WHITE OAK INDIA PIONEERS EQUITY



April 2023

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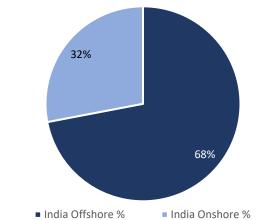
THE ART AND SCIENCE OF INVESTING

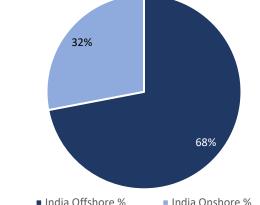
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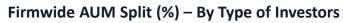
WhiteOak Group

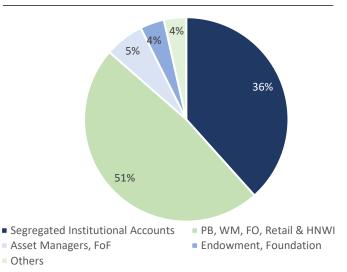
THE ART AND SCIENCE OF INVESTING

Firmwide AUM Split (%) – By Geography









Overview

AUM²: ~ 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 ٠ Global Emerging Markets Equity since June 2013
- Research underpinned on a 'proprietary analytical model' ¹ honed over two decades; replicable across markets ٠ and businesses
- Performance first culture built-upon:
 - (a) team of sector experts with global experience
 - (b) bottom-up stock selection philosophy
 - (c) disciplined fundamental research
 - (d) balanced portfolio construction

¹Trademarked as OpcoFinco[™] framework . ²AUM as of 30 April 2023. Includes aggregate assets under management or advisory for White Oak Capital Management Consultants LLP and WhiteOak Capital Asset Management Limited

Founder's Profile and Track Record

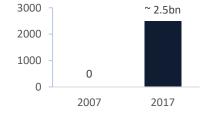


Extensive investing record across India, GEM and the US

- 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 US\$2.5 bn with distribution across multiple channels in Europe, Asia, and USA
- Since inception the strategy delivered peer group leading cumulative 265.8% gross US\$ returns¹ vs. 66.1% for its benchmark



GSAM India Equity AUM (US\$ mn)

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

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

CIO and Lead PM of GS GEM Equity

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







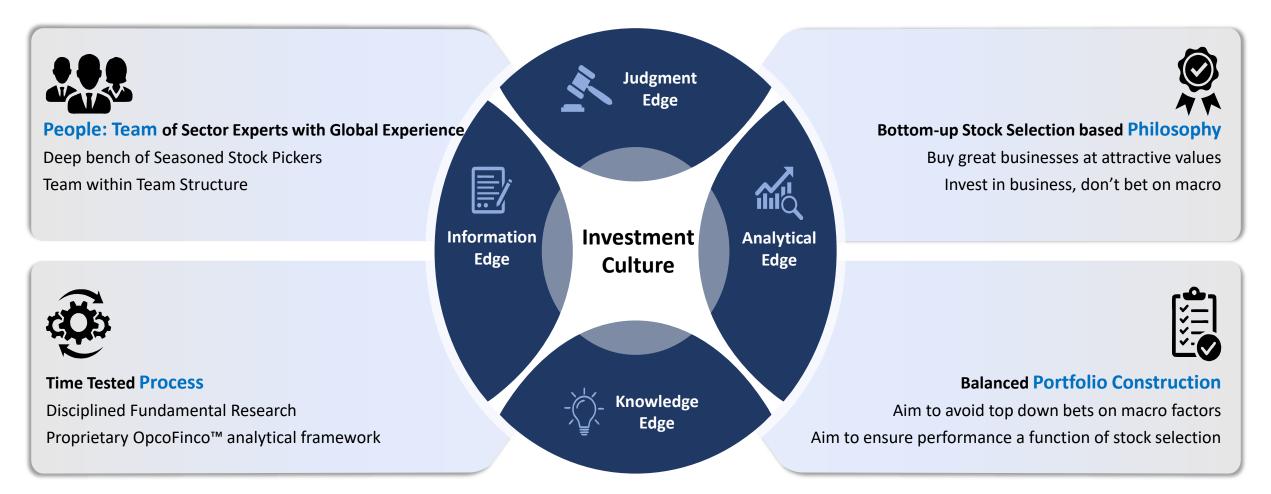
Investment Culture: Team, Philosophy, Process & Portfolio Construction

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Focused Investment Culture



Performance first



Our Team



Well resourced team with experience across emerging and developed markets

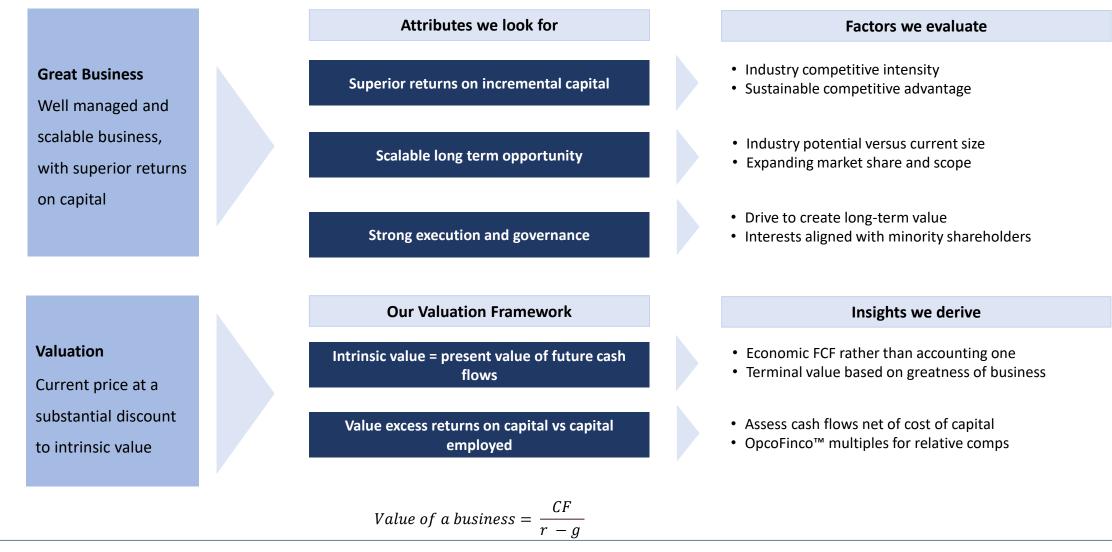


¹Employees of White Oak Capital Partners Pte. ²WhiteOak Capital AMC ³White Oak Capital Management Consultants LLP (WOCM); WOCM and White Oak Capital AMC provides non-binding, non-exclusive and recommendatory investment advisory services to White Oak Capital Partners Pte. ⁴White Oak Capital Management (Spain), Sociedad Limitada

Investment Philosophy

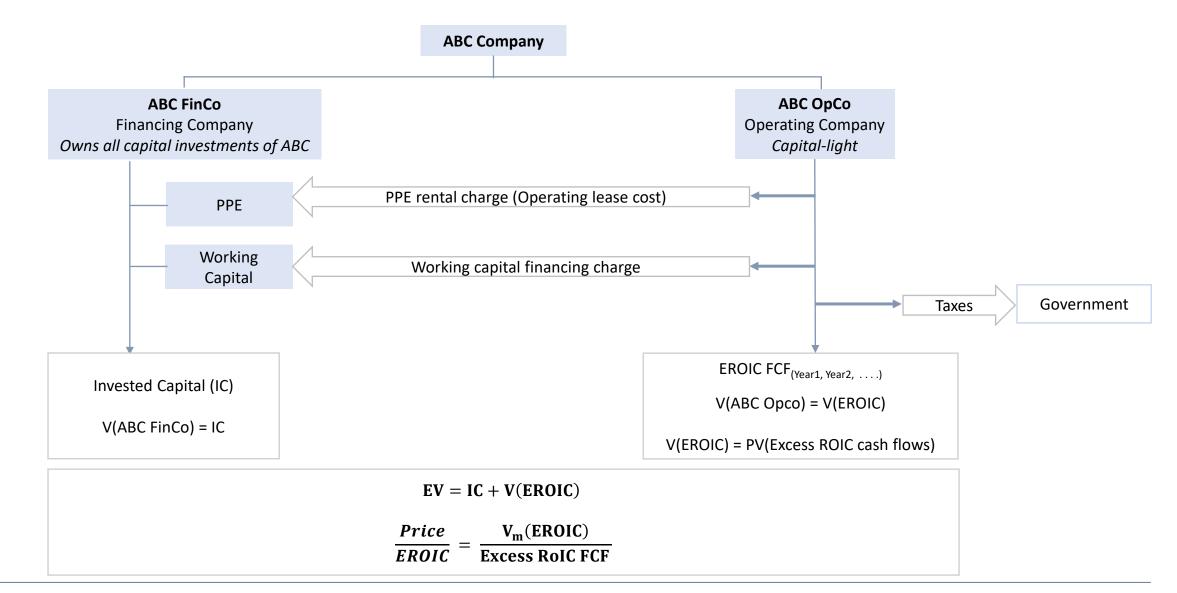


Outsized returns can be earned over time by investing in great businesses at attractive valuations



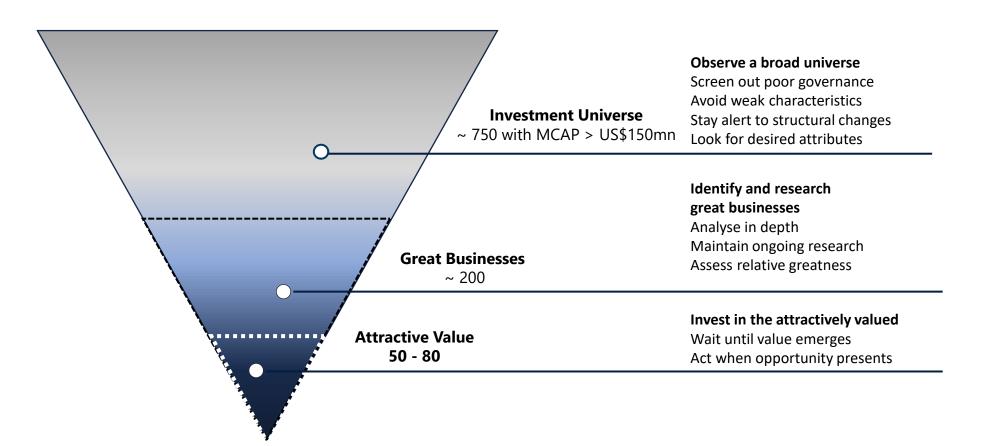
OpcoFinco™ Framework





Investment Process

We distil from a broad investible universe



AK

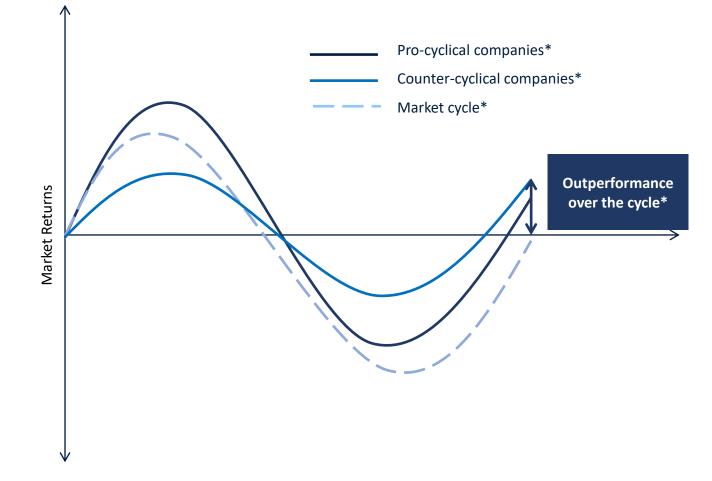
THE ART AND SCIENCE OF INVESTING

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%



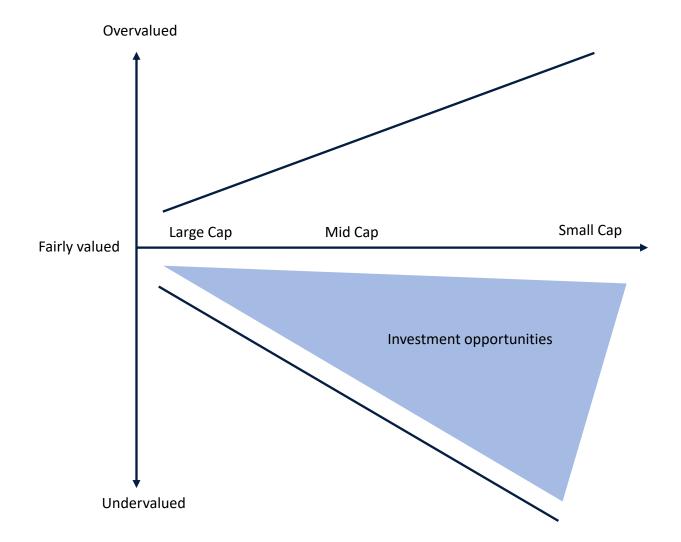
We never forget that in macro, we only have hunches: in the micro, we can develop justifiably deep conviction - Seth Klarman

*For Illustration Purpose only

Opportunity Funnel



Higher inefficiencies in mid and small cap

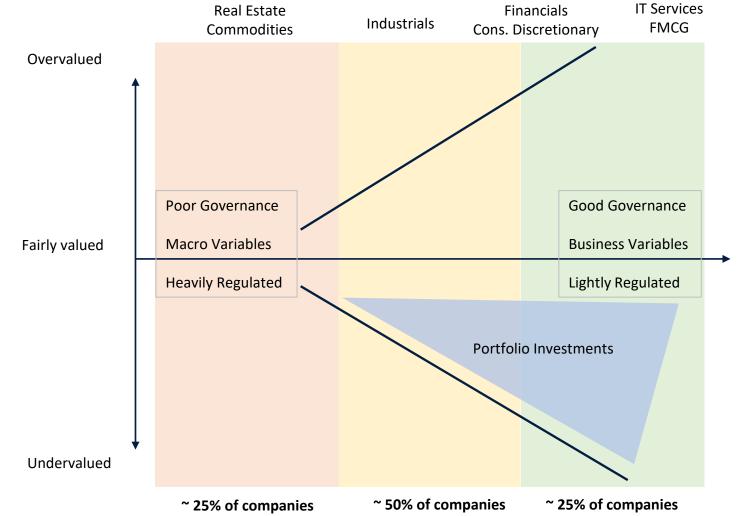


Large, Mid and Small cap categorization as per the Securities and Exchange Board of India

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 wellgoverned.





White Oak India Pioneers Equity ESG Portfolio

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Diagnosing India's ESG landscape



Analysis of India's current ESG landscape suggests the way forward for improved ESG culture

Current Policies and Regulatory Framework	 Existing Business Responsibility Statement –Qualitative Business Responsibility & Sustainability Reporting (FY23e) – Quantitative GHG emissions disclosure Mandated Corporate Social Responsibility Spends Policy thrust, Incentives for climate and sustainability goals
Challenges	 Scattered and ad-hoc disclosures of ESG relevant information Limited coverage and depth of ESG research in ecosystem
Scope for Improvement	 Better awareness of ESG issues, risk management More useful ESG disclosures to track progress Increased dialogue on ESG matters within entire ecosystem

Need for engagement focused approach for better awareness, disclosures, practices

For Illustration Purpose only. Views and opinions expressed are for informational purposes only and do not constitute a recommendation by White Oak to buy, sell, or hold any security. Views and opinions are current as of the date of this page and may be subject to change, they should not be construed as investment advice.

Transformation of White Oak ESG Research



Bottom-up, investigative focus on all aspects of E, S and G due diligence

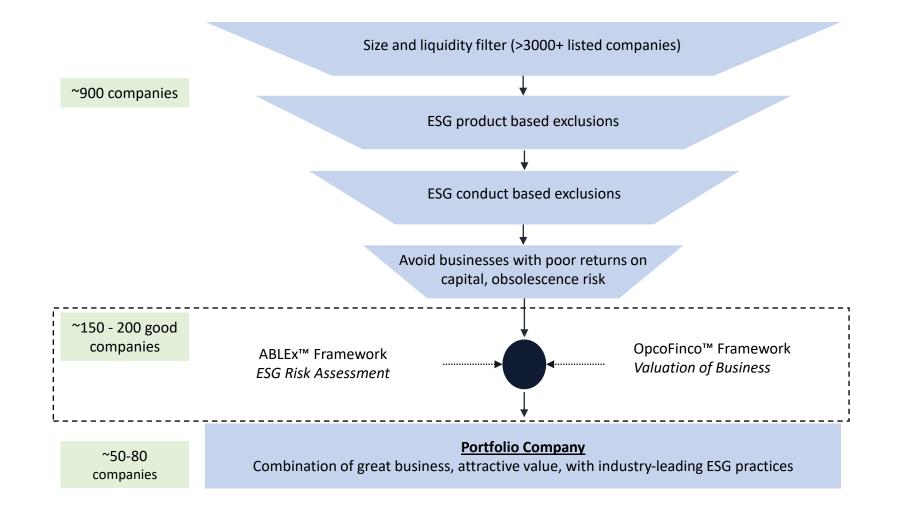
	Before	Now
Team Resources	Two Team members	Five ESG Champions, Five ESG Sector Analysts
Framework	Driven largely by MSCI Ratings	Proprietary approach using ABLEx [™] framework
Third party ESG data	High reliance	Minimal reliance
Analysis	Focussed on secondary data for E&S factors	Bottom-up primary focus for all E, S and G factors
Engagement Frequency	Sporadic, low documentation	Regular, scheduled, documented

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ESG Integration into Investment Universe Funnel



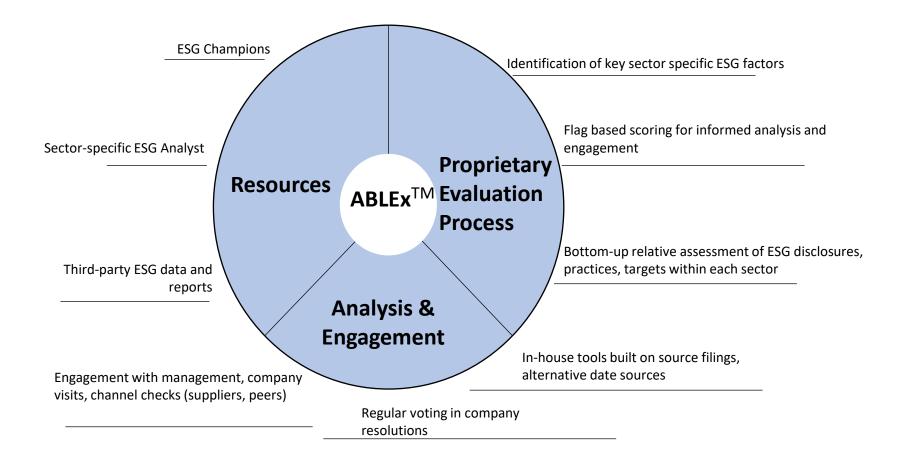
Portfolio companies are attractively valued, pass strict exclusion filters and bottom-up due diligence tests



Transformation of White Oak ESG Research



Bottom-up, investigative focus on all aspects of E, S and G due diligence

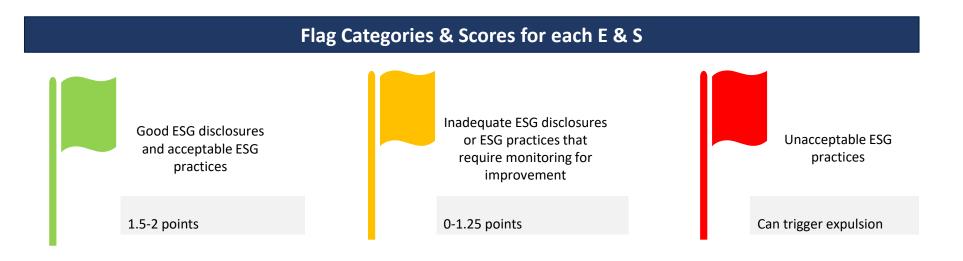




Financials	Pharma	Chemical	Retail	Consumer	Technology	Health Care	Materials	Defence	
Responsible Credit	Waste Disposal	GHG Emissions	Sustainable Supply Chain	Resource Optimization	Human Capital	Waste Disposal	Raw Material Sourcing	Compliance with Geneva convention ¹	Arranged in order of importance (high to low) !
Involvement in underserved segments	Product Safety	Waste Disposal	Data Security	Waste Disposal	Data Protection	Product Safety	Human Capital		
Human Capital	GHG Emissions	Resource Optimization	Human Capital	Sustainable Product/ Packaging	Energy Efficiency	Human Capital	Waste Disposal		
Data Protection	Resource Optimization	Third party certification for Environment Management System	Waste Disposal	Third party certification for Environment Management System		Data Protection	GHG Emissions		
Product Safety/ Mis- selling Risk	Renewable Energy	Renewable Energy	GHG Emissions	Renewable Energy		Resource Optimization	Energy Efficiency		
Energy Efficiency	Human Capital	Human Capital		Human Capital					
			Corporat	e Social Responsibili	ity (CSR)				↓

¹Geneva convention agreement, for which India is a signatory, bans use of certain chemical, biological, nuclear weapons. The above is not exhaustive and is for illustrative purposes only





Flags and the associated scoring system serve multiple purposes

- Tag and monitor ESG issues
- Identify ESG leaders and laggards
- Evaluate portfolio wide ESG health
- Prioritize and focus on engagement initiatives with company management

Step 3: ESG Factor Score Multipliers



Differential multiplier-based scoring system based on sector-specific considerations of ESG risks

Example (Banks)	Multiplier*	Rationale
Responsible Credit	1.5x	ESG issues affect companies, assets, and projects funded, subject to credit risks
Opportunities	1.5x	Financial inclusion to enhance social capital
Human Capital	1.0x	Loss of competitiveness and increased cost owing to high turnover
Data Protection	1.0x	Reputation and legal risk
Product Safety/ Mis-selling Risk	1.0x	Reputation and regulatory risks
Energy Efficiency	1.0x	Efficiency maximization
Corporate Social Responsibility (CSR)	1.0x	Mandated by law

Arranged in order of importance (high to low)

*Maximum multiplier of 1.5x

Example: Flag Scoring System (Banks)



Key Issues/ Opportunities	Key Questions	Bank 1	Bank 2	Bank 3	Bank 4
Responsible Credit	 Does the bank incorporate ESG considerations in its credit decisions? Disclosures on Green/Sustainable financing? 				
Opportunities	 Products to meet the needs of underserved communities? Microfinance, affordable housing lending 				
Human Capital	 How many employees received training during the year? (% of total) Average training hours trend over the last three years? Has there been an improvement in Diversity? 				
Data Protection	 Is the bank certified by an external agency for its data security related processes? Are employees trained on data security and privacy? Third party audits of IT systems? 				
Product Safety/ Mis-selling Risk	- Trend in customer complaints over the last three years?				
Energy Efficiency	 What are the efforts made towards reducing energy consumption? Targets set for reducing energy intensity? 				
Corporate Social Responsibility (CSR)	 Does the bank meet the mandated spends of 2% of Net profit criterion? What are the specific areas of CSR spending? 				

Flag Scoring System is used for comparison of ESG risk across companies

As at Sep 2022. For illustrative purposes only. Source: White Oak

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Example: Banks

Key ESG Factors		Flag base	ed Scores		Multiplier	Multiplier Adjusted Flag Based Score			
,	Bank 1	Bank 2	Bank 3	Bank 4	•	Bank 1	Bank 2	Bank 3	Bank 4
Responsible Credit	2	2	2	2	1.5	3	3	3	3
Opportunities	2	2	2	2	1.5	3	3	3	3
Human Capital	2	1	1	1	1	2	1	1	1
Data Protection	1	2	2	2	1	1	2	2	2
Product Safety/ Mis-selling Risk	2	2	1	1	1	2	2	1	1
Energy Efficiency	2	2	2	2	1	2	2	2	2
Corporate Social Responsibility (CSR)	2	2	2	2	1	2	2	2	2
Total					8.0	15.0	15.0	14.0	14.0
Score (Out of 10)					•	9.4	9.4	8.8	8.8

Multipliers are used to emphasize more important ES factors' Flag Scores

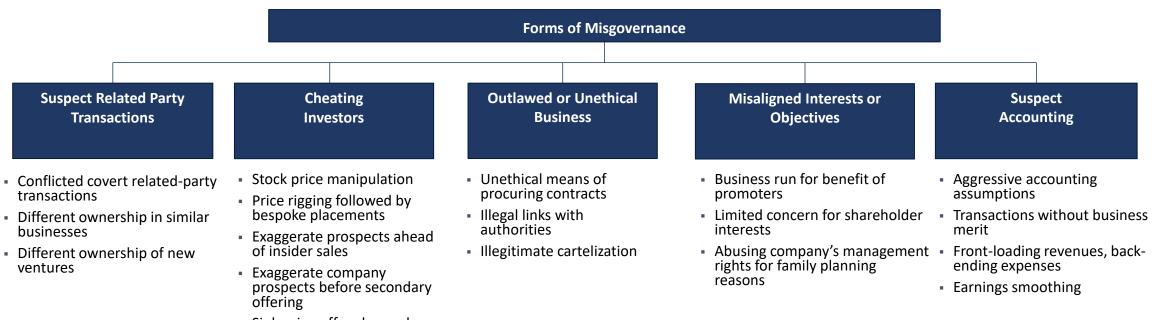
Each bank's ES practices is translated to a rating out of 10

For illustrative purposes only.

Step 5: G-Score



We aim to avoid misgoverned companies



Siphoning off cash or value

He that lieth down with dogs shall rise up with fleas - Benjamin Franklin



Key ESG Factors		Gov	ernance Sc	ore (Out of	⁻ 10)	Weight	Weight Adjusted Score			
,		Bank 1	Bank 2	Bank 3	Bank 4	Ŭ	Bank 1	Bank 2	Bank 3	Bank 4
Board		8.8	7.5	7.5	8.8	20%	1.75	1.5	1.5	1.75
Practices	►	6.9	8.8	6.9	8.1	80%	5.5	6.5	5.5	6.5
Governance Score						33%	7.25	8	7	8.25
E&S Score (Out of 10)	```					67%	9.4	9.4	8.8	8.8
Total						\langle	8.7	8.9	8.2	8.6

Other practices which including accounting, RPT (related party transactions), minority treatment, etc.

١.

Each bank's ESG practices is translated to a rating out of 10

For illustrative purposes only.

Portfolio Composition





GICS Sector Weights¹



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

Portfolio Performance: White Oak Pioneers Equity ESG Portfolio



1 September 2021 – 30 April 2023, Net of Fees in INR

	Portfolio	Benchmark % S&P BSE 500 ¹	Excess Returns (bps)	S&P BSE 100 Large cap ¹	S&P BSE 150 Mid cap ¹	S&P BSE 250 Small cap ¹
April 2023	3.9%	4.6%	-65	4.2%	5.2%	7.1%
YTD 2023	-1.4%	-1.3%	-9	-1.8%	0.3%	0.6%
2022	-5.2%	4.8%	-1001	5.5%	3.6%	-1.0%
Partial 2021	2.5%	3.1%	-58	2.0%	5.7%	10.1%
Since Inception (CAGR)	-2.5%	3.9%	-645	3.4%	5.9%	5.8%
Since Inception (Cumulative)	-4.2%	6.6%	-1075	5.7%	9.9%	9.7%

Inception Date: 09 April 2019. ¹ All indices are Net Total Return in INR. Performance is net of all fees and expenses (including taxes). Performance shown since 1 Sep 2021 as client monies were managed from this date. Performance related information provided herein is not verified by SEBI. Past performance is not a reliable indicator of future results. CAGR : Compound Annual Growth Rate

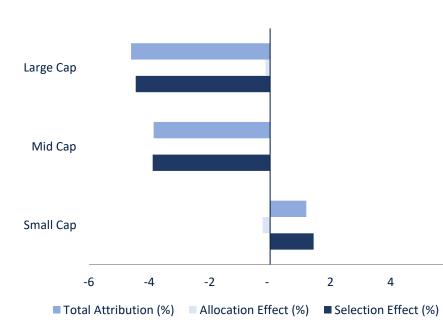
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Market Cap Attribution Analysis¹



Stock selection drives performance : 1 September 2021 – 30 April 2023

Attribution by Market Cap¹



	Port	folio	Bench	mark			
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Large Cap	61.0	2.7	78.4	7.4	-2.9	-0.2	-3.1
Mid Cap	23.2	-14.1	14.3	4.8	-4.3	0.1	-4.2
Small Cap	10.4	6.3	7.4	2.1	1.0	-0.3	0.7
Cash/Futures/Others	5.4	0.0	0.0	0.0	-	-	0.4
Total	100.0	0.4	100.0	6.6	-6.3	0.1	-6.2

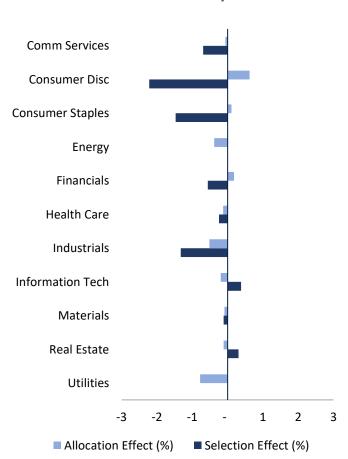
¹FactSet's Attribution Analysis. Performance is gross of fees, taxes and expenses. Market Cap Classification as per Securities and Exchange Board of India (SEBI) guidelines for Mutual Funds. Performance related information provided herein is not verified by SEBI.

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Sector Attribution Analysis¹



Stock selection drives performance : 1 September 2021 – 30 April 2023



Attribution	by Sector
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Sector	Portf	Portfolio		nmark	Attribution			
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)	
Comm Services	3.1	-16.3	2.8	1.3	-0.7	-0.1	-0.8	
Consumer Disc	12.4	4.8	8.7	22.9	-1.8	0.6	-1.2	
Consumer Staples	10.3	3.2	8.1	20.3	-1.6	0.2	-1.4	
Energy	0.0	0.0	9.3	12.3	0.0	-0.5	-0.5	
Financials	32.7	8.5	30.0	8.4	0.0	0.4	0.3	
Health Care	6.5	-22.9	5.3	-12.4	-0.3	-0.1	-0.4	
Industrials	4.3	-12.2	7.7	27.4	-1.7	-0.5	-2.2	
Information Tech	16.2	-12.6	12.7	-16.6	0.5	-0.6	0.0	
Materials	8.1	-9.2	10.2	0.4	-0.1	-0.1	-0.2	
Real Estate	1.1	33.5	0.8	11.2	0.3	-0.1	0.2	
Utilities	0.0	0.0	4.3	13.9	0.0	-0.4	-0.4	
Cash/Futures/Others	5.4	0.0	0.0	0.0	-	-	0.4	
Total	100.0	0.4	100.0	6.6	-5.4	-0.8	-6.2	

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

Portfolio Performance



Top 10 contributors and detractors for 1 September 2021 – 30 April 2023

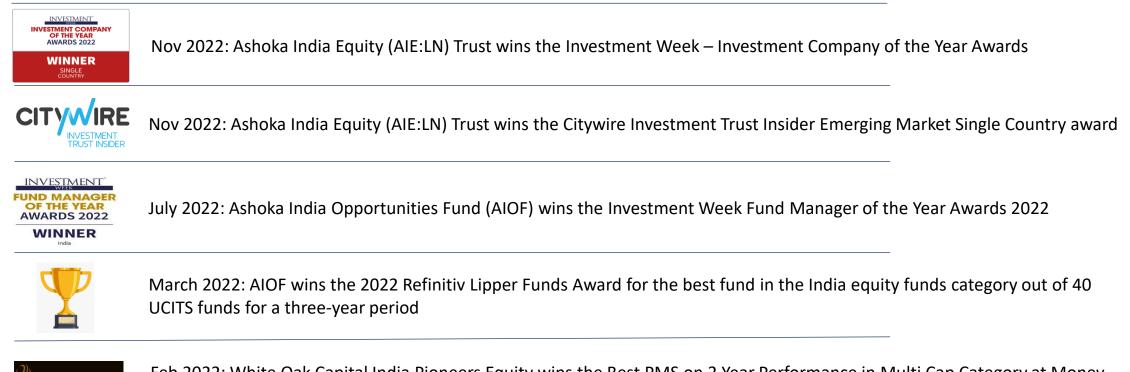
Top 10 Contributors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
Fine Organic Industries.	0.7	+56.5	+161
Cholamandalam Investment	4.9	+53.8	+142
Titan Company	6.1	+36.7	+107
Persistent Systems	2.8	+44.2	+105
ICICI Bank	10.7	+28.2	+92
Abbott India	3.6	+12.8	+48
Vedant Fashions	2.2	+40.9	+41
Nestle India	6.2	+12.1	+34
HDFC Bank	10.2	+8.1	+29
Campus Activewear	0.7	-5.9	+29

Top 10 Detractors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)	
Indigo Paints	1.1	-55.1	-151	
Computer Age Management	0.7	-46.7	-91	
Dr. Lal PathLabs	0.7	-53.0	-80	
Metropolis Healthcare	0.5	-56.4	-65	
FSN E-Commerce Ventures	0.3	-66.7	-63	
Asian Paints	1.5	-11.4	-60	
HDFC Life Insurance Co.	0.6	-26.1	-57	
Coforge	3.0	-17.4	-56	
Mphasis	0.0	-29.1	-52	
Info Edge India	1.8	-38.9	-52	

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

Recent awards won by WhiteOak Group





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 Pioneers Equity ESG 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 a India. The investment strategy is long only with a bottom-up so that outsized returns are earned over time by investing in great a business, we seek to determine the long-term sustainability execution capability of the management, and the organization's Since sustainability of returns and corporate governance form investment approach integrates Environment, Social, and Go selection of any security in the portfolio. Focus would b compliance practices and those that demonstrate ethical busine	stock selection approach. The investment philosophy is, at businesses at attractive values. To assess the quality of of return on capital, potential scalability of the business, s corporate governance culture. an important element of our investment philosophy, the vernance ("ESG") factors in decision-making process in be on businesses with industry-leading environmental			
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 Index				
Custodian	ICICI Bank, Kotak Mahindra Bank Limited & HDFC Bank Limited				





Portfolio Performance - India Acorn Fund Limited*



S&P BSE 250 Small cap¹

-1.3%

-6.0%

-1.0%

59.1%

27.9%

-8.4%

-23.7%

17.7%

9.4%

66.6%

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

	Fund	Benchmark % S&P BSE 500 ¹	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) ²	15.7%	11.8%	+388
S.I. (Cumulative) ²	128.4%	88.3%	+4009

India Acorn Fund (Cayman) : 01 Sept 2017. ¹All indices are Net Total Return. ² 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 unrealised gain, and to that extent its performance may differ from the above. Performance is calculated using Net NAV of India Acorn Fund (Cayman). *White Oak Capital Partners Pte. Ltd acts as an investment manager to India Acorn Fund Limited. Past performance is not a reliable indicator of future results.



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

	Fund (AIOFAUS ID)	Benchmark % S&P BSE 500 ²	Excess Returns (bps)	S&P BSE 100 Large cap ²	S&P BSE 150 Mid cap ²	S&P BSE 250 Small cap ²
April 2023	4.2%	4.6%	-41	4.2%	5.2%	7.1%
YTD 2023	-2.5%	-1.3%	-113	-1.8%	0.3%	0.6%
2022	-8.38%	4.77%	-1316	5.5%	3.6%	-1.0%
2021	43.59%	31.63%	+1196	26.9%	48.6%	59.1%
2020	44.71%	18.41%	+2630	16.6%	26.3%	27.9%
2019	13.16%	8.98%	+417	11.8%	0.9%	-8.4%
Since Inception (Annualised)	18.5%	13.6%	+491	12.9%	16.7%	15.2%
Since Inception (Cumulative)	109.6%	74.2%	+3537	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 500 that are not part of the S&P BSE 100 Large Cap or S&P BSE 150 Mid Cap. Past performance is not a reliable indicator of future results and returns may increase or decrease as a result of currency fluctuations.

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