# WHITE OAK INDIA DIGITAL LEADERS PORTFOLIO



April 2023

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## WhiteOak Group



#### **Overview**

**AUM**<sup>2</sup>: ~ US\$5.8 bn

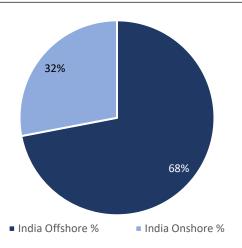
Offices:

India, Mauritius, Singapore, Spain, Switzerland and UK

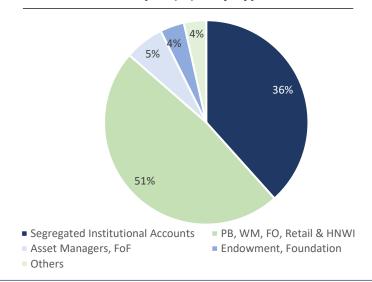
- Founded by Prashant Khemka in June 2017
- Prior to White Oak Prashant served as the CIO and Lead PM of both Goldman Sachs India since March 2007, and Global Emerging Markets Equity since June 2013
- Research underpinned on a 'proprietary analytical model' honed over two decades; replicable across markets 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

## <sup>1</sup>Trademarked as OpcoFinco™ framework . <sup>2</sup>AUM as of 30 April 2023. 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

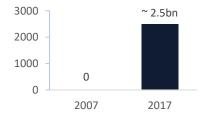


#### Extensive investing record across India, GEM and the US

- 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

#### **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 U\$\$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\$ returns<sup>2</sup> vs. 13.1% for its benchmark



<sup>&</sup>lt;sup>1</sup>Past performance Gross of Fees in US\$ for GS India Equity Portfolio. <sup>2</sup>Past performance Gross of Fees in US\$ for GS EM Equity Portfolio.

<sup>&</sup>quot;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

## **Focused Investment Culture**



#### **Performance first**



**People: Team of Sector Experts with Global Experience** 

Deep bench of Seasoned Stock Pickers

Team within Team Structure



Investment Culture

Judgment Edge

Knowledge

**Analytical** 

Edge

## **Bottom-up Stock Selection based Philosophy**

Buy great businesses at attractive values
Invest in business, don't bet on macro



## **Balanced Portfolio Construction**

Aim to avoid top down bets on macro factors
Aim to ensure performance a function of stock selection



#### **Time Tested Process**

**Disciplined Fundamental Research** 

Proprietary OpcoFinco™ analytical framework

## **Our Team**



## Well resourced team with experience across emerging and developed markets

	Team (Yrs of Exp)	Coverage	Team/Yrs of Exp (Coverage)	Team <sup>2</sup> (Yrs of Exp)	Coverage	Team² (Yrs of Exp)	Coverage		Team³ (Yrs of Exp)	Coverage	Team <sup>3</sup> Coverage
	Prashant Khemka <sup>1,6</sup> (24)	Founder	Krishna Sathyamoorthi <sup>1</sup> Healthcare, Consumer, Industrials	Ramesh Mantri (19), CIO, Equities	Information Tech	Divyanshu Sachdeva	Healthcare, Materials		Parag Jariwala (16)	Financials	Kshitij Bansal (1) Consumer, Real Estate
25	Manoj Garg <sup>1,6</sup> (26)	Healthcare, Materials, Cons Disc, Industrials	Charles Woos Trading	Trupti Agrawal (14)	Financials, Cons Disc				Rohit Chordia (18)	Consumer, Comm Srvcs Energy, Utils	Kritik Jain Financials
	Sanjay Vaid <sup>1,6</sup> (33)	Trading Advisor	Yu Heng Ong <sup>1</sup> Consumer Disc	Dheeresh Pathak (16)	Healthcare, Materials				Anand Bhavnani (11)	Financials	Samvit Bordia Consumer, Materials
(000)	Ayush Abhijeet <sup>1</sup> (10)	Information Tech, Cons Disc, Comm Srvcs, Real Estate	George Chen <sup>1</sup> Information Tech, Industrials	Ashish Agrawal (17)	Trading			9	Chaitanya Kapur (5)	Trading Advisor	Rishab Kothari Consumer
- Tal	Arthur Kadish <sup>1</sup> (15)	Consumer, Real Estate		Shariq Merchant (10)	Consumer, Industrials, Real Estate			9	Aman Kapadia (5)	Forensics, ESG, Primary Research	Shane Mathews Financials, Pharma
250	Lim Wen Loong <sup>1</sup> (10)	Information Tech, Industrials		Neeraj Parkash (5)	Cons Disc, Industrials, Energy, Utils				Dhanashree Chityala (3)	Trading Advisor	Sadeev Singh Financials
(19)	Nori Chiou¹ (10)	Information Tech, Industrials		Anupriya Gupta (9)	ESG Advisor				Darshak Lodhiya (2)	Financials, Cons Disc, Industrials	Yash Verma Cons Disc, Industrials, Materials, Energy, Utils
	Fadrique Balmaseda 4 (10)	Consumer, Real Estate, Energy, Utils, Financials		Vishwamithra Shashishekara (3)	Information Tech, Industrials, Materials, Comm Srvcs				Pratyush Agarwal (3)	Information Tech, Comm Srvcs	Nikunj Sarda Industrials, Consumer, Real Estate
	Jorge Robles <sup>4</sup> (7)	Cons Disc, Comm Srvcs, Energy, Utils, Materials		Vineet Narang (1)	Healthcare Financials, Materials				Tejkiran Magesh (2)	Financials	

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

Employees of <sup>2</sup>WhiteOak Capital AMC Employees of <sup>3</sup>White Oak Capital Management Consultants LLP

<sup>1</sup>Employees of White Oak Capital Partners Pte. <sup>2</sup>WhiteOak Capital AMC <sup>3</sup>WhiteOak Capital AMC on Capital AMC provides non-binding, non-exclusive and recommendatory investment advisory services to White Oak Capital Partners Pte. <sup>4</sup>WhiteOak Capital Management (Spain), Sociedad Limitada

## **Investment Philosophy**



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

**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 = 
$$\frac{CF}{r-g}$$

#### 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

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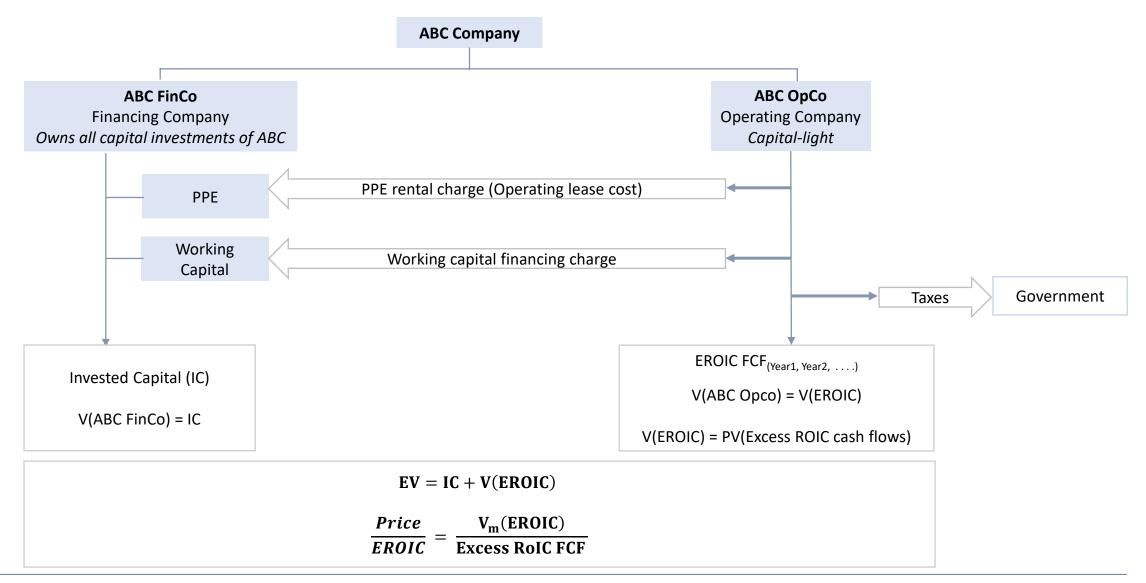
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## OpcoFinco™ Framework

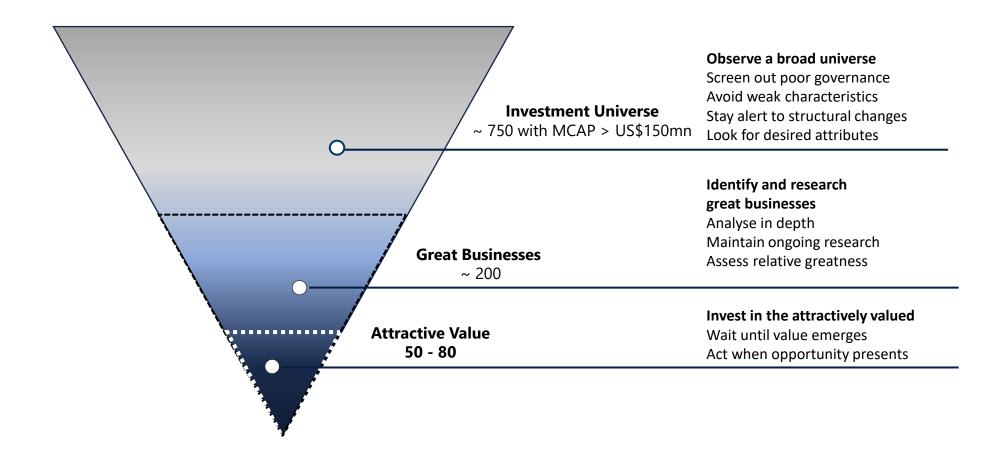




## **Investment Process**



#### We distil from a broad investible universe



## **Portfolio Construction & Risk Management**

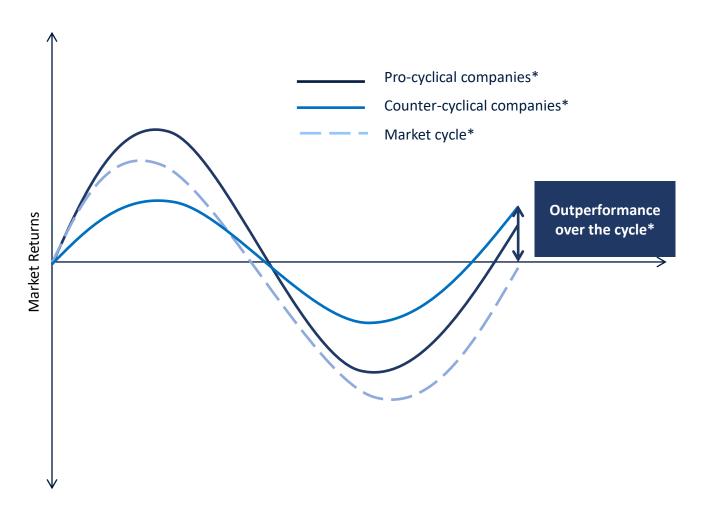


#### We aim to ensure performance is a result of skill rather than chance

- 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%

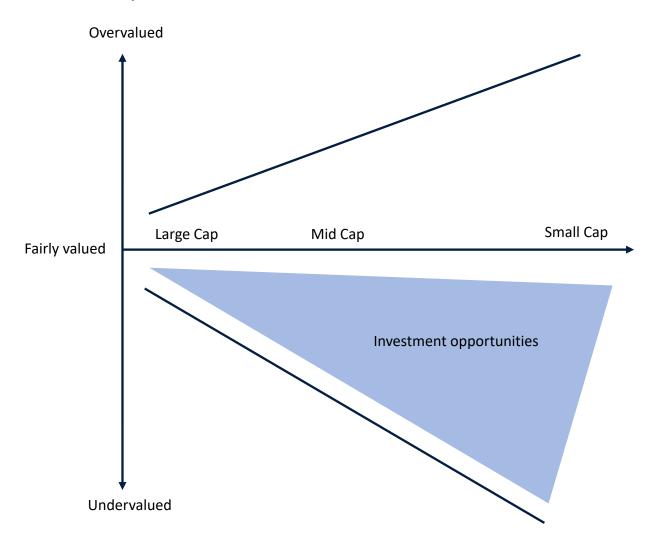


We never forget that in macro, we only have hunches: in the micro, we can develop justifiably deep conviction
- Seth Klarman

## **Opportunity Funnel**



## Higher inefficiencies in mid and small cap

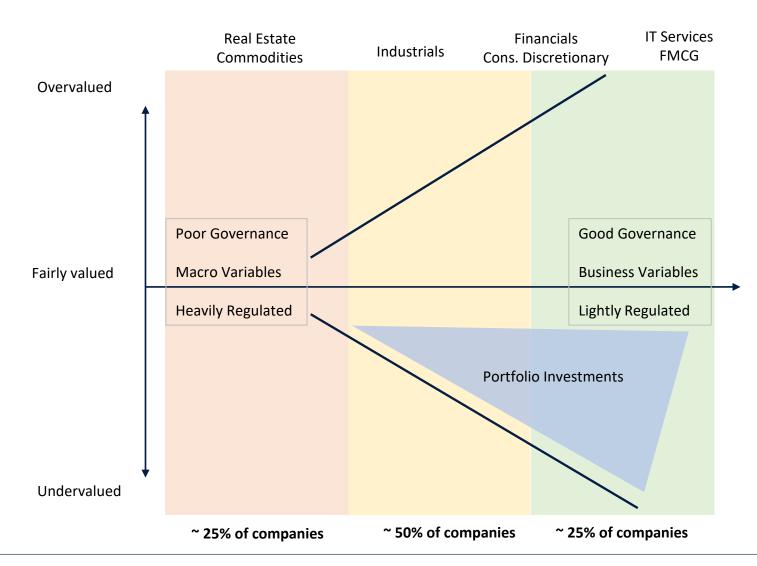


Large, Mid and Small cap categorization as per the Securities and Exchange Board of India

## **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

## **White Oak 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 500 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

<sup>\*</sup> Indicative list only

## **Portfolio Outline**



## **Key Constituents**

Building technology and facilitating innovation for India and the world

New-age disruptive business models

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** 

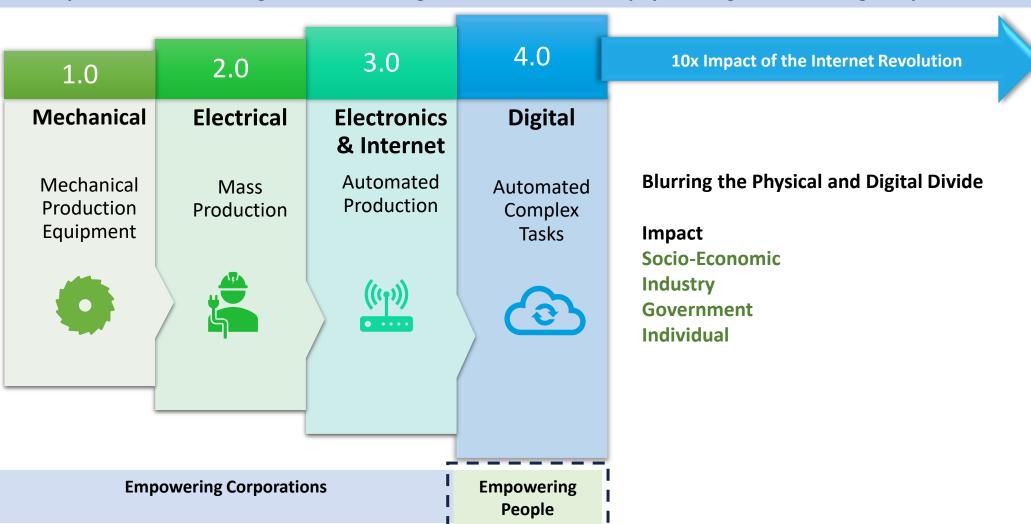
**Financial Services** 

**Green Tech** 

## The 4th Industrial Revolution



Characterized by a fusion of technologies that is blurring the lines between the physical, digital, and biological spheres



Source: World Economic Forum

## **Evolution of Technology Spends**



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



 Wave of core banking software upgrades



From Mid-2000s to 2015

Enterprises
 outsourcing the
 running of their
 day-to-day business
 processes and
 management of IT
 networks to ensure
 business continuity



Since 2015

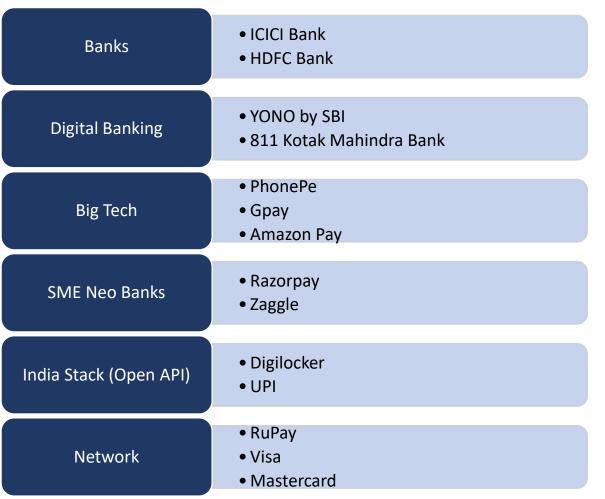
 Accelerating adoption of digital technologies across industries

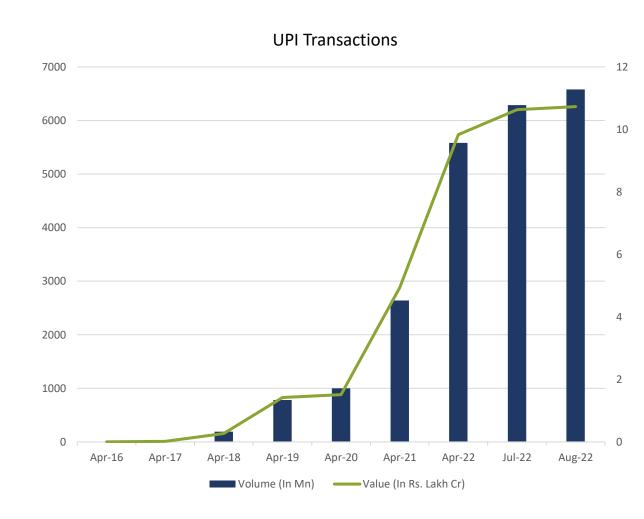
## **Evolution of Digital Banking in India**



Key enabler at the centre of India's transformed digital payment landscape is the JAM Trinity - Jan Dhan, Aadhaar and Mobile.

## **Some Components of Digital Banking Ecosystem**



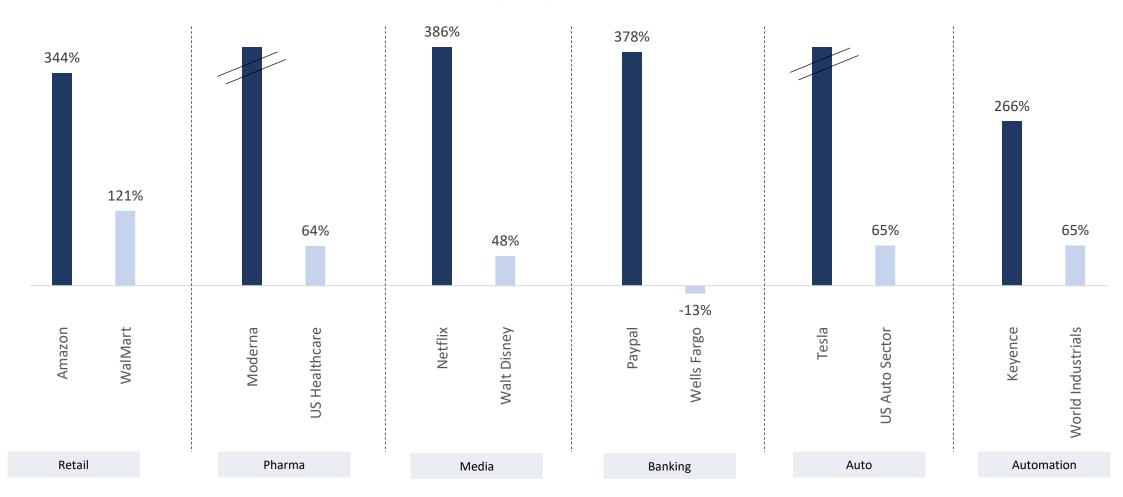


Source: Press Information Bureau

# **Digital Leaders Have Led Shareholder Wealth Creation Across Sectors**



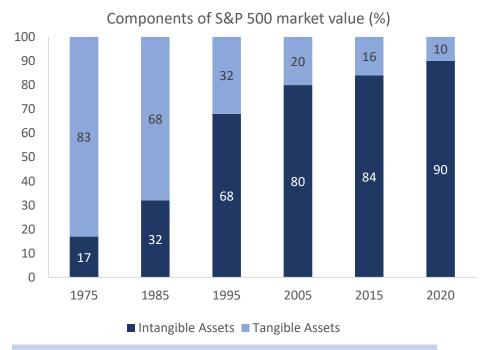




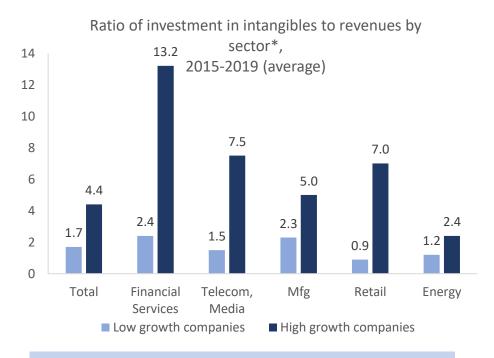
Source: Bloomberg, White Oak Research

## 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

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

# **Emerging Opportunities in Consumer Discretionary**



Attribute	Staples	Discretionary
Basic consumption driver	Need	Want/Desire/Aspiration
Role of shopping experience	Low/Medium	High
Personalization spectrum	Narrow	Wide
Premiumization potential	Low/Medium	Very high
ROCE range	Narrow	Wide
Leverage to disposable income growth	Low	Very high
Leads to		
Value creation skew between companies	Low/Medium	High
Source: White Oak, For illustrative purposes only		

#### **Diverse Set of Consumer Discretionary Businesses**

- There is a diverse set of sub-sectors or subcategories.
- Very rich diversity that touches all aspects of a household or consumer's life.

#### **Premiumization in Discretionary Segment**

- For a 100-gram bar of soap, the range of soaps available in the market is between Rs. 20 to Rs. 100.
- Sports shoes or sneakers available in the market, one can get for Rs. 200 and can go as high as Rs. 20,000
- So discretionary categories have a significant part of value coming from premium products.

#### **Fast Growing Economy and Discretionary Spending**

- When disposable income grows in an economy, Staples has low leverage.
- Discretionary categories tend to have a significantly higher multiplier, making it very interesting in a fast-growing economy that we all expect India to be for many years

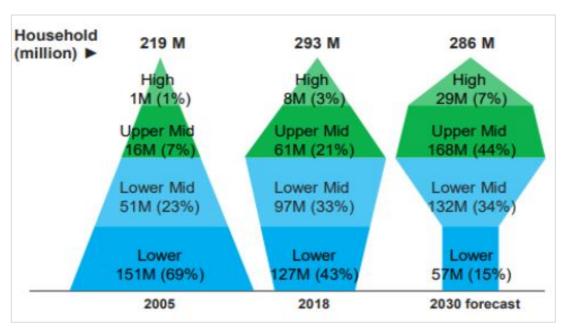
A goldmine for bottom-up stock selection – significant opportunity for alpha generation!

## **India and Consumer Discretionary**



Three core drivers make the Consumer Discretionary space attractive

- Income pyramid in the country, which will move from a pyramid to a diamond, and that's the basic expectation that we will have a significantly larger middle class in the country. The aspirant or the struggler class will shrink in absolute terms and become a much lower share of the population over time.
- The cost of Internet access has decreased, which has led to a significant increase in internet penetration, which has fuelled aspirations.
- The last one is the young population.



The investable universe in India has expanded significantly in this space, and several consumer discretionary names are in S&P BSE 500. In September 2012, 35 consumer discretionary stocks were split roughly equally between autos and ex-autos. If one looks at the same today, there are 71 consumer discretionary stocks, out of which 43 are non-auto, with several listings in several niche segments.

Source: WhiteOak, World Economic Forum, BofA Global Research

## However, FIIs have been selling relentlessly from Emerging Markets



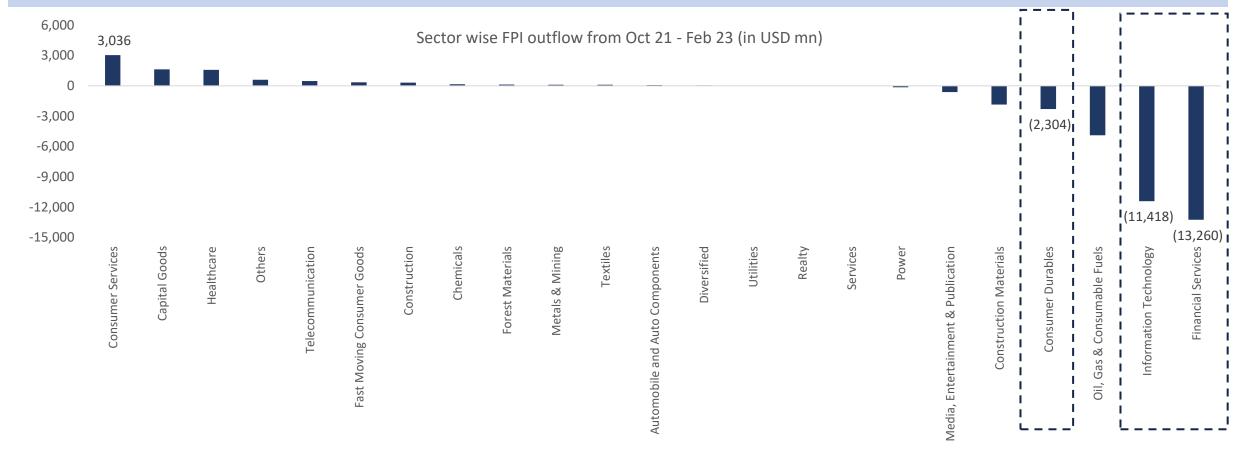
FIIs have been selling due to the following reasons

Rising inflation globally

Source: NSDL

- The aggressive rate hikes by the US Federal Reserve and central banks in Europe
- Russia-Ukraine war triggered selling from MSCI Emerging Market Index

Most of the FPI Selling happened from these 3 sectors



## Has the Fundamentals of Portfolio Companies Changed?



## **Key characteristics**

	Portfolio	Sensex
Number of Holdings	31	30
Weighted Avg Market Cap	US \$26.1 bn	US \$79.2 bn
FY23 ROE	18.7%	13.5%
FY24 OpcoFinco™ P/FCF	32.1x	33.1x
FY25 OpcoFinco™ P/FCF	27.1x	28.6x
FY24 P/E	25.7x	20.1x
FY25 P/E	22.1x	17.7x
Projected Revenue 3 year cagr	14.5%	9.5%
Projected Earnings 3 year cagr	15.8%	13.3%

The valuations reflect value of a portfolio on the basis of its fundamentals

At WhiteOak, our analytical framework and valuation approach is cash flow centric and we pay special attention to cash-flow based metrics such as free cash flow conversion, unlevered free cash flow, capital lite cash flows, and multiples based on these cash flows.

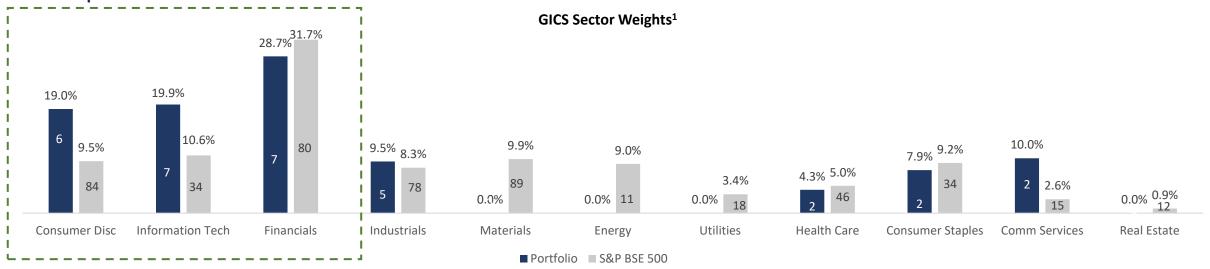
Our proprietary OpcoFinco<sup>TM</sup> valuation framework and bottom-up research is the foundation of our process and we seek to generate vast majority of our returns from our rigorous stock selection process.

As can be seen from the table alongside, on a Price to Free Cashflow basis, the portfolio is cheaper to BSE SENSEX for both FY24 and FY25, while the return on equity of the portfolio is significantly higher than BSE SENSEX.

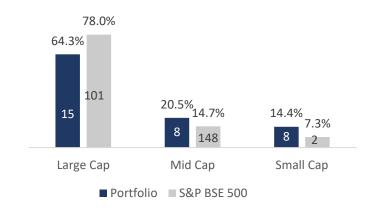
## Has the Fundamentals of Portfolio Companies Changed?







More than 70% of the opportunities we end up finding in Financial, Information Tech and Consumer Discretionary



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

# Portfolio Performance: White Oak India Digital Leaders Portfolio



### 5 January 2022 – 30 April 2023, Net of Fees in INR

	Portfolio	Benchmark % S&P BSE 500 <sup>2</sup>	Excess Returns (bps)
April 2023	4.5%	4.6%	-11
YTD 2023	-2.0%	-1.3%	-63
Since Inception (CAGR)	-17.5%	0.5%	-1802
Since Inception (Cumulative)	-22.3%	0.7%	-2303

Nifty India Digital <sup>1</sup>	S&P BSE 100 Large cap <sup>1</sup>	S&P BSE 150 Mid cap <sup>1</sup>	S&P BSE 250 Small cap <sup>1</sup>
2.7%	4.2%	5.2%	7.1%
0.0%	-1.8%	0.3%	0.6%
-20.9%	0.5%	1.9%	-1.7%
-26.6%	0.6%	2.5%	-2.2%

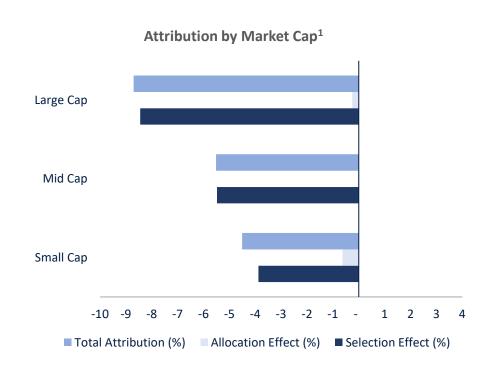
<sup>&</sup>lt;sup>1</sup>All indices are Net Total Return in INR. Performance is net of all fees and expenses (including taxes). Performance shown since 5 January 2022 as client monies were managed from this date. Performance related information provided herein is not verified by SEBI. Past performance is not a reliable indicator of future results. <sup>2</sup>Based on SEBI and APMI guidelines, the Benchmark of the Portfolio Approach is changed to S&P BSE 500 TRI w.e.f. April 1, 2023.

CAGR: Compound Annual Growth Rate

## **Market Cap Attribution Analysis**<sup>1</sup>



Stock selection drives performance : 5 January 2022 – 30 April 2023



	Portfolio		Bench	nchmark		Attribution	
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Large Cap	60.7	-13.1	78.4	1.7	-9.0	-0.2	-9.2
Mid Cap	22.1	-27.0	14.2	-1.5	-5.4	0.0	-5.4
Small Cap	13.5	-32.1	7.4	-5.0	-4.2	-0.5	-4.7
Cash/Futures/Others	3.7	0.0	0.0	0.0	-	-	0.3
Total	100.0	-18.2	100.0	0.7	-18.5	-0.4	-18.9

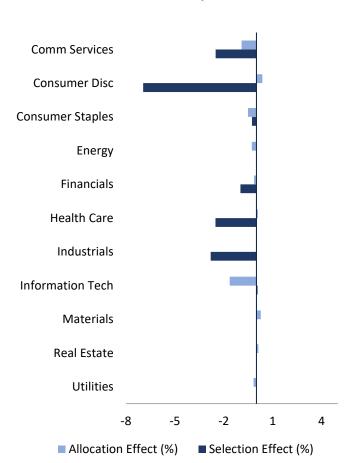
<sup>1</sup>FactSet's Attribution Analysis. Performance is gross of fees, taxes and expenses. Market Cap Classification as per Securities and Exchange Board of India (SEBI) guidelines for Mutual Funds. Performance related information provided herein is not verified by SEBI.

## Sector Attribution Analysis<sup>1</sup>



## Stock selection drives performance: 5 January 2022 – 30 April 2023

#### **Attribution by Sector**



Sector	Port	folio	Bench	nmark	Attribution		
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Comm Services	11.4	-33.9	2.8	-11.2	-2.9	-1.0	-3.9
Consumer Disc	21.8	-30.8	8.9	7.1	-7.5	0.6	-6.9
Consumer Staples	5.7	22.0	8.3	24.5	-0.1	-0.5	-0.6
Energy	0.0	0.0	9.4	2.6	0.0	-0.3	-0.3
Financials	25.8	4.6	29.9	6.7	-0.5	-0.2	-0.7
Health Care	4.1	-52.4	5.2	-9.9	-2.5	0.1	-2.4
Industrials	7.1	-23.7	7.8	13.6	-2.8	0.0	-2.8
Information Tech	20.4	-23.4	12.3	-25.2	0.5	-2.3	-1.9
Materials	0.0	0.0	10.1	-2.8	0.0	0.3	0.3
Real Estate	0.0	0.0	0.8	-7.7	0.0	0.1	0.1
Utilities	0.0	0.0	4.5	-1.5	0.0	-0.2	-0.2
Cash/Futures/Others	3.7	0.0	0.0	0.0	-	-	0.3
Total	100.0	-18.2	100.0	0.7	-15.8	-3.1	-18.9

<sup>&</sup>lt;sup>1</sup>FactSet's Attribution Analysis: GICS Classification. Performance is gross of fees, taxes and expenses.

## **Portfolio Performance**



## Top 10 contributors and detractors for 5 January 2022 – 30 April 2023

Top 10 Contributors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
Cholamandalam Investment	6.6	+54.1	+179
ICICI Bank	9.3	+17.1	+93
Nestle India	6.5	+7.4	+60
Persistent Systems	3.9	+2.7	+48
Vedant Fashions	4.4	+23.9	+48
Syngene International	1.7	+19.8	+26
Data Patterns (India)	1.2	+28.7	+25
Hindustan Unilever	1.4	+3.3	+24
Kotak Mahindra Bank	5.4	+6.1	+22
Titan Company	8.3	+2.9	+19

Top 10 Detractors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
FSN E-Commerce Ventures	3.1	-64.0	-421
Info Edge India	6.9	-32.4	-221
Saregama India	3.2	-36.8	-183
Dixon Technologies (India)	0.0	-49.1	-174
Metropolis Healthcare	0.0	-57.9	-171
Dr. Lal PathLabs	2.5	-48.6	-151
Coforge	4.7	-28.3	-118
Bajaj Finserv	2.6	-24.7	-114
Mphasis	0.0	-40.2	-107
L&T Technology Services	1.0	-34.6	-98

Performance related information provided herein is not verified by SEBI..

## Recent awards won by WhiteOak Group





Nov 2022: Ashoka India Equity (AIE:LN) Trust wins the Investment Week – Investment Company of the Year Awards



Nov 2022: Ashoka India Equity (AIE:LN) Trust wins the Citywire Investment Trust Insider Emerging Market Single Country award



July 2022: Ashoka India Opportunities Fund (AIOF) wins the Investment Week Fund Manager of the Year Awards 2022



March 2022: AIOF wins the 2022 Refinitiv Lipper Funds Award for the best fund in the India equity funds category out of 40 UCITS funds for a three-year period



Feb 2022: White Oak Capital India Pioneers Equity wins the Best PMS on 2 Year Performance in Multi Cap Category at Money Managers Awards 2022 by PMS AIF World



Nov 2021: AIOF wins the 2021 HFM Asia Performance Award for the best UCITS fund

Source: White Oak, There is no guarantee that similar awards will be obtained by White Oak with respect to existing or future funds or transactions.

## **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 &	< INR 10 cr	> INR 10 cr			
Management Fees	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 500 TR				
Custodian	ICICI Bank, Kotak Mahindra Bank Limited and HDFC Bank Limited				





## **Appendix**

## **Portfolio Performance - India Acorn Fund Limited\***



#### 01 September 2017 - 30 April 2023, Net of Fees in INR

	Fund	Benchmark % S&P BSE 500 <sup>1</sup>	Excess Returns (bps)
April 2023	4.1%	4.6%	-53
YTD 2023	-3.2%	-1.3%	-186
2022	-11.0%	4.8%	-1581
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) <sup>2</sup>	15.7%	11.8%	+388
S.I. (Cumulative) <sup>2</sup>	128.4%	88.3%	+4009

S&P BSE 100 Large cap <sup>1</sup>	S&P BSE 150 Mid cap <sup>1</sup>	S&P BSE 250 Small cap <sup>1</sup>
0.8%	-1.0%	-1.3%
-5.8%	-4.7%	-6.0%
5.5%	3.6%	-1.0%
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%
11.9%	13.0%	9.4%
88.7%	100.0%	66.6%

India Acorn Fund (Cayman): 01 Sept 2017. <sup>1</sup>All indices are Net Total Return. <sup>2</sup>The NAV for 31 March 2023 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 unrealized 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 Partners Pte. Ltd acts as an investment manager to India Acorn Fund Limited. Past performance is not a reliable indicator of future results.

## Portfolio Performance: Ashoka India Opportunities Fund



### As on 30 April 2023, Net of Fees in INR (AIOFAUS ID)1

	Fund (AIOFAUS ID)	Benchmark % S&P BSE 500 <sup>2</sup>	Excess Returns (bps)
April 2023	4.2%	4.6%	-41
YTD 2023	-2.5%	-1.3%	-113
2022	-8.38%	4.77%	-1316
2021	43.59%	31.63%	+1196
2020	44.71%	18.41%	+2630
2019	13.16%	8.98%	+417
Since Inception (Annualised)	18.5%	13.6%	+491
Since Inception (Cumulative)	109.6%	74.2%	+3537

S&P BSE 100 Large cap <sup>2</sup>	S&P BSE 150 Mid cap <sup>2</sup>	S&P BSE 250 Small cap <sup>2</sup>
4.2%	5.2%	7.1%
-1.8%	0.3%	0.6%
5.5%	3.6%	-1.0%
26.9%	48.6%	59.1%
16.6%	26.3%	27.9%
11.8%	0.9%	-8.4%
12.9%	16.7%	15.2%
69.8%	96.3%	85.4%

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 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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