

# WHITE OAK INDIA PIONEERS EQUITY



# PORTFOLIO

September 2022

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## Overview

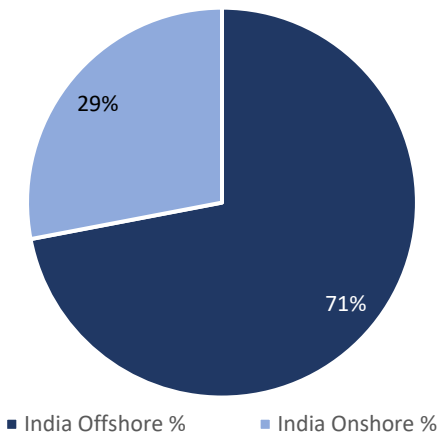
**AUM<sup>2</sup>:**  
~ US\$5.7 bn

**Headcount:**  
352

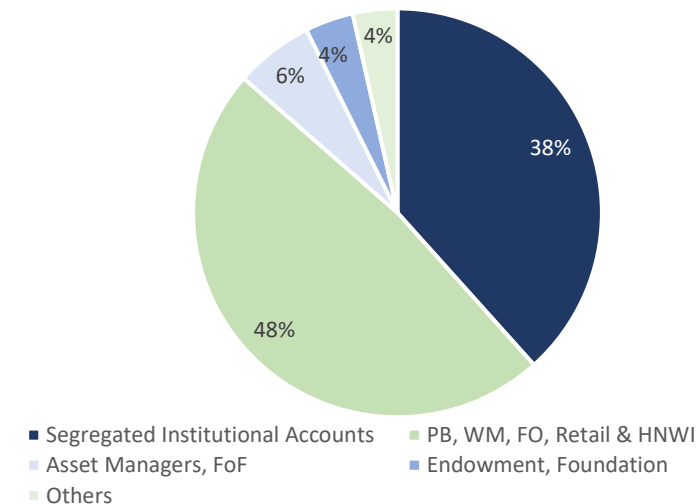
**Offices:**  
India, Mauritius, Singapore, Spain,  
Switzerland and UK

- Founded by Prashant Khemka in June 2017
- Prior to White Oak Prashant served as the CIO and Lead PM of both Goldman Sachs India since March 2007, and Global Emerging Markets Equity since June 2013
- Research underpinned on a ‘proprietary analytical model’<sup>1</sup> honed over two decades; replicable across markets and businesses
- Performance first culture built-upon:
  - (a) team of sector experts with global experience
  - (b) bottom-up stock selection philosophy
  - (c) disciplined fundamental research
  - (d) balanced portfolio construction

## Firmwide AUM Split (%) – By Geography



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



<sup>1</sup>Trademarked as OpcoFinco™ framework . <sup>2</sup>AUM as of 30 September 2022. Includes aggregate assets under management or advisory for White Oak Capital Management Consultants LLP and WhiteOak Capital Asset Management Limited

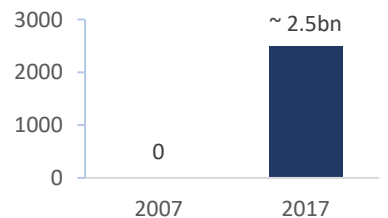
# Founder's Profile and Track Record

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
- Prashant is **AAA rated by Citywire** based on the three year risk-adjusted performance across all funds he is managing to 31<sup>st</sup> August 2022

## CIO and Lead PM of GS India Equity

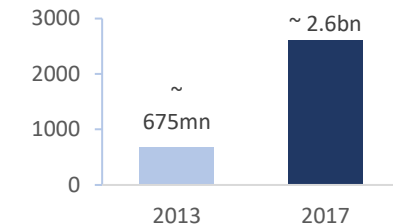
- Prashant launched GS India Equity strategy in **March 2007** with US\$ 5.0mn seed capital from Goldman Sachs
- Scaled GS India Equity business to **US\$2.5 bn** with distribution across multiple channels in Europe, Asia, and USA
- Since inception the strategy delivered peer group leading cumulative **265.8% gross US\$ returns<sup>1</sup>** vs. 66.1% for its benchmark



GSAM India Equity AUM (US\$ mn)

## CIO and Lead PM of GS GEM Equity

- Prashant took over as CIO and Lead PM of GS GEM Strategy in **2013** with approximately US\$600 mn in total assets
- Scaled GEM business to **US\$2.6 bn** with distribution across multiple channels in Europe, Asia and USA
- During his tenure, the strategy delivered peer group leading cumulative **36.3% gross US\$ returns<sup>2</sup>** vs. 13.1% for its benchmark



GSAM GEM Equity AUM (US\$ mn)

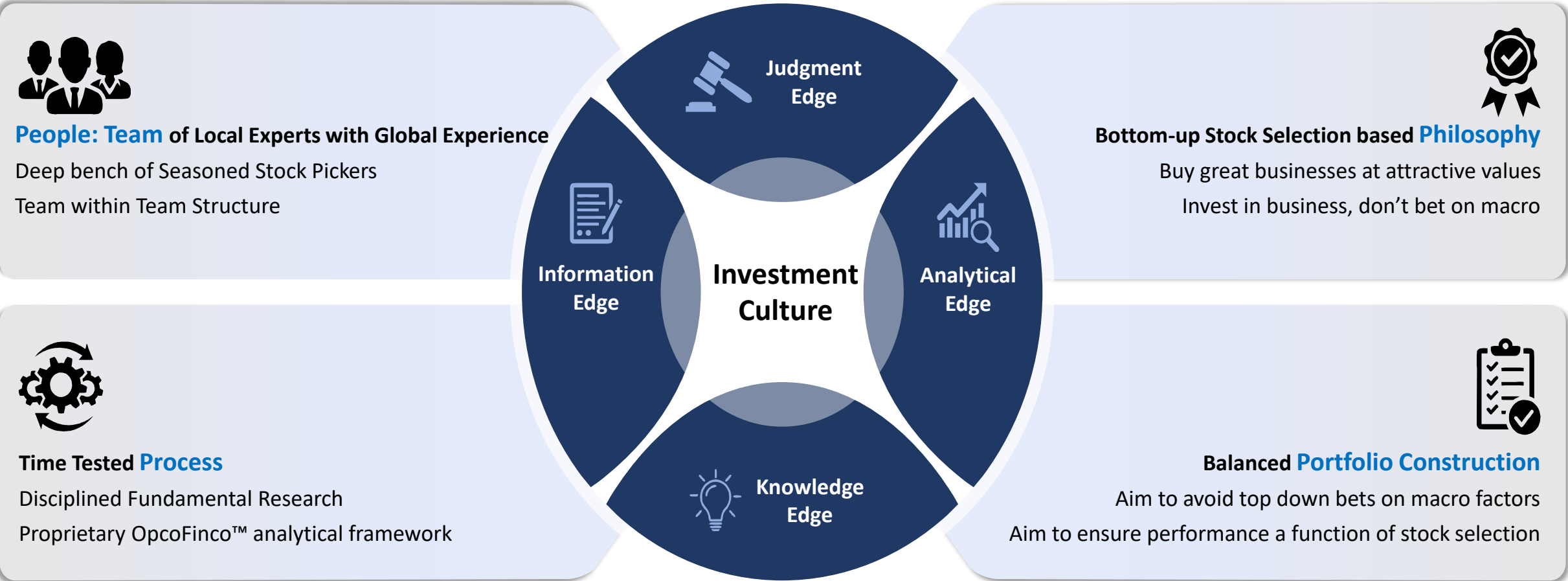
<sup>1</sup>Past performance Gross of Fees in US\$ for GS India Equity Portfolio. <sup>2</sup>Past performance Gross of Fees in US\$ for GS EM Equity Portfolio.

"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

## Performance first



# Our Team

Well resourced team with experience across emerging and developed markets

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

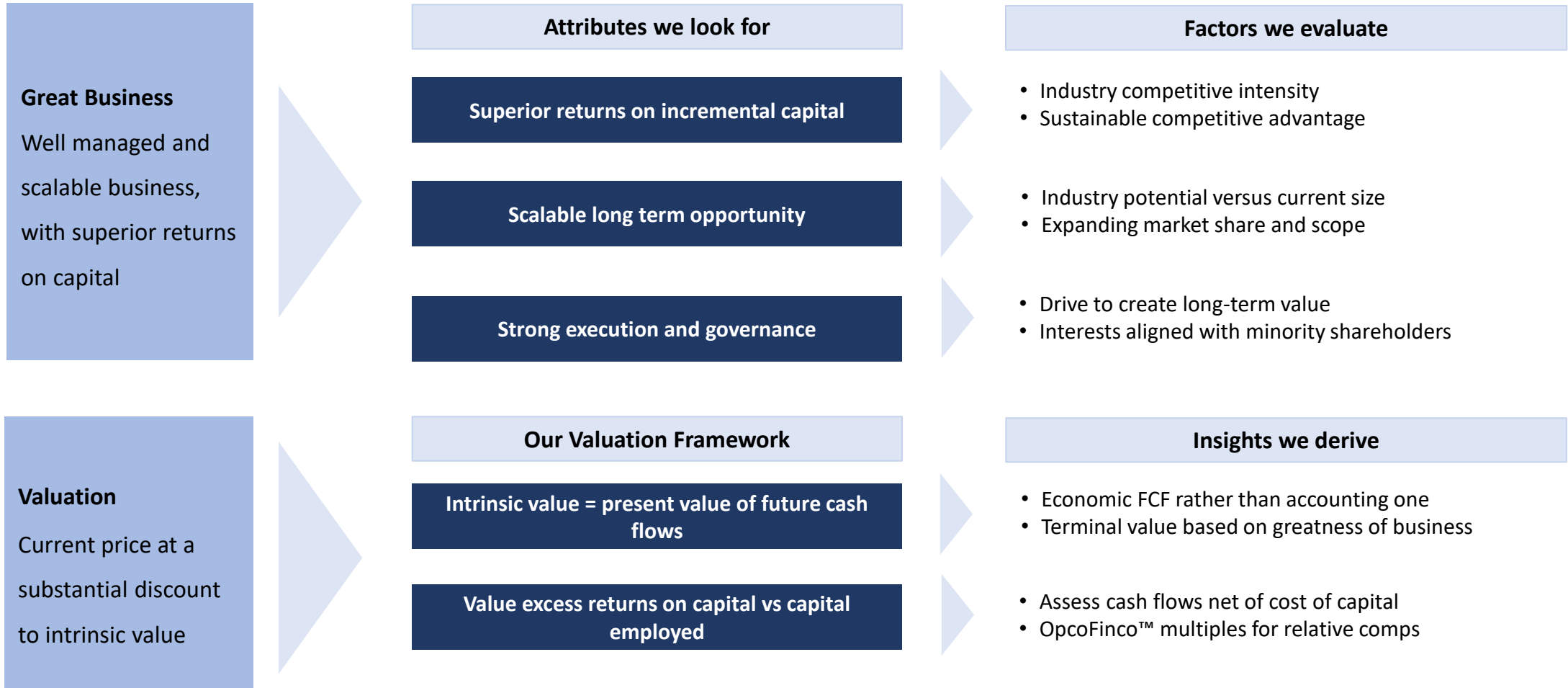
Employees of <sup>1</sup>White Oak Capital Partners Pte and <sup>4</sup>White Oak Capital Management (Spain), Sociedad Limitada

Employees of <sup>2</sup>WhiteOak Capital AMC

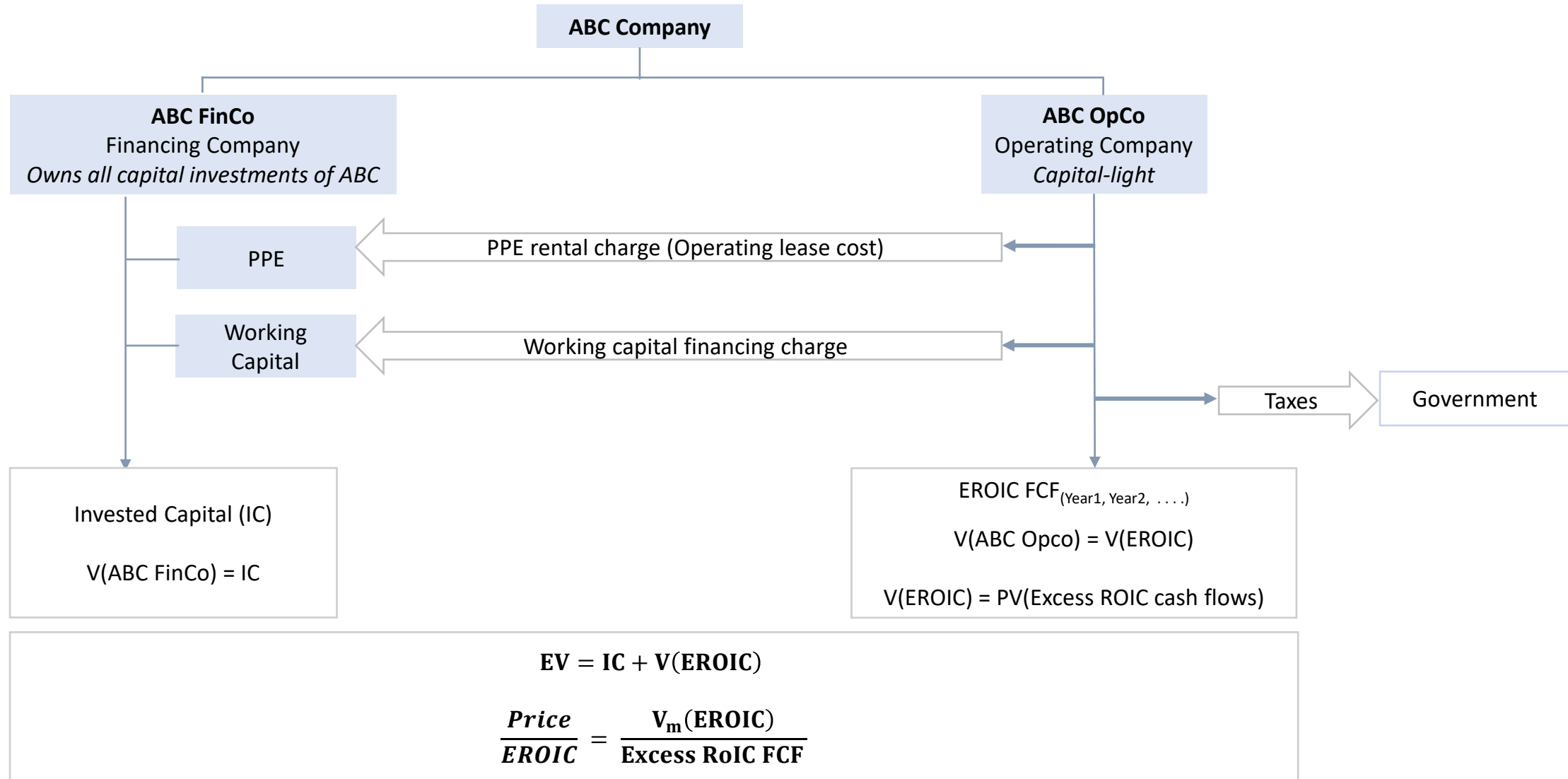
Employees of <sup>3</sup>White Oak Capital Management Consultants LLP

<sup>1</sup>Employees of White Oak Capital Partners Pte. <sup>2</sup>WhiteOak Capital AMC <sup>3</sup>White 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. <sup>4</sup>White Oak Capital Management (Spain), Sociedad Limitada <sup>5</sup>The Ratings are based on the manager's three-year risk-adjusted performance across all funds the manager is managing to 31<sup>st</sup> August 2022

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

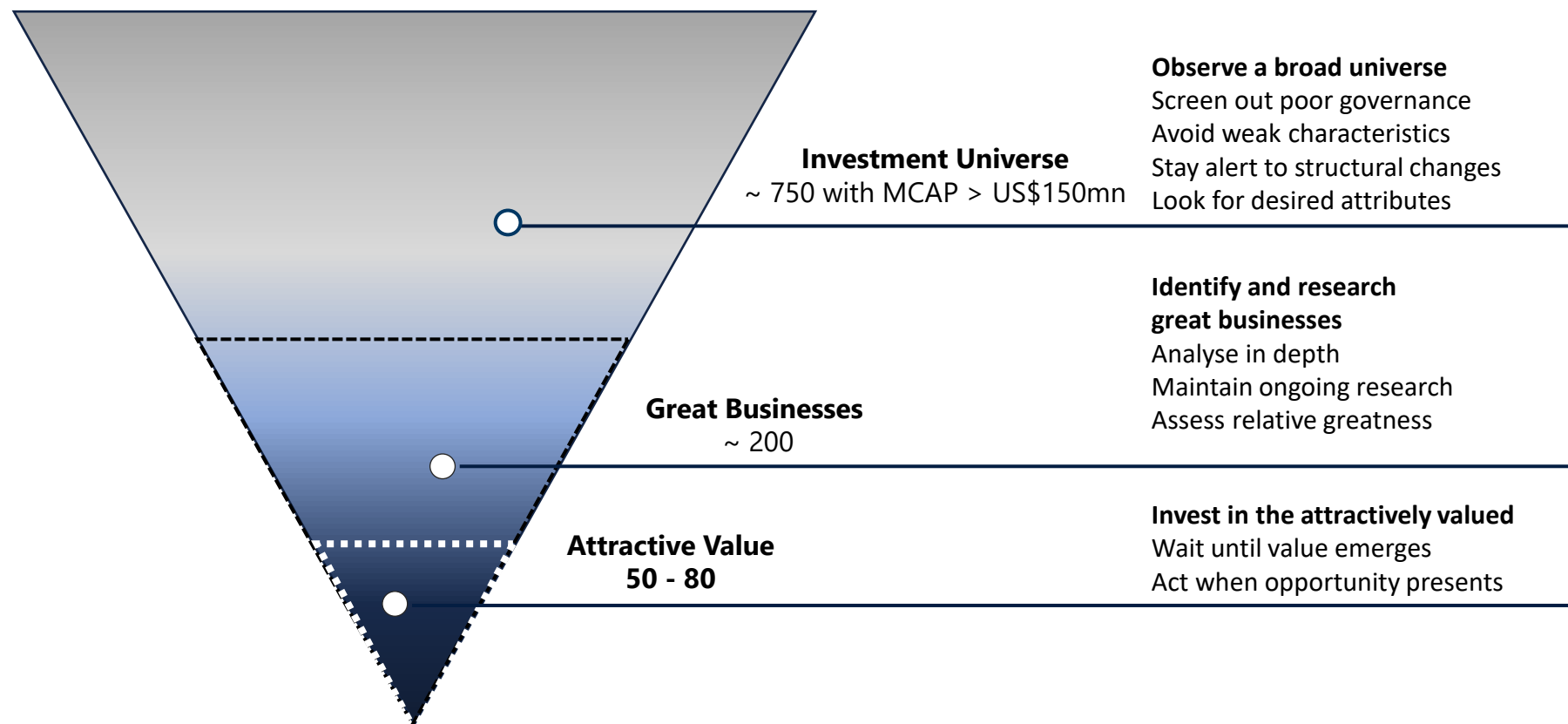


$$\text{Value of a business} = \frac{CF}{r - g}$$



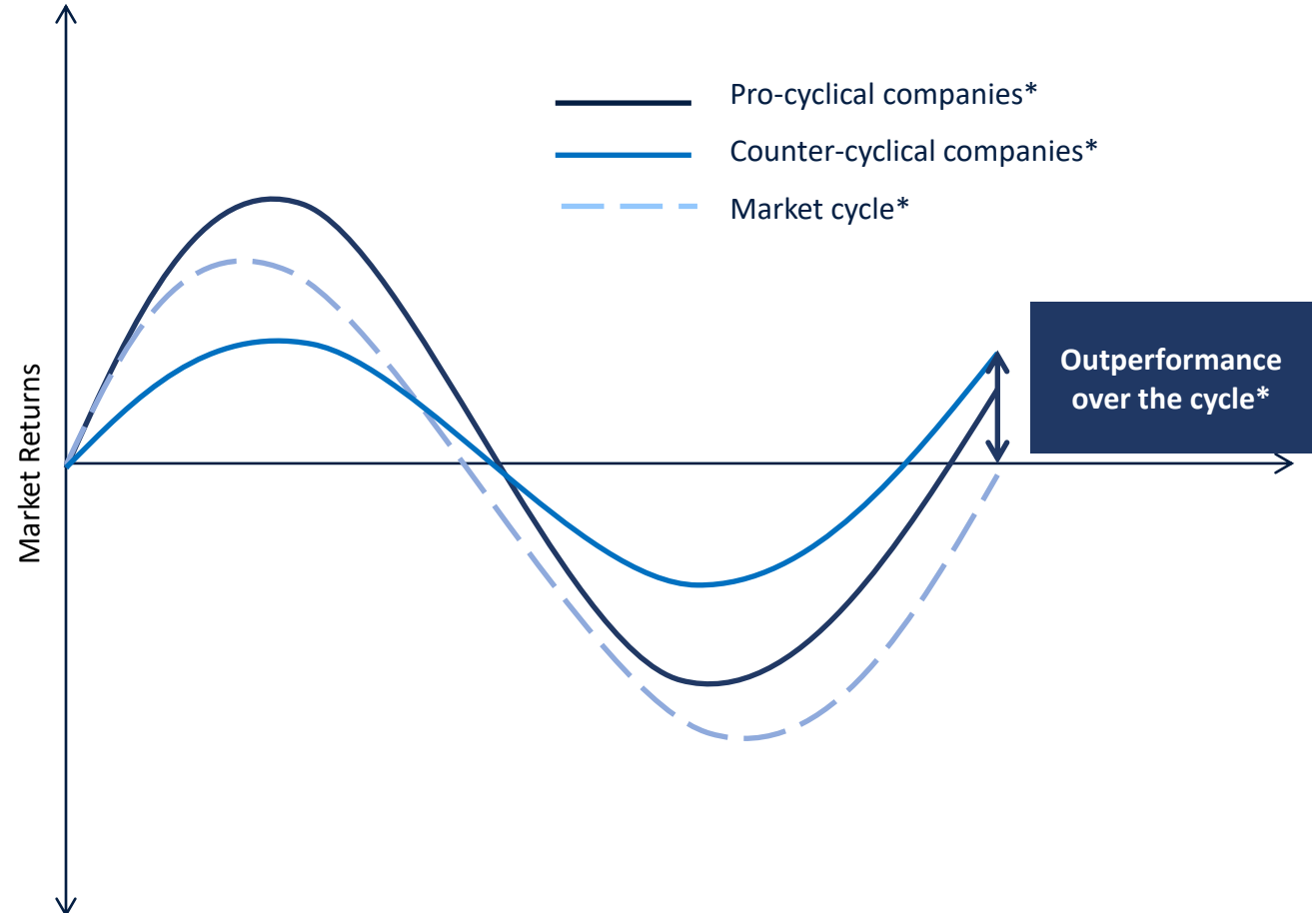


We distil from a broad investible universe



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

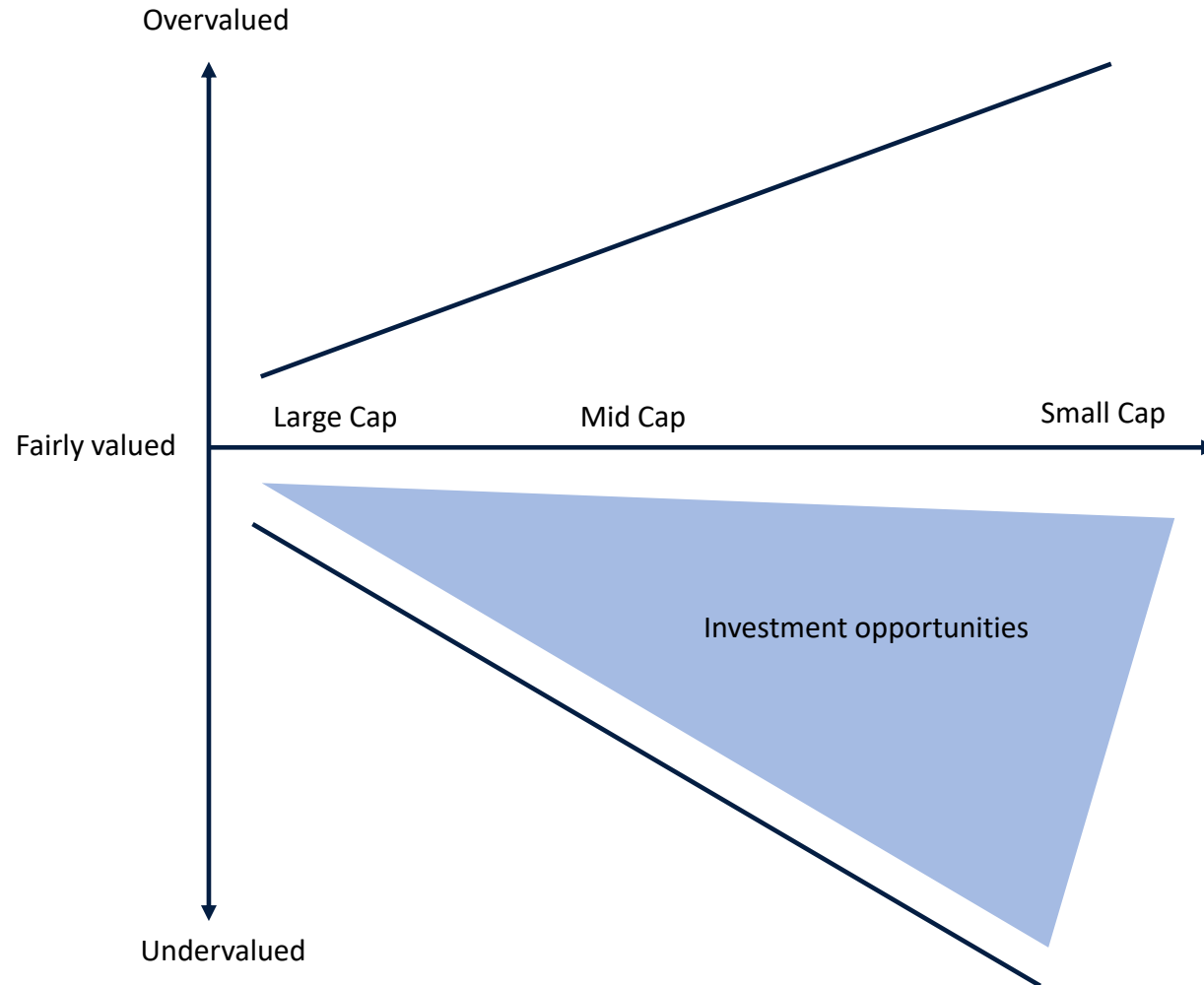
- **Balanced portfolio** of select companies agnostic to benchmark
- Focus on ensuring alpha generation is a function of **stock selection**
- Aim to consciously **avoid market timing** or **sector rotation** or other such top-down bets
- Understand, monitor, and aim to contain **residual factor risks** that are **by-product of stock selection**
- Typical exposure limits
  - Single stock: 10% at market value
  - Single promoter group: 25%



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

# Opportunity Funnel

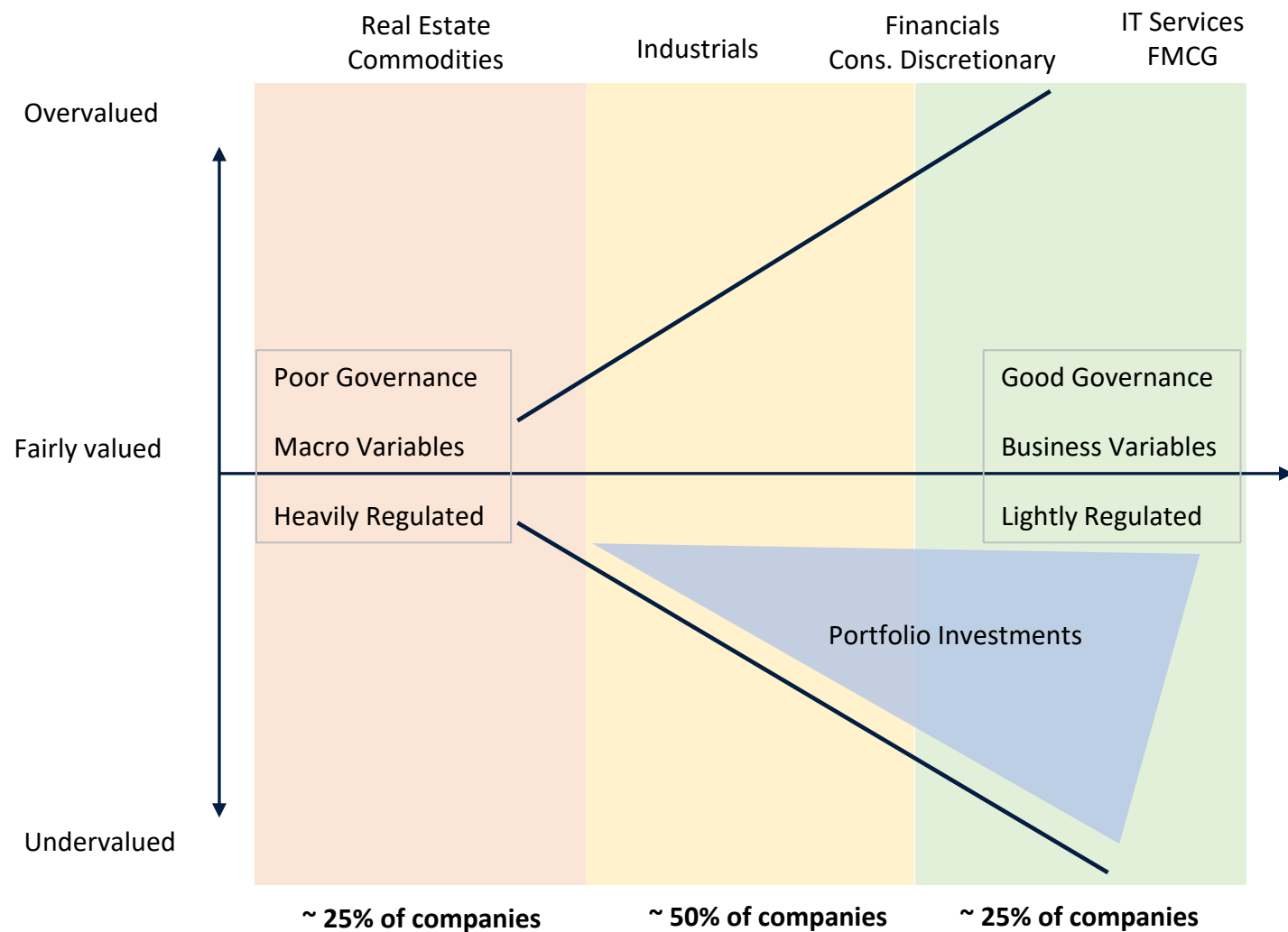
Higher inefficiencies in mid and small cap



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

# Opportunity Funnel

No sanctity of cash flows or valuations of poorly governed companies



*Note:*  
Graphical representation is for illustration purpose only and not supposed to be precise or accurate.

*For example, not all real estate companies are poorly governed, and not all IT Services companies are well-governed.*

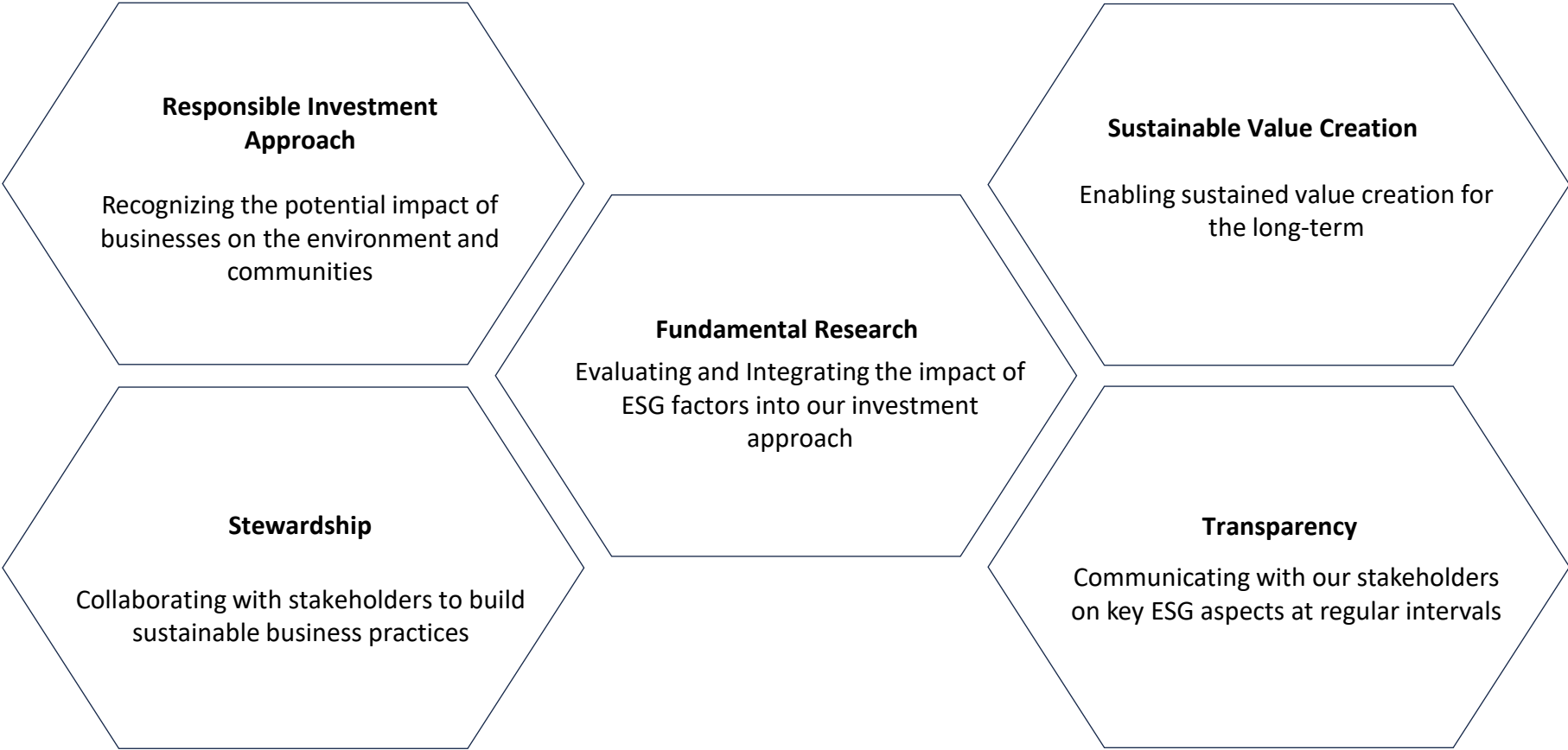


# White Oak India Pioneers Equity ESG Portfolio

- 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



## 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

- Effluent treatment processes
- Efficient utilization of natural resources
- Management oversight on environmental performance
- Integration of environmental consideration in product innovation
- Focus on reducing carbon intensity
- Climate change risk assessment and mitigation

## Social

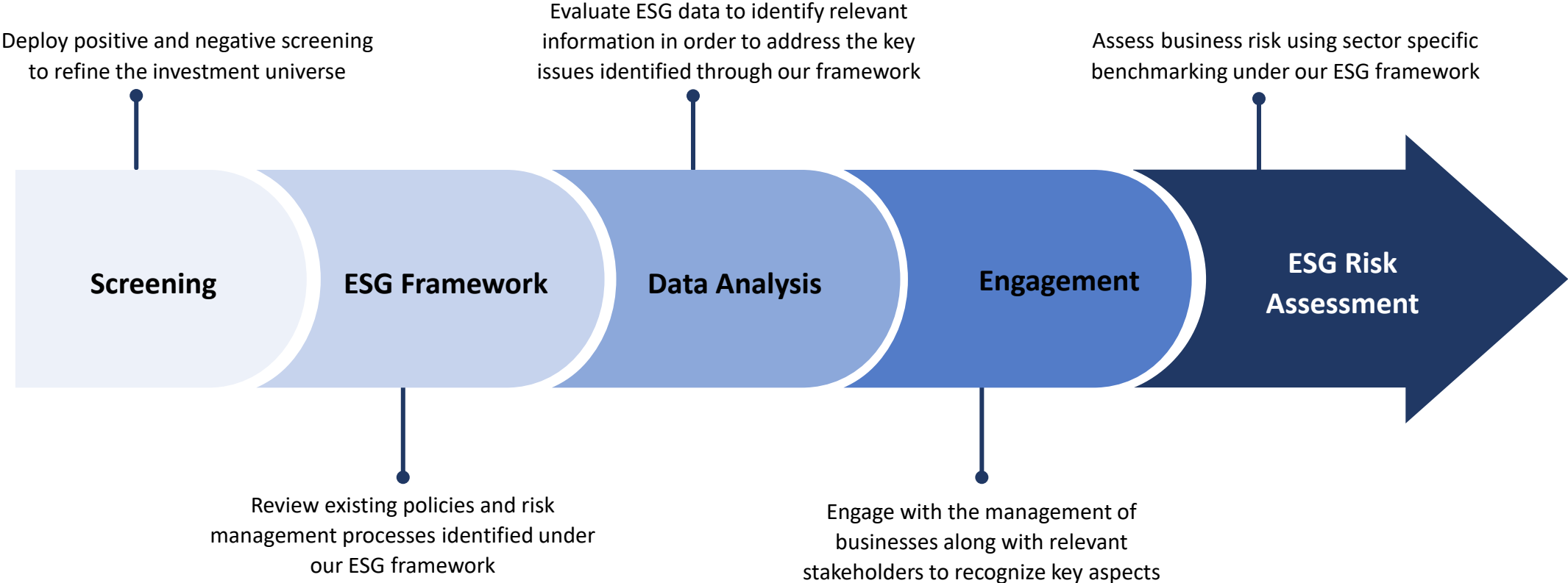
- Promoting diversity and inclusion
- Health and safety management systems
- Data security and Intellectual Capital protection
- Grievance management systems
- Crisis management and emergency preparedness
- Community development through CSR activities

## Governance

- Economic alignment of management with long term performance
- Related party transactions
- Poor accounting practises
- Executive compensation
- Independence of risk management function
- Compliance management and whistleblower mechanism
- Anti-corruption and bribery and Anti-money laundering

## Climate Change

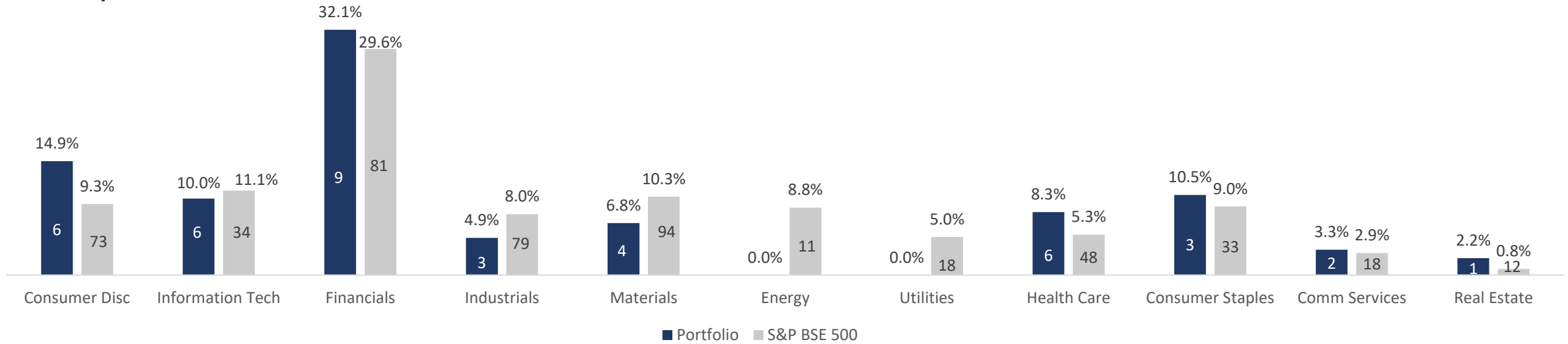
- We believe that we have a responsibility towards facilitating a transition to a climate-resilient economy
- We support the recommendations of TCFD and promote increased transparency
- We monitor businesses with a greater exposure to climate-change related risks and their progress towards a low-carbon transition
- We seek to encourage and promote target setting for emissions reduction and enhancement in the level of disclosures



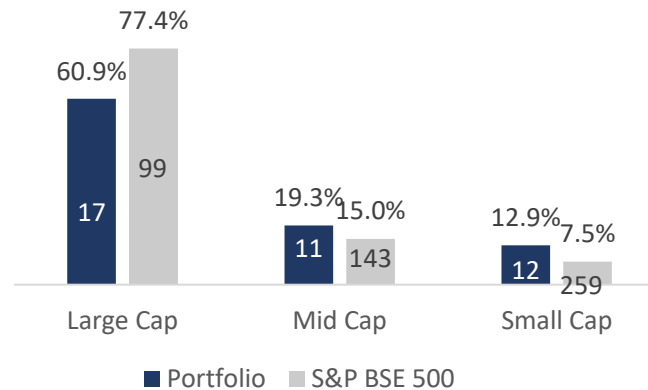
# Portfolio Composition

As at 30 September 2022

GICS Sector Weights<sup>1</sup>



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



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

# Portfolio Performance: White Oak Pioneers Equity ESG Portfolio

1 September 2021 – 30 September 2022, Net of Fees in INR

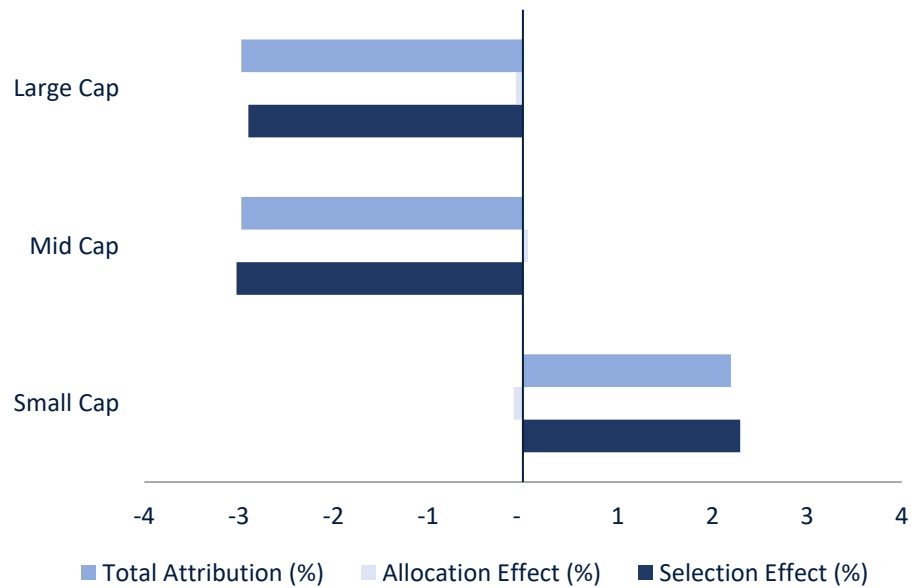
	Portfolio	Benchmark % S&P BSE 500 <sup>1</sup>	Excess Returns (bps)	S&P BSE 100 Large cap <sup>1</sup>	S&P BSE 150 Mid cap <sup>1</sup>	S&P BSE 250 Small cap <sup>1</sup>
September 2022	-1.4%	-3.2%	+186	-3.8%	-1.6%	-0.5%
Q3 2022	14.2%	11.3%	+283	10.2%	15.0%	15.8%
YTD 2022	-5.6%	0.4%	-607	0.7%	1.0%	-3.8%
Partial 2021	2.5%	3.1%	-58	2.0%	5.7%	10.1%
Since Inception (CAGR)	-3.0%	3.3%	-631	2.5%	6.3%	5.5%
Since Inception (Cumulative)	-3.2%	3.6%	-681	2.7%	6.8%	6.0%

Inception Date: 09 April 2019. <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 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

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

Stock selection drives performance : 1 September 2021 – 30 September 2022

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



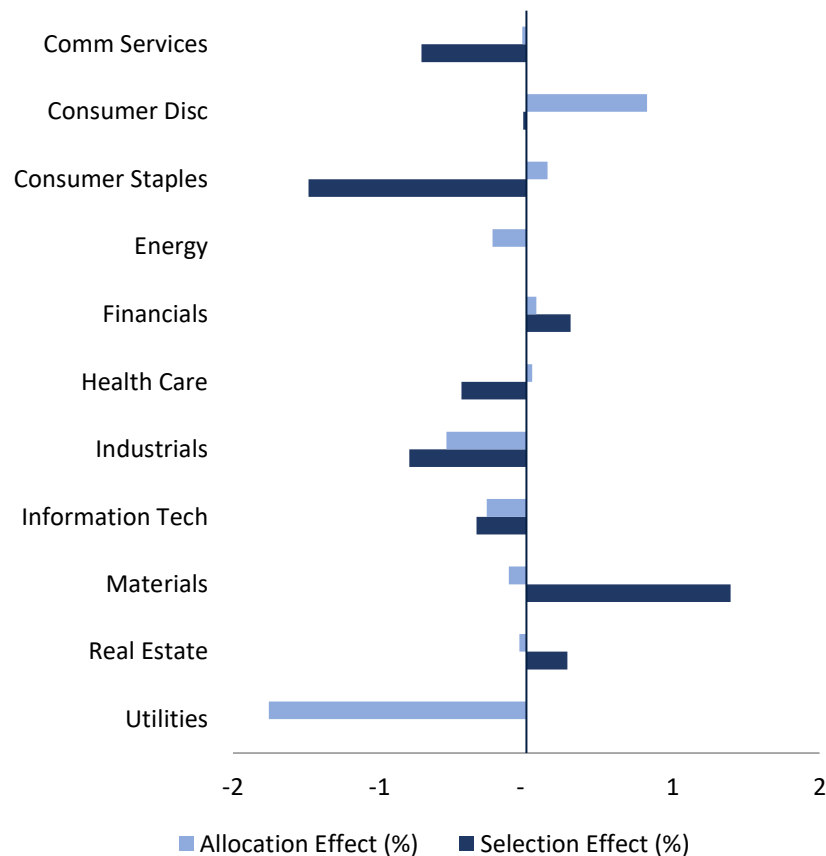
	Fund		Benchmark		Attribution		
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Large Cap	60.6	-0.8	78.1	4.0	-2.9	-0.1	-3.0
Mid Cap	22.0	-11.7	14.6	2.8	-3.0	0.1	-3.0
Small Cap	11.5	21.5	7.3	0.8	2.3	-0.1	2.2
Cash/Futures/Others	5.9	0.0	0.0	0.0	-	-	0.6
<b>Total</b>	<b>100.0</b>	<b>0.5</b>	<b>100.0</b>	<b>3.6</b>	<b>-3.6</b>	<b>0.5</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<sup>1</sup>

Stock selection drives performance : 1 September 2021 – 30 September 2022

Attribution by Sector



Sector	Fund		Benchmark		Attribution		
	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Selection Effect (%)	Allocation Effect (%)	Total Attribution (%)
Comm Services	3.0	-12.4	2.9	7.8	-0.7	0.0	-0.7
Consumer Disc	12.7	22.2	8.5	23.8	0.0	0.8	0.8
Consumer Staples	10.2	-2.3	7.8	13.3	-1.5	0.1	-1.3
Energy	0.0	0.0	9.5	5.8	0.0	-0.2	-0.2
Financials	31.0	0.0	29.5	-1.1	0.3	0.1	0.4
Health Care	5.3	-23.4	5.4	-11.4	-0.4	0.0	-0.4
Industrials	3.7	-1.9	7.4	21.9	-0.8	-0.5	-1.3
Information Tech	18.2	-19.1	13.3	-17.0	-0.3	-0.3	-0.6
Materials	9.4	13.9	10.5	-1.4	1.4	-0.1	1.3
Real Estate	0.6	29.2	0.9	6.8	0.3	0.0	0.2
Utilities	0.0	0.0	4.4	55.8	0.0	-1.8	-1.8
Cash/Futures/Others	5.9	0.0	0.0	0.0	-	-	0.6
<b>Total</b>	<b>100.0</b>	<b>0.5</b>	<b>100.0</b>	<b>3.6</b>	<b>-1.8</b>	<b>-1.3</b>	<b>-3.1</b>

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

## Top 10 contributors and detractors for 1 September 2021 – 30 September 2022

Top 10 Contributors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
Fine Organic Industries	1.1	+146.8	+204
Titan Company	6.0	+34.9	+113
Campus Activewear	3.5	+51.0	+107
Cholamandalam Inv	4.1	+29.1	+76
ICICI Bank	10.1	+20.5	+73
Vedant Fashions	2.4	+56.0	+72
Go Fashion	1.0	+45.8	+28
Phoenix Mills	2.2	+29.2	+25
Astral	3.5	+7.0	+12
Persistent Systems	2.2	-2.0	+11

Top 10 Detractors	Ending Weight (%)	Total Return (%)	Contribution to Alpha (bps)
Indigo Paints	1.5	-41.7	-113
Coforge	1.2	-34.2	-80
Computer Age Management	0.8	-35.2	-75
Dr. Lal PathLabs	0.9	-39.4	-58
Metropolis Healthcare	0.6	-46.2	-53
Crompton Greaves Cons	0.0	-33.7	-51
HDFC Life Insurance	2.4	-26.0	-48
Mphasis	0.8	-23.2	-46
Info Edge India	1.8	-37.7	-45
FSN E-Commerce Ventures	0.5	-42.4	-42

# 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	





# Appendix

# Portfolio Performance - India Acorn Fund Limited\*

01 September 2017 – 30 September 2022, Net of Fees in INR

	Fund	Benchmark % S&P BSE 500 <sup>1</sup>	Excess Returns (bps)
Q3 2022	11.0%	11.3%	-32
YTD 2022	-10.0%	0.4%	-1046
2021	37.8%	31.6%	+615
2020	38.9%	18.4%	+2049
2019	13.4%	9.0%	+444
2018	1.3%	-1.8%	+310
Partial 2017	20.6%	9.2%	+1140
S.I. (Annualised) <sup>2</sup>	18.7%	12.6%	+604
S.I. (Cumulative) <sup>2</sup>	138.7%	83.0%	+5569

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>
10.2%	15.0%	15.8%
0.7%	1.0%	-3.8%
26.9%	48.6%	59.1%
16.6%	26.3%	27.9%
11.8%	0.9%	-8.4%
3.0%	-13.0%	-23.7%
7.0%	16.7%	17.7%
12.7%	13.9%	9.8%
83.5%	94.2%	60.9%

India Acorn Fund (Cayman) : 01 Sept 2017. <sup>1</sup>All indices are Net Total Return. <sup>2</sup>The NAV for 31 July 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.

# Portfolio Performance: Ashoka India Opportunities Fund

As on 30 September 2022, Net of Fees in INR (AIOFAUS ID)<sup>1</sup>

	Fund (AIOFAUS ID)	Benchmark % S&P BSE 500 <sup>2</sup>	Excess Returns (bps)	S&P BSE 100 Large cap <sup>2</sup>	S&P BSE 150 Mid cap <sup>2</sup>	S&P BSE 250 Small cap <sup>2</sup>
Q3 2022	14.40%	11.32%	+308	10.2%	15.0%	15.8%
YTD 2022	-8.30%	0.45%	-875	0.7%	1.0%	-3.8%
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)	22.43%	14.93%	+750	14.2%	18.6%	16.6%
Since Inception (Cumulative)	115.06%	69.29%	+4577	65.1%	90.7%	79.0%

Inception Date: 19 Dec 2018. <sup>1</sup> 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. <sup>2</sup> 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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