# White Oak India Equity Fund VI (WOIEF VI)

# From Your Portfolio Company's Desk

WHITEOAK CAPITAL MANAGEMENT

THE ART AND SCIENCE OF INVESTING

**September 2023**

## Four Important Pillars of WhiteOak Investment Process:

1) **Team:** A deep bench of seasoned professionals with multiple people having 15-25 years of experience; a team within team approach with two or more team members covering each sector to enable depth of coverage and width of perspectives for a large universe and a wealth of global investing experience which provides pattern recognition abilities that are especially empowering for investing in an emerging market like India.

2) **Bottom-up Stock Selection Philosophy** – Identifying *'Great Businesses'* with superior returns on incremental capital, scalable long term opportunity, and led by management teams that have strong track record of execution and who demonstrate the highest standards of corporate governance.

3) **Balanced Portfolio Construction** – WhiteOak follows a balanced portfolio construction approach with no top-down allocation bias of growth, value, contra cyclical etc.; no thematic biases like domestic vs. exports, defensive vs. cyclical or market cap biases like large cap or SMID (small and midcap) focus. Following any of such narrow strategy may result in exaggerated cycles of outperformance and underperformance. This is why it is commonly said that ***"Winners Rotate"*** and the strategies that perform keep changing every year or two only to be replaced by some other strategy.

4) **Proprietary Valuation Framework – OpcoFinco™ Framework** that values invested capital separately and the operating businesses separately. Value of the operating business is the present value of excess returns in free cash flow terms produced over and above cost of capital, thus providing an insight into economic cash flow generation characteristics and the intrinsic value of a business

## White Oak India Equity Fund VI (WOIEF VI) Performance

| Performance (%) | August 2023 | 3 Months | 6 Months | YTD 2023 | Inception Absolute |
|---|---|---|---|---|---|
| Fund | 1.3 | 9.0 | 19.2 | 12.9 | 8.9 |
| S&P BSE 500 TRI | -0.6 | 7.7 | 17.3 | 10.3 | 8.6 |
| **Excess Returns (%)** | +1.93 | +1.23 | +1.88 | +2.56 | +0.22 |

Source: WhiteOak Capital. Inception Date: 24 Nov 2022. All indices are Net Total Return in INR. Performance shown since 24 Nov 2022 as client monies were managed from this date. Performance is net of all fees and expenses. Performance related information provided herein is not verified by SEBI. Past performance is not a reliable indicator of future results. Please note that performance of your Fund may vary from that of other investors and that generated may across all investors because of 1) the timing of inflows and outflows of funds; and 2) differences in the Fund composition because of restrictions and other constraints. The performance is net of all fees and expenses for Class A shares.

Our investment strategy is long only with a long-term absolute return focus. We have a simple yet powerful investment philosophy of investing in businesses based on stock selection, rather than betting on macro. We believe outsized returns can be earned over time by investing in great businesses at attractive values. Bottom up stock selection forms the basis of everything we do and is the key return driver of our investment approach.

We seek to invest in companies with strong or improving fundamentals and do so when they are trading at a substantial discount to their intrinsic value. We generally avoid businesses with weaker characteristics such as poor corporate governance, weak returns on incremental capital, and businesses that face substitution or obsolescence risk. We seek to maintain a balanced portfolio with an aim to ensure that performance is a function of stock selection capabilities of the team rather than being driven by non-stock specific macro factors such as market timing, sector, currency or other such factor exposures.

We look for investment opportunities that represent powerful combination of business and value while avoiding weaker combinations. These are the two critical pillars of our investment philosophy – business and valuation. A great business 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.

We at White Oak, are pleased to inform you that your investments have been diligently allocated to a diverse set of companies across market caps and Sectors. Your confidence in our investment management is truly appreciated, and we are committed to ensuring clarity in all aspects of your portfolio. In this note we have a breakdown of comprehensive list of stocks in which your investment have been made and the outlook guidance from the company management.

We have selected stocks based on two criteria: a) Atleast one stock from each sector we have invested in and b) The stock's portfolio weight minus its weight in the benchmark is one of the highest among other stocks in the portfolio.

## Astral (Industrials, Mid Cap)

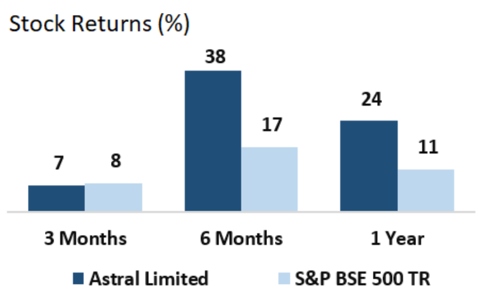
Astral Poly is India's leading building materials company operating across two key segments of plastic pipes and adhesives. Within pipes, Astral has a niche in Chloro poly vinyl chloride (CPVC) pipes along with a fast-growing portfolio of Poly vinyl chloride (PVC) pipes as well. Astral entered the adhesives business over the past five years and has multi-brand portfolio straddling across use cases.

**Message from Mr. Sandeep Engineer, Chairman & Managing Director**

- We successfully navigated through significant fluctuations in polymer and chemical prices, allowing us to achieve substantial profitability and value growth in both the Pipe segment (12% growth) and the Adhesive segment (35% growth), resulting in an increased market share. We successfully diversified into sectors such as faucets, sanitaryware, paints, and valves, without compromising the growth of our core businesses
- Believing in the pivotal role of strong leadership, we onboarded a CHRO and a CTO to streamline our human resources and technology strategies. This move will significantly contribute towards the realization of Astral's strategic vision and mission, solidifying our place as an industry leader. Further, we are leveraging technology to boost our cross-selling opportunities once our new business verticals gain solid ground and are confident that the new leadership will guide and direct the business towards progress.
- We reinforced our brand recall by engaging Allu Arjun as our brand ambassador to bolster our pipe business in South India. In the 2023 edition of the IPL, we extended our brand visibility by co-sponsoring a total of four teams. Astral Pipes proudly served as co-sponsors for three teams: Chennai Super Kings, Mumbai Indians, and Gujarat Titans. Furthermore, our adhesives brand, Bondtite, stepped in as a sponsor for the Lucknow Super Giants.
- We have made considerable investments in our main business line over the past five years, enhancing our production capacities and priming us for future rewards. We are confident that our investment of ~₹1,000 Crore in capex in the last 5 years will yield results in the upcoming years. Our upcoming launch of two advanced pipe plants in Guwahati and Hyderabad, and an adhesives plant in Dahej will fortify our market presence and provide opportunities in new markets, supporting our ambitious expansion plans

**Earnings Call Takeaways – Q1 FY24**

- Management stated that demand conditions were robust during the quarter and it continues to see strong momentum going forward. Adhesives segment saw good demand for India operations with plants running at 65% utilisation and volumes growing 15-20% YoY. Management expects margin to improve going forward, driven by improving demand situation and lower RM costs. It is also planning to launch new chemistries in waterproofing segment.
- Sanitaryware Segment : Astral has opened 500+ stores and, from Q3FY24 onwards, it will focus on enhancing sales for this segment. It plans to launch sanitaryware for the economy segment soon.
- Management maintained its guidance of pipes revenue CAGR at 15% for the next 5 years. For FY24, management has guided for 15-20% YoY adhesives revenue growth, and >15% adhesives margin.
- Management has announced capacity expansion of 142,000mtpa over FY24-FY26. Guwahati unit (leased land model) with a capacity of 22,000mtpa is expected to be commissioned in Sep'23. Hyderabad unit with a phase-1 capacity of 30,000 mtpa is expected to be commissioned in Sep'24 and that for phase-2 capacity of 40,000 mtpa is expected in FY26. Management has highlighted a capex outlay of INR 3.5bn in FY24 and INR 2.5bn in FY25.




| Market Data | |
|---|---|
| Current Market Price | 1,951 |
| Shares Out. (Mn) | 269 |
| Market Cap (Rs. Cr) | 52,402 |
| 52 Week High | 2,026 |
| 52 Week Low | 1,301 |

Data as of August 31, 2023

Source : Company Annual Reports and Website. Stock Returns and Market Data : Factset. The stock(s)/sector(s) mentioned in this slide do not constitute any recommendation and White Oak Capital may or may not have any future position in this stock(s)/sector(s). Past performance may or may not be sustained in the future

## Grindwell Norton (Industrials, Mid Cap)

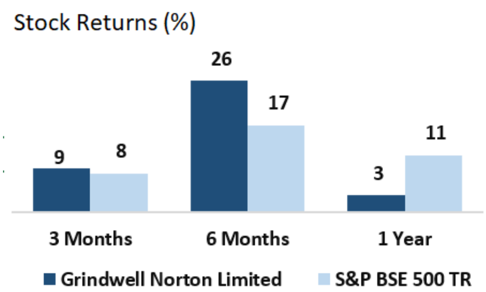
GWN pioneered the manufacture of grinding wheels in India in 1941 and became the first majority-owned subsidiary of French major Saint-Gobain in India. GWN's businesses include abrasives, ceramics & plastics (includes silicon carbide, performance ceramics and refractories, performance plastics, ADFORS) and others includes a captive IT Development Centre and CertainTeed business.

**From Management Discussion and Analysis**

- Grindwell Norton is a part of the Saint-Gobain Group in India. GNO benefits from being a part of such an organization, in terms of access to all developments in products and process technology.
- Throughout the year, the company had to make a fine, tightrope walk, balancing high inflation in input costs with lowering finished products prices. Company had to make difficult choices of exiting some non-profitable customers & product-lines while persevering with some customers for price compensation in the face of heavy resistance.
- Demand was stable but somewhat subdued. Auto Industry has witnessed stable growth. Export dependent industries saw a big decline in order-books. Rural demand was weak, FMCG companies did have a soft volume growth.

**Earnings Call Takeaways – Q4 FY23**

- Grindwell Norton (GNL) has doubled its revenues in six years from Rs 1364 crore in FY17 to Rs 2541 crore in FY23. The company has invested heavily in the last 2.5 years and did a capex of Rs 424 crore in growth markets. For FY24, the company expects a similar kind of capex like FY23. All segments have done quite well. Abrasives continue to maintain the growth rate higher than the GDP rate and other business are moving smartly contributing ~15% CAGR over FY17-23. Grindwell Norton is extremely bullish on India as it is becoming a base for advance manufacturing in the medium to long term
- GNL's exports has consistently grown faster than its domestic revenues and contributed ~20% to total revenues, which used to be 12-13% in FY17. Exports business is a high margins business for the company. Ceramics is the segment with maximum exports opportunities.
- Exports grew 34.1% YoY in FY23. However, for FY24, the company is cautious as it is witnessing western countries like the US and Europe seeing a rapid slowdown in their volumes month after month.
- Recently, the company invested in construction industry related products and is expecting to grow in a big way. One third of the abrasive business revenue comes from the construction and infrastructure industry. With auto component part, paper based products, recently introduced products like water proofing paper, the construction industry has a very big opportunity to grow. In FY23, GNL did 10-12 patents in the abrasives segment
- Ceramics and high performing plastics segment did phenomenally well in FY23. This business has nearly contributed 60% to the total EBITDA of GNL. It is a very large diverse segment that includes life sciences, infrastructure, steel, aluminum and advanced ceramics. Ceramics is the segment where GNL is seeing maximum exports opportunities. It is possible to double the revenues in the ceramics segment in the next three to four years
- GNL expects Permacel is very good opportunity for company. PRS Permacel develops and markets a wide range of adhesive tape and thermal insulation solutions for the industrial, railways & metro, two wheelers and EV markets.
- New areas for opportunities: Paint protection, in auto care repair, collision and paint and all of that together very big opportunity, glass, renovation side solar control products, tapes solutions for glass glaze, fire safety glazing, fire protection tapes and foam, battery solution for EV players, thermal insulation foams, electric motors for defence, railways.




| Market Data | |
|---|---|
| Current Market Price | 2,274 |
| Shares Out. (Mn) | 111 |
| Market Cap (Rs. Cr) | 25,174 |
| 52 Week High | 2,440 |
| 52 Week Low | 1,756 |

Data as of August 31, 2023

Source : Company Annual Reports and Website. Stock Returns and Market Data : Factset. The stock(s)/sector(s) mentioned in this slide do not constitute any recommendation and White Oak Capital may or may not have any future position in this stock(s)/sector(s). Past performance may or may not be sustained in the future

## CG Power and Industrial Solutions (Industrials, Midcap)

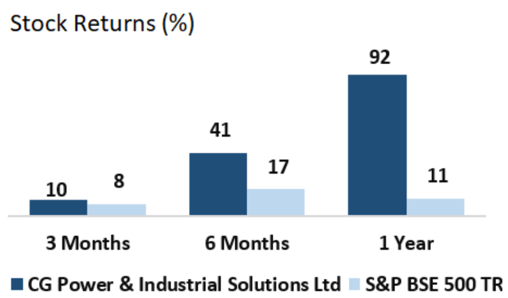
CG Power is engaged in the development and distribution of electrical equipment such as motors, transformers, switchgears, and other control equipment.

**Message from Mr. Natarajan Srinivasan, Managing Director**

- Over the last nine quarters, the company has sequentially navigated through the phases of stabilization, turnaround, and growth successfully and are now taking steps for the next phase of consolidation, expansion, and profitable growth.
- Coming to our Company's performance, company continued to build on efforts towards operational excellence, lean manufacturing, and cost, time, and resource optimization. In the backdrop of heightened volatility in commodity prices, the company sharpened their focus on margin protection and a favorable product mix. The results of these company wide initiatives are visible in combined as well as divisional performances. The company chalked out and started some debottlenecking exercises aimed at releasing added capacities and increased throughputs
- Several landmarks were achieved - highest ever sales by the Motor Division, highest ever sales by the Railways Division, and highest ever order booking for the Transformer Division
- The company has drawn up plans to substantially expand the manufacturing capacity of Motors at Ahmednagar and Goa plants, the transformer manufacturing capacity at Bhopal and Malanpur plants are also being expanded. These projects would involve an aggregate outlay of around ` 400 Crore, to be incurred over the next two years. The company is confident of funding these out of internal accruals.
- The company has entered FY24 with a forward strategic orientation, one which prepares and steers us for the next 4-5 years. Three pillars of this strategic roadmap are capacity expansion, exports focus and operational excellence. A two-pronged approach henceforth would enable the company to further fortify core strengths at one hand while simultaneously seeding the future. The approach is being backed by an expanded R&D, one which intensifies in-house research and development activities while also exploring collaborative approach of technology access for a faster and wider access to market opportunities including global destinations.

**Earnings Call Takeaways – Q1 FY24**

- The company is focused on the conversion of order backlog, expanding its portfolio, and capacity additions. The company plans to increase its power transformer capacity to 25,000 MVA from 17,000 MVA presently and expand distribution capacity to capture 10% market share, vs 6-7% currently, in the next 12 to 15 months.
- The company has a strong domestic order backlog and is actively screening new project tenders like Vande Bharat, which are expected to drive business growth ahead.




| Market Data | |
|---|---|
| Current Market Price | 432 |
| Shares Out. (Mn) | 1,527 |
| Market Cap (Rs. Cr) | 65,939 |
| 52 Week High | 430 |
| 52 Week Low | 215 |

Data as of August 31, 2023

Source : Company Annual Reports and Website. Stock Returns and Market Data : Factset. The stock(s)/sector(s) mentioned in this slide do not constitute any recommendation and White Oak Capital may or may not have any future position in this stock(s)/sector(s). Past performance may or may not be sustained in the future

## Garware Technical Fibres (Consumer Discretionary, Small Cap)

Garware Technical Fibres (GTFL) was incorporated in in 1976 through a technical collaboration with Wall Industries Inc. (US) and was earlier known as Garware Wall Ropes. Over the years, the company has transitioned from being a supplier of fishing nets and ropes to one with a presence in aquaculture, agriculture, sports, infrastructure and other related segments.

Garware Technical Fibres (GTFL) is one of India's leading players in the technical textiles sector and a major supplier of aquaculture cage nets to the global salmon farming industry (40% market share). GTFL also has a dominant market position in providing solutions to the domestic marine fisheries and a growing presence in sports nets and geosynthetics.

The company has transitioned from being a provider of nets and ropes to Indian fisheries and shipping sector, respectively, to a value added solution provider to its clients across the globe with a presence in 75 countries with exports contributing ~ 63% of revenues (30% in 2012).

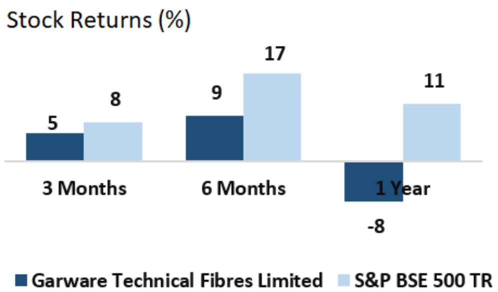
GTFL supplies products, which constitute a small proportion of the total cost for customers but which are very critical for the successful business performance. Products like nets and cages form a small part of the operating cost for the customers but the benefits of utilising such products outweigh the cost.

**Message from Mr. V R Garware, Chairman and Managing Director**

- Company continued to invest heavily in new product development, and several of its recent innovations garnered high interest. The manufacturing plants responded well to the challenges of meeting customer demand, and notched significant improvements in productivity and cost savings.
- Among the highlights of our performance were a massive penetration into the aquaculture market in South America and spectacular growth in the geosynthetics business.
- A large part of the breakthrough in South America was achieved through Sapphire X18, your Company's ingenious, tailor-made solution to the problem of sea lions attacking salmon fish-farmers' nets. In comparison to traditional solutions, X18 stands out for its efficiency and ease of use, giving benefits in terms of operational ease, cost savings, and safety.
- Your Company remains a financially robust organization with strong cash flows, a diversified portfolio of value-added products, proven expertise in customer-focused innovation, and a high weightage in the food sector, which has a relatively inelastic demand profile
- Looking at the future, the company have firmed up several promising plans. While farmed salmon is a top-selling species globally, and meeting the needs of the salmon aquaculture industry will continue to be one of our priorities, the company will also be reaching out intensively to potential customers who farm other fish species. In FY 22-23 itself the company gained such customers in several countries of Asia and America, as well as a breakthrough order from Africa.

**FY23 Takeaways**

- Company registered total consolidated revenue of Rs 1305.55 crores for the year ended 31st March 2023, an increase of 9.77% over the previous year's consolidated revenue of Rs 1189.40 crores. Consolidated Operating EBITDA was Rs 230 crores, increasing by 3% compared to the previous financial year. Consolidated profit before tax in the year under review was Rs 223.21 crores, an increase of 3.13% over the previous year despite strong inflationary winds




| Market Data | |
|---|---|
| Current Market Price | 3,198 |
| Shares Out. (Mn) | 21 |
| Market Cap (Rs. Cr) | 6,594 |
| 52 Week High | 3,695 |
| 52 Week Low | 2,671 |

Data as of August 31, 2023

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## Titan Company (Consumer Discretionary, Large Cap)

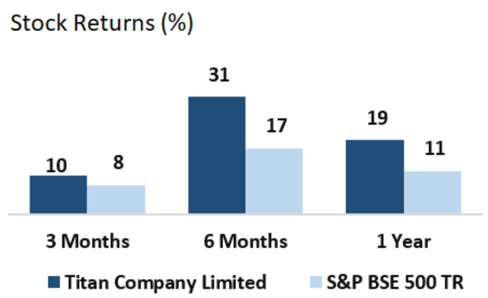
Titan is one of the largest jewellery retailers in India. It derives approximately 87% revenue from jewellery and 10% from watches. The remaining 3% comes from eyewear, fragrances and sarees.

**Message from Mr. C K Venkataraman, Managing Director**

- Right from the beginning, your Company's approach has been to build the Expertise in every category and build an unassailable leadership position using that Expertise. Central to that Expertise is the use of Technology, Engineering and Manufacturing for creating products that deliver exceptional performance and reliability.
- Titan successfully achieved a robust 37% increase in revenue for its Jewellery Division by skilfully navigating the volatile economic environment. Although the diamond supply chain faced disruptions due to geopolitical tensions and gold prices experienced fluctuations, the Company's revenue growth remained strong due to a favourable festive season.
- The Jewellery Division continues rapidly expanding its network presence and successfully added 100 new stores to its network. Furthermore, our goals for FY 2023-24 include expanding space in 15 existing stores and opening over 40 new stores.
- Our regionalisation strategy has yielded positive results with notable market share gains in the southern and eastern regions. We have also expanded our international presence with 6 new stores in the UAE and 1 store expansion undertaken in the US. The Company aspires to further strengthen its international presence to 25 international stores by the end of FY 2023-24, with growth primarily being driven by additions in the GCC region. During FY 2022-23, Tanishq expanded its presence through 34 new store openings. Mia by Tanishq added 18 stores, Zoya added 1 store whereas CaratLane added 47 stores.
- During the year, Tanishq's 'Every Woman a Diamond' campaign took centre stage, focusing on celebrating the small but significant moments in a woman's life that can be commemorated with a diamond. Additionally, the 'Superwoman' campaign by Tanishq was inspired by the stories of women all around us who balance multiple roles and are under the constant unsaid expectation of fulfilling these roles. CaratLane launched the #KhulKeKaroExpress campaign which aimed to inspire customers to express their emotions to their loved ones in unconventional ways.
- The Edge line by Titan has been synonymous with slim watches since 2002. However, by launching the Titan Edge Mechanical, we created our thinnest mechanical watch yet, also the slimmest by an Indian watchmaker. In September 2022, we introduced the second generation of the Edge Mechanical with two new models.
- Tanishq aims to become the preferred jeweller in the NRI/ PIO markets by leveraging the pride that Indians across the world take in their cultural heritage. As India emerges as an integral part of the global economic landscape, Titan sees an opportunity to strengthen its presence through its elegant products that symbolise the richness of Indian culture. The Company's international stores have received a positive response in global markets, as we plan to expand our presence further

**Earnings Call Takeaways – Q1 FY24**

- Management focuses on brand building through regional development, high-value studded collections, wedding collections, and a gold exchange program.
- Demand in Jun'23 was healthy vs. previous months due to gold price volatility. The gold exchange program is a robust engine for growth, the cost of which is fully absorbed by the company.
- Margins are weaker in 1Q but would improve in subsequent quarters due to sales pattern.
- The jewelry market is a INR 4.5lakh crore market of which Titan has a 7% share at present. Their aim is to get to double digit share in next 3-4 years
- Given this objective and their belief in the size of opportunity they are investing in growth through brand building activities. They are confident of achieving 12-13% EBIT margin for the full year in jewelry segment




| Market Data | |
|---|---|
| Current Market Price | 3,107 |
| Shares Out. (Mn) | 888 |
| Market Cap (Rs. Cr) | 2,75,853 |
| 52 Week High | 3,144 |
| 52 Week Low | 2,308 |

Data as of August 31, 2023

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## Coforge (Information Technology, Mid Cap)

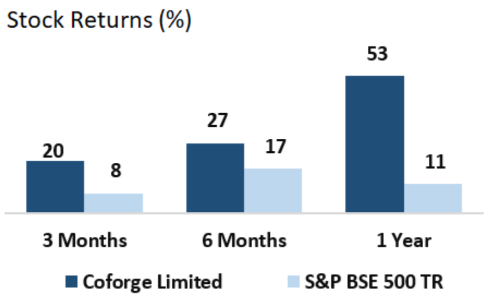
Coforge is a global digital services and business solutions provider with in-depth domain expertise that specializes in selected industry verticals.

**Message from Mr. Sudhir Singh, CEO**

- FY23 was a milestone year for the firm. We crossed the US$ 1 Billion revenue mark. We believe we shall look back at FY23 as not just the year where we crossed the US$ 1 Bn revenue mark but also as a year where we laid the foundation for an accelerated growth journey toward the next revenue milestone of US$ 2 billion through significant investments to enhance the firm's capabilities.
- In the BFS business, a tier 1 bank recently appointed Coforge as their strategic data & analytics partner to help them accelerate their cloud adoption, analytics, and visualization initiatives across the bank. Coforge leveraged strong partnerships with AWS, Snowflake, Databricks, and Microsoft and drove their transformation programs, and delivered best-in-class solutions.
- In the Insurance sector, Coforge continued to grow its Property and Casualty business, all on the back of successful implementations and upgrades of Duckcreek platform across the US and Europe and successful expansions in Australia and NZ.
- The firm's constant endeavor has been to upskill employees globally and it continues to invest in technical and domain training and certification programs in AWS, Pega, Appian, Salesforce, Microsoft Azure, ServiceNow, GCP, and ISTQB. Coforge has learning programs such as "How to Navigate Leadership Transitions" and "How to Build Digital Excellence" to ensure the all-round development of its teams
- Our employees continued to be the architects of our growth journey. The total headcount of the firm at the end of FY23 stood at 23,224. The attrition stood at 14.1%. Coforge remained one of the lowest attrition firms across the industry. Coforge prides itself on the commitment reflected over the years in one of the highest employee retention and lowest employee attrition rates.

**Earnings Call Takeaways – Q1 FY24**

- The US is seeing higher cost optimization deals (with faster decision-making) while the Europe market remains impacted. As the macro environment stabilizes, the company expects decision-making to pick up.
- On the vertical front, the BankingI/Insurance/Transport verticals delivered an encouraging growth of 3%/4%/1% QoQ respectively. Other verticals grew by 2% QoQ. The majority of the verticals witnessed strong growth and are likely to report further growth backed by a strong deal pipeline in the near term.
- Management retained FY24 revenue guidance of 13-16% growth in CC terms and expects 50bps improvement in gross margin. Q1 saw the highest ever deal TCV for Coforge at US$ 531mn, backed by two large wins in the BFS vertical and includes a US$ 300mn project from an existing BFSI client with a minimum average contract value of US$ 60mn+. These wins resulted in a robust 12M executable order book of US$ 897m (+20% YoY).
- The company added 1,000 employees during the quarter, of which 200 were freshers. Utilisation was roughly flat at 81% and attrition dropped to 13.3%.




| Market Data | |
|---|---|
| Current Market Price | 5,467 |
| Shares Out. (Mn) | 61 |
| Market Cap (Rs. Cr) | 33,403 |
| 52 Week High | 5,466 |
| 52 Week Low | 3,236 |

Data as of August 31, 2023

Source : Company Annual Reports and Website. Stock Returns and Market Data : Factset. The stock(s)/sector(s) mentioned in this slide do not constitute any recommendation and White Oak Capital may or may not have any future position in this stock(s)/sector(s). Past performance may or may not be sustained in the future

## Persistent Systems (Information Technology, Mid Cap)

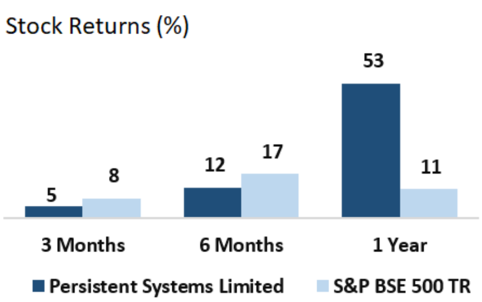
Persistent was incorporated in 1991 by Dr. Anand Deshpande and Mr. S. P. Deshpande as a boutique company primarily focused on database internals. Post initial success as boutique firm, the company migrated to become one of the leading outsourced product development (OPD) companies in India. It was one of the first Indian IT services companies to adopt digital and has deep domain expertise across platform and product engineering.

**Message from Mr. Sandeep Kalra, CEO**

- Your Company achieved $1 billion in annual revenue, a testament of how The Persistent Way enables resiliency, focus and growth for us and for our clients in a challenging global macroeconomic environment.
- Our capital allocation of more than $200 million for strategic tuck-in acquisitions played a pivotal role in bolstering our capabilities in hyperscaler clouds, integration, Salesforce and digital payments — the high growth vectors in our market. By efficiently investing in such opportunities, we enhanced our offerings and cemented our position as a trusted client partner.
- Additionally, our identity underwent a metamorphosis, building on our past laurels while embracing the new. We unveiled a rebranding that breathed life into our purpose, capturing the essence of our growth and unleashing the next chapter of our transformation.
- These collective efforts yielded impressive results. We experienced consistent growth while earning the trust of our customers and investors alike. Our endeavors for excellence were noticed by industry-leading analysts (such as Gartner, ISG, Everest Group, Zinnov and Constellation Research amongst others) and we proudly accepted numerous accolades, such as the inclusion in three key indices of the National Stock Exchange of India, further validating our commitment to delivering exceptional value.
- We recently aunched a suite of GenAI-led offerings for software engineering and legacy modernization, next-generation digital assistants, and vertical specific solutions. With our decades of data and systems experience and our extensive partnerships with AI powerhouses AWS, Google, IBM, Microsoft and Salesforce, we are uniquely qualified to stake out a market-leading position in Generative AI and create fully secure offerings for clients that can increase productivity, drive growth, and improve efficiency.
- Our swift actions in the Generative AI space highlight how the pursuit of profitable growth is deeply ingrained in our culture. We have set our sights on our next milestone and are already paving the way to reach $2 billion in annual revenue and beyond. With our successful track record, collective efforts and unwavering determination, I am confident that we are on the right path to achieving this ambitious milestone while maintaining our cultural values and social responsibilities.

**Earnings Call Takeaways – Q1 FY24**

- PSYS has experienced robust revenue growth of 23.59% YoY and has consistently led the industry with strong performance for thirteen consecutive quarters. The management is confident that there won't be any significant pressure in any of its verticals going forward. The software, Hi-Tech, and emerging segment of the company have shown impressive growth of 28.15% QoQ, and it is expected to continue its positive trajectory.
- The BFSI segment showed some improvement with a 6.19% QoQ increase in revenue growth. However, the management anticipates a degree of softness in the upcoming quarter for this segment. Despite these challenges, the management believes that they are on track to achieve their goal of reaching USD 2 billion in revenue within the next four years.
- The increasing number of active clients and a growing customer base with contracts of varying values are positive indicators for the company's future growth prospects.




| Market Data | |
|---|---|
| Current Market Price | 5,368 |
| Shares Out. (Mn) | 77 |
| Market Cap (Rs. Cr) | 41,296 |
| 52 Week High | 5,371 |
| 52 Week Low | 3,148 |

Data as of August 31, 2023

Source : Company Annual Reports and Website. Stock Returns and Market Data : Factset. The stock(s)/sector(s) mentioned in this slide do not constitute any recommendation and White Oak Capital may or may not have any future position in this stock(s)/sector(s). Past performance may or may not be sustained in the future

## Cholamandalam Investment and Finance Company (Financials, Large Cap)

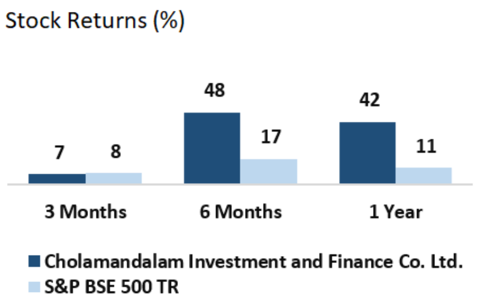
Cholamandalam Investment and Finance Co (CIFC) is the lending business of the Chennai-based Murugappa Group. It primarily operates in Vehicle Finance (including CVs, PVs, 2W and 3Ws), Home Equity, and Affordable Home Loans category.

**Message from Mr. Vellayan Subbiah, Chairman**

- Despite macro-economic challenges such as the pandemic-induced contraction, international geopolitical conicts, and monetary tightening & infationary pressures, the Indian economy has shown signs of a broad-based recovery across various sectors. The resilience of our economy, along with strong fundamentals, has placed it in a favourable position compared to other emerging market economies. We are also reaping the benefits of increased formalization, improved financial inclusion, and enhanced proliferation of digital technologies.
- I would like to highlight a few key initiatives that we implemented during the year:
  - Enhancement to the digital assets across our businesses, CSEL, SBPL, & SME
  - First time introduction of our 'Direct-to-Customer' (D2C) journey – a cutting-edge initiative to cater directly to our customers, providing a best-in-class customer experience. D2C enables application within a few minutes, same-day disbursement, paving the way for scaling up to a wider customer base and reinforcing our commitment to innovation and customer satisfaction.
  - Launched new-age customer mobile app, Chola ONE, which provides an exceptional digital journey for our customers and serves as a one-stop shop for all their financial needs.
  - Adoption of Design Thinking and LEAN principles to improve productivity, reduce turnaround time, and deliver an optimal user experience through our efficient digital platform
  - In line with our focus on the vehicle ecosystem, we continued to enhance and promote our GaadiBazaar offering. The Gaadi Bazaar platform provides a range of services and products related to vehicles, serving both retail customers and vehicle brokers and dealers.
- Your company has been identied as an Upper Layer NBFC (NBFC-UL) by the Reserve Bank of India under the Scale Based Regulatory Framework for NBFCs. We kept ALM in focus, closely tracked RBI's commentaries, observed the market dynamics, and engaged in continuous dialogue with lenders to ensure a healthy ALM amidst the rising interest rate regime.

**Earnings Call Takeaways – Q1 FY24**

- Given rising portfolio diversification (vehicle finance at 62% of AUM) and increasing penetration of non-vehicle segments in existing branches, the company remains upbeat about its growth prospects despite intense competition.
- The management attributed the higher provisions to higher standard asset provisioning for new businesses and seasonality and remains upbeat on the potential profitability of new businesses, which remains a key monitorable.
- The traction on home loans and new businesses continues to remain robust. While the demand for certain unsecured products continues to remain buoyant, the company has adopted a cautious approach in growing its unsecured book, as certain pockets are witnessing over-leverage due to over-supply. Hence, it will be selective in on-boarding customers




| Market Data | |
|---|---|
| Current Market Price | 1,123 |
| Shares Out. (Mn) | 822 |
| Market Cap (Rs. Cr) | 92,331 |
| 52 Week High | 1,187 |
| 52 Week Low | 666 |

Data as of August 31, 2023

Source : Company Annual Reports and Website. Stock Returns and Market Data : Factset. The stock(s)/sector(s) mentioned in this slide do not constitute any recommendation and White Oak Capital may or may not have any future position in this stock(s)/sector(s). Past performance may or may not be sustained in the future

## ICICI Bank (Financials, Large Cap)

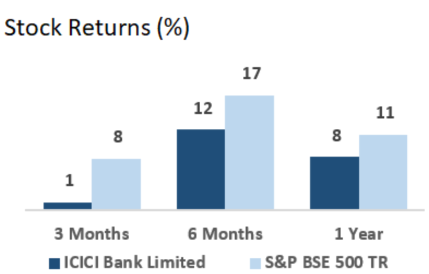
ICICI Bank Limited is an Indian multinational bank and financial services company which offers a wide range of banking and financial services for corporate and retail customers through a variety of delivery channels and specialized subsidiaries in the areas of investment banking, life, non-life insurance, venture capital and asset management.

**Message from Mr. Girish Chandra Chaturvedi, Chairman**

- During fiscal 2023, the Bank continued to focus on profitable growth in business while maintaining a strong balance sheet and robust liquidity. The Bank delivered a healthy growth in profit along with improvement in asset quality parameters.
- The growth in business was underpinned by the strategy to increase market share across key segments while focussing on micromarkets and ecosystems. The Bank aimed to grow its franchise by leveraging its strong financial position and well-recognised brand.
- The focus on a 360º customer-centric approach with an objective to serve customers in a holistic manner has underpinned the Bank's operations. The principle of 'One Bank, One Team, One ROE' has enabled growth in key business segments and increase in the Bank's market share. Our continued belief in these value drivers reflected in the improved return to shareholders during fiscal 2023.
- Looking ahead, global economic conditions continue to remain uncertain, with monetary tightening by advanced economies and unevenness in growth prospects in various markets. However, India is well poised to grow sustainably, benefitting from the results of reforms undertaken and the vast potential of its economy. The Bank will continue to focus on participating in profitable opportunities and enhancing its franchise, underlined by risk-calibrated growth and a focus on value creation for all stakeholders

**Earnings Call Takeaways – Q1 FY24**

- The management has indicated that the demand in the retail and SME segments continues to remain encouraging. Similarly, amidst intense competition, the bank has seen an improvement in the opportunities in the corporate segment. It will continue to pursue growth in this segment by adopting a larger ecosystem approach and considering risk-adjusted returns. The bank is also comfortable growing its unsecured portfolio.
- The retail loan portfolio grew by 21.9% year-on-year and 4.5% sequentially, and comprised 54.3% of the total loan portfolio at June 30, 2023. The business banking portfolio grew by 30.4% year-on-year. The SME business, comprising borrowers with a turnover of less than ₹ 250 crore, grew by 28.5% year-on-year. The rural portfolio grew by 17.6% year-on-year. The domestic corporate portfolio grew by 19.3% year-on-year. Total advances increased by 18.1% year-on-year. Total period-end deposits increased by 17.9% year-on-year. The net interest margin was 4.78% in Q1-2024 compared to 4.01% in Q1-2023 and 4.90% in Q4-2023
- There have been more than one crore activations on iMobile Pay by non-ICICI Bank account holders at end-June 2023. There have been about 2,30,000 registrations by non-ICICI Bank account holders on InstaBIZ till June 30, 2023. ICICI Bank's Merchant STACK offers an array of banking and value-added services to retailers, online businesses and large e-commerce firms such as digital current account opening, instant overdraft facilities based on point-of-sale transactions, connected banking services and digital store management, among others
- The Bank has created more than 20 industry specific STACKs which provide bespoke and purpose-based digital solutions to corporate clients and their ecosystems. The latest digital solutions include Insta EPC for instant disbursal of export finance, eDocs solution for regulatory compliance, vessel tracking for real-time status update on shipment and document tracking for movement of export documents. About 70% of trade transactions were done digitally in Q1-2024. The value of transactions done through Trade Online and Trade Emerge platforms in Q1-2024 was 1.4 times the value in Q1-2023.




| Market Data | |
|---|---|
| Current Market Price | 958 |
| Shares Out. (Mn) | 6,998 |
| Market Cap (Rs. Cr) | 6,70,520 |
| 52 Week High | 998 |
| 52 Week Low | 817 |

Data as of August 31, 2023

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## Ajanta Pharma (Health Care, Small Cap)

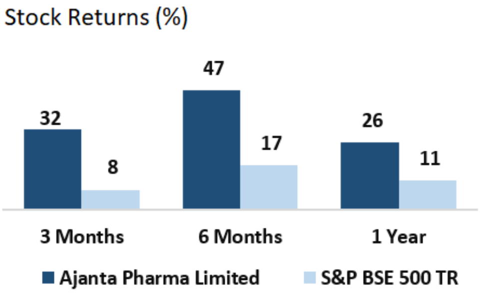
Ajanta Pharma is a well-diversified pharma Company, with a strong presence in chronic-focused Branded Generics businesses across India, Africa, and Asia. They enjoy leadership in multiple molecules and therapeutic segments through 1st to Market products and produce a comprehensive range of specialty products targeting different therapeutic segments for treatment of patients.

**Message from Mr. Yogesh Agrawal, Managing Director**

- Having leveraged our strengths, while capitalising on growth opportunities, we have steadily expanded our business into three verticals. The first vertical is that of Branded Generics business where we are now enhancing our focus across India, Asia, and Africa. While the second vertical of the US Generics business is battling some headwinds at the moment, the third vertical of the antimalarial Institutional business remains unpredictable
- Despite these stumbling blocks, we continue to stand strong on the back of our fortified foundation of the Branded Generics business. During FY 2023, we significantly enhanced capital allocation to this business with accelerated product filing and enhanced ground presence, and we will continue to do so in the upcoming year. We are confident that this business segment will continue to grow consistently over the years.
- Our Branded Generics business stood at 73% of the revenue in FY 2023, attributed to 32% in India, 26% in Asia, and 15% in Africa. This was the result of our robust product pipeline and excellent execution of the strategy across markets.
- Our growth accelerated due to favourable conditions brought on by an intense flu season, during which our oral suspension medication played a crucial role in saving numerous children's lives. Driven by a sense of humanitarian urgency, we stretched our resources to safeguard these young lives, even though the significant logistical costs associated with this effort had a substantial impact on our profit margins.

**Earnings Call Takeaways – Q1 FY24**

- Launched 3 new products in India and have a pipeline of launches lined up for the coming year. Traction in India branded business continues to be robust, with 14% growth vs market growth rate of 9%. Performance has been excellent on the back of the market share gain, price increase and new product launches.
- Ajanta's margin improvement story has begun to unfold, with gross margin in Q1 touching the 75% mark and they expect the gross margin to remain at this level for FY 2024. Company has retained its EBITDA margin guidance of ~25% for FY24.




| Market Data | |
|---|---|
| Current Market Price | 1,728 |
| Shares Out. (Mn) | 126 |
| Market Cap (Rs. Cr) | 21,763 |
| 52 Week High | 1,789 |
| 52 Week Low | 1,160 |

Data as of August 31, 2023

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## Navin Fluorine (Materials, Mid Cap)

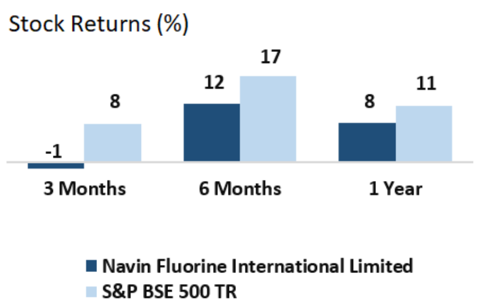
Navin Fluorine International Ltd (NFIL), part of the Arvind Mafatlal Group is one of the largest manufacturers of Specialty Fluorochemicals in India. It operates mainly in three segments i.e. Specialty Chemicals, High Performance Product (HPP) and Contract Development and Manufacturing Operations (CDMO).

**Message from Mr. Radhesh Welling, Managing Director**

- This past year (FY'23) has been a travel from anticipation and anxieties to accomplishments and fulfilment. We started the year with three large capex programs at various stages of completion. In the history of our company, we had not undertaken projects of this complexity or magnitude. Working on such large projects, through the tough phase of COVID, was a real test of our teamwork, perseverance and disciplined execution. Seeing a successful completion of these projects and a safe start of these plants have been deeply satisfying for the operating teams.
- As we look to the future, we see a mixed picture. While we continue to identify and build an attractive set of new opportunities for the future, there are a number of immediate term uncertainties. Recessionary headwinds in our largest markets have already resulted in significant inventory destocking across market segments. The chemical industry, typically, plays upstream in a number of consumption-driven value chains. Hence, we get more impacted by the length of recession versus the severity of it. In other words, the more relevant question for us is "How long will the recession stay" versus "How severe will the recession be?". If the recession is severe but short, we do not get as impacted. Not having clear answers to these questions, financial prudence will continue to remain our guiding post.
- All our three business units-Specialty, CDMO and High Performance Products-continue to display strong signs of long-term growth. In the Specialty segment, we identified and developed three strong Building Blocks (BBs) and two new platforms, which should further strengthen our value proposition and deepen our partnerships with global crop science and performance material companies. In the CDMO space, we have atleast three new late-stage opportunities, which we believe should get commercialised in the coming years. These, along with other such opportunities from our legacy/ existing portfolio, will form the basis of our next capex cycle round

**Earnings Call Takeaways – Q1FY24**

- Navin Fluorine (NFIL) operates one of the largest integrated fluorochemicals complexes in India with a presence in speciality chemicals, CDMO, and HPP (Refrigerants + Inorganic Fluoride + HPP).
- Specialty Chemicals - Highest ever quarterly sales in the Specialty segment in Q1FY24. Strong order flow continues to strengthen long-term growth visibility. New capability capex in Surat of Rs. 30 crs approved by the Board
- CDMO (CRAMS) – Several late-stage opportunities identified and development work in progress. Engineering work on CGMP4 (Current Good Manufacturing Practice) in final stages of completion
- HPP (Refrigerant Gas + Inorganic Fluorides + HPP) – The growth was impacted due to shutdowns during the quarter. Weak summer impacted refrigerant gas sales
- Capex for Hydrofluoric Acid (HF) Capacity of Dahej plant has started well and is expected to be commissioned on schedule (two years). With this capacity commissioning, the company will be prepared to address rising demand in pharmaceuticals and agrochemical sectors as well as in emerging areas like EV battery chemicals, solar, etc




| Market Data | |
|---|---|
| Current Market Price | 4,605 |
| Shares Out. (Mn) | 50 |
| Market Cap (Rs. Cr) | 22,900 |
| 52 Week High | 4,850 |
| 52 Week Low | 3,817 |

Data as of August 31, 2023

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## Saregama India (Communication Services, Small Cap)

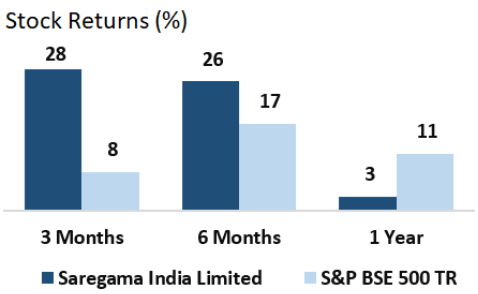
Saregama India Ltd, an RP Sanjiv Goenka Group Company, is India's oldest music label and is the and only pan-India company with the largest music content library, youngest film studio and a multi-language TV content producer

**Message from Mr. Vikram Mehra, Managing Director**

- We have witnessed the Company scaling new heights and we are confident of achieving even higher peaks. The Company's revenue from operations touched Rs. 7,366 Mn and the PAT recorded was Rs. 1,851 Mn. It is heartening to note that the growth story is not a one-off event but a further addition to the consistent track record of strong financial performance.
- A big shift in the Company's outlook over the last few years has been a greater focus on our younger audiences. We are constantly catering to the content needs of this class of audience by way of investing aggressively in new music, creating derivatives and cover versions of gems from our catalogue, entering into the business of live events and expanding the horizon of Yoodlee vertical by releasing Web Series on digital platforms. This approach not only helps us connect with our younger audience but also diversifies the revenue streams, paving way for a broad-based growth in the years to come.
- One of the key strengths of the Company and the one that sets us apart from the rest is the process of new content acquisition. The Company acquires new content using predictive AI technology using volumes of relevant data converted to knowledge which is leveraged through a completely decentralised decision-taking structure and listening sessions by our young employees that clearly understand the modern day content requirements. Performance of new content has been one of the major drivers of our growth in the music licensing vertical. The result is clearly visible as 21st century songs contributed ~48% of the music licensing revenue for FY23. Another critical element of our new content strategy is being language-agnostic. We believe in investing in any content that meets our parameters of financial returns
- We have so far invested in predictive AI and now we shift towards investing in Generative AI technology. We keep ourselves abreast with technological advancement and believe that leveraging new-age technological developments will be a path-breaking step with respect to the growth story waiting to be unfolded

**Earnings Call Takeaways – Q4 FY23**

- The music segment was led by healthy traction witnessed in the music licensing business, which witnessed healthy 20%+ growth backed by music launches of various regional language films, nonfilms music with strong licensing relationships with streaming applications and platforms for music and videos.
- The company aims to lap up ~30% share in the new movie content. Additionally, the company is looking to pick up minority stakes and eventually moving to an absolute majority in regional music companies, allowing regional labels to run the company for the next couple of years.
- During Q4, two web series "Hunter" starring Suniel Shetty and "United Kacche" starring Sunil Grover were released. The company indicated that given their initial entry into web series, they did these web series on a cost recovery model and could not get much profit on the same.
- The company clarified that it will limit its capital employed to 18% in nonmusic segment and major focus will remain on music business. In FY23, the Company ventured into live events "Saregama's Live" with Diljit Dosanjh being the first concert. Overall, 14 concerts were held across India, the US and Canada
- In Q4FY23, Saregama released 230 film and non-film "Originals" including film music of Nani's films Dasara; Kalyan Ram's Amigos; Ravi Teja's Ravanasura in Telugu; Sivakarthikeyan's film Maaveeran; Gautham Karthik's 1947 in Tamil and Asif Ali's Kasargold in Malayalam. In non-films, the company released chartbuster songs like "Tu Mile Dil Khile" by Stebin Ben; "O Mere Dil ke chain" by Sanam in Hindi; "Nagin" and "Aara Main" by Kesari Lal; Akshara Singh's "Billo Rani" in Bhojpuri, etc
- Going forward, the company has indicated towards big budget film music release over FY24. The slate of movies includes Rocky Aur Rani Ki Prem Kahani (Ranveer Singh), Zara Hatke Zara Bachke (Vicky Kaushal), Rolla ((Vicky Kaushal), Maidaan (Ajay Devgn), Tippa, Vijay Deverkonda movie, Prithviraj Sukumaran film, two Vijay films, Ajith film in Tamil and Mammootty film




| Market Data | |
|---|---|
| Current Market Price | 397 |
| Shares Out. (Mn) | 193 |
| Market Cap (Rs. Cr) | 7,653 |
| 52 Week High | 485 |
| 52 Week Low | 305 |

Data as of August 31, 2023

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## Info Edge (Communication Services, Mid Cap)

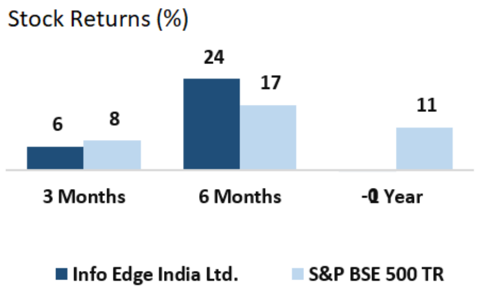
Infoedge, founded in 1995, is India's dominant internet classifieds company. Info-edge owns naukri.com (No.1 online jobs website), 99acres.com (No.1 real estate listings website), Zomato (~23% equity stake, leading restaurant listing website), Jeevensathi.com (fastest growing matrimonials website), Sikhsa (leading educational information website) and Policybazaar (~14% stake, largest online insurance aggregator). Infoedge also makes active venture capital investments in start-ups at early stage.

**Message from Hitesh Oberoi, CEO**

- As of today, there are three core aspects of our business strategy: The first is to focus on growing revenues and generating cash from the core businesses and deploying them in new and growing businesses, to turn them into market leaders and engines of our future growth. The second is to strengthen the core businesses with strategic investments and M&As, to provide them with new avenues for growth and make them stronger in the face of competition. The third is to prudently utilise our cash surplus to make investments in new age products, platforms and technology investments that will focus on sustained value creation over a period of 10-15 years
- Today, in this business, we are focused on improving traffic share by fundamentally enhancing customer experience on the platform. There are four pillars to this. First, there is strong emphasis on leveraging data science. This is helping us create strong analytics driven customer-centric content and insights on the site, improving lead quality and developing new offerings. Second, there exists a continuous focus on data quality with rigour on verifying listings, improving their quality and updating information on new projects and launches. Third, there is focus on the online platform itself, with more effective search engine optimisation, more personalisation and a better app experience. Fourth is our investment in real estate intelligence to help make the market more transparent for our users, by providing them with locality reviews, society reviews and property transaction price data in different cities.
- As a Company, we are well positioned. Our operational business portfolio performs with an asset light model, where much of the revenue comes from advance subscriptions. Our operations generate over ₹10,000 Million in cash. The financial investments portfolio also has a well-defined approach and is now systematically structured through Alternate Investment Funds, with a strong global partner. Finally, we have a strong track record of delivering profits and regular dividend payouts to shareholders ever since the listing of the Company.

**Earnings Call Takeaways – Q4 FY23**

- The company mentioned that in the recruitment business it is witnessing cautious hirings by IT sector. Info Edge also mentioned that GCC hirings remain steady. It expects the same to continue. The company mentioned there is a possibility of some global roles (where layoffs are happening) to be outsourced to India. Hence, there could be some recovery in IT in H2
- The company however indicated that the non-IT hiring remains buoyant and it compensating for the decline in IT hiring. Info Edge mentioned that it is witnessing robust demand in infrastructure, BFSI, travel & tourism & auto ancillary sectors. The company mentioned that till IT sector demand comes back it will focus on growing the non-IT business.
- The company also indicated that since the non-IT business is growing strong it will focus on growing its business in tier II/III cities where it is witnessing more demand for jobs. Info Edge mentioned that it is currently servicing in 45 cities and planning to expand its reach to 100 cities especially in tier II cities in the medium term
- On 99acres business: The company mentioned that it has witnessed broad based growth in segments of resale, rental, commercial & new homes. Info Edge mentioned that demand in certain pockets remains high.
- On Jeevansathi business: The company mentioned that the free chat model has increased the traffic and user engagement on its platform.
- In Shiksha business: The company added that Shiksha business witnessed traction due to rebound in domestic business and it expects the growth momentum to continue. Info Edge also mentioned that the studies abroad business is gaining traction and it plans to send 2k+ students abroad for education this year.




| Market Data | |
|---|---|
| Current Market Price | 4,328 |
| Shares Out. (Mn) | 129 |
| Market Cap (Rs. Cr) | 55,835 |
| 52 Week High | 4,887 |
| 52 Week Low | 3,376 |

Data as of August 31, 2023

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## Phoenix Mills (Real Estate, Mid Cap)

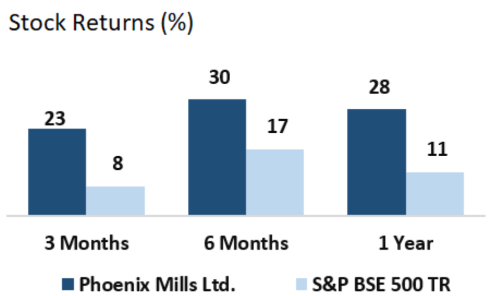
Phoenix Mills Limited is India's leading retail mall developer and operator with 13 operational malls across 8 cities. The company started from retail malls, and have made destinations more enhanced and fulfilling through additions of commercial office spaces, luxury residences and hospitality developments in choicest of locations.

**Message from Mr. Atul Ruia, Chairman**

- As India's leading developer and operator of retail-led mixed-use assets, we aspire to capture the most promising opportunities in our country and deliver long-term value to our shareholders
- In 2018-19, we promised to deliver on our ambitious vision of doubling of our retail mall portfolio. As of 2023, we have a retail portfolio of over 11 msft, which has expanded by over 5 msft since 2018-19. Today, we are on a pedestal of India's largest owner and operator of Grade A retail mall assets in India with each mall being a leader and high energy hub in the city where it is present.
- Our focus is on capturing regional discretionary consumption by building a dominant consumption center. In Indore and Lucknow, we saw an opportunity to cater to the Tier 1 markets of multiple catchments in the states of Madhya Pradesh and Uttar Pradesh respectively and were able to build dominant consumption hubs that cater to multiple cities in the respective states. We are looking to capture similar prospective micro markets that have metropolitan areas, thriving business centers with sizeable transient populations, rapidly growing IT and educational hubs, and more.
- During FY 2023, the consumption levels across our operational malls reached an all-time high of ₹ 92,481 mn. With this performance, we have established CAGR of 14% on consumption over FY 2013 through FY 2023 despite two years of Covid-led disruption. Over this period, we have proactively studied and managed the brand and category mix at each of our retail malls to keep our customers engaged and excited and go beyond just staying relevant
- Presently, our leadership position in retail-led mixed-use development is stronger than ever, and we are evolving with design and delivery of superior assets, with a carefully curated and evolving retailer mix extraordinary architecture, stunning interiors and captivating art décor that enable a world class experience through the finest of designs and variety of offerings.
- With our crafted version of malls of the future, which has larger-than-life art installations, curated F&B experiences including open-plan cafes, and high-quality entertainment, among others, we put together a unique flavour and sensory captivating presence for our customers. Our recent launches in Indore and Ahmedabad have been a testament to this where we have introduced these cities to new brands with first time launches, new flavours with curated F&B options and new experiences with events, décor and experiential elements.
- The company is also building on its commercial office portfolio, with ~3Mn sqft of operational area with a target to add ~4Mn more by 2027. Phoenix also has 2 hotels- St. Regis (Mumbai) and Courtyard by Marriott (Agra) with a total of 588 keys

**FY23 Takeaways**

- In FY19, the company laid out its vision to double its retail footprint by FY23 and despite economic shocks, it has increased the mall portfolio to 11msf from 6msf during this period
- In this process, the company has now expanded its presence in five of the top-eight cities, namely Mumbai, Pune, Bengaluru, Ahmedabad, and Chennai along with malls in Indore, Lucknow, and Bareilly
- Phoenix has historically been a pure-play retail company with office exposure restricted to some standalone offices around High Street Phoenix and Palladium, Mumbai. But it is now aiming to achieve the next leg of growth through its "Mall of the future" strategy, which refers to developing a retail-led mixed-used consumption centre.




| Market Data | |
|---|---|
| Current Market Price | 1,802 |
| Shares Out. (Mn) | 179 |
| Market Cap (Rs. Cr) | 32,196 |
| 52 Week High | 1,800 |
| 52 Week Low | 1,226 |

Data as of August 31, 2023

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## Nestle (Consumer Staples, Large Cap)

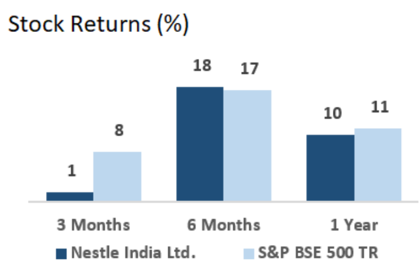
Nestle is the world's largest food and beverage company which has around 275,000 employees, more than 2,000 brands and a presence in 188 countries. Its products include baby food, medical food, bottled water, breakfast cereals, coffee and tea, confectionery, dairy products, ice cream, frozen food, pet foods, and snacks.

**Message from Mr. Suresh Narayanan, Chairman and Managing Director**

- 2022 was an extraordinary year, where adversities were plethora, yet your Company displayed 'Consistency in the face of storm', combating volatilities, through thoughtful strategies and execution, that kept the growth engine robust. It was a year, where we grew responsibly together through resonant performance, strong brands, inspired people, empowered communities and with a strong commitment to sustainability
- Premiumization is one of the growth engines that will lead to future acceleration of the business. Your Company acquired PURINA Petcare business, that delivers nutrition to pets and launched globally renowned GERBER cereals catering to the nutrition needs of toddler's segment. GERBER cereals are 'Made in India' and 'Made for India'.
- Your Company launched its first ever 'direct to consumer' (D2C) platform – www.mynestle.in, that offers products manufactured by your Company in India. It remained at the forefront of data and analytics led decision-making by scaling digital capabilities, unlocking new insights, anticipating trends and launching new product variants.
- Nestlé is fundamentally a science based and technology led Company and its reputation comes from its capability to bring science based nutritional solutions to the forefront.
- As a testament of its pioneering work, your Company was recognized as 'MNC in India of the year' in 2022 by All India Management Association and received the 'India Sustainability Champion' Award at the India ESG Sustainability Summit 2022.
- As we look confidently at the year ahead, the storm clouds of food inflation, acceleration of war and indeed the drum beats of recession in parts of the world continue to surround us. At such times, "being boringly consistent" matters more than being "brilliantly erratic". Your Company's steadfast focus on building volumes, deepening RURBAN expansion, bringing innovations with the support of Nestlé Group's Global Research & Development network, astutely managing "value" and simultaneously nudging the premiumization trend that is driving economic recovery in parts will fuel momentum

**Q2 CY2023**

- Nestle delivered resilient all-round performance, driven by strong double-digit growth across all categories, with a healthy balance of the product mix, pricing and volume growth. Domestic revenue grew 14.6% YoY while Exports grew 25% YoY which was led by double-digit growth across categories. The management reiterated that its RURBAN strategy is fueling overall rural growth
- The growth was led by 1) Efforts towards rural penetration and market share gains through the RURBAN strategy, 2) Constant focus on innovation (launching 110+ products in the last seven years), thereby leading growth, 3) Driving premiumisation in the core categories (Maggi noodles range) and launching differentiated products, 4) Entering into new categories of the future (Purina Pet care and Gerber's for toddler nutrition), and 5) Introducing D2C platform to gauge consumer attention




| Market Data | |
|---|---|
| Current Market Price | 21,992 |
| Shares Out. (Mn) | 96 |
| Market Cap (Rs. Cr) | 2,12,036 |
| 52 Week High | 23,138 |
| 52 Week Low | 17,993 |

Data as of August 31, 2023

Source : Company Annual Reports and Website. Stock Returns and Market Data : Factset. The stock(s)/sector(s) mentioned in this slide do not constitute any recommendation and White Oak Capital may or may not have any future position in this stock(s)/sector(s). Past performance may or may not be sustained in the future

## Dodla Dairy (Consumer Staples, Small Cap)

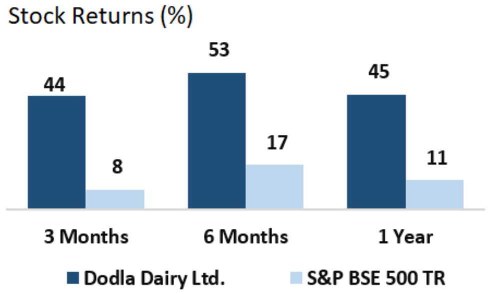
Dodla Dairy Limited (DDL) is a leading private dairy company in India. The Company is also having overseas operations in Africa. Dodla commenced its production in the year 1998. The company has its strategies & operations for creating value across the dairy value chain. While the core business is dairy processing in liquid milk and value added products, Dodla has a strong value creation model consisting of procuring milk directly from dairy farmers along with empowering them and strong merchandising for creating strong market linkages.

**Message from Mr. Dodla Sesha Reddy, Chairman**

- The Indian dairy industry has the inherent capability of taking India's economic development to greater heights. Apart from being a source of employment directly and indirectly, thereby boosting rural development and rural infrastructure, it fulfils yet another equally important need – the country's food security and export requirements. Accelerating India's journey towards self-sufficiency by promoting local manufacturing companies and consumption of the domestically manufactured products is a crucial task.
- The Agricultural Skill Council of India states that 71% of the dairy farmers are women who depend on the sector for livelihood, which also provides year-round employment. India ranks first in the production of milk and is responsible for 24% of the global milk supply. However, milk production in the country is skewed with around 10 states producing 81% of the milk. It is crucial to encourage dairy farming in all states.
- Inspite of being the world's biggest producer, the country has stepped up its imports to enhance supplies. There have been number of factors leading to this situation including the lethal lumpy skin disease in cattle, reduction in market-ready cattle due to lesser breeding during the pandemic years, lesser cash in hand of dairy farmers due to demand destruction during pandemic, fodder inflation of about 30%, high exports of dairy products in FY2022 and milk production increase by only 1% in last fiscal. Reliance on imports of skimmed milk powder (SMP), ghee and butter inspite of import taxes would trigger a rally in international prices.

**Earnings Call Takeaways – Q1 FY24**

- At present, the company has presence in 13 states. It has 15 manufacturing plants. The company is procuring milk from ~8,150 villages. The company management aims to achieve backward and forward integration and be present across the entire value chain of dairy business. The management targets to enhance its geographical footprint.
- Karnataka business competition: Dodla's procurement prices are at par with the leading player in the state. The company has maintained its market share during the quarter. The company is competing for last two decades in the state and thus understands the business dynamics and foresee no dynamic change in business scenario.
- Uganda plant operates at 75-80% capacity utilization. In Kenya the trial runs are on for capacity expansion and the management anticipates the capacity addition to be operational by Dec-23
- The value added product sales increased 12.9% YoY+ aided by extended summer season. It contributes to 32% of total revenues. The management aims to increase the VAP sales contribution to overall sales by 1% per annum.




| Market Data | |
|---|---|
| Current Market Price | 742 |
| Shares Out. (Mn) | 59 |
| Market Cap (Rs. Cr) | 4,415 |
| 52 Week High | 908 |
| 52 Week Low | 417 |

Data as of August 31, 2023

Source : Company Annual Reports and Website. Stock Returns and Market Data : Factset. The stock(s)/sector(s) mentioned in this slide do not constitute any recommendation and White Oak Capital may or may not have any future position in this stock(s)/sector(s). Past performance may or may not be sustained in the future