

# WHITE OAK CAPITAL MANAGEMENT

## White Oak India Pioneers Equity ESG Portfolio

March 2022

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# Agenda

- i. Introduction, Portfolio Manager Profile & Portfolio Strategy
- ii. Investment Culture & Team Structure
- iii. Portfolio Construction & Risk Management
- iv. White Oak India Pioneers Equity ESG Portfolio
- v. Summary of Terms
- vi. Investment Case for Indian Equities
- vii. Appendix

# White Oak Group

## Overview

**AUM<sup>2</sup>:**  
~ US\$5.7 bn

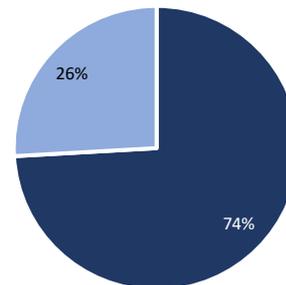
**Headcount:**  
242

**Offices:**  
India, Mauritius, Singapore,  
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’<sup>1</sup> honed over two decades; replicable across markets and businesses
- Performance first culture built-upon:
  - (a) team of local experts with global experience
  - (b) bottom-up stock selection philosophy
  - (c) disciplined fundamental research
  - (d) balanced portfolio construction

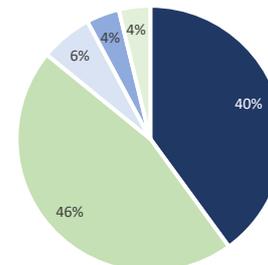
<sup>1</sup>Trademarked as OpcoFinco™ framework. <sup>2</sup>AUM as of 31 March 2022.

## Firmwide AUM Split (%) – By Geography



■ India Offshore % ■ India Onshore %

## Firmwide AUM Split (%) – By Type of Investors



■ Segregated Institutional Accounts ■ PB, WM, FO, Retail & HNWI  
■ Asset Managers, FoF ■ Endowment, Foundation  
■ Others

# 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 USD\$6.5 bn managed by his team
- Prashant and the funds managed by him at GSAM earned several awards including Citywire AAA rating and FundCalibre Elite rating
- Prashant is **AAA rated by Citywire** based on the three year risk-adjusted performance across all funds he is managing to 28<sup>th</sup> February 2022

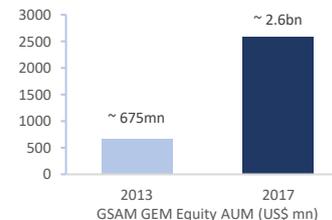
### CIO and Lead PM of GS India Equity

- 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 USD returns<sup>1</sup>** vs. 66.1% for its benchmark



### 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 USD returns<sup>2</sup>** vs. 13.1% for its benchmark



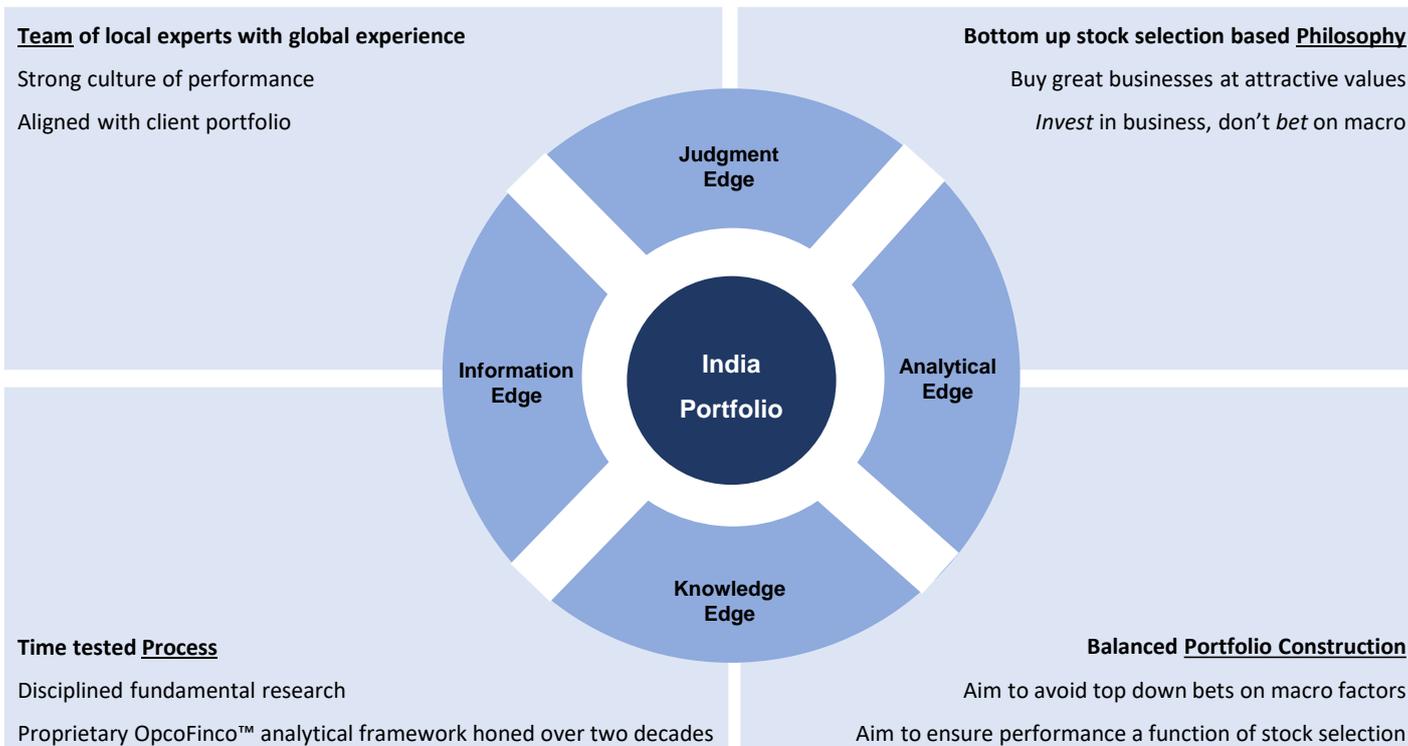
<sup>1</sup>Past performance Gross of Fees in US\$ for GS India Equity Portfolio. <sup>2</sup>Past performance Gross of Fees in US\$ for GS EM Equity Portfolio.

"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



# Our Team

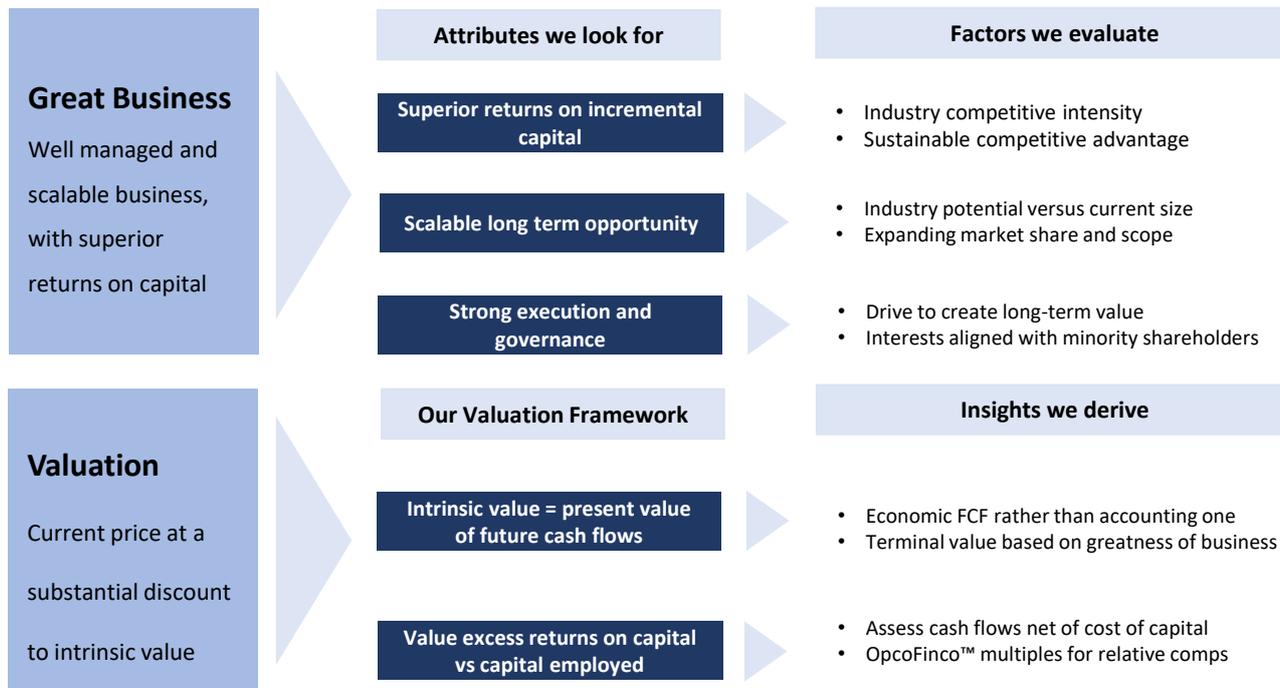
Well resourced team of local experts with global experience

Team <sup>1</sup> (Yrs of Exp)	Coverage	Team <sup>2</sup> (Yrs of Exp)	Coverage	Team <sup>3</sup> (Yrs of Exp)	Coverage	Team <sup>3</sup> (Yrs of Exp)	Coverage	Team <sup>3</sup> (Yrs of Exp)	Coverage
 <b>Prashant Khemka</b> <sup>4</sup> (24) <small>CRISIL AAA</small>	Founder	 <b>Ramesh Mantri</b> (19)	Technology, Industrials, Building Materials, Metals	 <b>Parag Jariwala</b> (15)	Financials	 <b>Aman Kapadia</b> (4)	Forensics, ESG, Primary Research	 <b>Sam vit Bordia</b>	Consumer, Retail
 <b>Manoj Garg</b> (26)	Healthcare, Chemicals, Auto, Logistics	 <b>Trupti Agrawal</b> (14)	Retail, Building Materials	 <b>Rishi Maheshwari</b> (18)	Realty	 <b>Chaitanya Kapur</b> (4)	Trading Advisor	 <b>Pratyush Agarwal</b>	Technology
 <b>Sanjay Vaid</b> (33) <small>CRISIL AAA</small>	Trading Advisor	 <b>Dhanashree Chityala</b> (3)	Trading Advisor	 <b>Rohit Chordia</b> (18)	Consumer, Telecom, Energy, Utilities	 <b>Vishwamithra Shashishekara</b> (1)	Technology, Industrials, Metals	 <b>Divyanshu Sachdeva</b>	Healthcare, Chemicals, Building Materials
 <b>Arthur Kadish</b>	Global Emerging Markets			 <b>Ayush Abhijeet</b> (10)	Technology, Consumer Discretionary, Metals	 <b>Vineet Narang</b> (1)	Healthcare, Chemicals, Industrials	 <b>Rishab Kothari</b>	Consumer, Retail
 <b>Lim Wen Loong</b>	Global Emerging Markets			 <b>Anand Bhavnani</b> (10)	Financials	 <b>Darshak Lodhiya</b> (1)	Financials, Auto, Logistics	 <b>Yash Verma</b>	Industrials, Metals
 <b>Krishna Sathyamoorthi</b>	Global Emerging Markets, Logistics			 <b>Neeraj Parkash</b> (5)	Industrials, Energy, Utilities	 <b>Kritik Jain</b>	Financials		

<sup>1</sup>Employees of White Oak Capital Partners Pte. <sup>2</sup>White Oak AMC in Mumbai. <sup>3</sup>WOCM provides non-binding, non-exclusive investment research services to White Oak Capital Partners Pte. <sup>4</sup>The Ratings are based on the manager's three year risk-adjusted performance across all funds the manager is managing to 28<sup>th</sup> February 2022

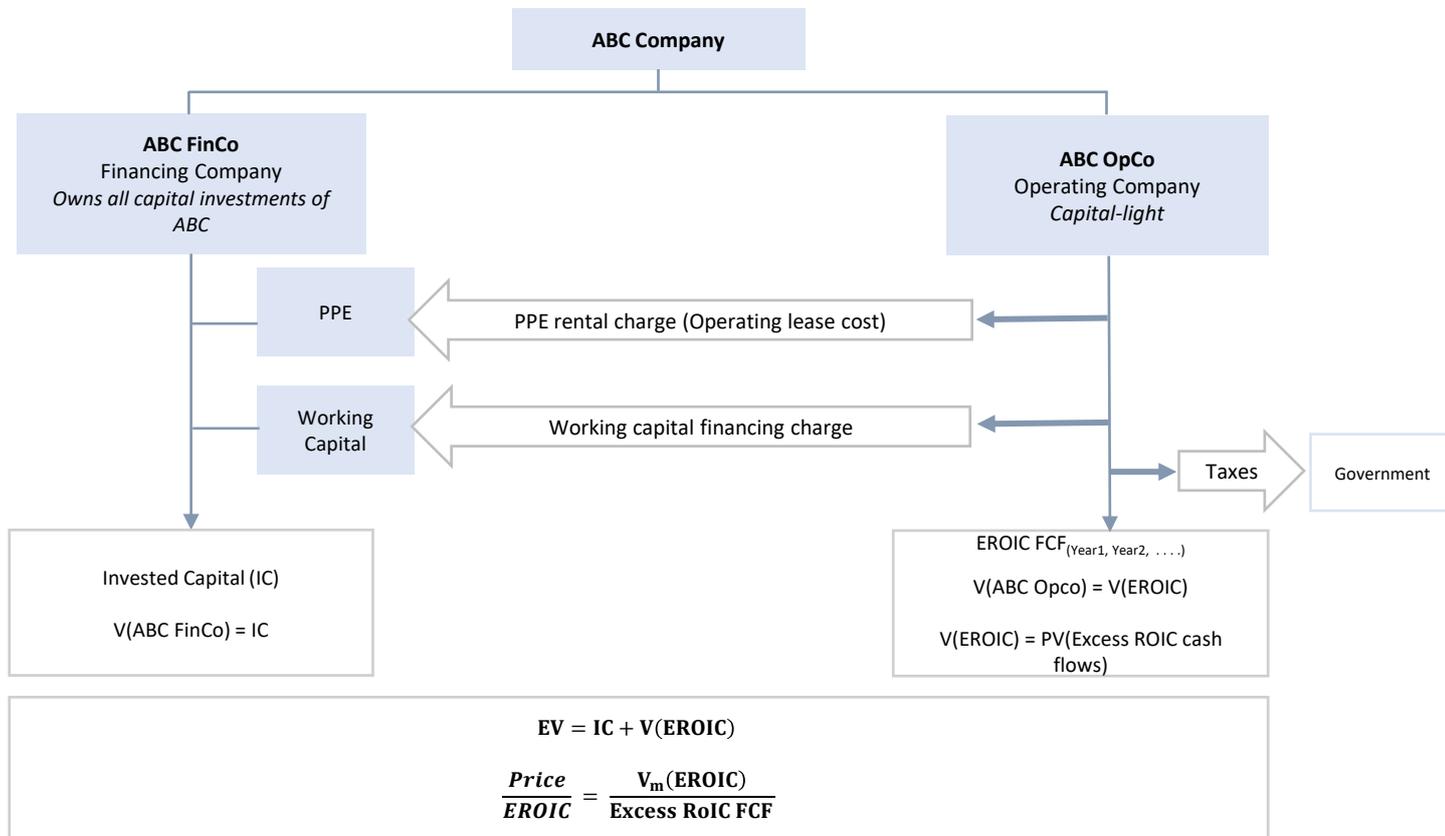
# Investment Philosophy

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



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

# OpcoFinco™ Framework



# Investment Philosophy

Aim to avoid businesses with weaker characteristics

## Poor ESG practices

Siphoning of cash or value

Manipulation of stock prices

Products detrimental to societal health

Unsustainable environment practices

Examples  
Tobacco companies  
Several fossil fuel companies

## Weak returns on incremental capital

Excessive competition in capital-intensive industry

Misallocation of capital

Empire building

Examples  
Conglomeration without capabilities

## Substitution or obsolescence risk

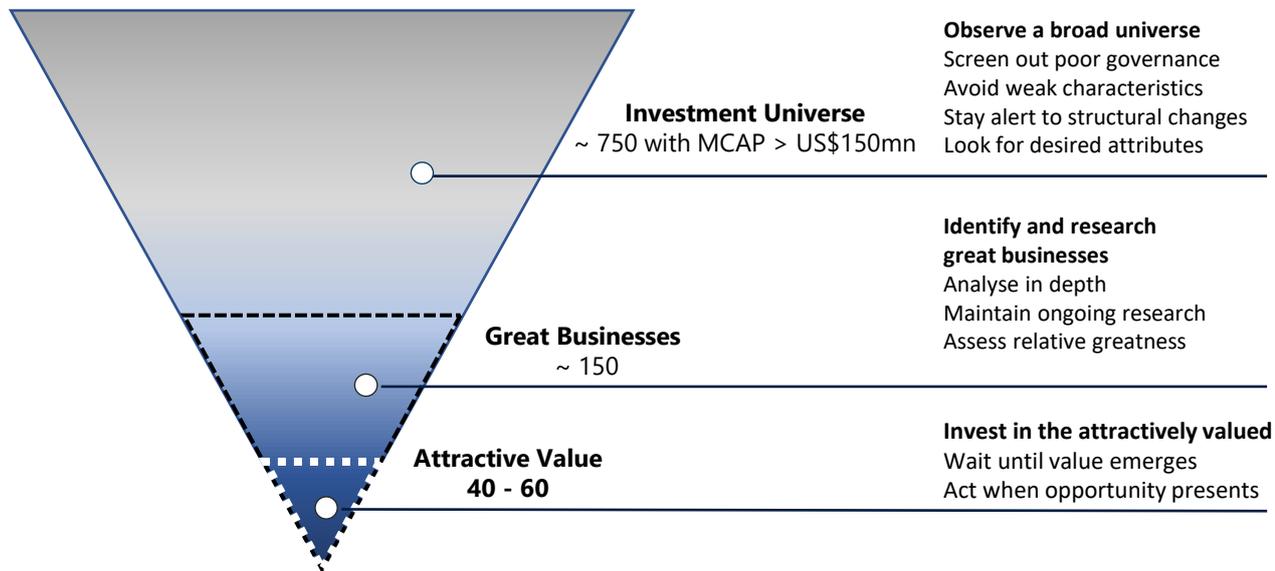
Existential threat from technological developments

Examples  
Print media from online  
Wind energy from solar  
Combustion engine from electric vehicles

*Beware of value traps*

# Investment Process

We distil from a broad investible universe



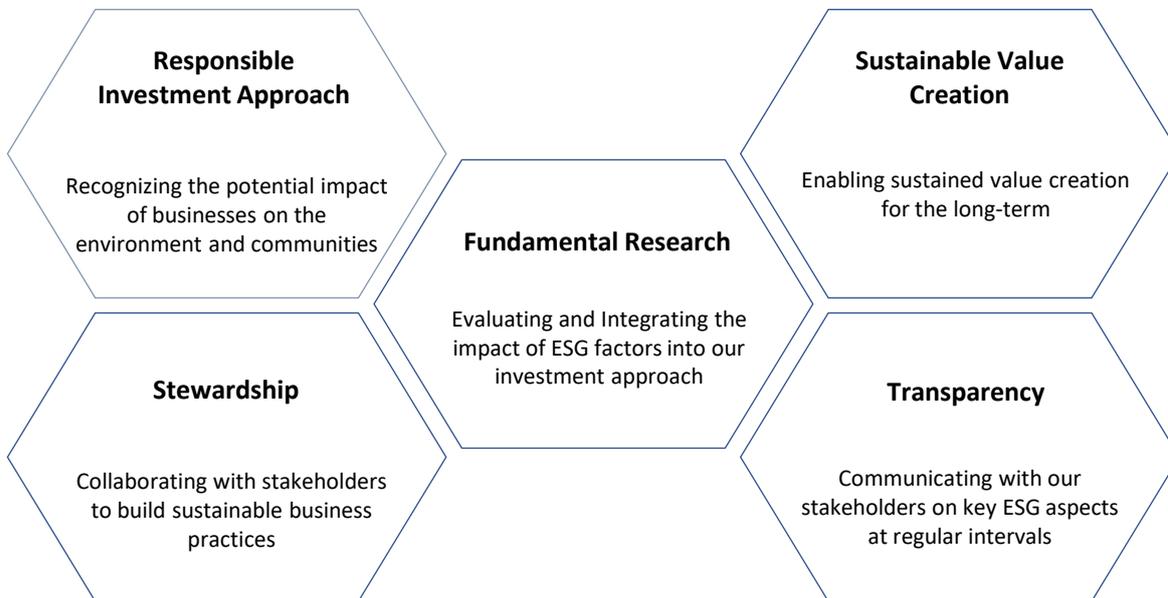
# Introduction to ESG

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- White Oak’s investment approach naturally **integrates Environment, Social, and Governance (“ESG”)** factors in its investment decision-making process
- We value businesses that follow industry-leading environmental practices, demonstrate ethical business conduct and deals fairly with stakeholders
- Sustainable investment strategy **preserves long-term shareholder and stakeholder value** by balancing financial and commercial analysis with sound ESG practices serving a wider community
- Addressing ESG issues is instrumental in effective mitigation of risks, which in our opinion plays a key role in delivering superior, sustainable and long-term value
- We are committed to ESG and are signatories to **The United Nations-backed Principles for Responsible Investment Initiative (PRI)** since 2019

# Principles guiding our ESG Framework

## Principles guiding a holistic sustainability framework



# Pillars of ESG Evaluation

Evaluating businesses on their ESG commitment and processes

## Policy

### **Do practices reflect management's commitment towards ESG?**

- Is there a well-defined policy which ensures management oversight?
- Are internal processes aligned towards driving sustainable growth?
- Are there stated policies towards environmental protection?

## Risk Assessment

### **What is the risk management framework?**

- Underlying processes and capabilities at identifying potential risks?
- How well are ESG risks integrated into the overall framework?
- Is there an organization wide 'risk-culture'?

## Strategy

### **How well is ESG integrated as a core element of business strategy?**

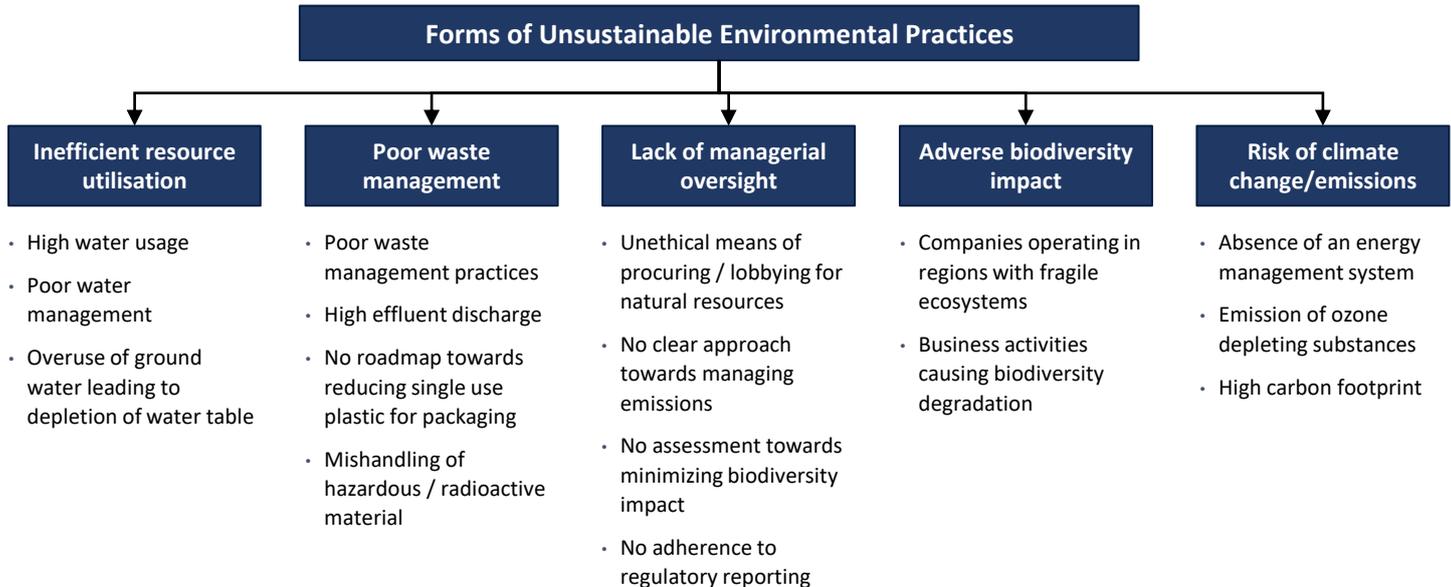
- How well are the ESG aspects integrated into the business strategy?
- Is the organization capitalizing on unique ESG opportunities?
- How is the management incentivized to create value in a sustainable fashion?

# Key Considerations for ESG Evaluation

Environment	Social	Governance
<ul style="list-style-type: none"> <li>• Effluent treatment processes</li> <li>• Efficient utilization of natural resources</li> <li>• Management oversight on environmental performance</li> <li>• Integration of environmental consideration in product innovation</li> <li>• Focus on reducing carbon intensity</li> <li>• Climate change risk assessment and mitigation</li> </ul>	<ul style="list-style-type: none"> <li>• Promoting diversity and inclusion</li> <li>• Health and safety management systems</li> <li>• Data security and Intellectual Capital protection</li> <li>• Grievance management systems</li> <li>• Crisis management and emergency preparedness</li> <li>• Community development through CSR activities</li> </ul>	<ul style="list-style-type: none"> <li>• Economic alignment of management with long term performance</li> <li>• Related party transactions</li> <li>• Poor accounting practises</li> <li>• Executive compensation</li> <li>• Independence of risk management function</li> <li>• Compliance management and whistleblower mechanism</li> <li>• Anti-corruption and bribery and Anti-money laundering</li> </ul>
<b>Climate Change</b>	<ul style="list-style-type: none"> <li>• We believe that we have a responsibility towards facilitating a transition to a climate-resilient economy</li> <li>• We support the recommendations of TCFD and promote increased transparency</li> <li>• We monitor businesses with a greater exposure to climate-change related risks and their progress towards a low-carbon transition</li> <li>• We seek to encourage and promote target setting for emissions reduction and enhancement in the level of disclosures</li> </ul>	

# Key Considerations for ESG Evaluation

We aim to avoid companies that have unsustainable environmental practices



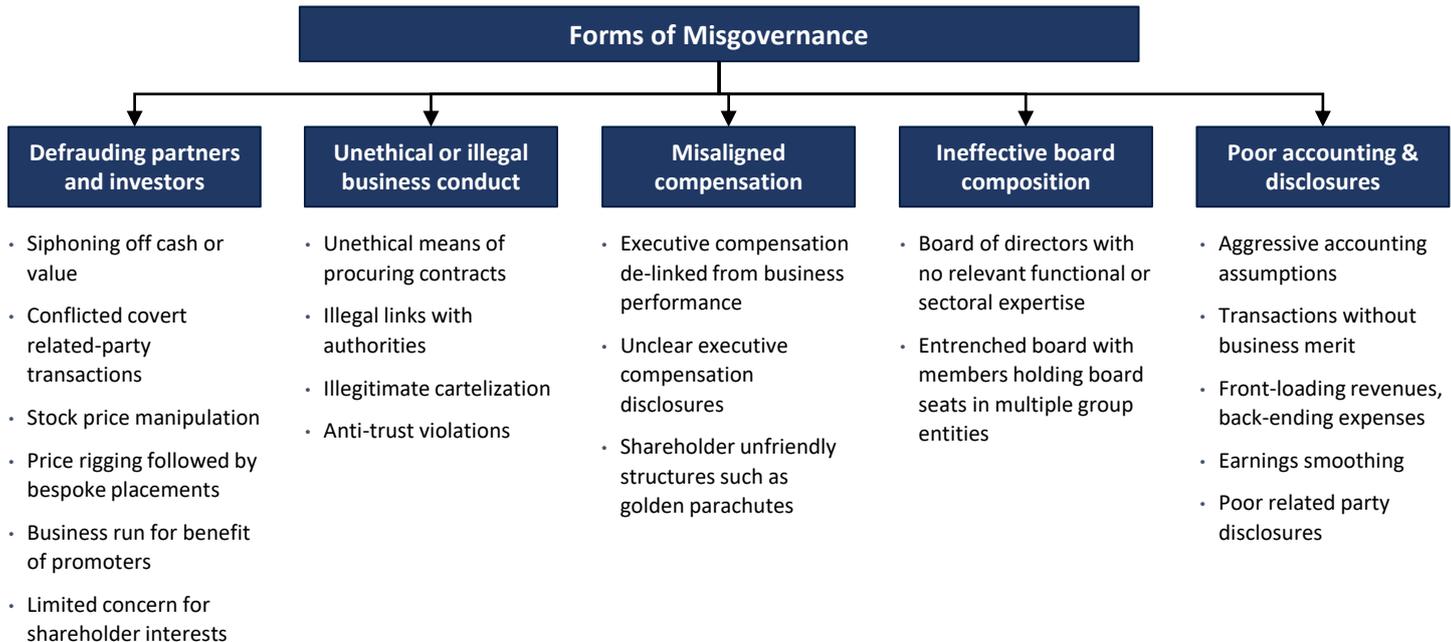
# Key Considerations for ESG Evaluation

We aim to avoid companies that have unsustainable social practices

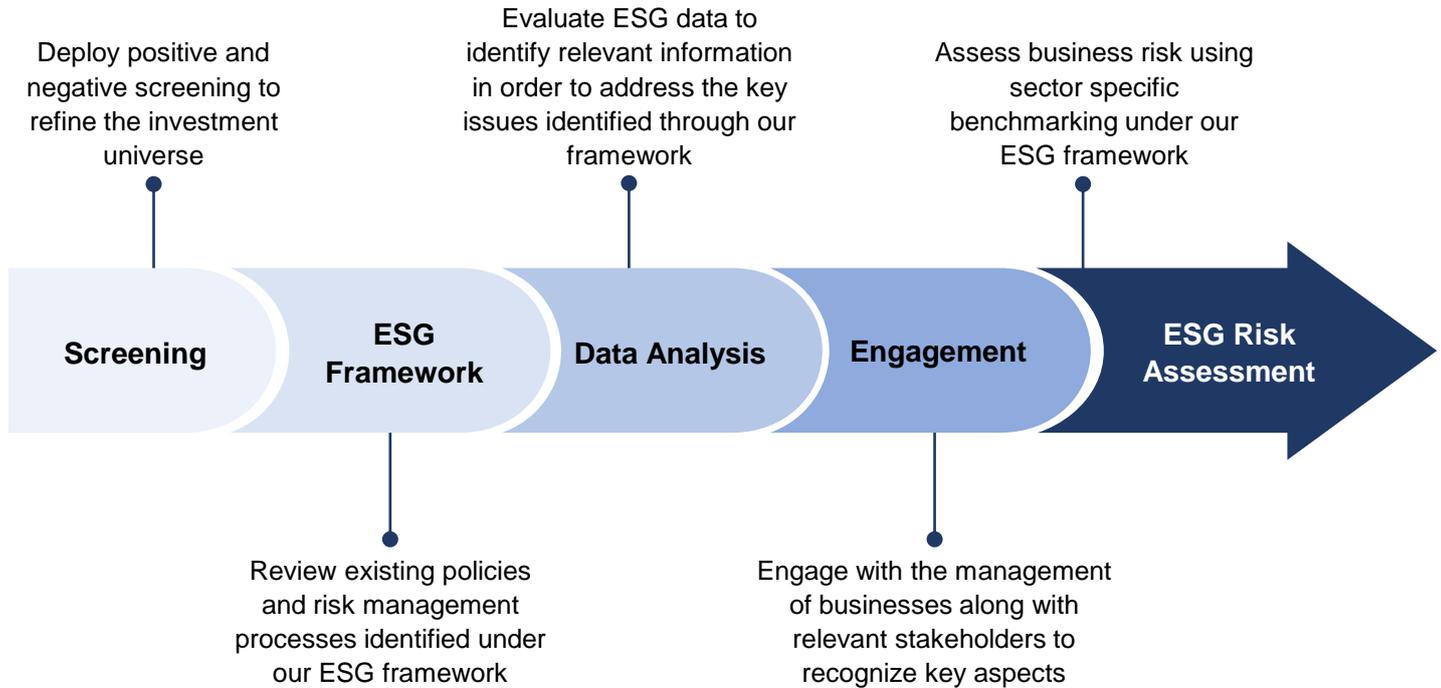


# Key Considerations for ESG Evaluation

We aim to avoid misgoverned companies



# ESG Evaluation



# Engagement for Positive Change

## OBJECTIVES

**Engage with businesses to encourage strategic focus on ESG through better disclosures and proactive approach**

**Maintain a dialogue to understand management approach and experience on ESG matters**

**Enhance analysis of the portfolio's risks and opportunities**

## KEY QUESTIONS

1

Which industry specific ESG issues is management focusing on?

2

What is the approach towards identifying and addressing ESG risk?

3

Is the management involved in building internal capabilities for effective ESG-focused culture?

4

How is the organization incentivized to create value sustainably?

5

How does the business engage with various stakeholders on ESG matters?

6

What is approach towards ESG reporting to stakeholders and roadmap to target setting?

# Summary Exclusion List

Sr No	Exclusion List for White Oak <sup>1</sup>
1	Production or trade in any product or activity deemed illegal under host country laws or regulations or internal conventions and agreements, or subject to international bans
2	Production or trade in tobacco
3	Production or trade in radioactive materials
4	Production or trade in unbonded asbestos fibers
5	Alcohol, Gambling, casinos and equivalent enterprises
6	Production or activities involving harmful or exploitative forms of forced labor and harmful child labor
7	Businesses where a significant source of revenue is from pornography or from products or services of a substantial similar nature
8	Production or trade in antipersonnel landmines
9	Trade in Wildlife or Wildlife products under the convention of international trade in endangered species (CITES) of Wild Fauna and Flora
10	Involuntary resettlement of people, households, firms or private institutions

<sup>1</sup> We apply the principle of materiality to determine whether the business is exposed to significant risk due to its presence in a certain sector or business activity.

# ESG Reference Frameworks

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- IFC Sustainability Performance Standards
- IFC Corporate Governance Development Framework
- United Nations Principles for Responsible Investments (UNPRI)
- United Nations Sustainable Development Goals (UNSDG)
- UK Stewardship Code
- CDC Code of Responsible Investing
- Task Force on Climate-related Financial Disclosures (TCFD)

# Sector Specific ESG areas of engagement

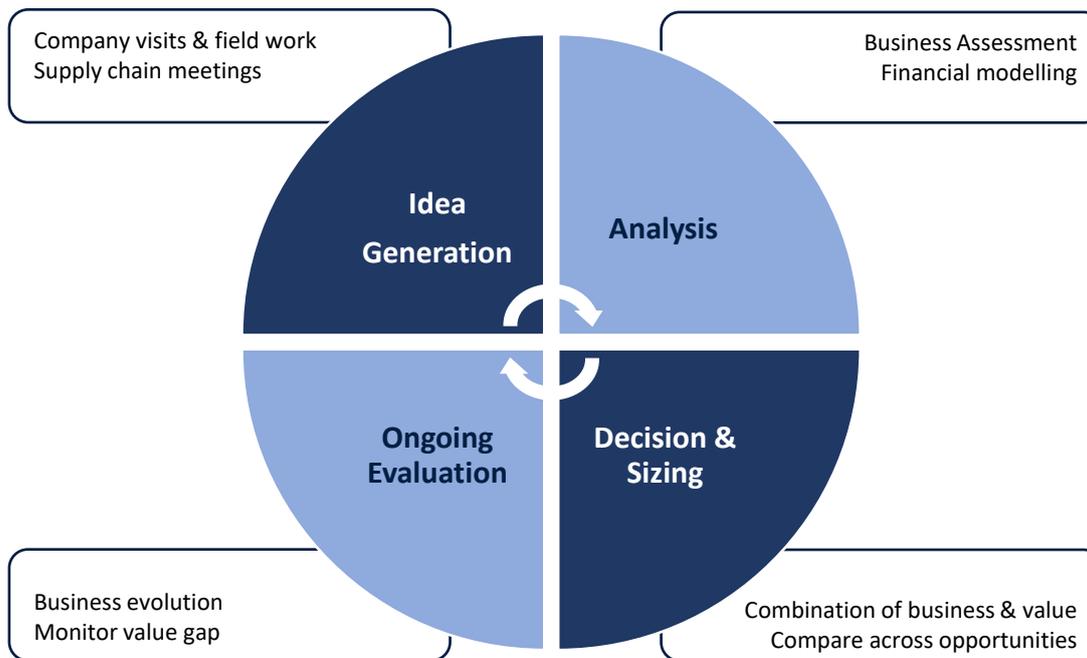
Sector	Areas of engagement
<b>Financials</b>	<ul style="list-style-type: none"> <li>• Enhanced access and affordability of mainstream financing activities</li> <li>• Integrating ESG risks in financing decisions</li> <li>• Systems and controls for customer data privacy</li> </ul>
<b>Software and IT Services</b>	<ul style="list-style-type: none"> <li>• Ensuring sound governance around information security</li> <li>• Leveraging green infrastructure to manage environmental impacts</li> <li>• Implementation of the waste management systems to reduce environmental impact</li> </ul>
<b>Consumer Discretionary and Staples</b>	<ul style="list-style-type: none"> <li>• Improving water use efficiency of operations</li> <li>• Transparency in product information, marketing and responsible selling practices</li> <li>• Sustainable sourcing practices</li> </ul>
<b>Manufacturing</b>	<ul style="list-style-type: none"> <li>• Training employees and other relevant stakeholders on occupational health and safety</li> <li>• Actively identifying the opportunities for reducing the emissions across the life-cycle of products</li> <li>• Regularly engage with local communities to support community development</li> </ul>
<b>Pharmaceuticals &amp; Chemicals</b>	<ul style="list-style-type: none"> <li>• Eliminating effluent discharge to the external environment</li> <li>• Approach towards managing the biodiversity risks and impacts</li> <li>• Managing labour rights and worker participation in decision making</li> </ul>

# Progress on Regulatory Norms

Entity	Regulations/Incentives
<b>Government</b>	<ul style="list-style-type: none"> <li>• Multiple programs launched for achieving UN SDG's 2030 goals</li> </ul>
<b>SEBI/Ministry of Corporate Affairs</b>	<ul style="list-style-type: none"> <li>• Introduction of Companies Act 2013</li> <li>• Adoption of Ind AS</li> <li>• SEBI LODR (Listing Obligations and Disclosure Requirements) regulation changes</li> <li>• Insolvency and Bankruptcy Code</li> <li>• Implementation of Kotak Committee Recommendations</li> <li>• Mandatory BRSR (Business Responsibility and Sustainability Report) for top 1,000 listed entities</li> </ul>
<b>Regulatory Initiatives</b>	<ul style="list-style-type: none"> <li>• Subsidy for establishing renewable power plants</li> <li>• Extension of FAME (Faster Adoption and Manufacturing of Hybrid and Electric vehicle) to drive EV adoption</li> <li>• Various states have announced their own EV policy as well</li> <li>• Driving auto industry towards accelerated adoption of BS6 norms</li> <li>• SOX/NOX limits for running of thermal power plants</li> <li>• Mandatory use of PNG instead of coal for manufacturing of ceramics</li> </ul>

# Investment Process

We aim to adhere to a time tested analytical framework in a disciplined manner



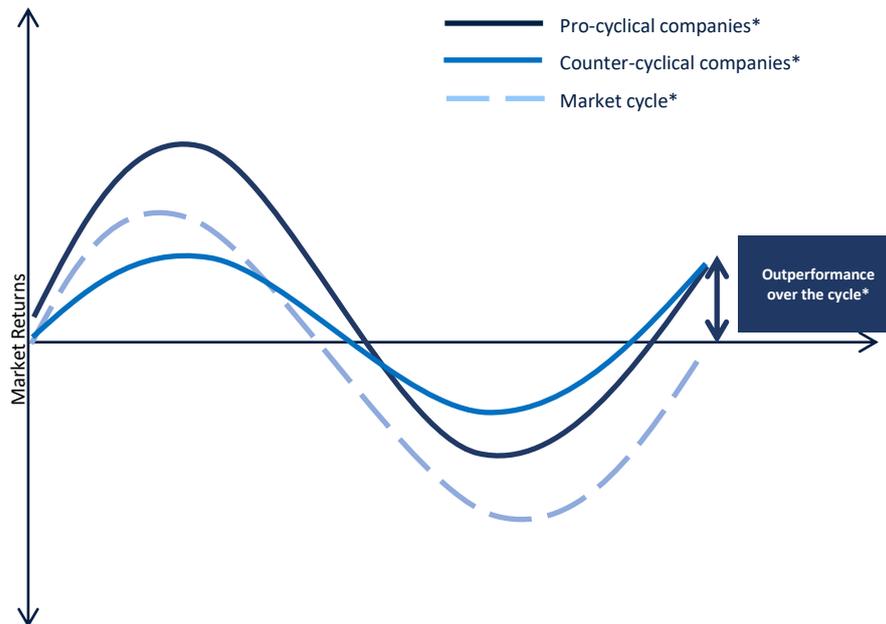
*Keep perspective of business cycles, rather than accounting years*

# Portfolio Construction & Risk Management

# 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%
  - Single industry: 30%

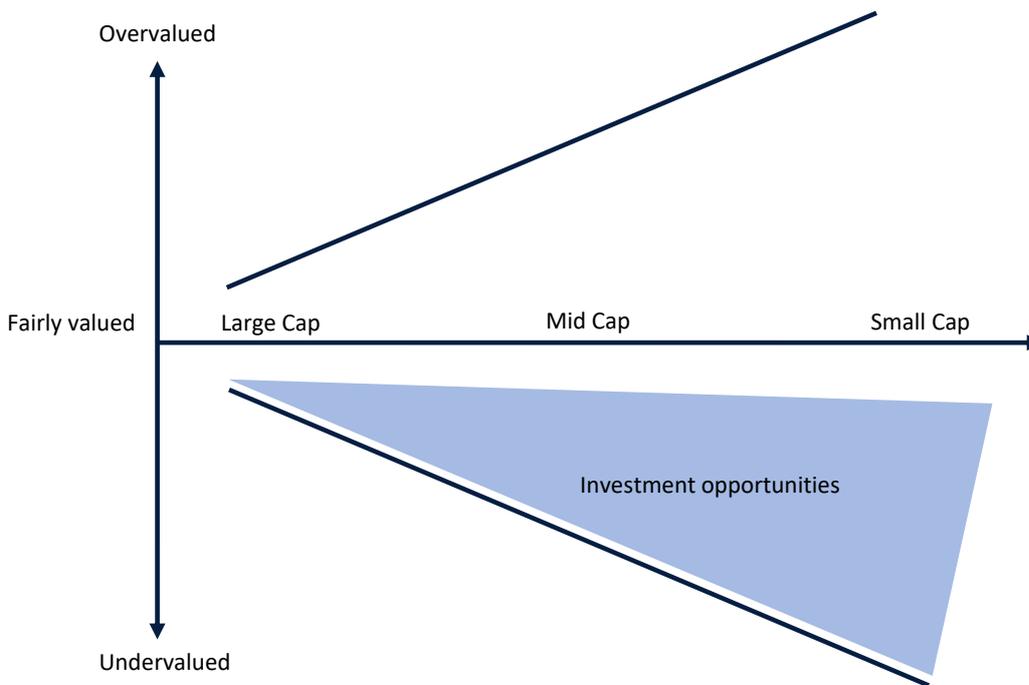


*We never forget that in macro, we only have hunches: in the micro, we can develop justifiably deep conviction*  
 - Seth Klarman

\*For Illustration Purpose only

# Opportunity Funnel

Higher inefficiencies in mid and small cap



# White Oak India Pioneers Equity ESG Portfolio

# Portfolio Performance

1 September 2021 – 31 March 2022, Net of Fees in INR

	Portfolio	Benchmark % S&P BSE 500 <sup>1</sup>	Excess Returns (bps)
YTD 2022	-5.8%	-0.3%	-550
Part 2021	2.5%	3.1%	-58
<b>S.I. (Cumulative)</b>	-3.4%	2.9%	-622

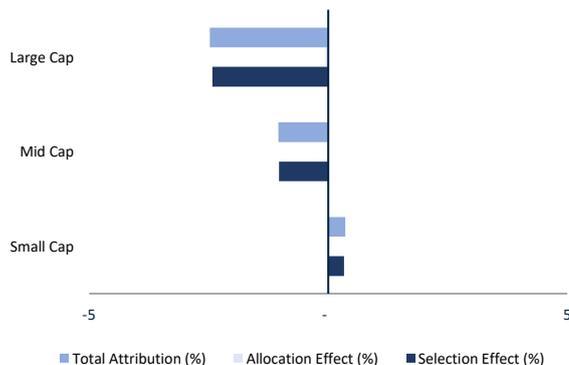
S&P BSE 100 Large cap <sup>1</sup>	S&P BSE 150 Mid cap <sup>1</sup>	S&P BSE 250 Small cap <sup>1</sup>
0.6%	-2.9%	-3.9%
2.0%	5.7%	10.1%
2.6%	2.7%	5.8%

Inception Date: 1 September 2021. <sup>1</sup> All indices are Net Total Return in INR. Performance is net of all fees and expenses (including taxes). Performance shown since 1 September 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. Part 2021 : From September 1, 2021, till December 31, 2021.

# Market Cap Attribution Analysis

Stock selection drives performance : 1 September 2021 – 31 March 2022

Attribution by Market Cap<sup>1</sup>



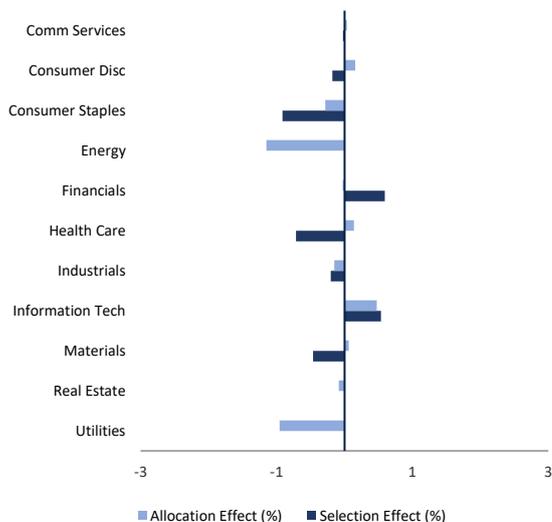
	Portfolio		Benchmark		Attribution		
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Large Cap	58.6	-0.9	78.0	3.2	-2.4	0.0	-2.5
Mid Cap	24.2	-1.7	14.5	2.4	-1.0	0.0	-1.0
Small Cap	10.8	3.1	7.5	0.8	0.3	0.0	0.4
Cash/Futures/Others	6.4	0.0	0.0	0.0	-	-	0.1
<b>Total</b>	<b>100.0</b>	<b>-0.2</b>	<b>100.0</b>	<b>2.9</b>	<b>-3.1</b>	<b>0.0</b>	<b>-3.1</b>

<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

Stock selection drives performance : 1 September 2021 – 31 March 2022

Attribution by Sector<sup>1</sup>



Sector	Portfolio		Benchmark		Attribution		
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Comm Services	2.3	9.7	2.9	11.5	0.0	0.0	0.0
Consumer Disc	11.7	7.2	8.2	8.7	-0.2	0.2	0.0
Consumer Staples	10.0	-16.2	7.5	-8.1	-0.9	-0.3	-1.2
Energy	0.0	0.0	9.1	16.3	0.0	-1.2	-1.2
Financials	30.5	-2.6	29.9	-4.5	0.6	0.0	0.6
Health Care	4.0	-23.7	5.5	-8.1	-0.7	0.1	-0.6
Industrials	2.6	-1.2	7.3	6.4	-0.2	-0.1	-0.4
Information Tech	22.2	11.0	14.1	8.2	0.5	0.5	1.0
Materials	10.2	-1.7	10.6	2.4	-0.5	0.1	-0.4
Real Estate	0.0	0.0	0.9	14.8	0.0	-0.1	-0.1
Utilities	0.0	0.0	3.9	31.1	0.0	-1.0	-1.0
Cash/Futures/Others	6.4	0.0	0.0	0.0	-	-	0.1
<b>Total</b>	<b>100.0</b>	<b>-0.2</b>	<b>100.0</b>	<b>2.9</b>	<b>-1.4</b>	<b>-1.7</b>	<b>-3.1</b>

<sup>1</sup>Factset's Attribution Analysis: GICS Classification. Performance is gross of fees, taxes and expenses. Performance related information provided herein is not verified by SEBI.

# Portfolio Performance

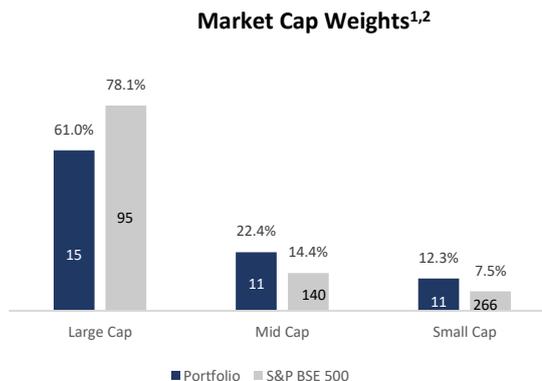
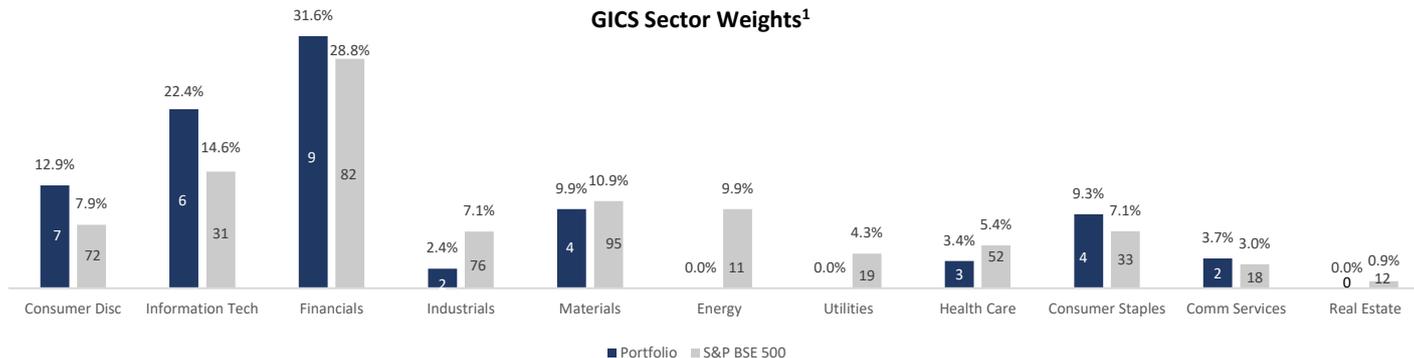
Top 10 contributors and detractors for 1 September 2021 – 31 March 2022

Top 10 Contributors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
Persistent Systems	4.9	+43.7	+135
Titan Company	5.9	+30.8	+101
Fine Organic Industries	2.7	+41.5	+71
Cholamandalam Investment	4.1	+26.5	+69
Mphasis	4.1	+21.7	+61
Saregama India	2.1	+48.1	+53
Infosys	9.7	+14.7	+36
Clean Science & Technology	1.2	+33.0	+25
L&T Technology Services	1.2	+31.4	+24
Go Fashion (India)	0.8	+11.9	+5

Top 10 Detractors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
Indigo Paints	1.6	-37.7	-100
Nestle India	5.7	-11.8	-85
CAMS	0.8	-41.1	-76
Dr. Lal PathLabs	1.0	-37.5	-53
Crompton Greaves	1.3	-23.4	-52
3M India	1.2	-21.4	-36
HDFC Life Insurance	1.4	-25.1	-36
Coforge	2.4	-13.3	-35
Dodla Dairy	1.2	-18.4	-33
Asian Paints	4.4	-6.6	-33

# Portfolio Composition

As at 31 March 2022



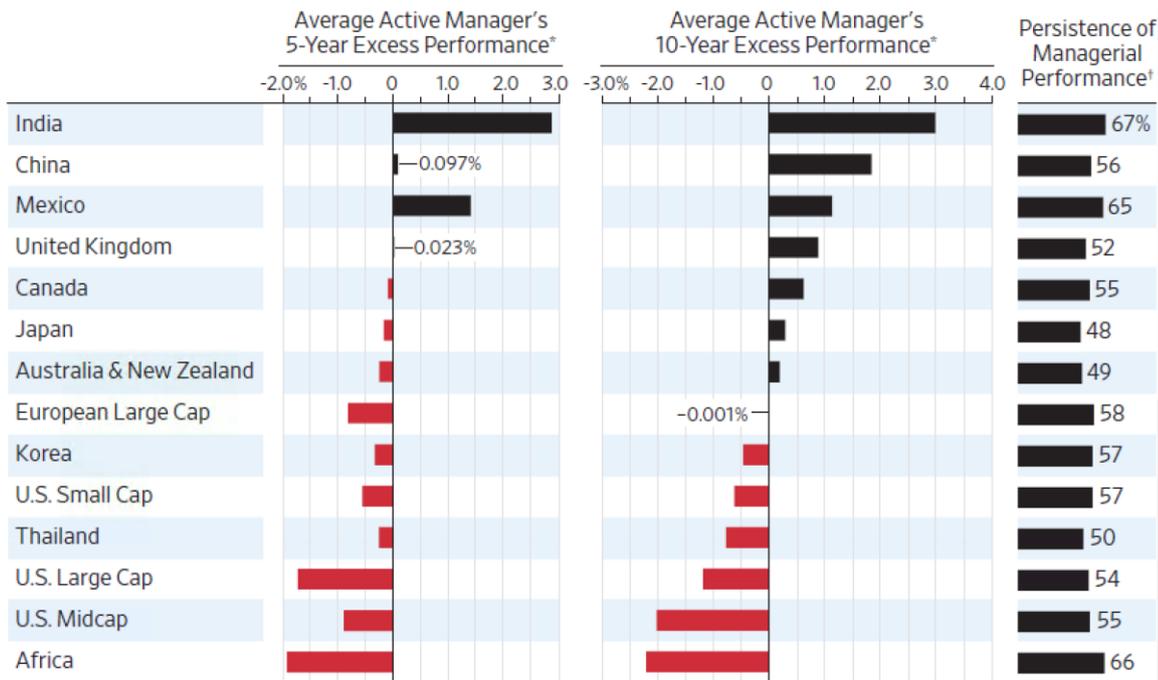
<sup>1</sup>The number inside the bars denote the number of companies in each classification. ETF's and Index futures have been included in large cap. <sup>2</sup> Market Cap Classification as per Securities and Exchange Board of India (SEBI) guidelines. <sup>3</sup>White Oak Research, Bloomberg.

# 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	<p>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. To assess the quality of a business, we seek to determine the long-term sustainability of return on capital, potential scalability of the business, execution capability of the management, and the organization’s corporate governance culture.</p> <p>Since sustainability of returns and corporate governance form an important element of our investment philosophy, the investment approach integrates Environment, Social, and Governance (“ESG”) factors in decision-making process in selection of any security in the portfolio. Focus would be on businesses with industry-leading environmental compliance practices and those that demonstrate ethical business conduct and fair dealings with stakeholders.</p>	
Minimum Investment	INR 50 lakhs	
Investment Amount & Management Fees	<b>&lt; INR 10 cr</b>	<b>&gt; INR 10 cr</b>
	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	

# Investment Case for Indian Equities

# Alpha Opportunity – Most Compelling Reason to Invest



\*Annualized, compared with benchmark/Index  
 †Persistence of Managerial Performance = Percentage of active managers in the top half of performance from 2009 to 2013 that are in the top half of performers from 2014 to 2018

Source: The Wall Street Journal.

# The Long-term Case for Indian Equities

## Economic evolution

2020 US\$2.9tn: 6<sup>th</sup> largest  
2030est. US\$6tn: 3<sup>rd</sup> largest

- Once in an era transformation
- Multi-generational opportunity

## Strong domestically driven growth

Consumption = 58% of GDP

- Key driver for global growth over coming years
- Attractive demographics, domestic consumption and investment

## Profitable and diverse corporate universe

20-year RoE=17%

- Superior corporate profitability, superior asset mix
- Entrepreneurially driven capital allocation

## Institutional infrastructure of a mature democracy

Net Democracy score 9/10\*

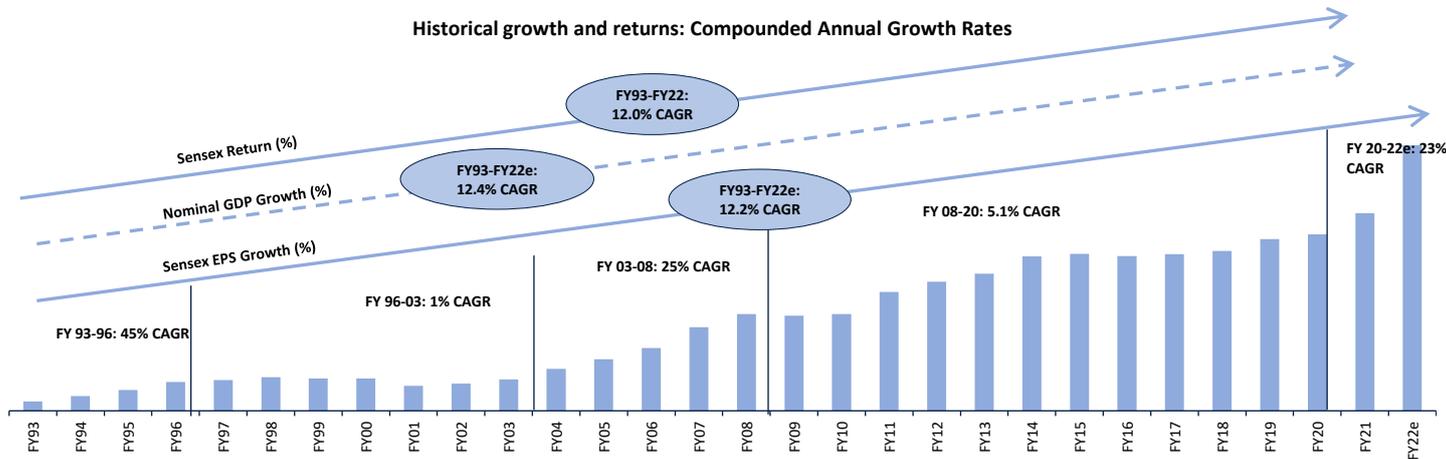
- Independent Central Bank, Election Commission and Judiciary
- Strong property rights under a Common Law system

Source: White Oak; 2030 estimates from CEBR (The Centre for Economics and Business Research), \* As per Polity Database

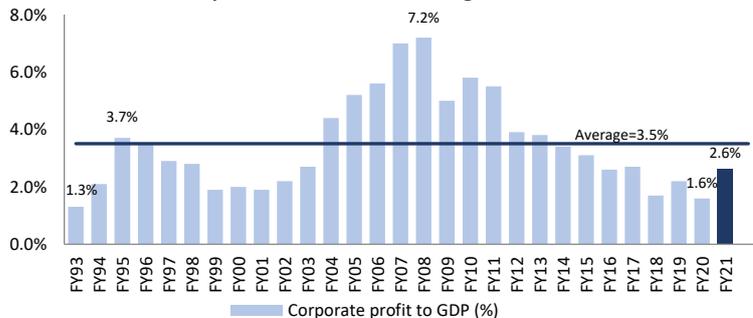


# Corporate Earnings

### Historical growth and returns: Compounded Annual Growth Rates



### Corporate Profits as a Percentage of GDP



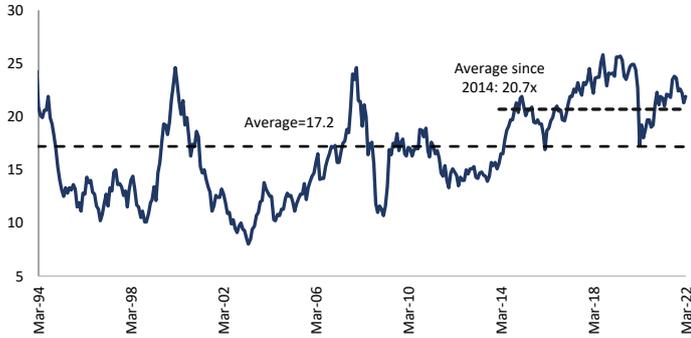
### Average Return on Equity from 2000-2020

India	17.3%
Asia Pacific ex-Japan	12.4%
Emerging Markets	13.0%
World	11.1%

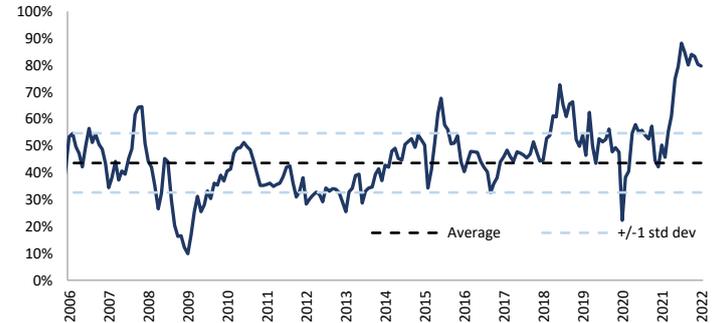
Source: Motilal Oswal Institutional Research, Spark, Bloomberg, White Oak Research.

# Valuation History

### Sensex Forward P/E <sup>1,2</sup>



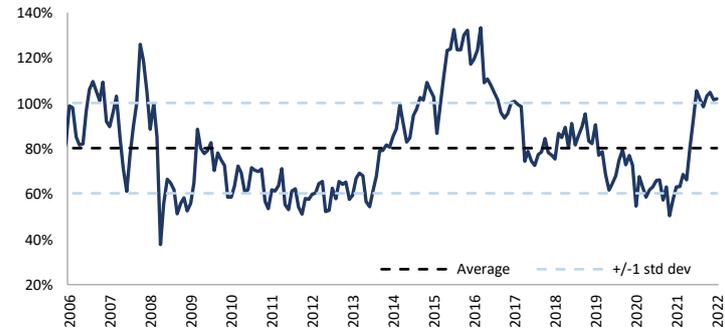
### MSCI India P/E premium over MSCI EM % <sup>2,3</sup>



### Sensex Forward P/B <sup>1,2</sup>



### MSCI India P/B premium over MSCI EM % <sup>2,3</sup>



Source: Bloomberg, Motilal Oswal Institutional Research, UBS. <sup>1</sup>Data as of March 2022. <sup>2</sup>Sensex is the benchmark index of India's Bombay Stock Exchange (BSE). The Sensex is comprised of 30 of the largest and most actively-traded stocks on the BSE, providing a gauge of India's economy. <sup>3</sup>The MSCI India Index is designed to measure the performance of the large and mid cap segments of the Indian market.

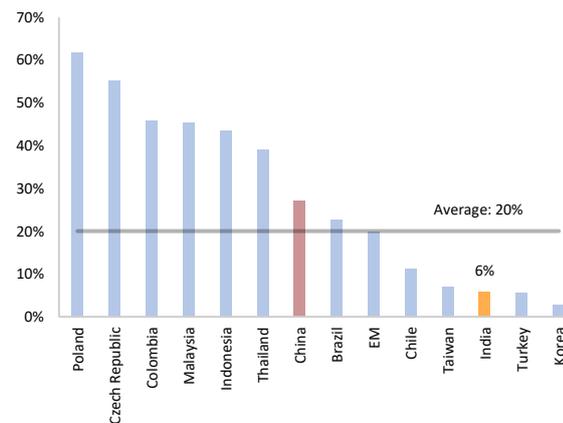
# Entrepreneurially driven diverse corporate universe



## MSCI Country IMI Index

% weight	India	China	South Africa	Brazil	Russia	Korea	Taiwan
Comm. Services	3.7	17.2	9.8	1.8	7.8	9.3	2.1
Cons. Disc.	9.0	27.7	12.4	7.3	0.7	9.0	3.0
Cons. Staples	7.0	5.5	9.2	9.3	3.1	3.5	1.7
Energy	10.2	2.3	1.6	14.7	49.6	1.6	0.3
Financials	21.9	16.6	32.5	22.4	18.9	8.9	13.2
Health Care	5.7	6.5	2.6	4.3	0.2	6.8	0.7
Industrials	7.2	5.9	2.5	8.3	0.6	10.1	4.8
Technology	17.2	6.2	0.1	1.3	0.1	42.2	66.7
Materials	12.0	4.0	25.3	22.8	17.6	8.0	7.0
Real Estate	1.2	4.9	4.0	1.1	0.2	0.2	0.5
Utilities	5.0	2.7		6.7	1.2	0.5	
<b>HHI*</b>	<b>221</b>	<b>328</b>	<b>329</b>	<b>735</b>	<b>941</b>	<b>1,141</b>	<b>1,363</b>

## State-Owned Enterprise weights in Emerging markets



Source: Factset, White Oak, Data as of March 2022, except for Russia which is as of Dec 2021

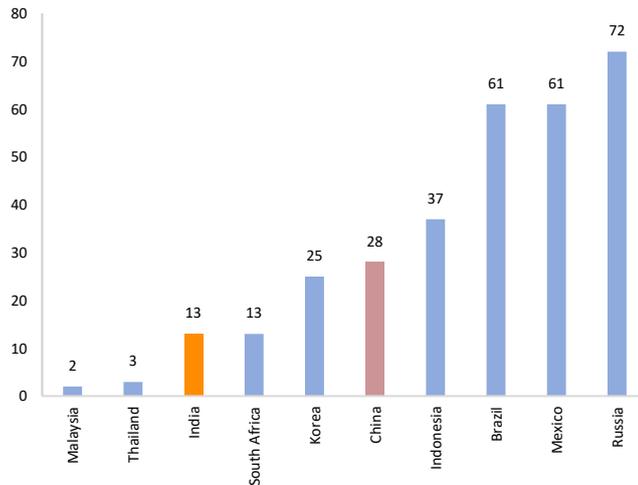
\* Herfindahl-Hirschman Index (HHI) as calculated by Factset provides numerical measure of the portfolio concentration of an aggregate. This is measured by summing the squared weights of the constituents. Weights of securities that have the same parent equity are consolidated for this metric.



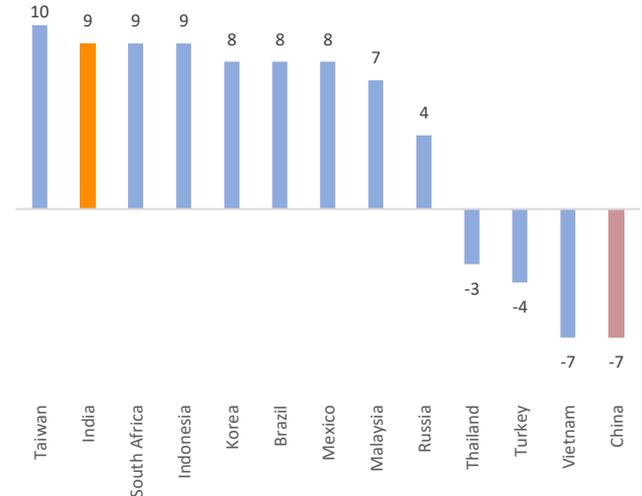
# Democratic Institutions and Minority Protection - India vs EM peers

WHITEOAK

### Minority Investor Protection Rank – India vs EMs



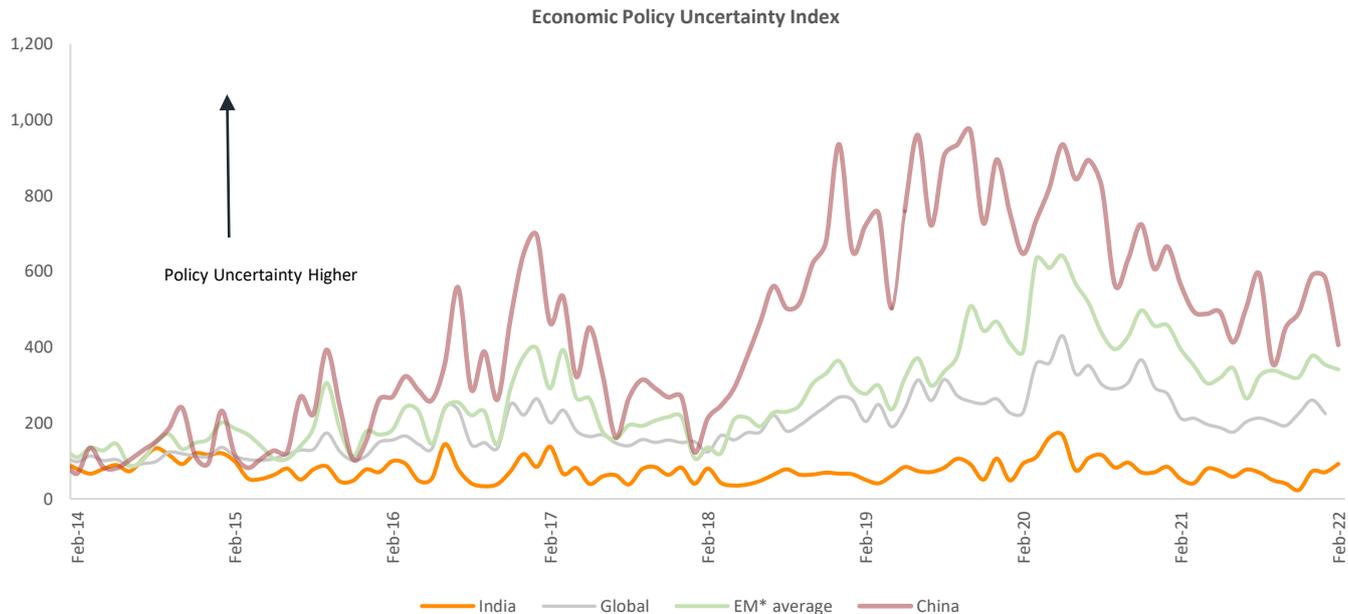
### Net Democracy Score- India vs EMs



Source: World Bank Doing Business Report 2020, Polity Project database

\* Net Democracy Score = Polity score obtained by deducting autocracy score from democracy score. In the Polity database, countries are rated between -10 (full autocracy) to +10 (full democracy).

# India's policy more predictable than peers

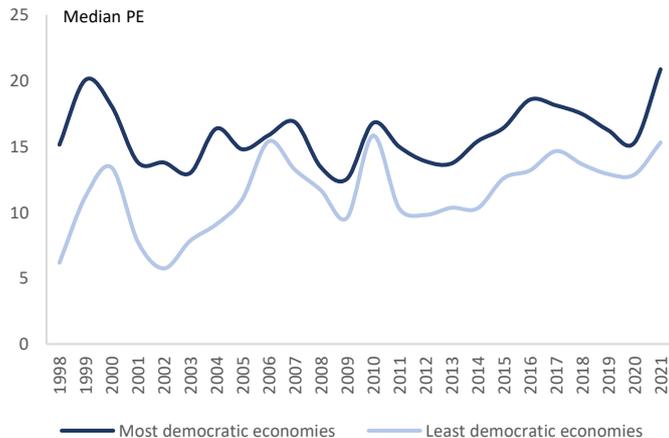


\* EM average: China, Russia, Mexico, Brazil

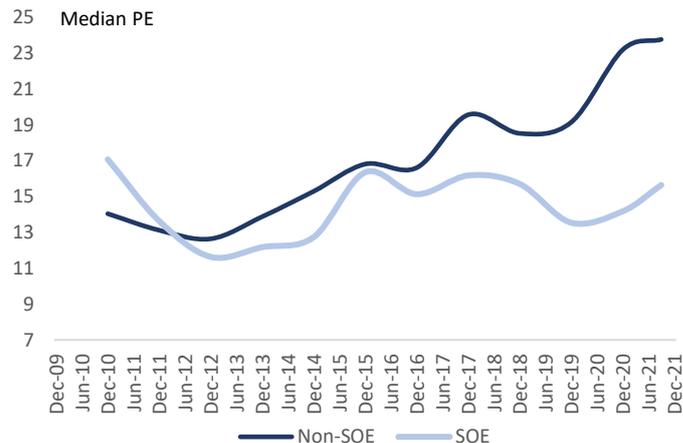
Source: Baker, Bloom and Davis (2016)

# Democracy and SOE composition impact PE multiples

**PE differential – Most and Least Democratic countries**



**PE differential among EM universe – SOE vs non SOE**



Sample list of countries that are most democratic (Net Democracy score  $\geq 8$ )

India, Taiwan, Indonesia, South Africa, Poland, Brazil, Chile

Sample list of least democratic economies (Net Democracy score  $< 5$ )

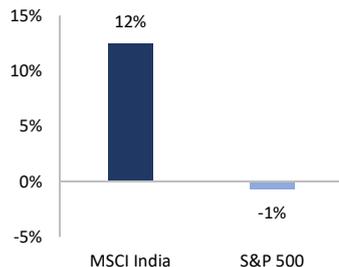
China, Egypt, Ukraine, Russia, Saudi Arabia, Turkey

Source: Polity Project Database, Factset

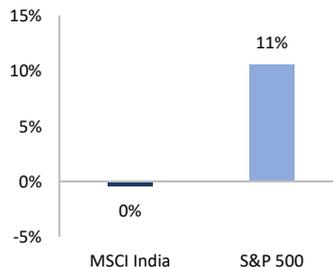
# A tale of two decades – India vs US

## Total Return (US\$)

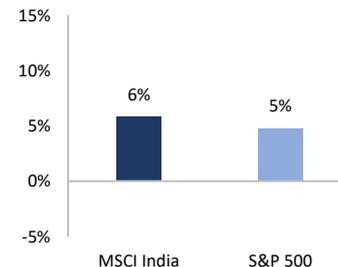
### 2000 - 2010



### 2010 – 2020

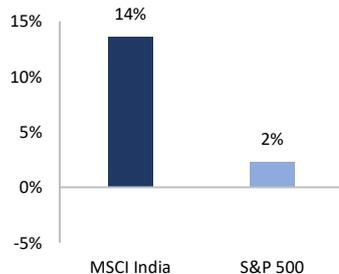


### 2000 – 2020

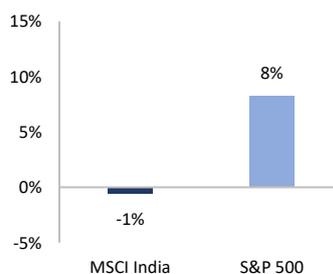


## Earnings Growth (US\$)

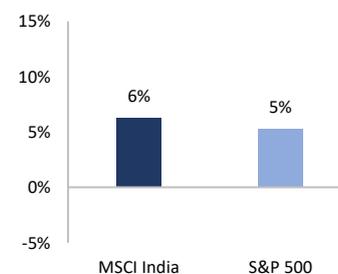
### 2000 - 2010



### 2010 – 2020



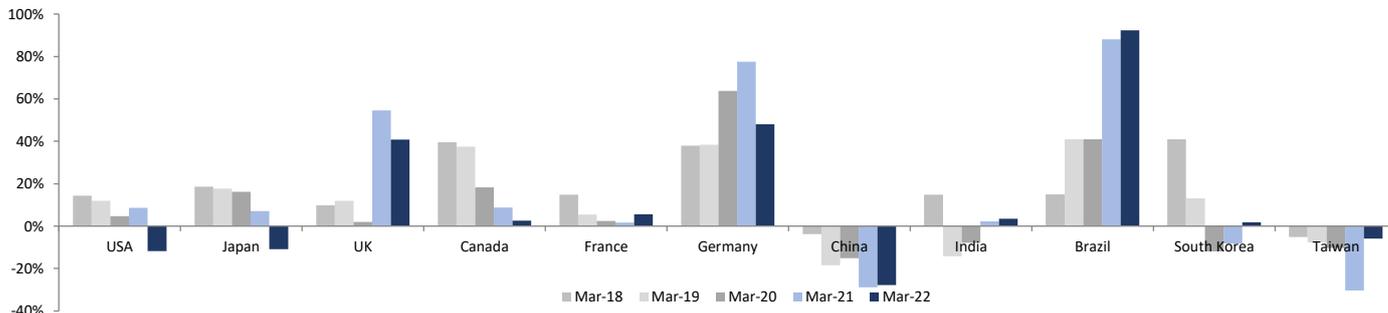
### 2000 – 2020



Source: Bloomberg. \*Data shown above is for fiscal year ending March 2020.

# Mid-Cap Multiples Premium/Discount

**Midcap Prem/Disc across Markets % (on 12 m Fwd PE)**



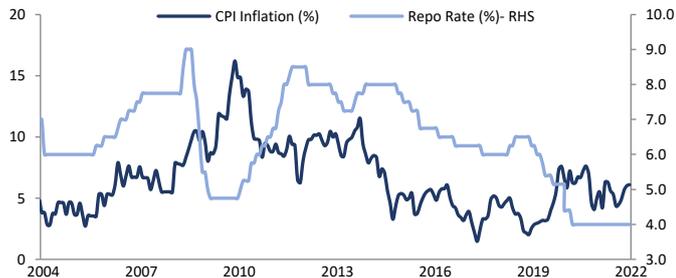
**India's historical Mid Cap vs Large Cap stocks premium % (on 12 m Fwd PE)**



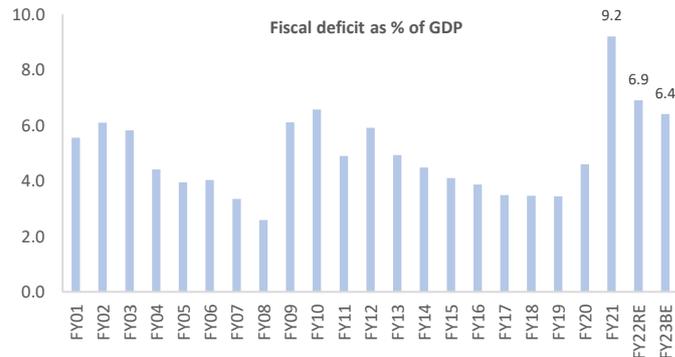
Source: Bloomberg. Data as of March 2022, data for SMID vs Large cap 12m forward PE ratio for respective country's MSCI index.

# Macroeconomic Indicators are supportive

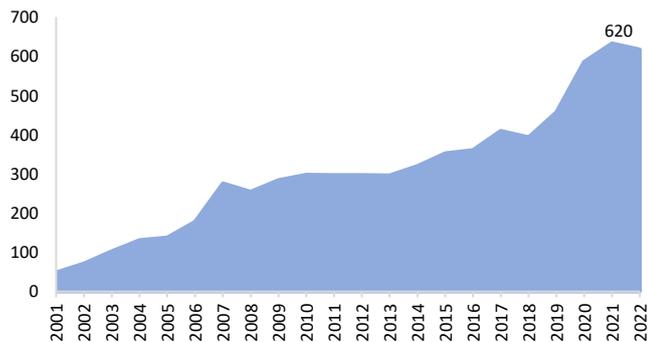
**Inflation and Interest Rates**



**Fiscal Deficit**



**Forex reserves (US\$bn)**



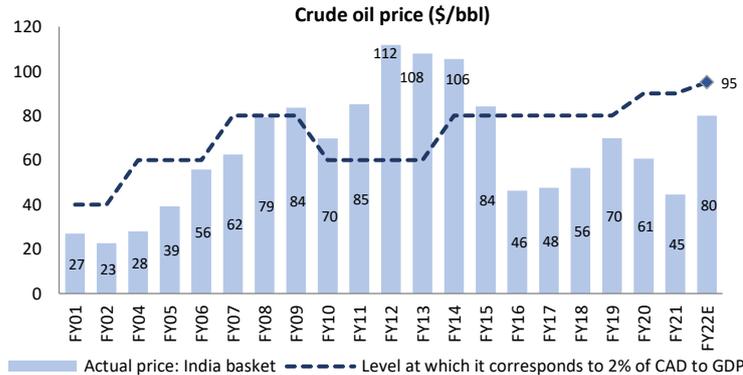
**Current Account Deficit (CAD) to GDP, %**



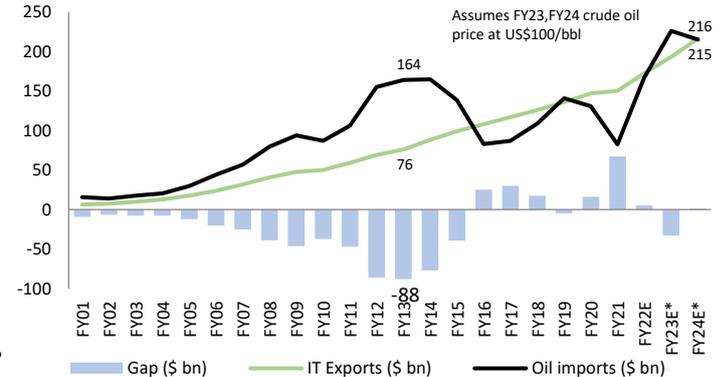
Source: Bloomberg, Reserve Bank of India. \* FY23 budgeted estimate as per FY23 Union Budget announcement, Updated through March 2022.

# Changing dynamics of external sector

### Vulnerability to oil prices lower....



### As IT exports have surpassed the oil import bill

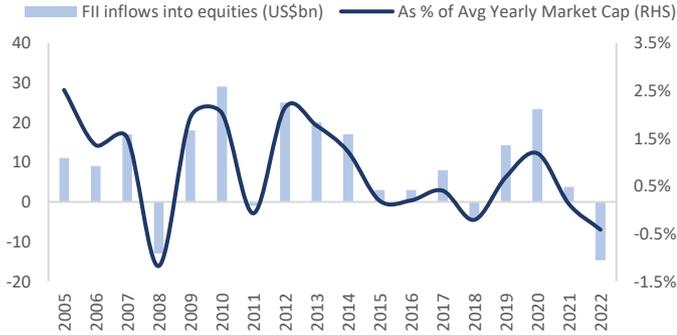


- For every US\$10/bbl increase in crude oil prices, it is estimated that CAD to GDP increases by 40bps
- Over the years, growing software exports and narrowing of non-oil trade deficit due to rising exports in engineering goods, electronics and textiles have reduced India's vulnerability to higher crude oil prices
- Initiatives like Production Linked Incentive (PLI) scheme likely to further reduce import dependency in manufacturing sector

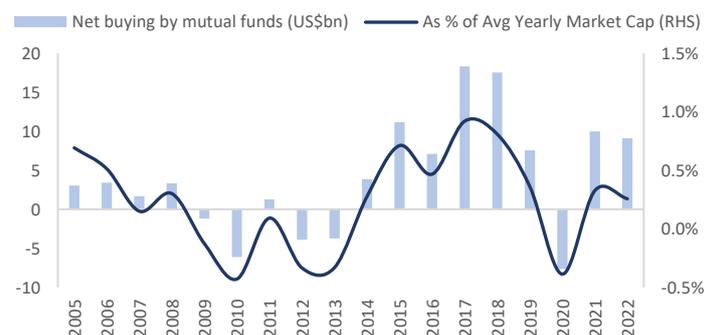
Source: Bloomberg, Spark, White Oak

# Equity Market Inflows

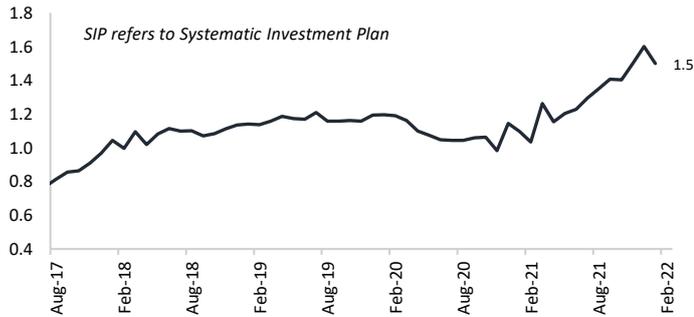
**Foreign Institutional Investors (FII) Flows (USD billion)**



**Net buying by domestic mutual funds (USD billion)**



**SIP inflows into mutual funds (US\$bn)**



**Domestic Savings in Equities (%)**

**Equity investments as % of household savings**



Source: Bloomberg, NSDL, SEBI, AMFI. FII and mutual funds inflows data for calendar year

# Robust Long-term Market Returns

	India			United States		
	2000	2020	Delta	2000	2020	Delta
<b>Economy</b>						
Nominal GDP (\$ billion)	477	2,709	5.7x	10,285	20,933	2.0x
Per Capita GDP (\$)	465	1,965	4.2x	35,252	63,416	1.8x
Corporate Earnings per share (\$)¹	0.2	0.6	2.8x	54	123	2.3x
Equity Market Index (\$)¹	6	22	3.9x	1,469	3,756	2.6x
Market Cap (\$ billion)²	184	2,520	13.7x	15,226	42,641	2.8x

## Major macroeconomic and geopolitical setbacks

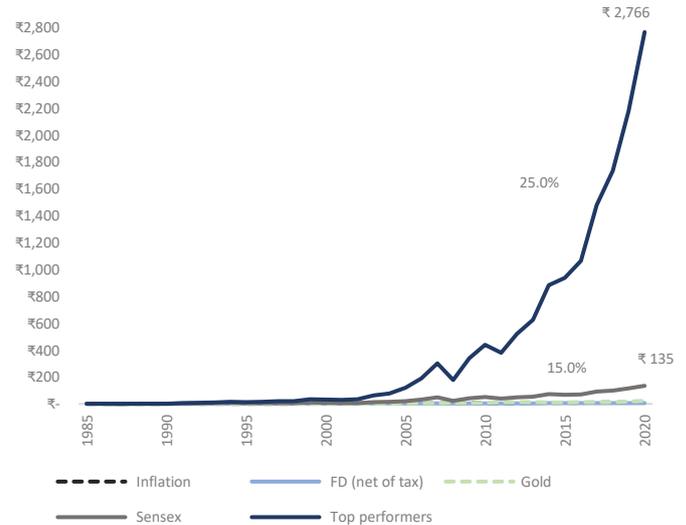
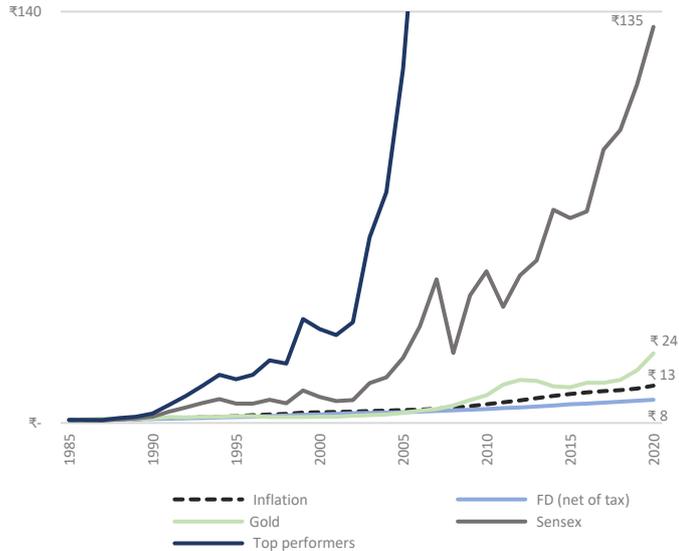
- 2000: coming out of Kargil war (1999) with Pakistan
- Terrorist attack on Parliament 2001, Mumbai train attacks in 2006, attacks on Mumbai Hotels in 2008
- 2008: Global Financial Crisis
- Oil Price volatility from \$25 per bbl to over \$145
- 2010 - 2014: Telecom spectrum (2G) scam; Commonwealth Games scam; Coal scam; Bribe-for-loan and other scams
- 2020: Covid pandemic

Source: Bloomberg, Reserve Bank of India. ¹MSCI India (MXIN Index), S&P 500 (SPX index). ²WCAUINDI Index, WCAUUS Index.

# Guaranteed Real Loss vs Compounding Gains

## Fixed deposit vs Equities

Equity returns since 1985



Source: Bloomberg

# Risk to the Investment Case<sup>1</sup>

---

## **Near term risks**

- Uncertainty related to Covid pandemic
- Sharp reversal in global markets
- Sharp spike in oil prices

## **Other commonly held concerns**

- Weak infrastructure
- Geo-political tensions
- Social unrest due to wealth disparity or caste system
- Trade wars

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<sup>1</sup>Note that these are not all the risks to the investment case but only a high level summary of certain key risks.

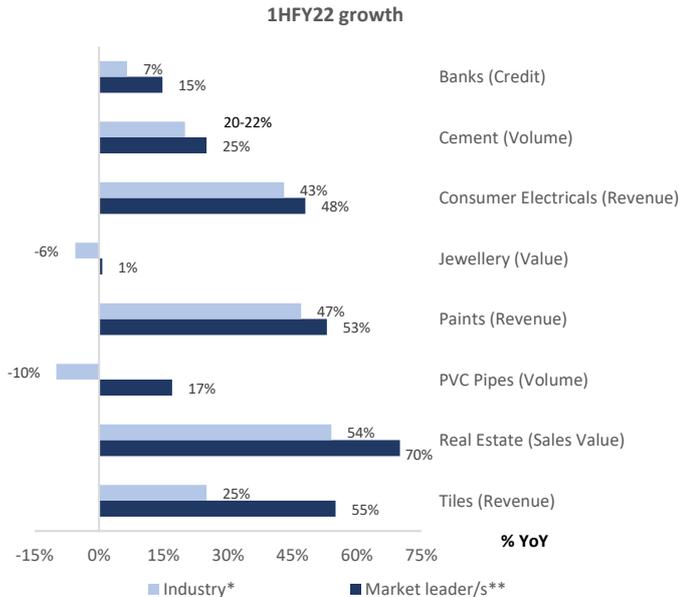
# Factors supporting earnings acceleration

Key trend	Factors playing out	Beneficiary sectors
Market share consolidation	Domestic supply chain disruption and shift to e-commerce has led to market share gains for large organised listed companies	Home improvement (Paints, Pipes, Tiles), Consumer Staples, Jewellery
China + 1	Global supply chain disruptions have further accelerated the ongoing China + 1 strategy for global companies	Specialty Chemicals, Electronics, Other manufacturing
Surge in global tech spend	Covid has accelerated the adoption of digital technologies globally	IT Services
Strong demand for real estate	Pandemic led home improvement spending and demand for real estate after a decade of sluggish growth	Real Estate, Building Materials
Higher commodity prices	Emerging supply challenges with China reducing presence in global steel market	Metals

Source: White Oak

# Corporate Earnings: Structural trends emerging

## Consolidation of market share is taking place across sectors



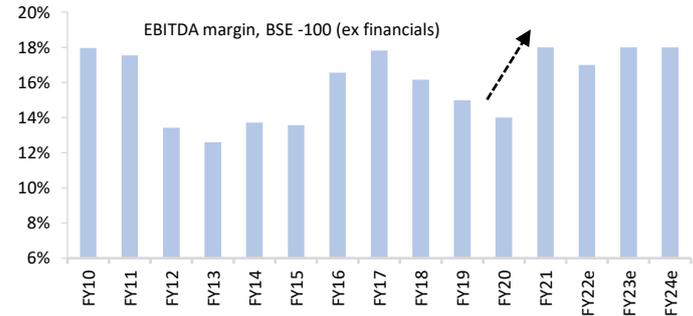
\*For Consumer Electricals and Paints the industry data is for all the listed players

\*\* For Banks, top four private sector banks, For Real Estate, data for top ten listed developers

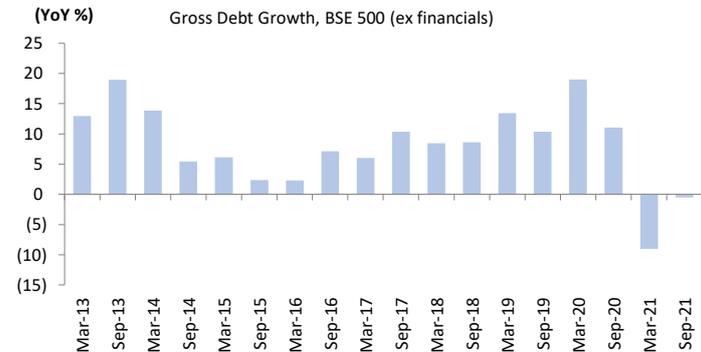
Jewellery data for FY21

Source: Antique, Credit Suisse, ICICI Securities, IIFL, Jefferies, Kotak, White Oak

## EBITDA margin expansion on the back of cost control

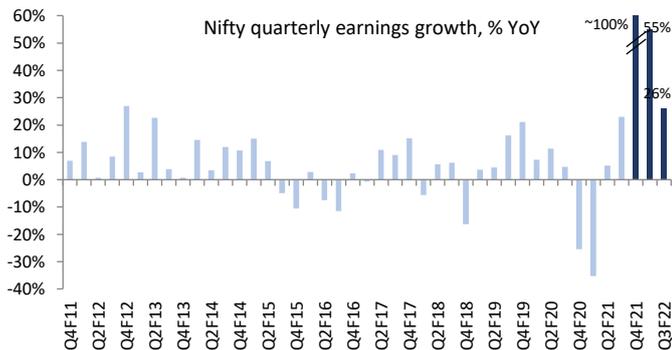


## Corporate deleveraging cycle underway

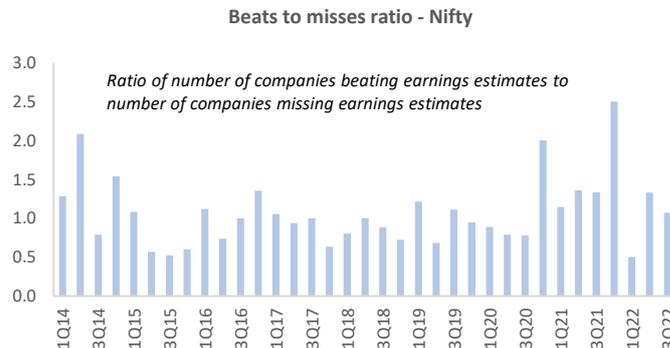


# Healthy trend in earnings trajectory

**1HFY22 earnings growth at 55% YoY**



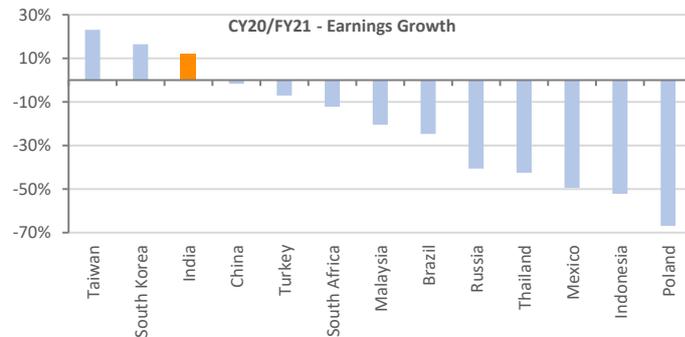
**Earnings surprises continue**



**FY22 earnings growth forecasted to be the best since FY04**

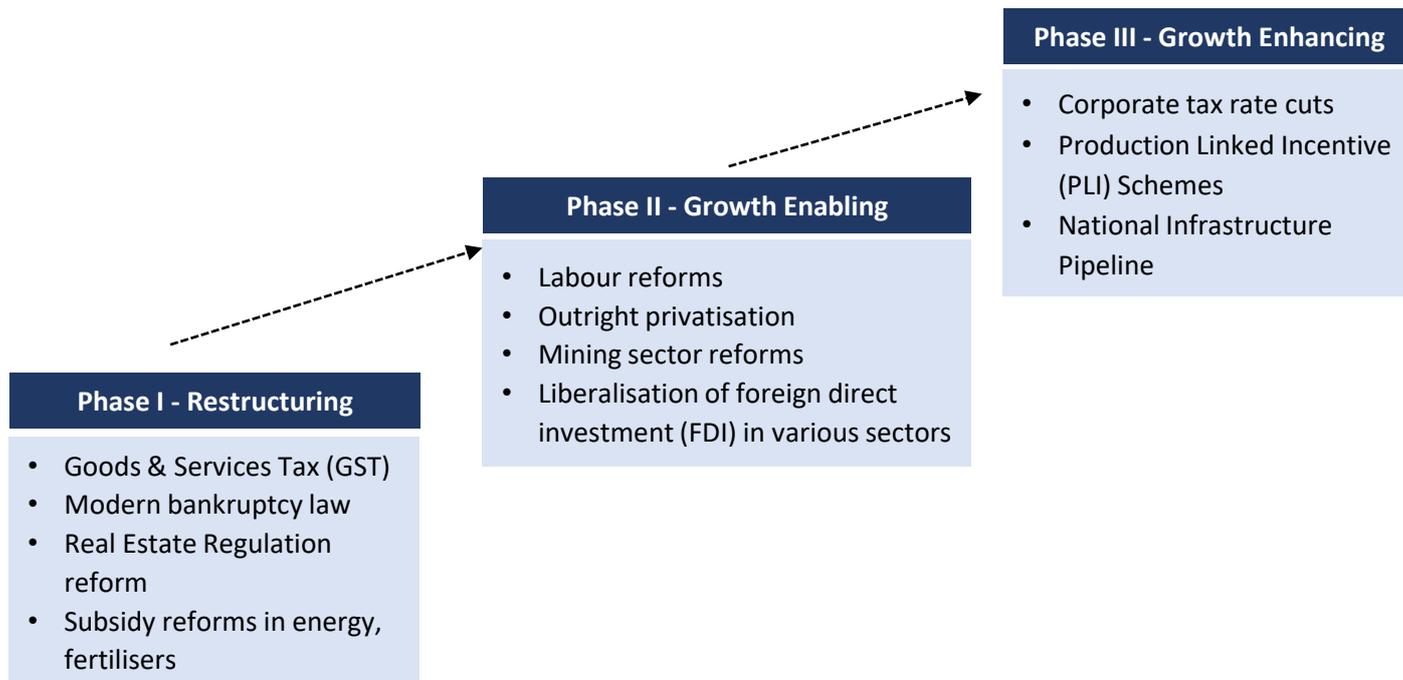


**India's earnings growth relatively more stable**



Source: Motilal Oswal, UBS, Credit Suisse, White Oak

# Strong momentum in reforms agenda...

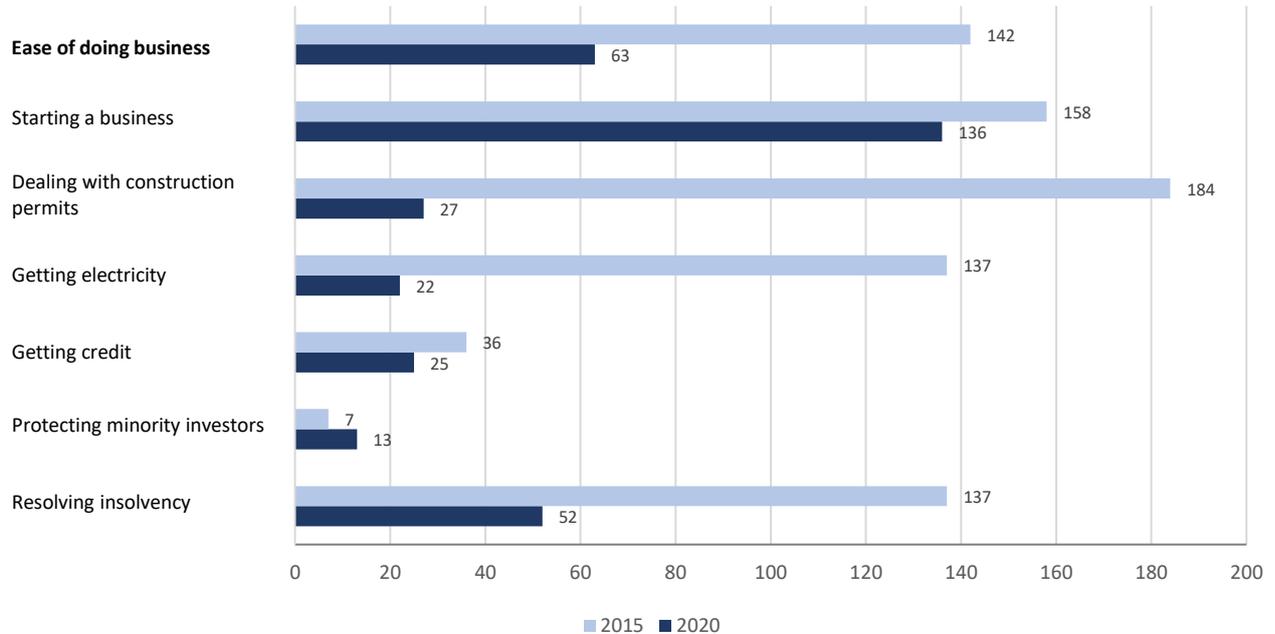


Source: White Oak Research

# ...Reflected in improved 'Ease of Doing Business' rankings



Ranks across various components of Ease of Doing Business (across 189 countries)



Source: World Bank (Doing Business report 2020), White Oak Research as of end February 2021.

# Production Linked Incentives (PLI) for manufacturing

Sector	Outlay (US\$bn)
<b>Execution stage</b>	
Mobiles and electronics	5.5
Pharmaceuticals	2.0
Telecom & Networking Products	1.6
IT Hardware	1.0
Others	3.7
<b>Policy formulation/approval stage</b>	
Semiconductors	10.0
Automobiles	3.5
Solar PV modules	3.2
Advance Chemistry Cell Battery	2.4
Others	2.3
<b>Total</b>	<b>35.2</b>



## What is different?

- Time bound
- Focus on creating national champions
- Incentives linked to production

## Global companies which have applied or commenced operations

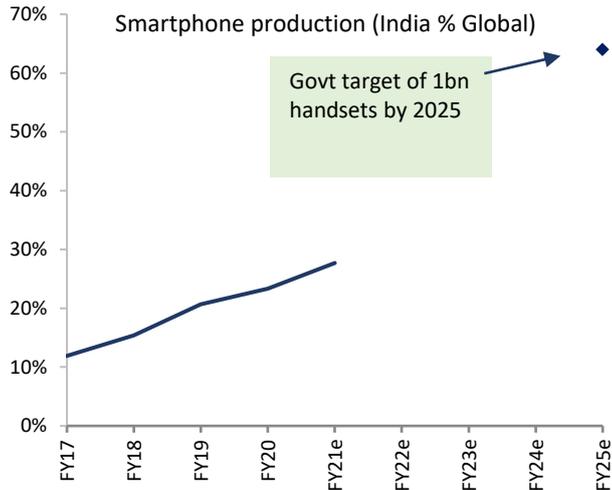
- Electronics: Samsung, Foxconn, Wistron, Pegatron
- Telecom products: CommScope, Flextronics, Jabil Circuit
- Auto OEM: Hyundai, Suzuki, Kia, Ford
- White goods: Daikin, Panasonic, Hitachi

Source: PIB, Credit Suisse, White Oak Research

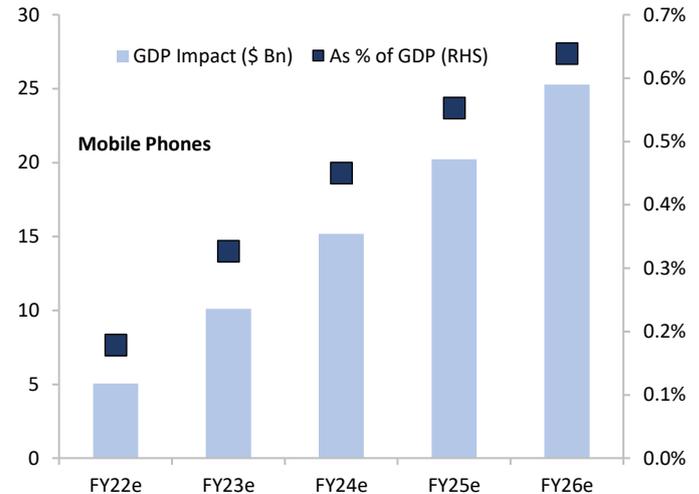
# Electronics sector: Production target of \$143bn in 5 years

## Make in India

**India's share in smartphone manufacturing has doubled in last 2 years**



**Can have significant impact on GDP as well**



- Apple, Samsung, Xiaomi: scaling up India operations substantially
- Production of mobile phones has exceeded the average quarterly revenue targets

Source: Credit Suisse, White Oak

# Shifting Supply Chains: Specialty Chemicals

## Make in India

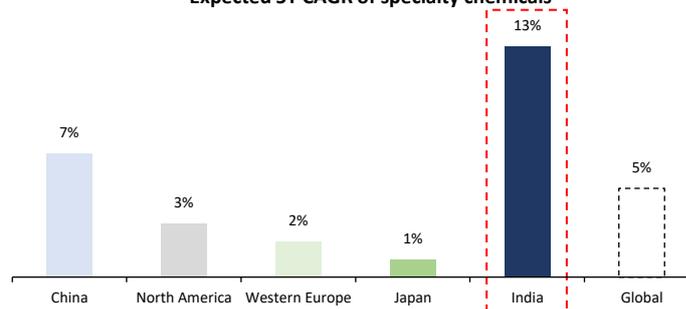
Indian speciality chemicals industry positioned strongly to win global market share

- MNCs seek to diversify procurement away from China
- **Covid has exposed global supply chain vulnerability**
- China's erstwhile competitive advantages of labour cost, and lax compliance are weakening

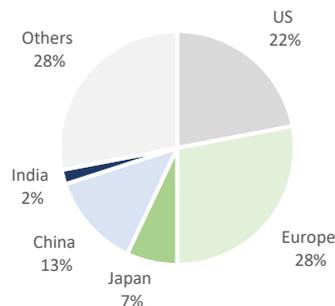
## Advantage India

- **Strong adherence to global manufacturing standards**
- Capabilities in complex chemistry
- Strong IP protection

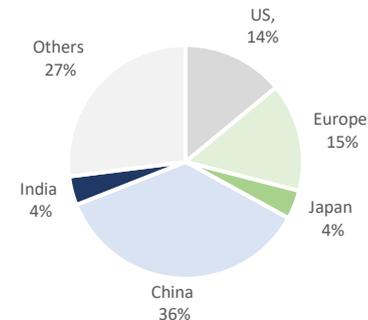
Expected 5Y CAGR of specialty chemicals



Market share: 2006



Market share: 2019



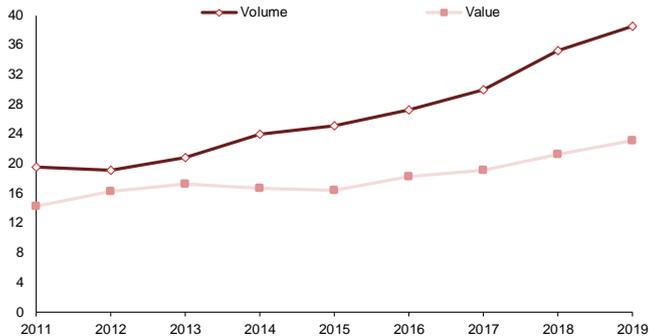
# Indian Pharma: Critical to global healthcare

## Make in India

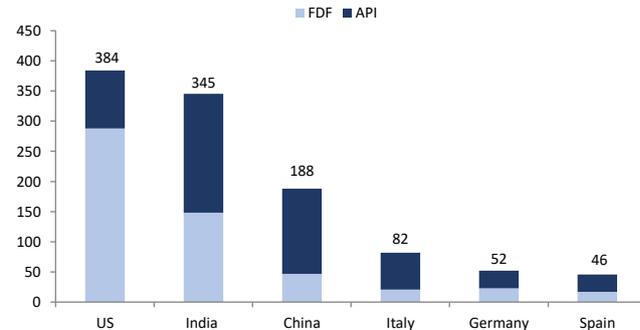
- India has over **65% of world's vaccine manufacturing capacity**
- Accounts for 40% of US generic volume (largest pharma market)
- India has 2<sup>nd</sup> highest number of US FDA approved plants
- Emerging destination for Contract Development and Manufacturing
- Medical Tourism offers huge growth potential for India given world class infrastructure and significant cost advantage

### India's market share in US generics

Market share %, calendar year-ends, 2011-19



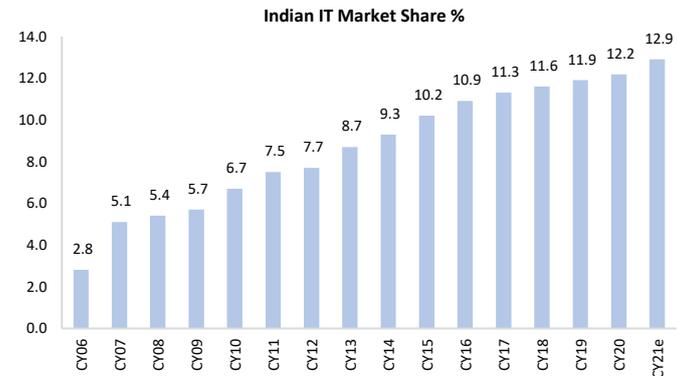
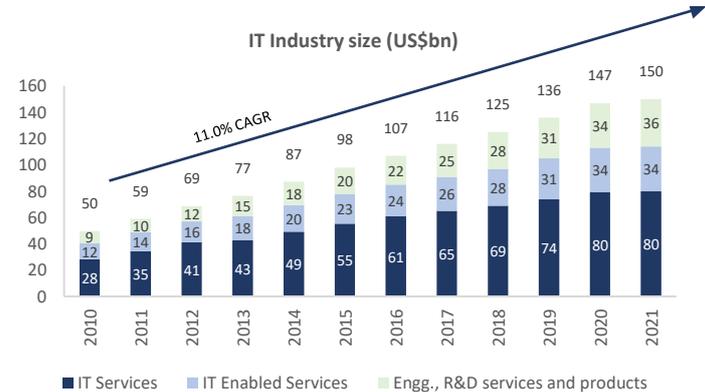
### India has the largest FDA approved plants after the US



Source: IQVIA, White Oak

# IT Services: Emerging Dominance

- Indian IT services is ~\$147 bn industry
  - Grown 3.6x in the past decade (11.5% CAGR)
  - Highly scalable business model
  - Five Indian vendors with c\$10bn revenue
- Sustained market share gains against global competition
  - Market share up from 6.6% in 2010 to 12.1%
  - Winning against global competitors** such as IBM, DXC, Capgemini
- Global tech leaders setting up ER&D centres in India
  - Large attractive talent pool of STEM graduates
  - 47% of global captives set up in India**
  - Microsoft, Google, Amazon have large setups in India
  - 70-80% of H1B visas issued to Indians



Source: Nasscom, Kotak, White Oak Research as of December 2021.

# Lessons from 2020

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## Macro- Shacro

20-20 from 2020: The futility of predicting investment returns based on macroeconomic worries and events

### Lesson #1

- The usual perennial macroeconomic worries of the well-known unknowns variety are a colossal waste of time
- They hardly influence the future returns from equity markets, if any at all

### Lesson #2

- Nobody has a crystal ball to forecast cataclysmic risk events of the unknown unknown variety, ex: the pandemic
- Market implications remain unpredictable even if one were bestowed with perfect prior knowledge

### Lesson #3

- Investment decisions bereft of bottom up analysis, and instead driven by macro considerations, are fraught with high risk of substantial absolute and relative losses

# White Oak's Perspective

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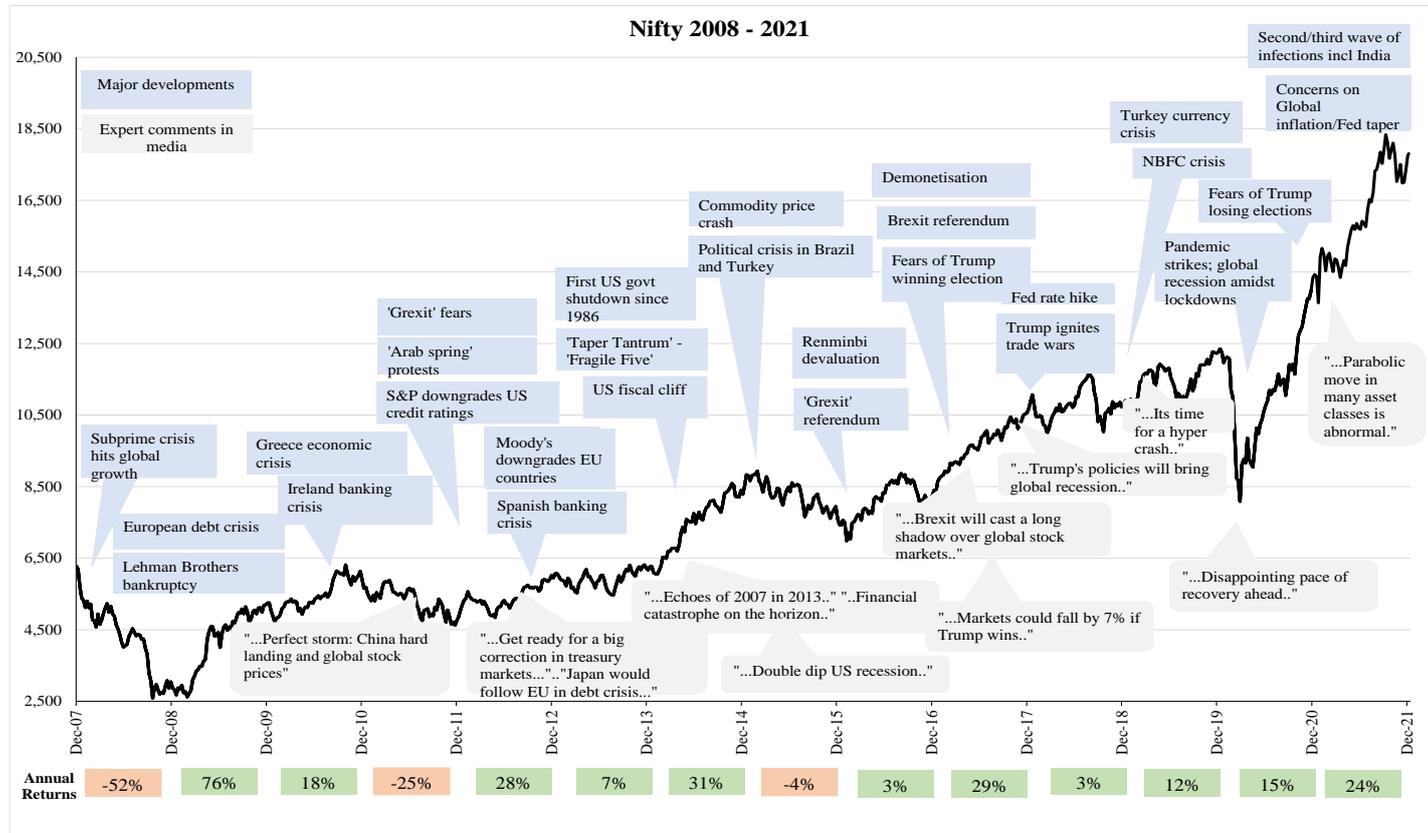
The value of the market at any time is present value of aggregate perpetual future cash flows

The market is fairly valued at all times

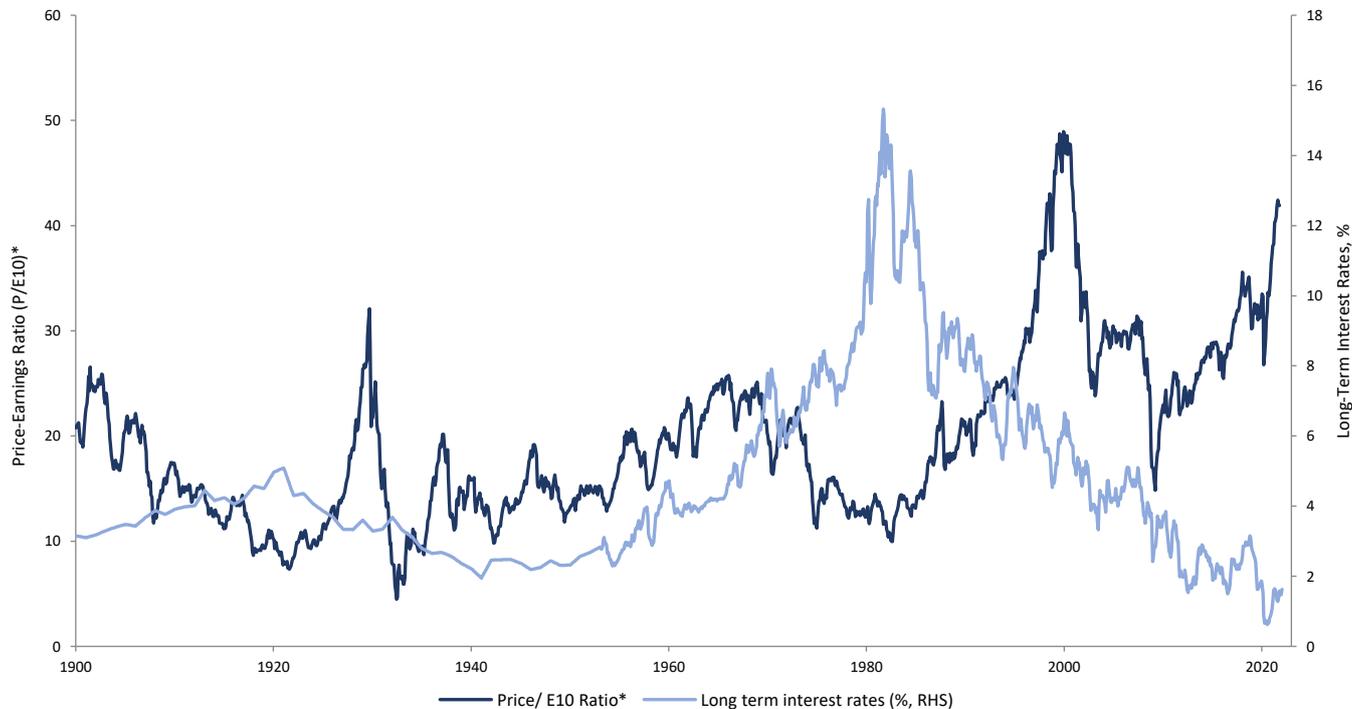
## Relevance of Macro

- View **macros** as source of random risks, **not as opportunity to add alpha**
- Consciously **avoid top-down misadventures** – market timing, sector rotation
- Stay **fully invested**, with a bottom up approach to investing in great businesses at attractive valuations
- Maintain a balanced portfolio construction approach at all times

# Nifty 2008 - 2021



# Lower interest rates have led to a structural re-rating



*US 10 yr yields is the ultimate benchmark for all assets globally*

\*Price/ (average earnings over 10 years) or Cyclically adjusted PE (CAPE), adapted from Robert Shiller (Yale University, <http://www.econ.yale.edu/~shiller/data.htm>)

# Appendix

# Portfolio Performance - India Acorn Fund Limited\*

01 September 2017 - 31 March 2022, Net of Fees in INR

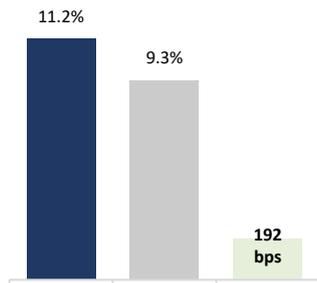
	Fund	Benchmark % S&P BSE 500 <sup>1</sup>	Excess Returns (bps)	S&P BSE 100 Large cap <sup>1</sup>	S&P BSE 150 Mid cap <sup>1</sup>	S&P BSE 250 Small cap <sup>1</sup>
YTD 2022	-6.9%	-0.3%	-660	0.6%	-2.9%	-3.9%
2021	37.8%	31.6%	+615	26.9%	48.6%	59.1%
2020	38.9%	18.4%	+2049	16.6%	26.3%	27.9%
2019	13.4%	9.0%	+444	11.8%	0.9%	-8.4%
2018	1.3%	-1.8%	+310	3.0%	-13.0%	-23.7%
Partial 2017	20.6%	9.2%	+1140	7.0%	16.7%	17.7%
S.I. (Annualised) <sup>2</sup>	21.8%	13.9%	+790	14.1%	14.6%	10.9%
S.I. (Cumulative) <sup>2</sup>	147.0%	81.7%	+6534	83.3%	86.8%	60.7%

India Acorn Fund (Cayman) : 01 Sept 2017. <sup>1</sup>All indices are Net Total Return. <sup>2</sup>The NAV for 28 February 2022 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 Management acts as an investment advisor to India Acorn Fund Limited. Past performance is not a reliable indicator of future results.

# Average Quarterly Performance in Different Market Environments

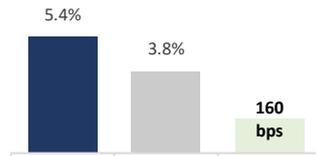
01 September 2017 – 31 March 2022, for Founder class shares

Up Markets



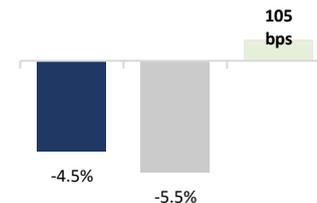
Outperformed **8 out of 12** up quarters<sup>1</sup>  
Average Alpha: **+192 bps**

Overall



Outperformed **13 out of 19** quarters<sup>1</sup>  
Average Alpha: **+160 bps**

Down Markets



Outperformed **5 out of 7** down quarters<sup>1</sup>  
Average Alpha: **+105 bps**

■ Portfolio Quarterly Average Returns

■ S&P BSE 500 Quarterly Average Returns

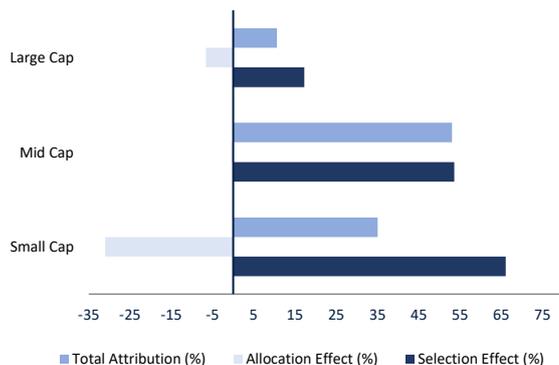
■ Average Alpha

<sup>1</sup>Quarters considered for data are calendar year quarters- except Q3CY17 part: 01 Sep 2017 to 30 Sep 2017. Past performance is not a reliable indicator of future results.

# Market Cap Attribution Analysis - India Acorn Fund Limited\*

Stock selection drives performance : 01 September 2017 – 31 March 2022

Attribution by Market Cap<sup>1</sup>



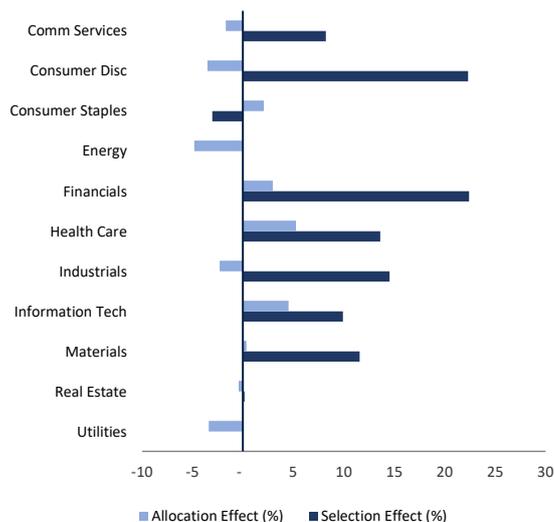
	Fund		Benchmark		Attribution		
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Large Cap	43.3	149.5	79.5	92.8	17.3	-6.6	10.6
Mid Cap	23.9	328.9	13.7	66.9	53.6	-0.5	53.1
Small Cap	27.7	217.5	6.9	14.0	66.1	-31.0	35.1
Cash/Futures/Others	5.1	2.2	0.0	0.0	-	-	-6.4
<b>Total</b>	<b>100.0</b>	<b>174.2</b>	<b>100.0</b>	<b>81.8</b>	<b>136.9</b>	<b>-44.6</b>	<b>92.4</b>

<sup>1</sup>Factset 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. \* White Oak Capital Management acts as an investment advisor to India Acorn Fund Limited.

# Sector Attribution Analysis - India Acorn Fund Limited\*

Stock selection drives performance : 01 September 2017 - 31 March 2022

Attribution by Sector<sup>1</sup>



Sector	Fund		Benchmark		Attribution		
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Comm Services	3.3	208.1	2.7	30.5	8.2	-1.7	6.5
Consumer Disc	15.4	167.3	9.4	34.8	22.3	-3.5	18.8
Consumer Staples	8.1	32.9	9.2	47.9	-3.0	2.1	-1.0
Energy	0.0	0.0	9.4	127.2	0.0	-4.8	-4.8
Financials	27.0	115.7	31.7	45.1	22.4	3.0	25.4
Health Care	8.9	291.5	5.3	97.5	13.6	5.3	18.9
Industrials	7.5	236.5	7.2	65.8	14.5	-2.3	12.3
Information Tech	14.2	418.1	11.7	275.6	9.9	4.5	14.4
Materials	9.9	303.1	9.6	108.2	11.6	0.4	11.9
Real Estate	0.6	24.3	0.6	78.2	0.2	-0.4	-0.3
Utilities	0.0	0.0	3.2	143.3	0.0	-3.4	-3.4
Cash/Futures/Others	5.1	2.2	0.0	0.0	-	-	-6.4
<b>Total</b>	<b>100.0</b>	<b>174.2</b>	<b>100.0</b>	<b>81.8</b>	<b>99.7</b>	<b>-7.3</b>	<b>92.4</b>

<sup>1</sup> Factset Attribution Analysis: GICS Classification. Performance is gross of fees, taxes and expenses. \* White Oak Capital Management acts as an investment advisor to India Acorn Fund Limited.

# Portfolio Performance - India Acorn Fund Limited\*

Top 10 contributors and detractors for 01 September 2017 - 31 March 2022

Top 10 Contributors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
Larsen & Toubro Infotech	0.0	+395.9	+800
Info Edge India	0.4	+344.4	+720
Navin Fluorine International	1.6	+636.9	+581
IPCA Laboratories	0.0	+269.6	+533
V I P Industries	0.0	+15.3	+522
L&T Technology Services	0.8	+514.0	+505
KEI Industries	0.0	+35.6	+504
Dixon Technologies (India)	1.7	+576.3	+481
Intellect Design Arena	1.1	+498.8	+438
Balkrishna Industries	0.0	+6.7	+423

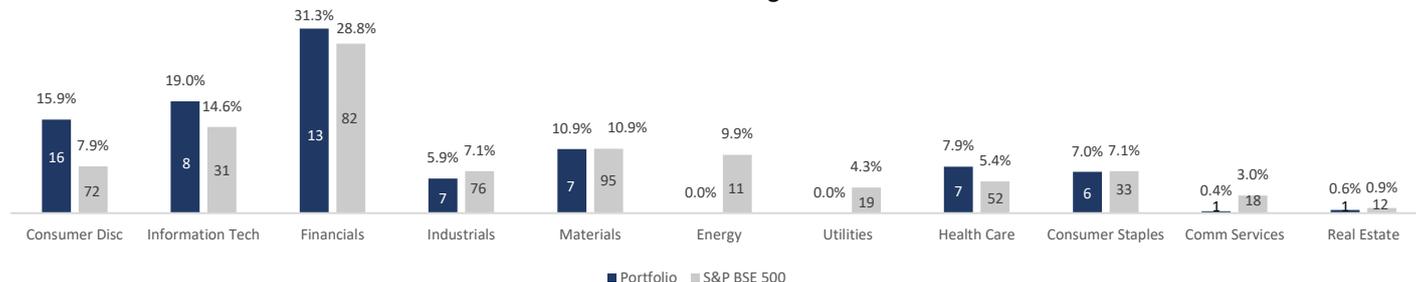
Top 10 Detractors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
Dishman Carbogen Amcis	0.0	-65.1	-296
Bharti Airtel	0.0	-12.9	-271
Karur Vysya Bank	0.0	-20.4	-236
Camlin Fine Sciences	0.0	-57.3	-223
CarTrade Tech	1.0	-57.9	-163
Godrej Industries	0.0	-33.3	-142
Maruti Suzuki India	2.0	-10.7	-140
Heritage Foods	0.0	-22.1	-138
Indigo Paints	0.0	-31.1	-124
Infosys	7.4	+117.6	-101

\* White Oak Capital Management acts as an investment advisor to India Acorn Fund Limited. Past performance is not a reliable indicator of future results.

# Portfolio Composition

As at 31 March 2022

## GICS Sector Weights<sup>1</sup>



## Market Cap Weights<sup>1,2</sup>



## Key characteristics<sup>3</sup>

	Portfolio	Sensex
Number of Holdings	66	30
Weighted Avg Market Cap	US \$26.2 bn	US \$87.3 bn
FY22 ROE	18.3%	11.4%
FY23 OpcoFinco™ P/FCF	36.9x	41.8x
FY24 OpcoFinco™ P/FCF	29.5x	33.2x
FY23 P/E	25.9x	23.0x
FY24 P/E	21.6x	19.9x
Projected Revenue 3 year cagr	16.7%	12.0%
Projected Earnings 3 year cagr	19.1%	16.5%

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

# Assets Under Management or Advisory: US\$ 5.7 bn

DOMESTIC ASSETS (~ INR 11,490 crs)			INTERNATIONAL ASSETS (~ INR 32,059 crs)			
Name of Portfolio	Portfolio Management Services (PMS)	White Oak India Equity Fund (II, Select, IV & V)	India Acorn Fund	Ashoka India Equity Investment Trust PLC	Ashoka India Opportunities Fund (UCITS & ESG)	Institutional Mandates
<b>Details</b>	Separately managed individual accounts	A closed-end onshore fund domiciled in India as a Category III Alternative Investment Fund (AIF)	An open-ended offshore fund domiciled in Mauritius as a Collective Investment Scheme	Closed-end Investment Company (Listed on LSE)	An open-ended ICAV fund domiciled in Ireland as a Collective Investment Scheme	Separately Managed Accounts
<b>Launch date</b>	Various	March 2019 May 2020 and April 2021	September 2017	July 2018	December 2018	Various
<b>AUM<sup>1</sup></b>	\$1,120 m	\$396 m	\$301 m	\$273 m	\$1,383 m	\$2,271 m
<b>Market Cap Composition</b>	Various	60-40% mid/small cap	60-40% mid/small cap	60-40% mid/small cap	50-65% large cap 35-50% mid/small cap	Various
<b>Core client base</b>	Onshore Indian family offices & HNIs	Onshore Indian family offices & HNIs	US/Europe/Asia institutions, family offices and HNIs	UK HNIs & family offices	European private banks & family offices	Institutions, family offices

<sup>1</sup>Data as on 31 March 2022

# Profiles of Investment Professionals

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**Prashant Khemka, CFA****Founder, White Oak Capital Management Consultants**

Prashant founded White Oak Capital Management in June 2017. Prior to this he was the CIO and lead portfolio manager of GS India Equity at Goldman Sachs Asset Management (GSAM) during March 2007 to March 2017, and also for the Global Emerging Markets (GEM) Equity during June 2013 to March 2017. As lead PM, he managed all mutual funds and separate accounts under these strategies. Prashant started his professional investing career in 1998 at SSGA in Boston as senior portfolio officer of Enhanced International equity in the quant group. He started his career at GSAM in 2000 as a research analyst in US Growth Equity, and by 2004 he rose to become Senior Portfolio Manager and Co-Chair of the Investment Committee. Prashant returned to Mumbai in 2006 to start GSAM India business and served as the CIO and CEO/Co-CEO of their domestic Asset Management Company. In 2013, in addition to India he was also made the CIO and lead PM of GEM equity. He won several accolades as the CIO and Lead PM of GS India Equity. He and his fund won several awards including AAA rating from Citywire and Elite rating from Fund calibre among others. Prashant graduated with honors from Mumbai University with a BE in Mechanical Engineering and earned an MBA in Finance from Vanderbilt University, where he received the Matt Wigginton Leadership Award for outstanding performance in Finance. He was awarded the CFA designation in 2001 and is a fellow of the Ananta Aspen Centre, India.

**Manoj Garg****Senior Investment Analyst**

Manoj has 24 years of relevant experience. He has a strong track record in equity research in healthcare and pharmaceuticals over the last 11 years working as lead analyst at leading brokerage houses in India. Most recently, he was with Merrill Lynch where he was highest voted analyst by external as well as internal clients. He ranked #1 / #2 in the All Asia Institutional Survey 2015/2016 in the Healthcare category. He began his career in the pharmaceutical industry working with companies like Cipla and Ipca for 10 years. He graduated as Gold medallist from Nagpur University with an MBA in Finance.

**Ramesh Mantri****Senior Investment Analyst**

Ramesh has 17 years of experience in investing and financial analysis across sectors. Ramesh had founded Ashoka Capital Advisers that advised a fund and family offices on equity investment in South Asia. Earlier, he was part of the two member team which invested in South Asia in equity and debt for Alden Global Capital, a US based hedge fund for over 7 years. Prior to this he was an analyst at CRISIL (majority owned by Standard and Poor's), India's leading rating agency and covered the financial sector. Ramesh is a CFA charter holder, MBA from Faculty of Management Studies, Delhi and passed the Chartered Accountancy course.

**Parag Jariwala, CFA****Senior Investment Analyst**

Parag has completed over 13 years in institutional equity research Banking and Financial Services Institutions (BFSI) sector. Prior to joining White Oak, he worked as a lead analyst with Religare Capital. Before that he has worked with Macquarie and other domestic sell side firms covering BFSI sector. He was highly rated by marquee institutional clients for his original think pieces and primary research work in the sector. Parag is a chartered accountant and MBA from K J Somaiya Institute of Management of Mumbai University. He also holds CFA charter from the CFA Institute (AIMR).

# Profiles of Investment Professionals

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## **Rishi Maheshwari**

### **Senior Investment Analyst**

Rishi has 16 years of private equity and investment banking experience gained in the US, India and Middle East. Prior to his current role, he served as a Managing Director of The Abraaj Group's deal execution team in South Asia. His responsibilities included investment strategy development, local relationship management (including regulators), deal sourcing & execution and portfolio monitoring (including board participation). Prior to joining Abraaj, he worked in the Investment Banking division at Goldman Sachs in New York & Chicago before moving to India as a part of Goldman's start-up team. At Goldman Sachs, he was a part of the Industrials Group and was involved in 10+ transactions, including sell-side and buy-side M&A's, bank & bond financings and equity offerings. Additionally, he assisted the Executive Office in various capacities regarding India operations.

Rishi holds a Bachelor of Science degree in Finance from the Indiana University, Bloomington.

## **Rohit Chordia**

### **Senior Investment Analyst**

Rohit has over 16 years of total experience with over 14 years in the investment industry having covered the Indian Telecom, Consumers and IT services sectors as a sell-side analyst at Kotak Institutional Equities. Rohit was consistently ranked amongst the top analysts in both his lead coverage sectors in polls conducted by Institutional Investor and Asia Money. Prior to his sell-side stint, Rohit spent a couple of years working with Ameriprise Financial as a financial analyst on areas like competitive intelligence and cost reengineering.

Rohit holds a Post Graduate Diploma in Management from IIM Calcutta and a B.E. (Honours) degree from BITS, Pilani.

## **Ayush Abhijeet**

### **Investment Analyst**

Prior to joining White Oak Capital Ayush worked as an Investment Analyst at Aventus Capital in Indian public equities. Before starting a career in Investment Management he had stints with Deutsche Bank and Credit Suisse in macro structuring and trading in Mumbai. He also had a short stint with UBS Investment Bank's FICC trading desk in Singapore. He holds a B.Tech from IIT Delhi and a PGDM from IIM Ahmedabad.

## **Trupti Agrawal**

### **Investment Analyst**

Trupti has 12 years of total work experience, since starting her career as a statutory auditor with Ernst & Young's affiliate in India, S. R. Batliboi & Co. She later joined the credit team at L&T Infrastructure Finance Limited where she was responsible for evaluating credit for large projects and corporate finance deals across Infrastructure, Resources and Capital goods. She has also been an entrepreneur and has run her own ecommerce venture prior to joining White Oak Capital.

Trupti is a Chartered Accountant and a graduate of commerce from Osmania University.

## **Anand Bhavnani, CFA | FRM**

### **Investment Analyst**

Anand has more than 9 years of experience across Equity Research, Fund Management and Derivatives. Before joining White Oak, at Unifi Capital he assisted the CIO in managing Blend & Deep Value Discount (DVD) funds and tracked Chemicals, Pharma and select midcaps across sectors. Prior to Unifi Capital, he worked with Sameeksha Capital and had a short stint with Citi Global Markets in London. He started his career in financial markets as a Derivatives trader with Futures First.

Anand has done M.Sc. in Financial Economics from University of Oxford and graduated with distinction from Nirma Institute of Technology in Electronics & Communication engineering.

# Profiles of Investment Professionals

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## **Aman Kapadia**

### **Management Trainee**

Prior to joining White Oak Capital, Aman has worked as an Investigative Journalist with BloombergQuint where he was responsible for research and reportage of corporate governance issues. Prior to that, Aman worked as an Internal Auditor with Sharp & Tannan Associates for a total of 3 years as an articled assistant and later as employee. Aman is a Chartered Accountant and a graduate of commerce from Veer Narmad South Gujarat University.

## **Neeraj Parkash**

### **Investment Analyst**

Neeraj has 4 years of experience in equity research on the buy side. Prior to joining White Oak, he worked as an investment analyst at Nepean Capital, an India focused mid and small-cap fund, where he covered a wide range of sectors including healthcare, chemicals, consumer, and financial services. Prior to Nepean Capital, he was an equity research analyst at Lazard Asset Management, in New York, covering the healthcare sector within US Equities.

Neeraj has a Bachelor of Arts in Economics and Psychology from Cornell University, New York.

## **Sanjay Vaid**

### **Trading Advisor**

Sanjay has over 31 years of experience in the asset management, equity trading, and equities broking industry. Prior to joining us he was Director & Head of Equity Sales Trading at Religare Capital Markets. Before that he was Executive Director – Fundamental Equity trading at Goldman Sachs Asset Management (GSAM), responsible for trading for GS India equity fund. Before joining GSAM, he was Co-Head Equities at SBICAP Securities. Prior to that he was responsible for trading at HSBC Asset Management and SBI Mutual Fund, which are amongst the largest India funds. Sanjay began his career with Unit Trust of India, working in various capacities for 15 years. Sanjay graduated with honors in Economics from Delhi University and earned an MBA in Finance from Faculty of Management Studies, Delhi University. He is a Certified Associate of Indian Institute of Bankers (CAIIB).

## **Chaitanya Kapur**

### **Trading Advisor**

Chaitanya is a Chartered Accountant and has received a bachelor's degree in Commerce (Accounting and Finance) from Mumbai University. He has worked as an Articled Assistant at Deloitte Haskins & Sells LLP where he worked on statutory audits in the Automobile, Financial services, Pharmaceutical, Chemicals and Industrial sectors.

# Wise Words that Reflect Our Thinking

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- Investing is a marathon not a sprint - *Anonymous*
- To time the market is not merely difficult, its *impossible* - *White Oak*  
Borrowed from "*Don ko pakadna mushkil hi nahin, namumkin hai*" - Bollywood movie Don, 1978
- Investor returns are a function of *time in* the market rather than *timing* the market - *Anonymous*
- We never forget that in macro, we only have hunches: in the micro, we can develop justifiably deep conviction - *Seth Klarman, 2017*
- Don't miss the forest for the trees - *John Heywood, 1546*
- Don't miss the trees for the forest - *Anonymous*
- He that lieth down with dogs shall rise up with fleas - *Benjamin Franklin, 1739*
- Stay hungry. Stay foolish - *Whole Earth Catalog, 1971*
- Far more money has been lost by investors preparing for corrections, or trying to anticipate corrections, than has been lost in corrections themselves – *Peter Lynch*
- Absent a lot of surprises, stocks are relatively predictable over twenty years. As to whether they're going to be higher or lower in two to three years, you might as well flip a coin to decide.– *Peter Lynch*
- It is unwise to be too sure of one's own wisdom – *Mahatma Gandhi*

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

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**Registration Details** – INP000005865

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