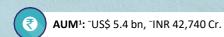
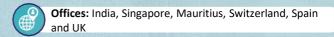
# White Oak India Equity Fund V









## **About White Oak Group**

- Founded by Prashant Khemka in June 2017.
- Firmwide AUM Split by Geography:
  India Offshore 74%, India Onshore 26%
- 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' 2 honed over two decades; replicable across markets and businesses
  - Performance first culture built-upon:
    - > Team of local experts with global experience
- Bottom-up stock selection philosophy
- > Disciplined fundamental research
- > Balanced portfolio construction

## A few pointers which differentiate White Oak Capital

- Strong track record and credentials of the Founder and the team
- Minimal style and factor tilts which lends consistency to alpha
- No biases diversified portfolio across sectors and market cap
- High stock selection alpha, negligible to negative allocation effect, entire performance attributable to stock selection
- Proprietary valuation framework

# **Founder's Profile and Track Record**

## Extensive investing record across India, Global Emerging Market (GEM) and the US Markets

- 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 2013

- 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 USD\$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 **AAA** rated by Citywire based on the three year risk-adjusted performance across all funds he is managing to 30<sup>th</sup> June 2022

## Our Investment Philosophy

#### **Great Business**

Well managed and scalable business, with superior returns on capital

#### **Valuation**

Current price at a substantial discount to intrinsic value

#### Attributes we look for

Superior returns on incremental capital

Scalable long term opportunity

Strong execution and governance

**Our Valuation Framework** 

Intrinsic value = present value of future cash flows

Value excess returns on capital vs capital employed

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

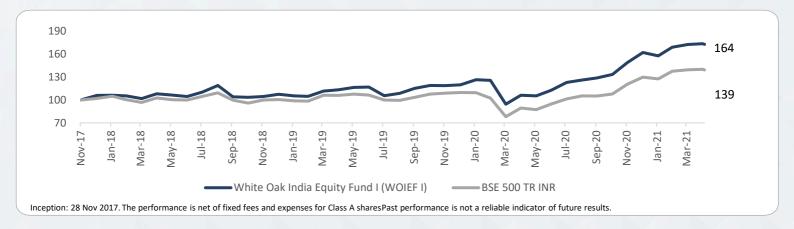
#### Factors we evaluate

- · Industry competitive intensity
- Sustainable competitive advantage
- Industry potential versus current size
- · Expanding market share and scope
- Drive to create long-term value
- · Interests aligned with minority shareholders

#### Insights we derive

- · Economic FCF rather than accounting one
- · Terminal value based on greatness of business
- Assess cash flows net of cost of capital
- OpcoFinco™ multiples for relative comps

## Portfolio Performance: White Oak India Equity Fund I (WOIEF I) - Matured AIF



## White Oak India Equity Fund I (Matured AIF)

	Fund	Benchmark % S&P BSE 500 <sup>3</sup>	Excess Returns (bps)
CY20	35.2%	18.4%	+1681
CY19	11.6%	9.0%	+266
CY18 <sup>2</sup>	1.3%	-1.3%	+255
Partial 2017 <sup>4</sup>	6.0%	1.9%	+410
S.I. (Annualised) <sup>5</sup>	15.6%	10.2%	+544
S.I. (Cumulative) <sup>5</sup>	64.5%	39.4%	+2509

## White Oak India Equity Fund II

	Fund	Benchmark % S&P BSE 500 <sup>1</sup>	Excess Returns (bps)			
July 2022	10.2%	9.8%	+43			
YTD 2022	-11.8%	-1.0%	-1084			
2021	35.2%	31.6%	+359			
2020	37.0%	18.4%	+1861			
Part 2019	14.7%	8.3%	+644			
S.I. (CAGR)	20.3%	16.3%	+399			
S.I. (Cumulative)	87.5%	67.2%	+2032			

WOIEF I Inception: 28 November 2017. 3All indices are Net Total Return. Fund performance in INR v/s S&P BSE 500 TR Index , data analysed from 28 Nov 2017 through 4 May 2021. 2.4.5 Performance for CY18: 27 Dec 2017 to 31 December 2018. Partial Year 2017 performance: 28 Nov 2017 to 27 Dec 2017. Since Inception: 28 Nov 2017 to 4 May 2021. The performance is net of fixed fees and expenses for Class A shares. Past performance is not a reliable indicator of future results. S.I.: Since Inception.

WOIEF II Inception: 07 March 2019. <sup>6</sup>Fund performance in INR v/s S&P BSE 500 TR Index , <sup>7</sup>Part 2019 data analysed from 07 Mar 2019 through 31 Dec 2019. The performance is net of all fees and expenses for Class A shares. Past performance is not a reliable indicator of future results. S.I.: Since Inception. Data as of July 31, 2022

### **Fund Structure and Key Terms**

Fund Name	White Oak India Equity Fu	White Oak India Equity Fund V				
Structure	Close-ended Category III Alter	Close-ended Category III Alternative Investment Fund				
Investment Objective	The objective is to generate sustained capital appreciation through superior returns over time					
Fund Tenure	Initial tenure of 3 years extendable by an additional period of 1 year with the prior approval of 2/3rd of the Unitholders by value of their Net Capital Contributions					
Drawdown Period	50% at the time of investmen	50% at the time of investment and 50% before final close, Final Close on or before August 2022 (Tentatively)				
Upfront drawdown	50% of the Capital Commitment Amount					
Sponsor Contribution	Rs.10 Crore or 5% whichever	Rs.10 Crore or 5% whichever is lower				
Investment Manager	White Oak Capital Management Consultants LLP					
Fund Governance	<u>Trustee</u> : Amicorp Trustees (India) Pvt. <u>Custodian</u> : Kotak Mahindra Bank Limited <u>Registrar and Transfer Agent</u> : Computer Age Management Services Pvt. (CAMS)					
Legal & Tax Advisors	<u>Legal Advisor</u> : Khaitan & Co.	<u>Legal Advisor</u> : Khaitan & Co. <u>Tax Adviso</u> r: PricewaterhouseCoopers, Ernst & Young				
Minimum Commitment & Management Fees	Class	Fixed Fee Option				
		Class A Unit Holders	Class B Unit Holders	Class C Unit Holders		
	Amount	INR 1-5 Cr	INR 5-10 Cr	INR >10 Cr		
	Fixed Management Fees	2.50% per annum	2.15% per annum	1.75% per annum		
Benchmark	S&P BSE 500 TR	N. C. INC.				
Redemption	On maturity of the Fund					

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