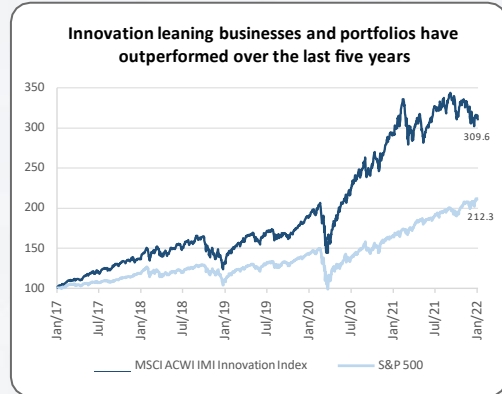
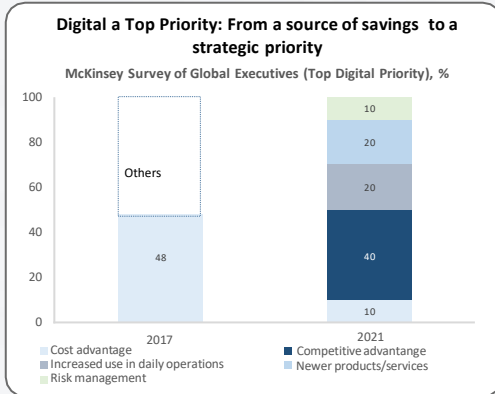


## NEED FOR A 'DIGITAL' RESET

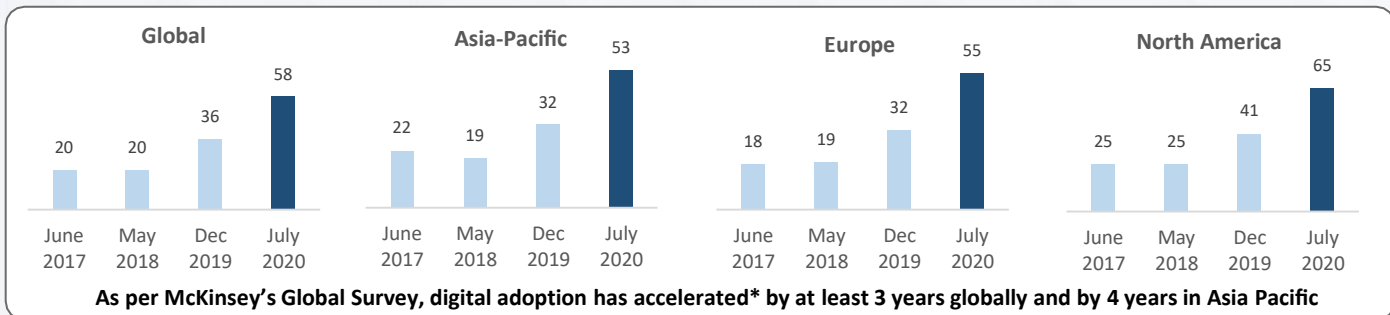
- The pandemic has accelerated the adoption of digital technologies across sectors, by several years. As per McKinsey's Global Survey, digital adoption has accelerated by at least 3 years globally and by 4 years in Asia Pacific
- Digital Leaders and innovators have led shareholder wealth creation across sectors as globally value is shifting from 'Physical' to 'Digital'
- White Oak India Digital Leaders Strategy is an investment approach that intends to capitalise on this value shift and digital adoption



Source: McKinsey, MSCI ACWI IMI Innovation Index (MSCI ACWI IMI Innovation Index)

## DIGITAL ADOPTION HAS ACCELERATED ACROSS GEOGRAPHIES

Average share of customer interactions that are digital, %

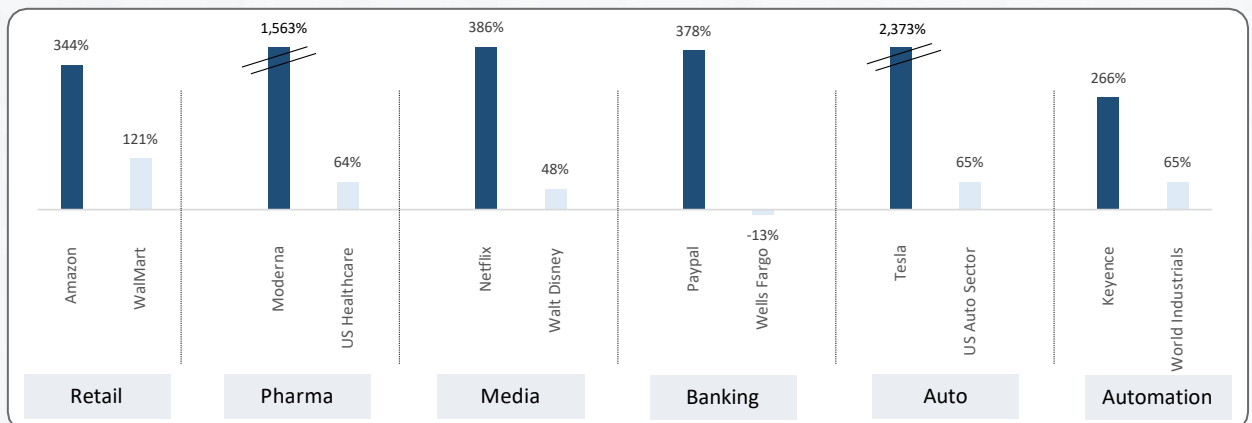


As per McKinsey's Global Survey, digital adoption has accelerated\* by at least 3 years globally and by 4 years in Asia Pacific

Source: McKinsey Global Survey of executives, White Oak Research, \*- years ahead of the average rate of adoption from 2017 to 2019

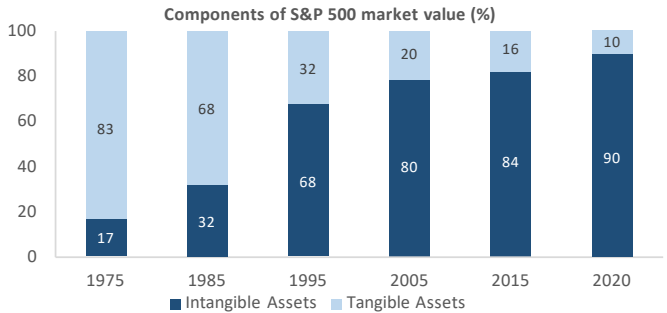
## DIGITAL LEADERS HAVE LED SHAREHOLDER WEALTH CREATION ACROSS SECTORS

Cumulative 5 years performance (2016-2021)



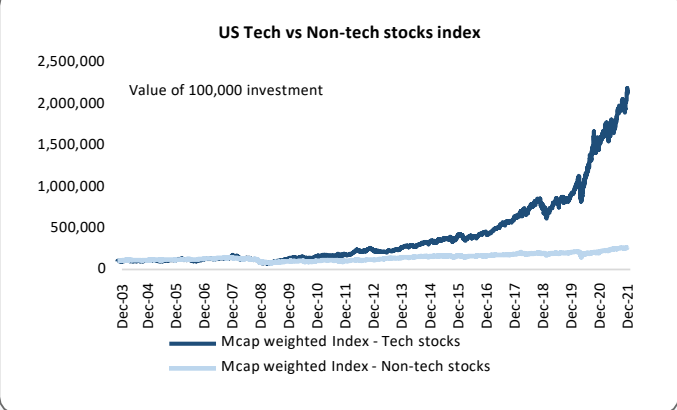
Source: Bloomberg, White Oak Research. The stocks/sectors mentioned in this document are for illustration purpose only and do not constitute any recommendation.

**GLOBALLY VALUE IS SHIFTING FROM 'PHYSICAL' TO 'DIGITAL'**



Intangible assets are the primary source of economic value

Source: Ocean Tomo, McKinsey, Bloomberg, White Oak Research \* Median by sector, White Oak

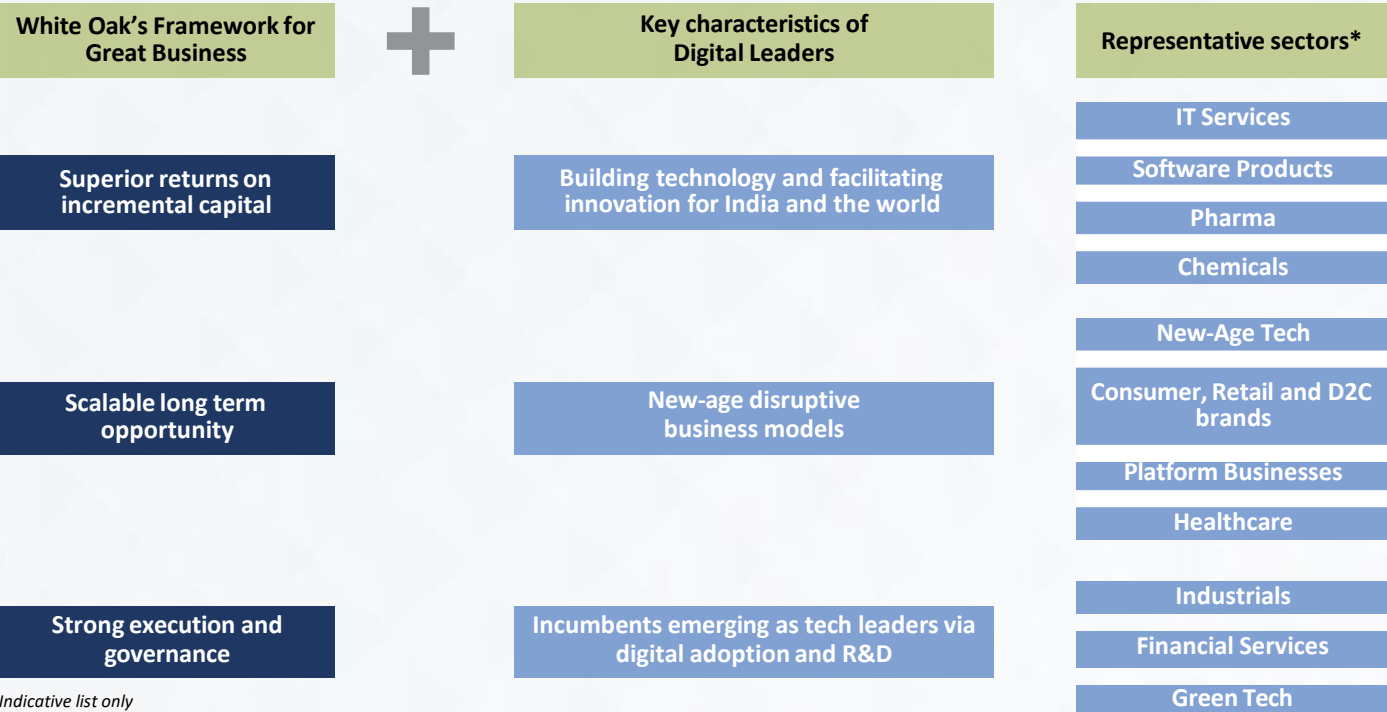


**Introducing White Oak India Digital Leaders Strategy** – An investment approach that invests in companies that are emerging as leaders in the digital era by being at the forefront of innovation and technology implementation in their respective sectors.



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

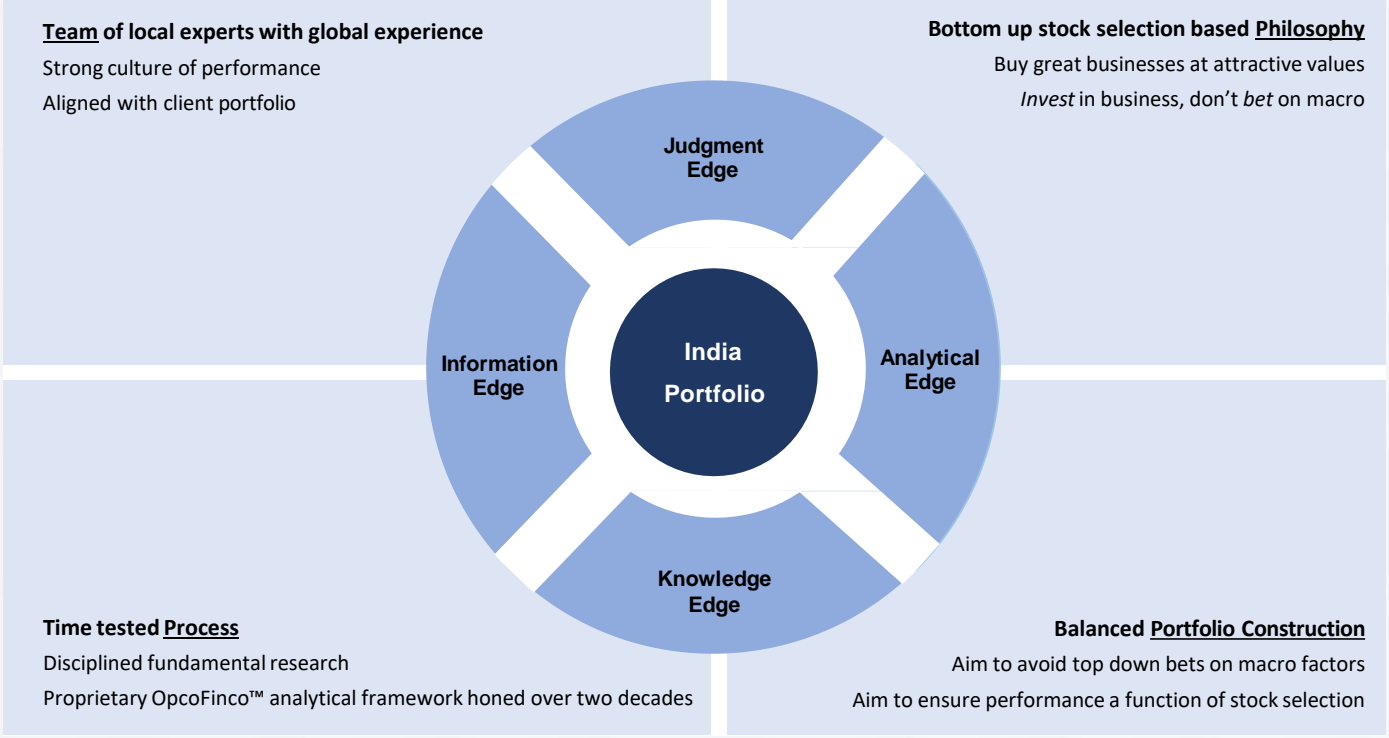
**PORTFOLIO OUTLINE**



\* Indicative list only

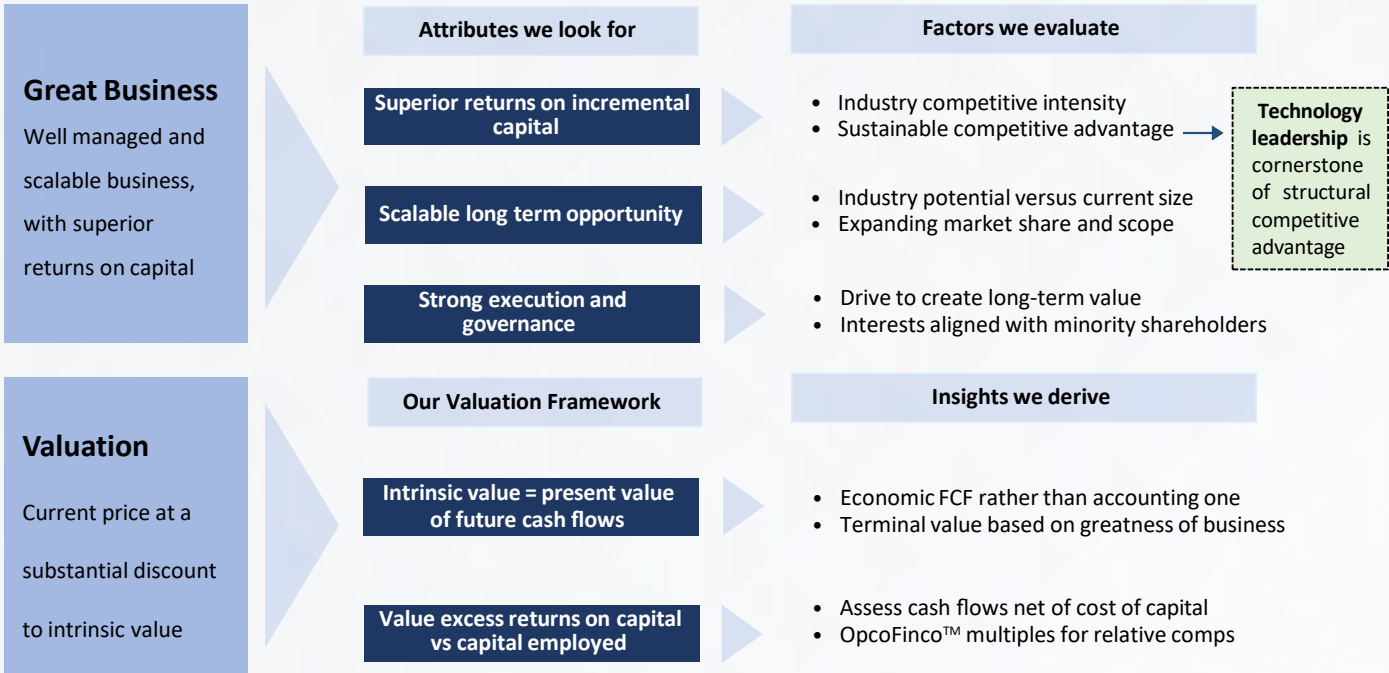
## FOCUSED INVESTMENT CULTURE

Performance first



## WHITEOAK INVESTMENT PHILOSOPHY

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



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

### WHITEOAK CAPITAL - RIGHT TO WIN

#### 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

Investment Approach	White Oak India Digital Leaders Strategy	
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.	
Investment Objective	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	

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**Portfolio Manager: White Oak Capital Management Consultants LLP**

**Contact Details** – Registered and Corporate Office - Unit 6 B2/B3, 6th Floor, Energy Building, Appasaheb Marathe Marg, Prabhadevi, Mumbai - 400 025. Tel: (91-22) 62308100 / 8182

**Investor Queries** - Email: [contact@whiteoakindia.com](mailto:contact@whiteoakindia.com)

**Registration Details** – INP000005865

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