-binding, non-exclusive and recommendatory investment advisory services to White Oak Capital Partners Pte. ⁴White Oak Capital Management (Spain), Sociedad Limitada ⁵The Ratings are based on the manager's three-year risk-adjusted performance across all funds the manager is managing to 30th September 2022

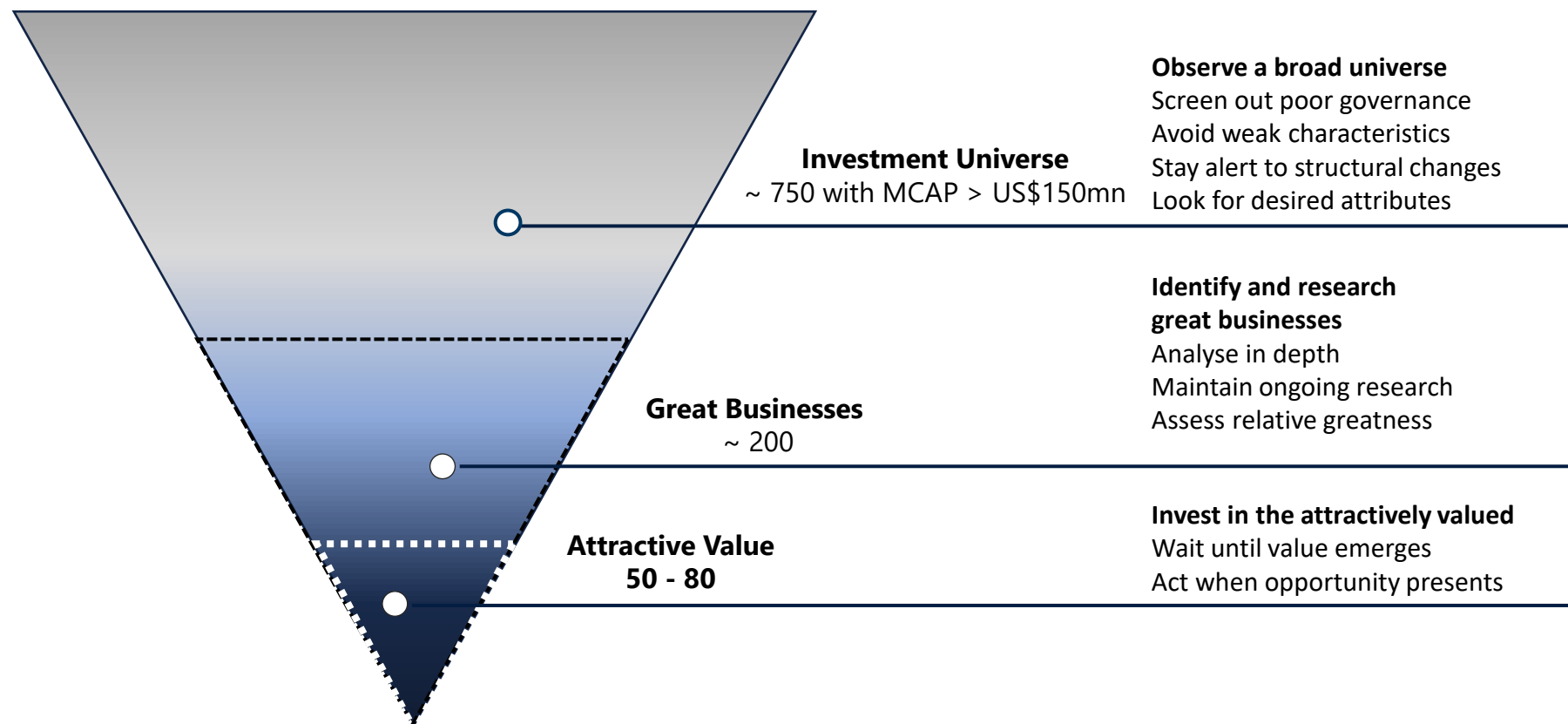
Outsized returns can be earned over time by investing in great businesses at attractive valuations



$$\text{Value of a business} = \frac{CF}{r - g}$$

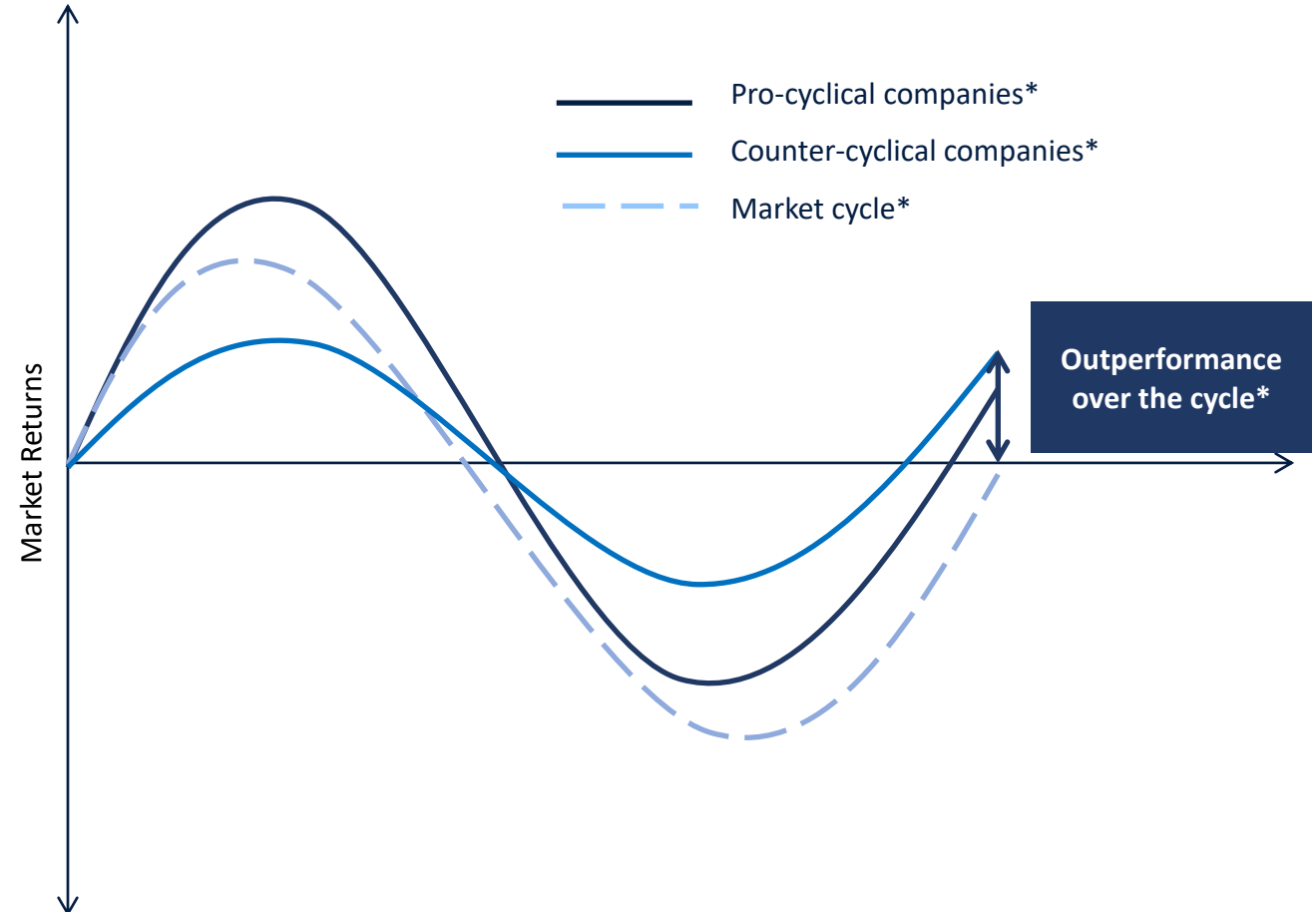


We distil from a broad investible universe



We aim to ensure performance is a result of skill rather than chance

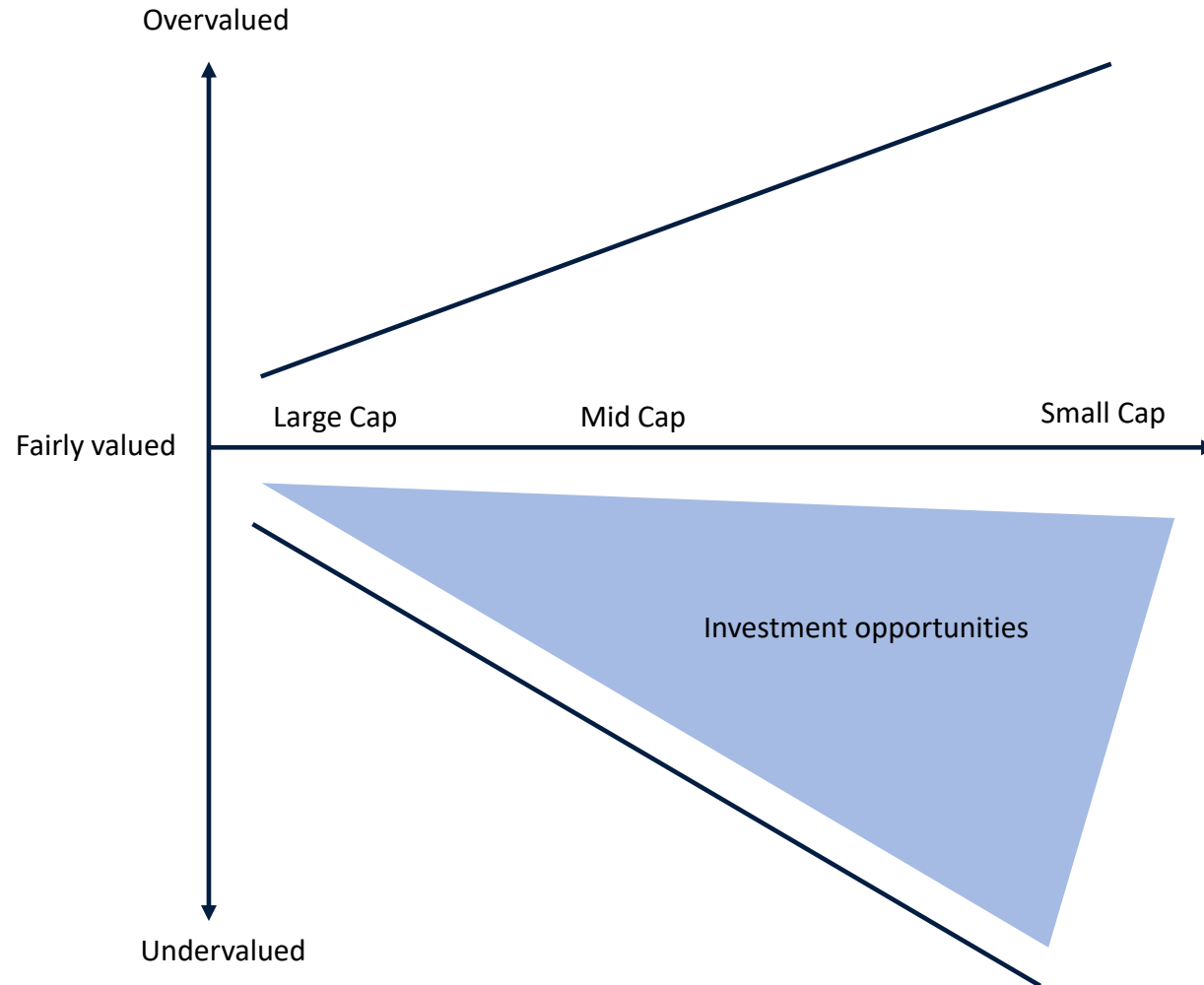
- **Balanced portfolio** of select companies agnostic to benchmark
- Focus on ensuring alpha generation is a function of **stock selection**
- Aim to consciously **avoid market timing** or **sector rotation** or other such top-down bets
- Understand, monitor, and aim to contain **residual factor risks** that are **by-product of stock selection**
- Typical exposure limits
 - Single stock: 10% at market value
 - Single promoter group: 25%



We never forget that in macro, we only have hunches: in the micro, we can develop justifiably deep conviction
- Seth Klarman

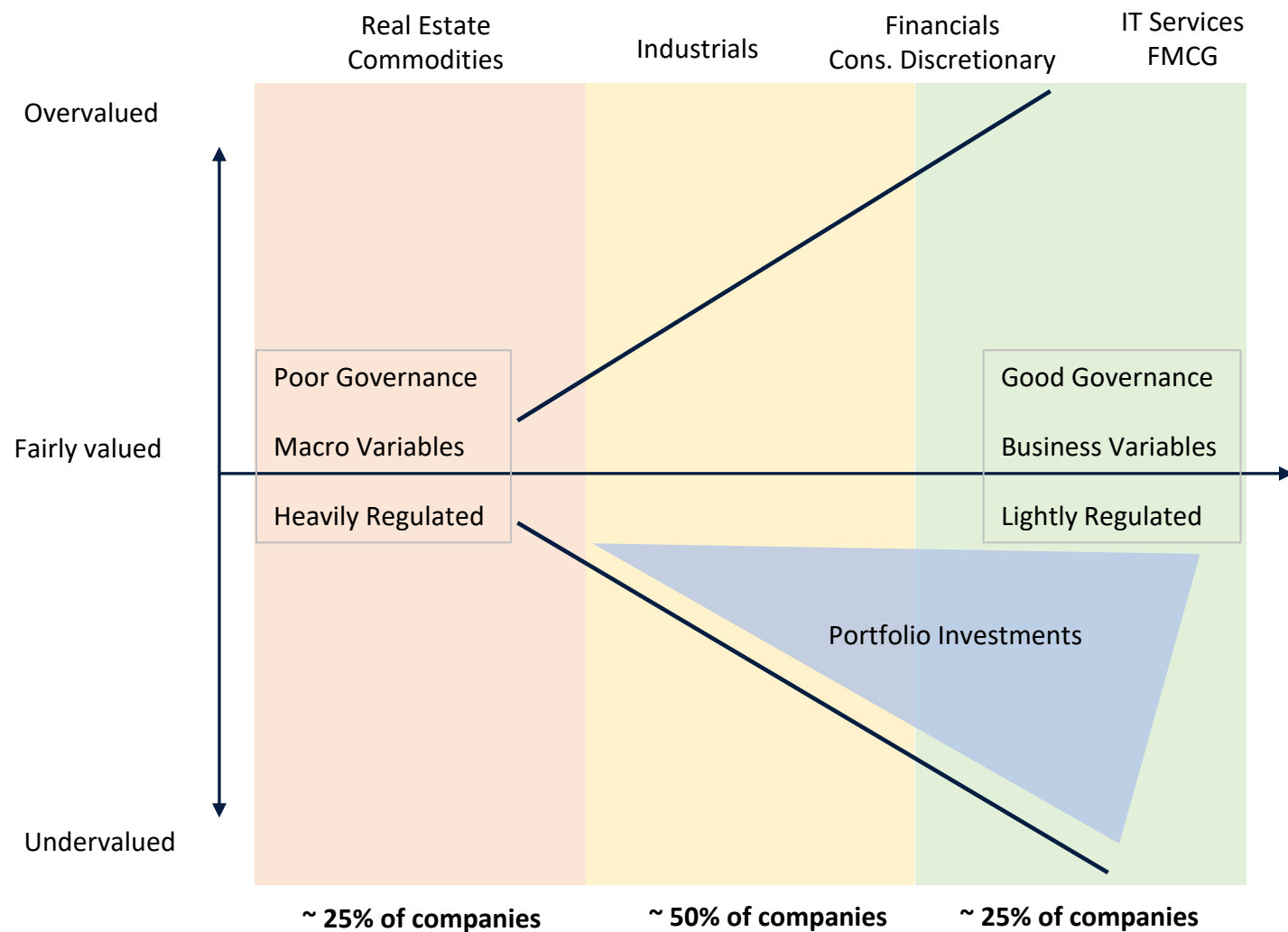
Opportunity Funnel

Higher inefficiencies in mid and small cap



Opportunity Funnel

No sanctity of cash flows or valuations of poorly governed companies



Note:
Graphical representation is for illustration purpose only and not supposed to be precise or accurate.

For example, not all real estate companies are poorly governed, and not all IT Services companies are well-governed.



White Oak India Digital Leaders Portfolio

Technology

Innovation

Digital Leadership

Invest in the technology, innovation and digital leaders of tomorrow.

White Oak India Digital Leaders Portfolio

Objective: To invest in companies that are emerging as leaders in the digital era by being at the forefront of innovation and technology implementation in their respective sectors.

Benchmark: S&P BSE 200 TR

Indicative portfolio constituents: 80% by portfolio weight	Representative sectors*
Leaders in adopting technology in their businesses	All sectors
Investing in new technologies like AI, Blockchain, Machine Learning, AR, VR	Tech Services, New-age
Delivering world-class customer experience through new channels	Consumer Internet, Financials, Healthcare
Enabling 'Digital India' and developing products for the digital ecosystem	Financials, Industrials, Mfg.
Spearheading R&D in their respective sectors	Pharma, Chemicals, Auto
Adding strong industrial automation capabilities	Industrials

* Indicative list only

Key Constituents

- 1 Building technology and facilitating innovation for India and the world
- 2 New-age disruptive business models
- 3 Incumbents emerging as tech leaders via digital adoption and R&D

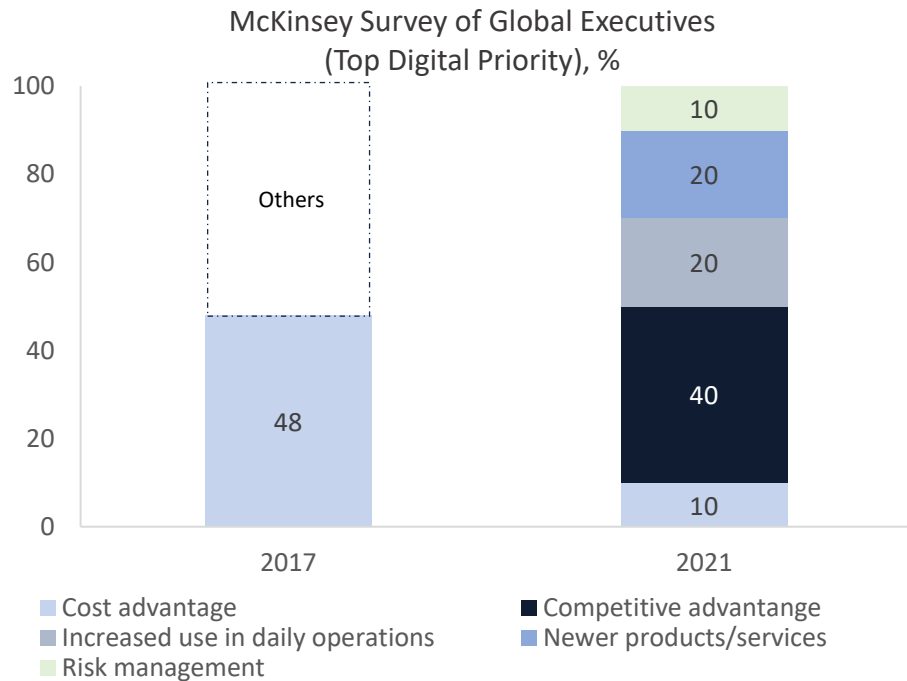
Representative sectors*

- Technology Services
- Software
- New-Age Tech
- Consumer, Retail and D2C brands
- Platform Businesses
- Healthcare
- Industrials
- Financial Services
- Green Tech

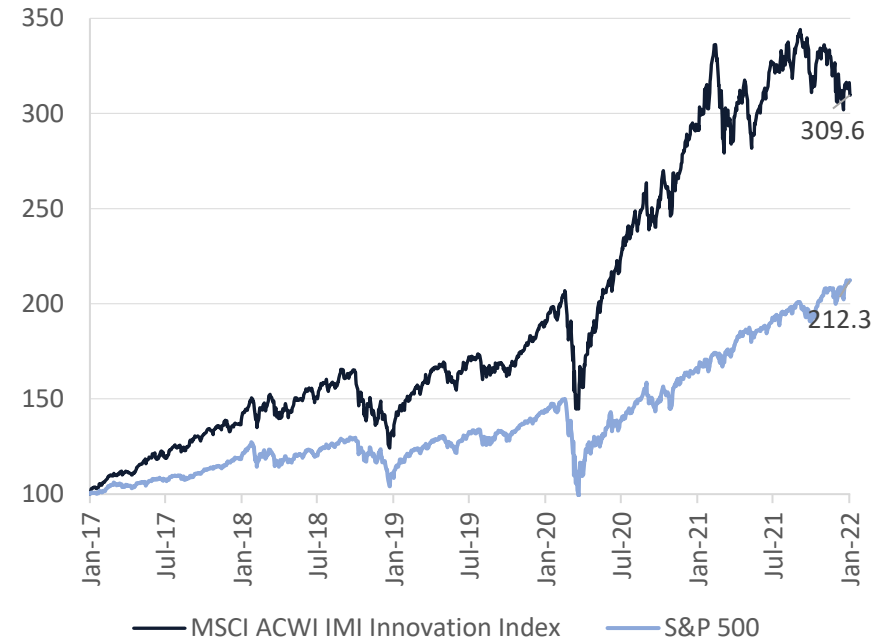
The Great 'Digital' Reset is underway

The pandemic has accelerated the adoption of digital technologies across sectors, by several years

Digital a Top Priority: From a source of savings to a strategic priority



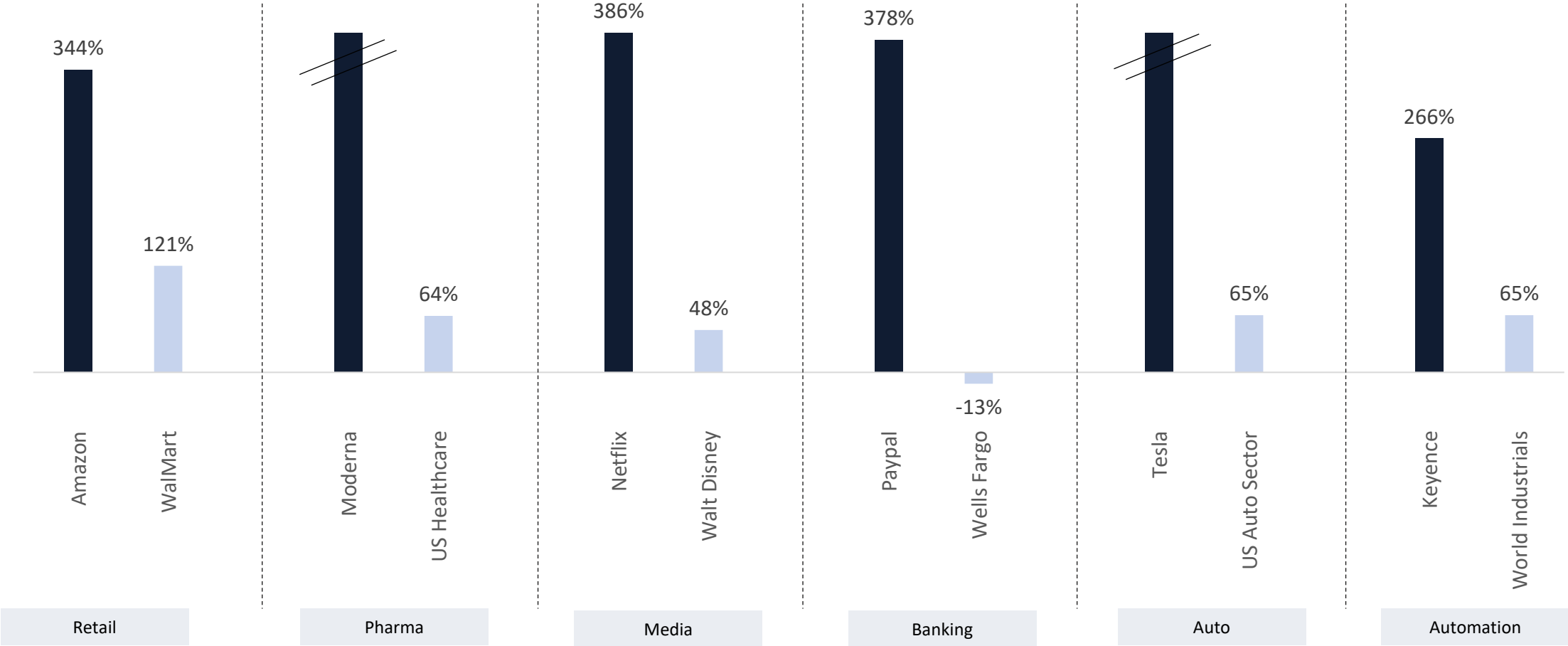
Innovation leaning businesses and portfolios have outperformed since the beginning of pandemic



Source: McKinsey, MSCI ACWI IMI Innovation Index ([MSCI ACWI IMI Innovation Index](#))

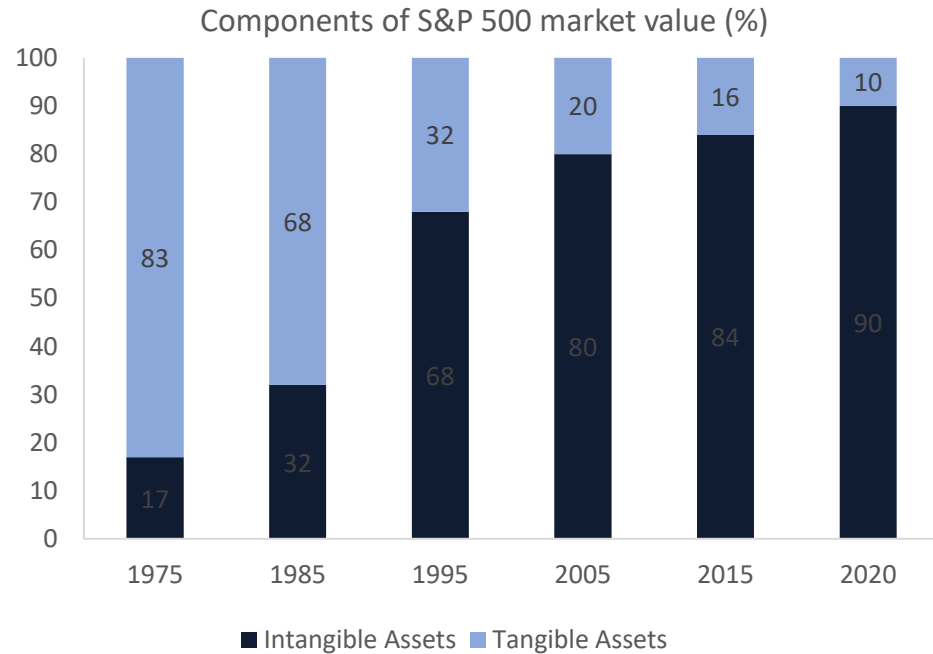
Digital Leaders Have Led Shareholder Wealth Creation Across Sectors

Cumulative 5 years performance (2016-2021)

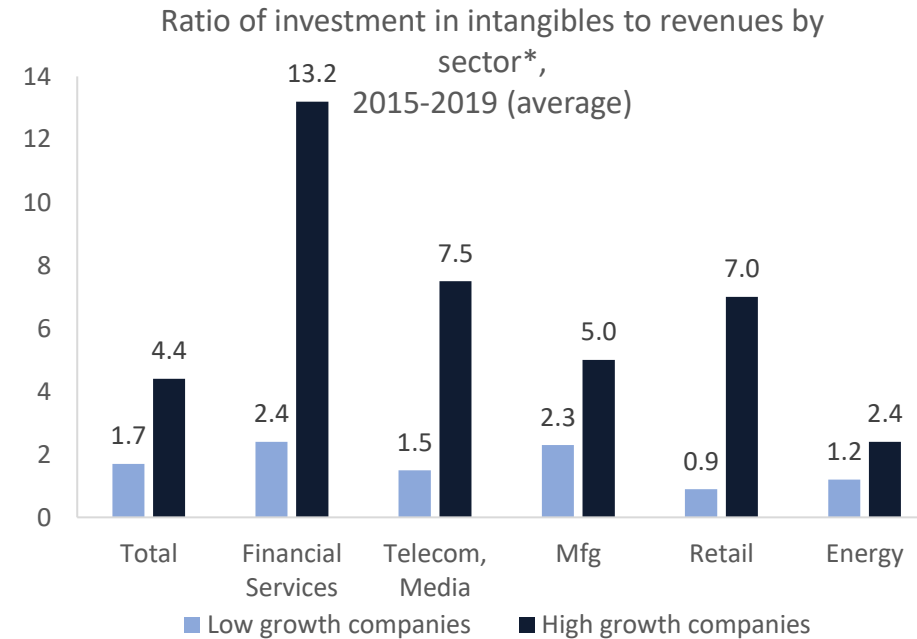


Source: Bloomberg, White Oak Research

Globally Value is Shifting From 'Physical' to 'Digital'



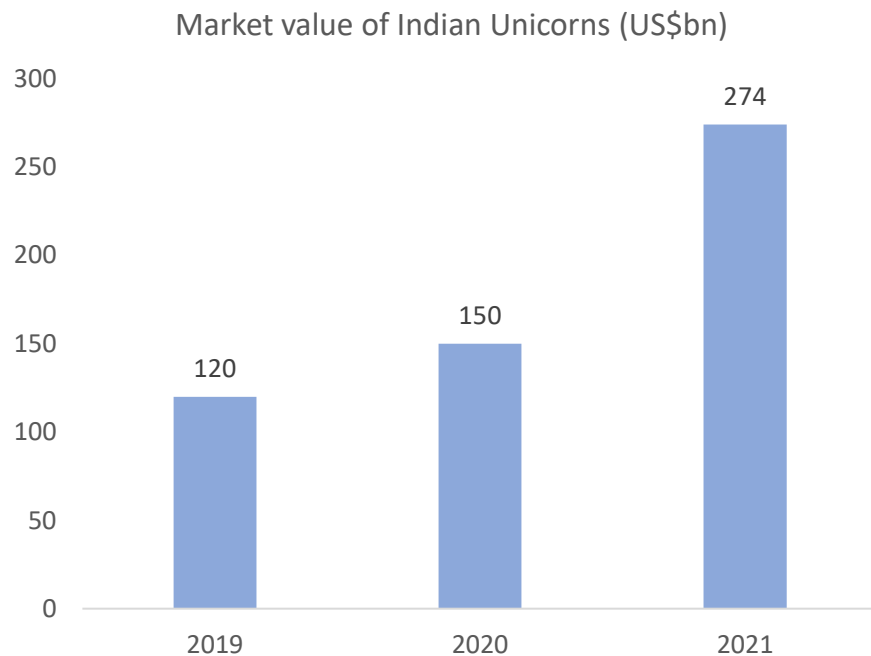
Intangible assets are the primary source of economic value



High growth companies use high investment in intangibles to outgrow the market

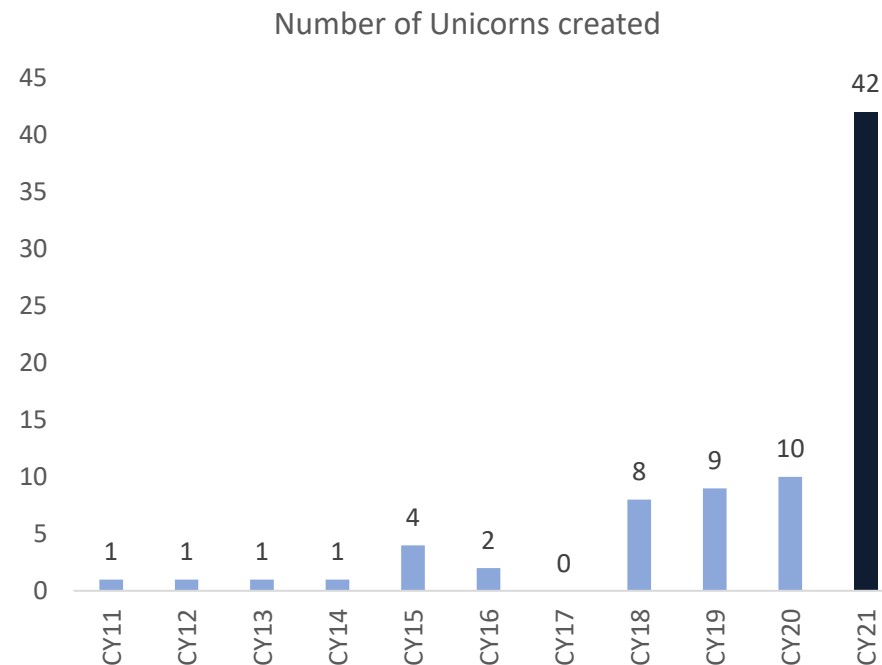
Rapid Value Creation and Ecosystem in New-Age Tech Space for India

Valuation of Indian Unicorns are up 2.5x in 2 years!



- India is amongst the top two countries on many dimensions of digital adoption
- Aadhaar, the world's largest digital ID program, has enabled many services
- Digital ecosystems already reshaping traditional sectors like agriculture, healthcare, logistics and retail

42 Unicorns have been created in 2021 itself



- India has 79 unicorns; highest after US and China
- More unicorns have been created in 2021 than the number of active unicorns in the previous ten years

- **Global investing experience**
 - Across developed and emerging markets
 - Launch of Emerging markets team – cross learning and pollination
- **Deep institutional understanding of late-stage private technology landscape**
 - Active investors in private, pre-IPO technology companies across White Oak group
 - Leverage group’s strength for Digital Leaders PMS

Late-stage Private / Global

- Leading CPaaS (Communication-platform-as-a-service) company – Bay Area, US
- Leading technology company in identity verification – Sweden

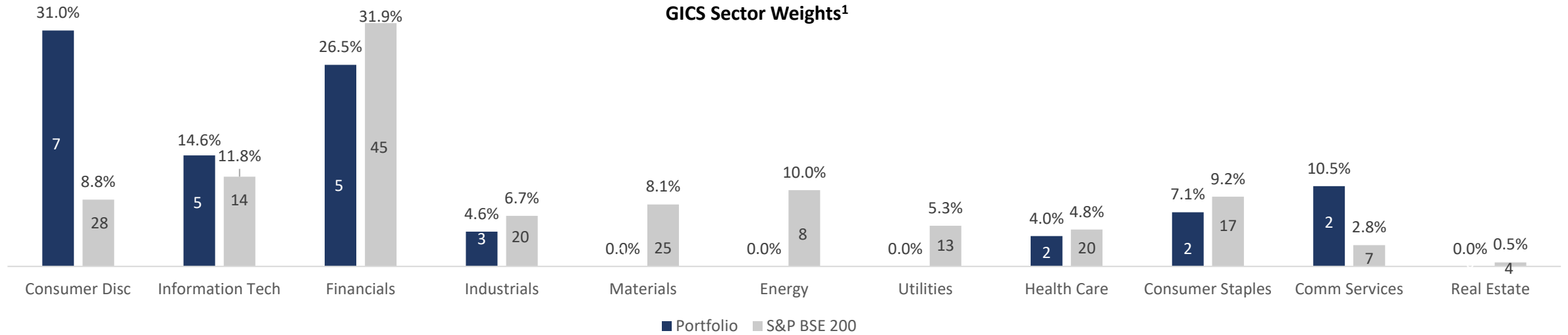
Pre-IPO Investments

- Dominant Insurance FinTech – India
- Innovative travel-technology company – India

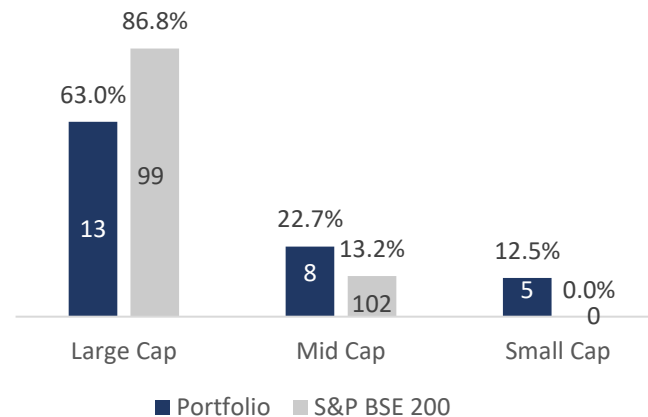
Portfolio Composition

As at 31 October 2022

GICS Sector Weights¹



Market Cap Weights^{1,2}



¹The number inside the bars denote the number of companies in each classification. ETF's and Index futures are included in large cap. ² Market Cap Classification as per Securities and Exchange Board of India (SEBI) guidelines for Mutual Funds. ³ WhiteOak Research, Bloomberg.

Portfolio Performance: White Oak India Digital Leaders Portfolio

5 January 2022 – 31 October 2022, Net of Fees in INR

	Portfolio	Benchmark % S&P BSE 200 ¹	Excess Returns (bps)
October 2022	1.0%	4.5%	-341
Since Inception (Cumulative)	-16.2%	2.7%	-1885

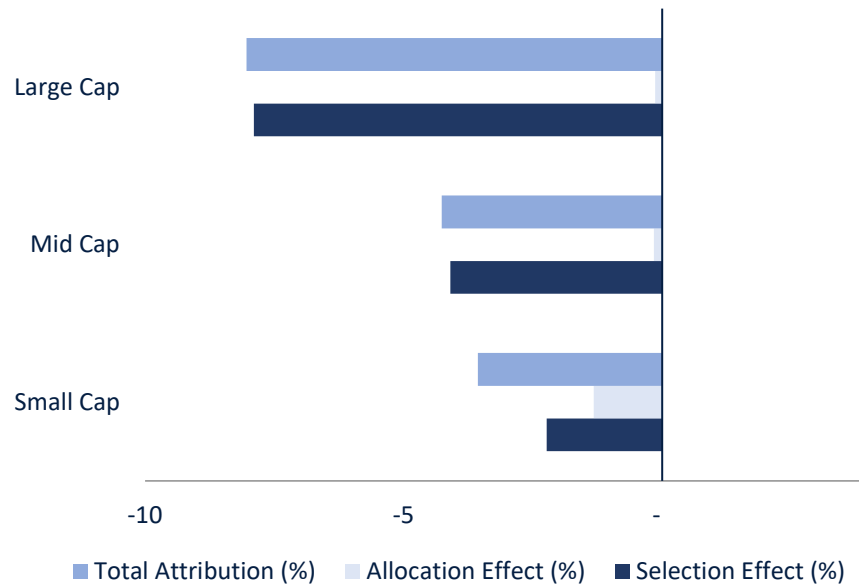
Nifty India Digital	S&P BSE 100 Large cap ¹	S&P BSE 150 Mid cap ¹	S&P BSE 250 Small cap ¹
2.8%	4.7%	2.0%	1.8%
-24.6%	2.4%	1.5%	-3.9%

All indices are Net Total Return in INR. Performance is net of all fees and expenses (including taxes). Performance shown since 5 January 2022 as client monies were managed from this date. Performance related information provided herein is not verified by SEBI. Past performance is not a reliable indicator of future results.
CAGR : Compound Annual Growth Rate

Market Cap Attribution Analysis¹

Stock selection drives performance : 5 January 2022 – 31 October 2022

Attribution by Market Cap¹



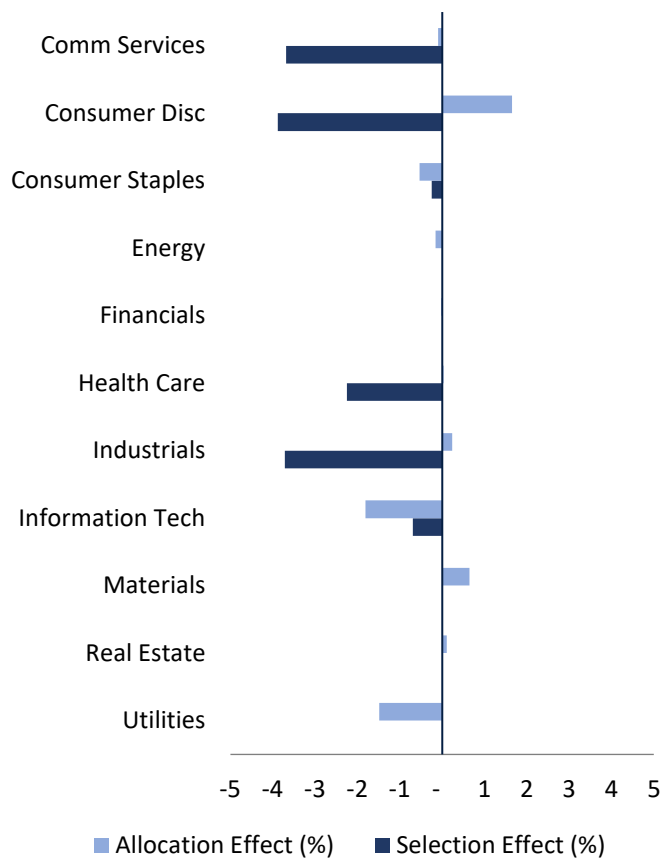
	Fund		Benchmark		Attribution		
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Large Cap	59.1	-10.2	86.9	3.1	-7.9	-0.1	-8.0
Mid Cap	21.3	-20.9	13.0	-0.3	-4.1	-0.2	-4.3
Small Cap	15.2	-19.5	0.1	-21.7	-2.2	-1.3	-3.6
Cash/Futures/Others	4.4	0.0	0.0	0.0	-	-	0.0
Total	100.0	-13.2	100.0	2.6	-14.2	-1.6	-15.9

¹FactSet's Attribution Analysis. Performance is gross of fees, taxes and expenses. Market Cap Classification as per Securities and Exchange Board of India (SEBI) guidelines for Mutual Funds. Performance related information provided herein is not verified by SEBI.

Sector Attribution Analysis¹

Stock selection drives performance : 5 January 2022 – 31 October 2022

Attribution by Sector



Sector	Fund		Benchmark		Attribution		
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Comm Services	11.7	-29.8	2.7	1.0	-3.7	-0.1	-3.8
Consumer Disc	21.6	-11.0	8.0	15.3	-3.9	1.6	-2.2
Consumer Staples	4.3	12.8	8.3	18.5	-0.2	-0.5	-0.8
Energy	0.0	0.0	10.7	3.0	0.0	-0.2	-0.2
Financials	24.8	3.7	31.1	3.3	0.0	0.0	0.0
Health Care	4.2	-44.3	4.9	-4.3	-2.2	0.0	-2.2
Industrials	7.7	-33.6	6.2	14.0	-3.7	0.2	-3.5
Information Tech	21.3	-23.3	13.3	-19.7	-0.7	-1.8	-2.5
Materials	0.0	0.0	9.0	-5.5	0.0	0.6	0.6
Real Estate	0.0	0.0	0.6	-15.5	0.0	0.1	0.1
Utilities	0.0	0.0	5.1	41.6	0.0	-1.5	-1.5
Cash/Futures/Others	4.4	0.0	0.0	0.0	-	-	0.0
Total	100.0	-13.2	100.0	2.6	-14.4	-1.4	-15.9

¹FactSet's Attribution Analysis: GICS Classification. Performance is gross of fees, taxes and expenses.

Top 5 contributors and detractors for 5 January 2022 – 31 October 2022

Top 5 Contributors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
Campus Activewear	5.7	+57.2	+161
Vedant Fashions	5.2	+41.1	+111
ICICI Bank	12.6	+16.0	+76
Cholamandalam Inv	4.5	+25.2	+60
Titan Company	9.0	+7.6	+39

Top 5 Detractors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
FSN E-Commerce Ventures	5.1	-43.6	-264
Info Edge India	7.3	-30.0	-218
Metropolis Healthcare	0.0	-57.9	-188
Saregama India	3.2	-28.7	-158
L&T Technology Services	2.3	-38.7	-128

Structure and Key Terms

Investment Approach	White Oak India Digital Leaders Portfolio	
Structure	Discretionary Portfolio Management Services	
Portfolio Manager	White Oak Capital Management Consultants LLP	
Investment Objective	The objective of the strategy is to achieve long term capital appreciation by primarily investing in 'listed securities' in India. The investment strategy is long only with a bottom-up stock selection approach. The investment philosophy is, that outsized returns are earned over time by investing in great businesses at attractive values. A great business, in our view, is one that is well managed, scalable, and generates superior returns on incremental capital. Valuation is attractive when the current market price is at a substantial discount to intrinsic value.	
Minimum Investment	INR 50 lakhs	
Investment Amount & Management Fees	< INR 10 cr	> INR 10 cr
	2.50% per annum	2.00% per annum
Exit Load	Nil	
Operating Expenses	At actuals, capped at maximum prescribed by regulations	
Benchmark	S&P BSE 200 TR	
Custodian	ICICI Bank, Kotak Mahindra Bank Limited and HDFC Bank Limited	



Appendix

Portfolio Performance - India Acorn Fund Limited*

01 September 2017 – 31 October 2022, Net of Fees in INR

	Fund	Benchmark % S&P BSE 500 ¹	Excess Returns (bps)
October 2022	1.7%	4.1%	-243
YTD 2022	-8.5%	4.6%	-1304
2021	37.8%	31.6%	+615
2020	38.9%	18.4%	+2049
2019	13.4%	9.0%	+444
2018	1.3%	-1.8%	+310
Partial 2017	20.6%	9.2%	+1140
S.I. (Annualised) ²	18.7%	13.3%	+544
S.I. (Cumulative) ²	142.7%	90.5%	+5225

S&P BSE 100 Large cap ¹	S&P BSE 150 Mid cap ¹	S&P BSE 250 Small cap ¹
4.7%	2.0%	1.8%
5.5%	3.0%	-2.1%
26.9%	48.6%	59.1%
16.6%	26.3%	27.9%
11.8%	0.9%	-8.4%
3.0%	-13.0%	-23.7%
7.0%	16.7%	17.7%
13.5%	14.1%	10.0%
92.2%	98.1%	63.8%

India Acorn Fund (Cayman) : 01 Sept 2017. ¹All indices are Net Total Return. ²The NAV for 31 October 2022 is based on estimates and hence the performance might be restated post the final valuation. The performance is net of all fees and expenses for Founder class shares at the Master Fund level. Fund performance in INR v/s S&P BSE 500 TR Index. The performance is after accounting for all taxes paid on realized gains but doesn't account for potential taxes on unrealized gains. Please note the published NAV of India Acorn Fund (Cayman) is after adjusting for potential taxes on unrealised gain, and to that extent its performance may differ from the above. Performance is calculated using Net NAV of India Acorn Fund (Cayman). *White Oak Capital Management acts as an investment advisor to India Acorn Fund Limited. Past performance is not a reliable indicator of future results.

Portfolio Performance: Ashoka India Opportunities Fund

As on 31 October 2022, Net of Fees in INR (AIOFAUS ID)¹

	Fund (AIOFAUS ID)	Benchmark % S&P BSE 500 ²	Excess Returns (bps)	S&P BSE 100 Large cap ²	S&P BSE 150 Mid cap ²	S&P BSE 250 Small cap ²
October 2022	1.62%	4.09%	-246	4.7%	2.0%	1.8%
YTD 2022	-6.81%	4.55%	-1136	5.5%	3.0%	-2.1%
2021	43.59%	31.63%	+1196	26.9%	48.6%	59.1%
2020	44.71%	18.41%	+2630	16.6%	26.3%	27.9%
2019	13.16%	8.98%	+417	11.8%	0.9%	-8.4%
Since Inception (Annualised)	22.45%	15.81%	+664	15.2%	18.8%	16.8%
Since Inception (Cumulative)	118.56%	76.21%	+4235	72.9%	94.5%	82.2%

Inception Date: 19 Dec 2018. ¹ Performance is for Class A shares (Founder class) after accounting for fees and realised taxes. Class A shares are closed for further subscription since 16 July 2019. ² All indices are Net Total Return in INR, S&P BSE 100 LargeCap TMC (INR) TR Index. The S&P BSE 500 is designed to be a broad representation of the Indian market. Consisting of the top 500 constituents in the S&P BSE AllCap, the index covers all major industries in the India economy. The S&P BSE 100 Large Cap is designed to measure the performance of the 100 and most liquid companies within the S&P BSE 500, as selected by the total market capitalization. The S&P BSE 150 Mid Cap is designed to track the performance of 150 mid-cap companies by total market capitalization, subject to buffers, that are in the S&P BSE 500 but not in the S&P BSE 100 Large Cap. The S&P BSE 250 Small Cap is designed to track the performance of the 250 small-cap companies by total market capitalization within the S&P BSE 500 that are not part of the S&P BSE 100 Large Cap or S&P BSE 150 Mid Cap. Past performance is not a reliable indicator of future results and returns may increase or decrease as a result of currency fluctuations.

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