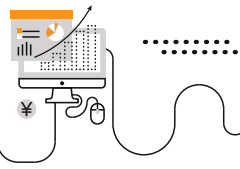


# EMKAY ENLAZAR





# INVESTMENT SOLUTIONS



## SMART ALPHA

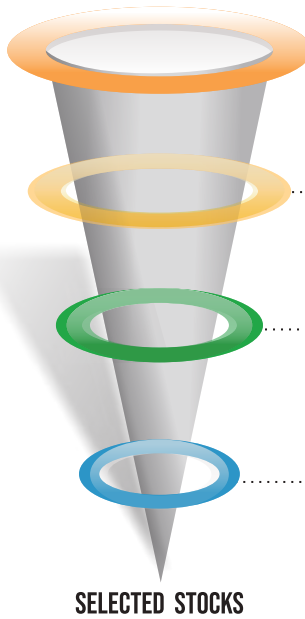
Using this approach, we try to mitigate typical fund manager vulnerabilities, primary among those being the "Selection bias" and the "Allocation bias".

"Selection" bias and "Allocation" bias, if mitigated, can lead to superior risk adjusted returns consistently

The biases are mitigated by way of :

- Defined universe for selection of stocks
- Equi-weighted portfolio

Number of listed Companies = > 5,000



**Defined Market Cap Filter**

**Focus on large and midcaps**

- Top 250 companies as per Market Cap
- Net Sales > INR 500cr

**Earnings Growth Filter**

**Focus on strong historic and future growth**

- ROCE > WACC
- Earnings growth > GDP growth rate

**Strong Leadership Framework Filter**

- Strong leadership in the respective sector: Market share/ profit share/ cost/ growth/ product
- Strong Management credentials: Vision, track record, growth

**Comprehensive Valuation Framework**

- Comparative Valuations
- Price - Value gap through DCF with focus on Margin of Safety
- PEG ratio
- Market cap vs Opportunity Size

SELECTED STOCKS

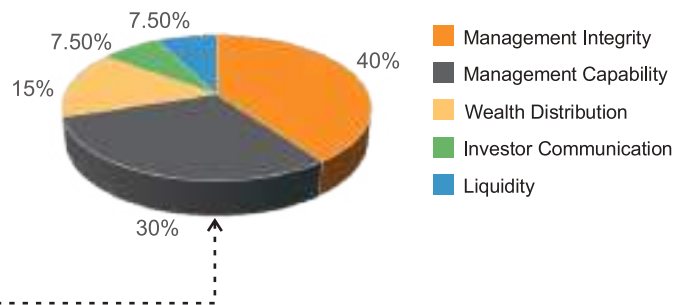
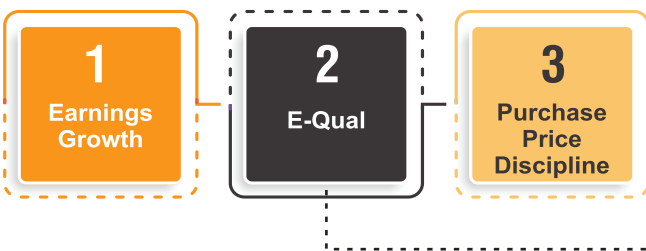


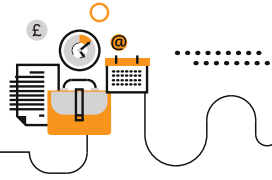
## E-Qual Framework

First of it's kind model in the country which calibrates the "Governance" aspect of a company. Each company is evaluated on the basis of the following parameters and a score is assigned to them.

Using this approach, we generate alpha through pure bottom-up stock picking and extensive research. We employ multi-pronged investment strategies and leverage proprietary models like E-Qual to deliver consistent long-term returns.

## Three Pronged Investment Process

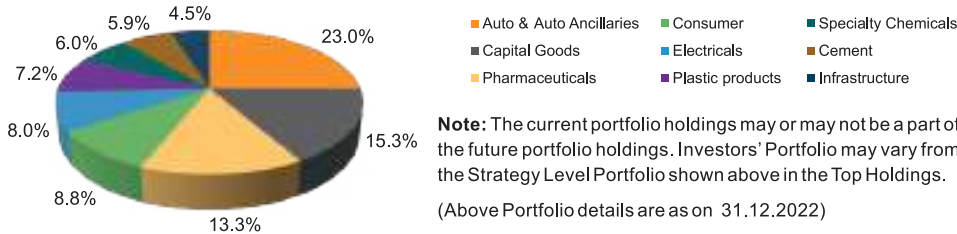




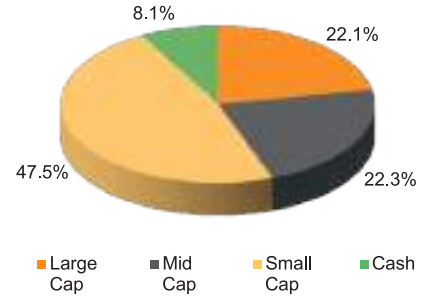
## Emkay New Vitalised India Strategy



### Sectors



### Market Capitalisation



### Model Portfolio

Companies	Sector	Weights	Domestic Sales	Export Sales	Overseas Ops	PLI Scheme
CCL Products (India) Ltd.	FMCG	10.3%	10%	56%	34%	
Mahindra CIE Automotive Ltd.	Auto	8.9%	50%		50%	
Centum Electronics Ltd.	Capital Goods	8.0%	44%	56%		
Aarti Industries Ltd.	Chemicals	5.5%	58%	42%		Yes
Eicher Motors Ltd.	Auto	5.7%	85%	15%		Yes

Benchmark

The Nifty India Manufacturing Index

Total number of Stocks **15-20**

FLEXI CAP

Average Marketcap

INR **50,881** Cr.

Data as on 31 12 2022

### Nursing back to health - THE MANUFACTURER

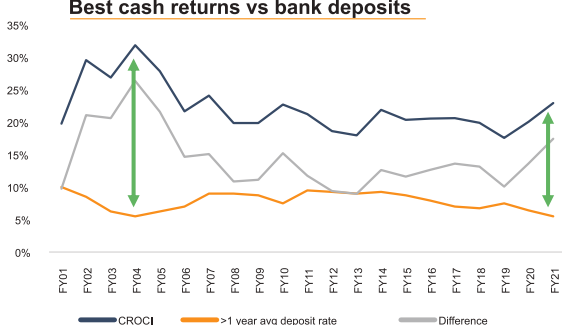
- 1 Attractive cash ROCE vs Bank deposits, Robust CU and order book, back to adding capacities
- 2 Sense of déjà vu
- 3 PLI scheme – potential to add 4% to GDP on p.a. basis if potential fully realised
- 4 Is China + 1 here to stay?

Digital onboarding facility for investors is now available

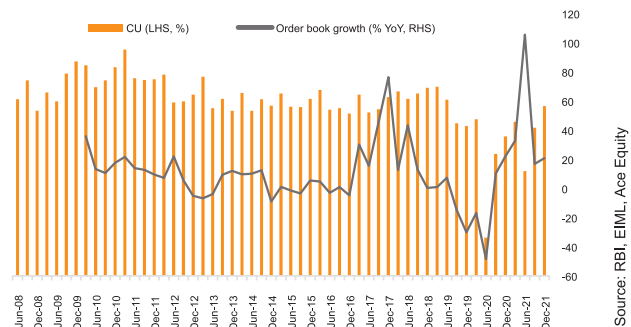
#### FY21-22 most attractive in terms of cash return on capital employed

- Over past few years, due to various events like Demonetisation, GST and COVID, reported ROCEs have suffered a lot
- However, cash ROCEs have improved to almost 20%+ driven by tighter working capital cycles
- The difference between Cash ROCE and comparable investment at one of the highest
- Attractiveness of cash returns coupled with robust capacity utilisation(CU) has put manufacturers on front foot

#### Best cash returns vs bank deposits

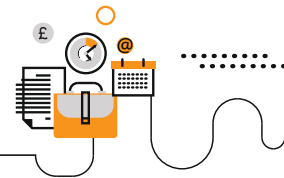


#### Capacity utilisation reaching previous peak



Source: RBI, EIML, Ace Equity





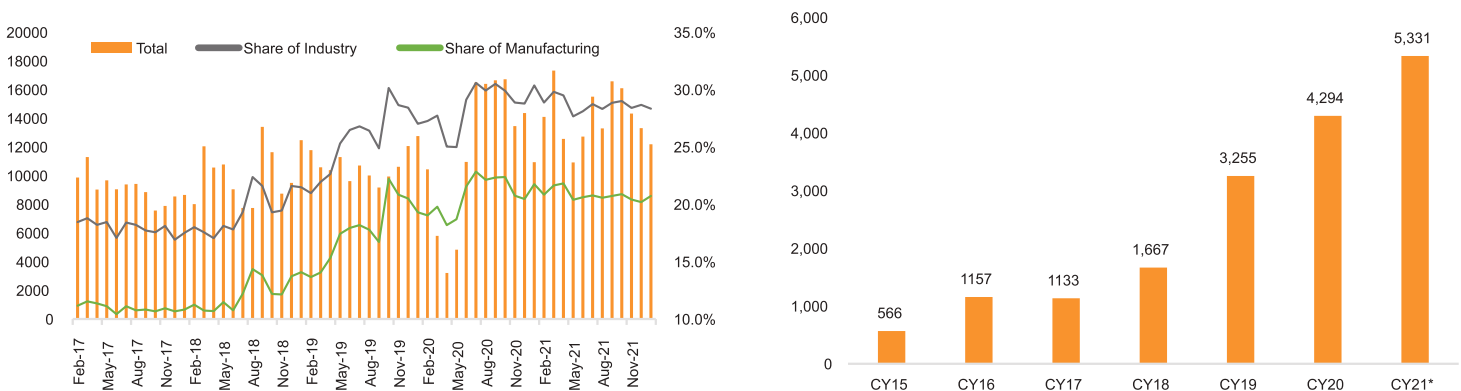
## Emkay New Vitalised India Strategy



### Resulting in buoyancy and adding capacities

#### Robust returns + CU = Confident manufacturing sector for putting new capacities

- As a result of robust returns, manufacturing companies adding capacities
- Registration of manufacturing companies has shot up to highest ever in last 7 years
- Share of manufacturing companies in total registrations of companies also at almost highest
- Number of Environmental Clearances sought and granted also at highest ever -10x of Fy15



Source: Ministries, EIML \* upto Oct-21

### Sense of Déjà vu –2003-06

- **Structural changes in 2018-21 reminiscent of lot of things that happened prior to 2003-06 boom**

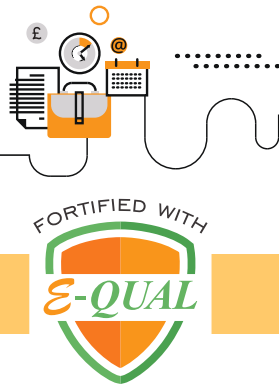
Viz. Corporate tax rate, clean up of balance sheets, declining cost of borrowing

- What ought to follow should also reflect period post 2002

	1996 -02	2003 -06	2018 -21	2022 -26
Corporate tax rate	38.5% to 35%	Stable	33% to 25%	Expected to remain stable
Cost of debt	Declining	Rose upto 8-10%	Declining	Expected to rise at moderate pace
Metal prices	Flat	24%	Flat to decline	Moderate rise after spike in CY21
Corporate balance sheet	Deleveraging	Releveraging	Deleveraging	Releveraging
Financial cos' balance sheet	Net NPA declining with rise in provisions supported by treasury gains	Continued to remain strong	Net NPA declining as the provision hit is taken on chin	Expected to remain strong
Government Capex growth	4%	23%	Grew in teens	Expected to grow robust until 2026
Growth in private GFCF	Negative	30%+	8%	Should rise
Corporate credit growth	12%	20%+	Single digit	Should rise
Growth in per capita GDP	8-9%	12%	4%	Should rise

Source: EIML



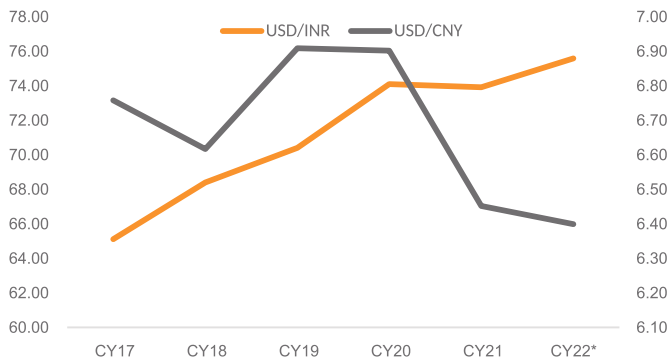


## Emkay New Vitalised India Strategy

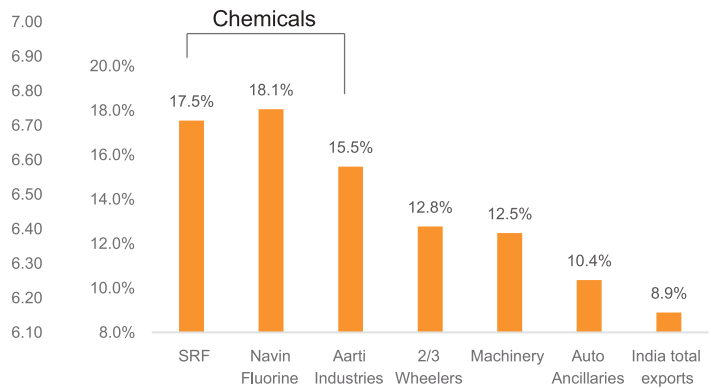
### China + 1 = Is it here to stay?

- **China facing significant push back**
  - Disruption in supply chain during COVID - goods as well as shipping
  - Developed nations have imposed anti dumping duty on lot of Chinese goods
- **INR depreciation vs Yuan making India more competitive**
- **Key beneficiaries**
  - Auto and Auto components, Textiles, Chemicals, capital goods

CNY has appreciated vs USD



Exports growth FY17-22

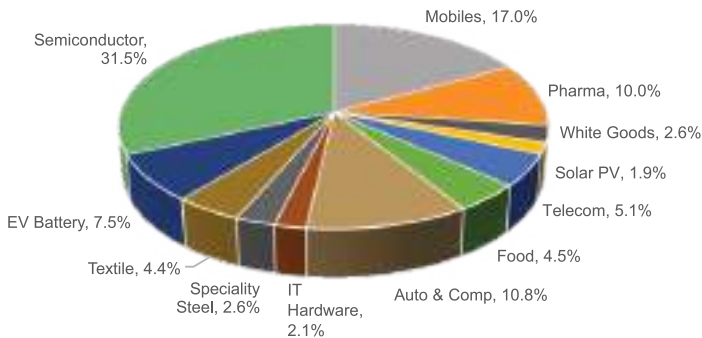


Source: Bloomberg, CMIE, Ace Equity

### Policy support from THE GOVERNMENT

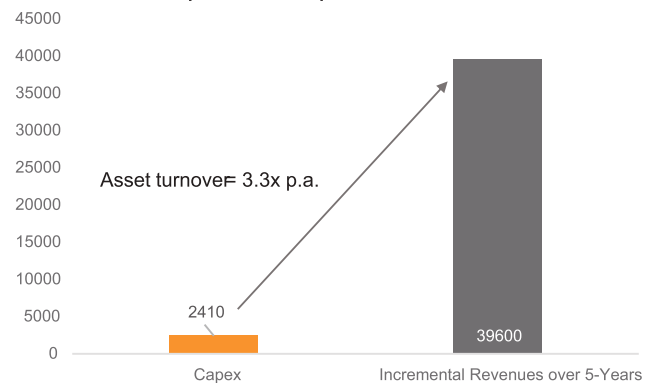
- Déjà vu to the days of supporting the services industry in early 2000s
- PLI scheme - Rs2.4tn incentives over next 5 years
  - Lions share going to electronics, auto components, pharma
- Incremental capex going to less capex intensive sectors
- Potential to add ~4% of GDP p.a. in terms of incremental annual revenues

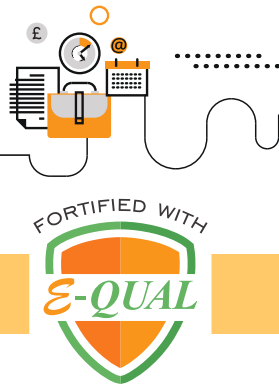
PLI Scheme incentives across industries



Source: Ministry Notifications, EIML

Output = ~4% p.a. of GDP, Rs bn



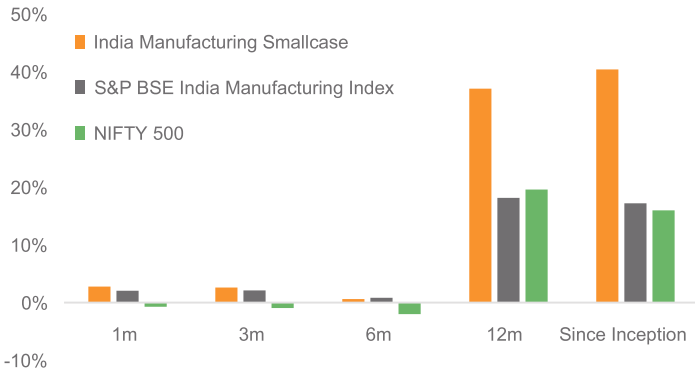


## Emkay New Vitalised India Strategy

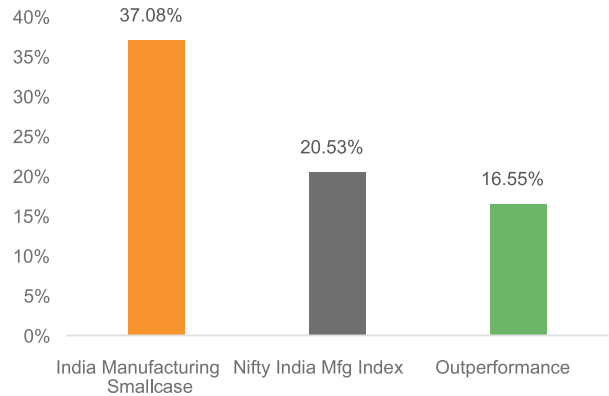


### Emkay Global Financial Services -Tryst with India Industrial Sector

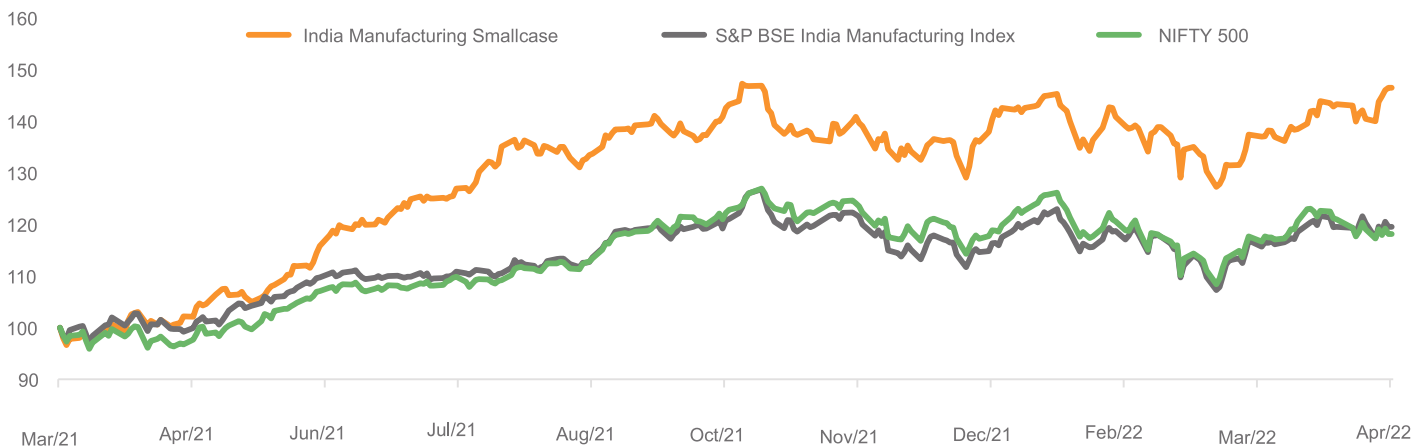
Emkay Wealth India Manufacturing Smallcase (inception date: 16-03-21)



India Manufacturing Smallcase vs Nifty India Manufacturing Index\*



Emkay Wealth India Manufacturing Smallcase Live Data Comparison (based to 100 as on 16-Mar-21)



Disclaimer: Data pertain to product of Emkay Wealth Managers (group company) and not EIML

Source: Smallcase factsheet \* As on April 29, 2022

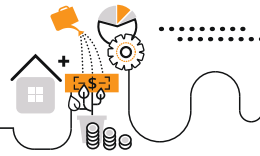
### Performance

	1M	3M	6M	Since Inception	Total Return
Model Portfolio	-0.8	6.1	16.5	19.5	19.5
TWRR	-0.7	4.2	14.0	17.6	17.6
Nifty India Manufacturing Index	-3.5	1.0	13.1	12.3	12.3
Outperformance (model v/s benchmark)	2.7	5.1	3.4	7.2	7.2
Outperformance (TWRR v/s benchmark)	2.9	3.2	0.9	5.3	5.3

Since Inception Date : 13th Jun 2022

As on 31 Dec 2022

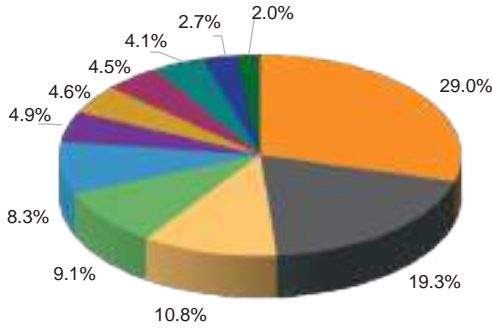




## Emkay Capital Builder



### Sectors



- Financial Services
- Auto & Auto Ancillaries
- IT
- Real Estate
- Telecom
- E-Commerce
- Pharmaceuticals
- Capital Goods
- Consumer Discretionary
- Logistics
- Infrastructure

**Note:** The current portfolio holdings may or may not be a part of the future portfolio holdings.

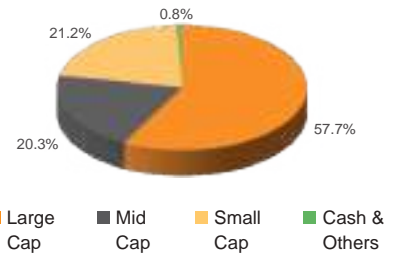
Investors' Portfolio may vary from the Strategy Level Portfolio shown above in the Top Holdings.

(Above Portfolio details are as on 31.12.2022)

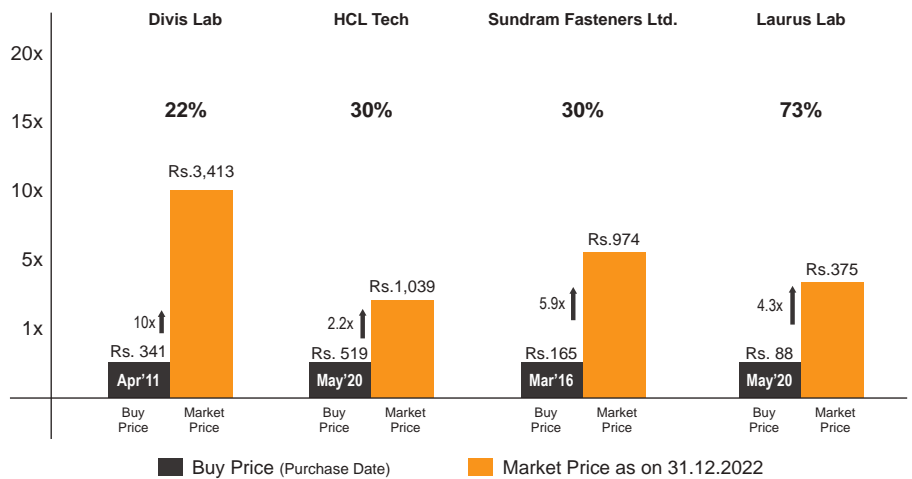
### Top 5 holdings

ICICI Bank Ltd.	14.5%
Divis Laboratories Ltd.	10.1%
Apar Industries Ltd.	9.1%
Sun Pharmaceutical Ind Ltd.	7.3%
Sundram Fasteners Ltd.	6.4%

### Market Capitalisation



### Stock-Picking Track Record



	3M	6M	1Y	3Y	Since Inception (9.8 years)	Total Returns
Emkay Capital Builder (TWRR)	4.1	20.0	9.0	17.0	15.1	293.3
Nifty 500	4.2	15.4	3.0	16.1	13.6	248.1
Outperformance	0.0	4.6	6.0	0.9	1.4	45.2

Inception Date

01-Apr-13

# TWRR Returns

As on 31.12.2022



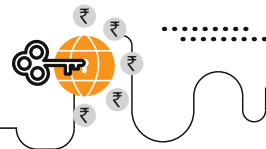
Total number of Stocks **20-25**



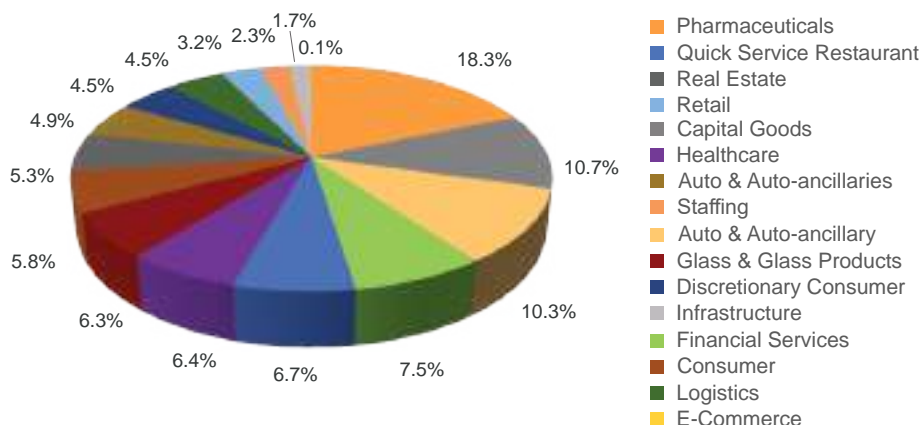
Average Marketcap  
INR **2,10,537** Cr.

All data is as on 31.12.2022





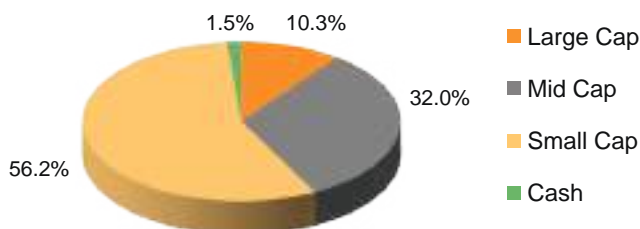
## Sectors



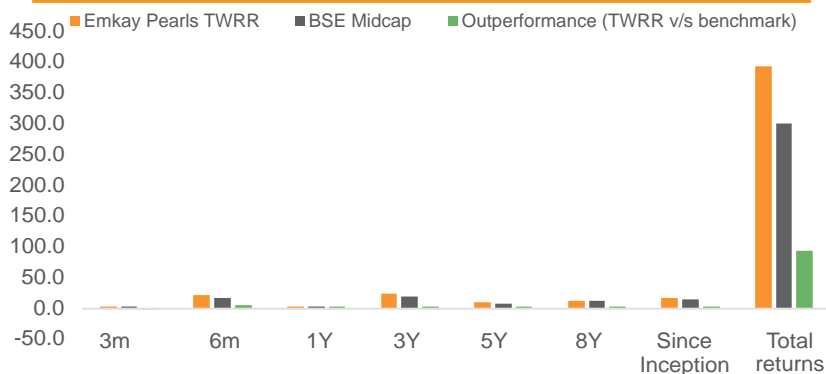
## Top 5 holdings

Apar Industries Ltd.	10.7%
Sundram Fasteners Ltd	10.3%
Divi S Laboratories Ltd	10.3%
Federal Bank Ltd	7.5%
Devyani International Ltd	6.7%

## Market Capitalisation



## Performance Update



	3M	6M	1Y	3Y	5Y	8Y	SINCE INCEPTION	TOTAL RETURNS
Emkay Pearls TWRR	1.5	20.6	3.2	22.9	10.1	12.6	16.1	394.3
BSE Midcap	1.9	16.6	1.4	19.1	7.3	11.8	13.9	301.2
Outperformance (TWRR v/s benchmark)	-0.4	4.0	1.8	3.8	2.8	0.8	2.2	93.2

Inception Date **24-Apr-2012**

As on 31.12.2022

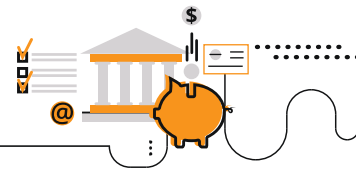
Benchmark **BSE Midcap**  
 Total number of Stocks **15-20**

**MID CAP & SMALL CAP**

Average Marketcap INR **17,311** Cr.







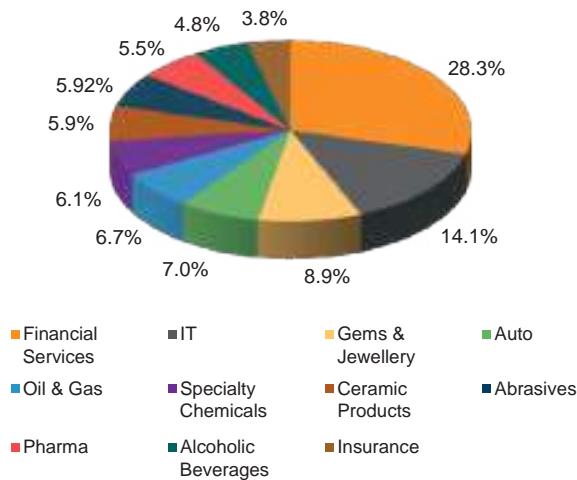
## Emkay L.E.A.D



### Investment Objective

The portfolio seeks to achieve long term capital appreciation by predominantly investing in large and mid cap high-growth companies with a leadership trait in the sector along with strong moat, quality management and reasonable valuations.

### Sector Allocation %



### Top 5 Holdings

Scrip Names	% Holdings
Bajaj Finance Ltd	9.5%
Titan Company Ltd	8.9%
ICICI Bank Ltd	8.1%
Infosys Ltd	7.4%
Eicher Motors Ltd	7.0%

### Market Capitalization

Market Capitalization	% Equity
Large Cap	75.0%
Mid Cap	22.0%
Cash	3.0%

### Performance Update

	1M	3M	1Y	3Y	Since Inception	Total Return
Emkay L.E.A.D. (Model Portfolio)	-4.4	-2.6	-6.8	8.1	11.4	54.6
Emkay L.E.A.D. (TWRR)	-4.7	-2.4	-7.7	5.6	8.6	39.6
Nifty 200	-3.3	4.4	3.6	15.2	13.4	66.0
Nifty 200 Quality 30	-4.7	-0.9	-6.3	13.0	10.2	48.2
Outperformance (Model v/s Nifty 200)	-1.2	-7.0	-10.5	-7.0	-2.0	-11.4
Outperformance (TWRR v/s Nifty 200)	-1.5	-6.8	-11.4	-9.6	-4.8	-26.4
Outperformance (Model v/s Nifty 200 Quality 30)	0.3	-1.7	-0.5	-4.9	1.2	6.5
Outperformance (TWRR v/s Nifty 200 Quality 30)	0.0	-1.5	-1.4	-7.4	-1.6	-8.5

Inception Date 17-Dec-18

Total number of Stocks **15**

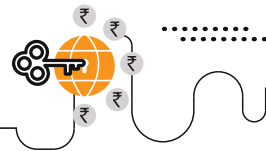
Benchmark **Nifty 200**

Average Marketcap

INR **3,46,717** Cr.

All data is as on 31.12.2022

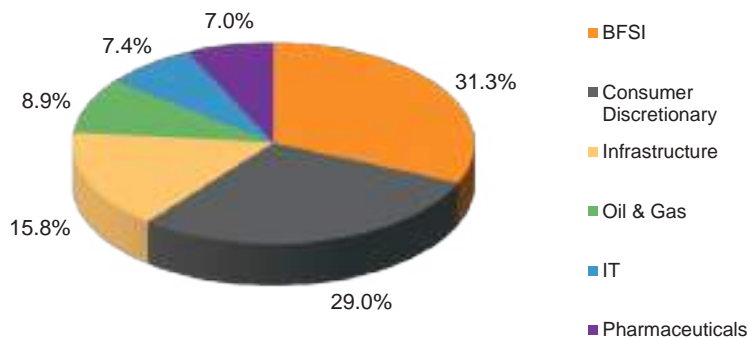




## Emkay's 12



### Sectors



### Top 5 holdings

Titan Company Limited	12.0%
ICICI Bank Ltd.	11.1%
Pidilite Industries Ltd	9.4%
Reliance Industries Ltd	8.9%
Ultratech Cement Limited	8.8%

### Features of Emkay's 12

- Focus on risk adjusted returns
- Portfolio of 12 structural growth cos
- Lower portfolio volatility and high liquidity
- Steady performance over medium term
- No wide diversification
- An alternative to large cap mutual funds
- Low portfolio turnover

### Performance Update

	1M	3M	6M	12M	Since Inception	Total Returns
Emkay'12 (Model Portfolio)	-3.7	2.9	16.5	2.4	15.9	65.8
Emkay'12 (TWRR)	-3.8	1.3	14.0	-1.3	12.4	49.2
Nifty 50	-3.5	5.9	14.7	4.3	15.8	64.9
Nifty 100 Quality 30	-4.1	0.5	10.8	-2.5	13.7	55.2
Outperformance (Model v/s Nifty 50)	-0.2	-3.0	1.7	-1.9	0.2	0.9
Outperformance (TWRR v/s Nifty 50)	-0.3	-4.6	-0.7	-5.6	-3.4	-15.7
Outperformance (Model v/s Nifty 100 Quality 30)	0.4	2.4	5.7	4.9	2.2	10.5
Outperformance (TWRR v/s Nifty 100 Quality 30)	0.3	0.8	3.2	1.3	-1.3	-6.1

Above returns are TWRR returns    Inception date 1st August 2019.    Performance update as on 31.12.2022

**Inception Date** 01-Aug-2019



Total number of Stocks **12**

**LARGE CAP**

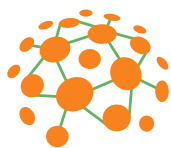
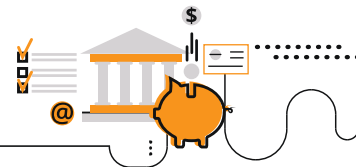
Average Marketcap

INR **5,26,959** Cr.

All data is as on 31.12.2022

**Emkay** Investment Managers  
Your success is our success

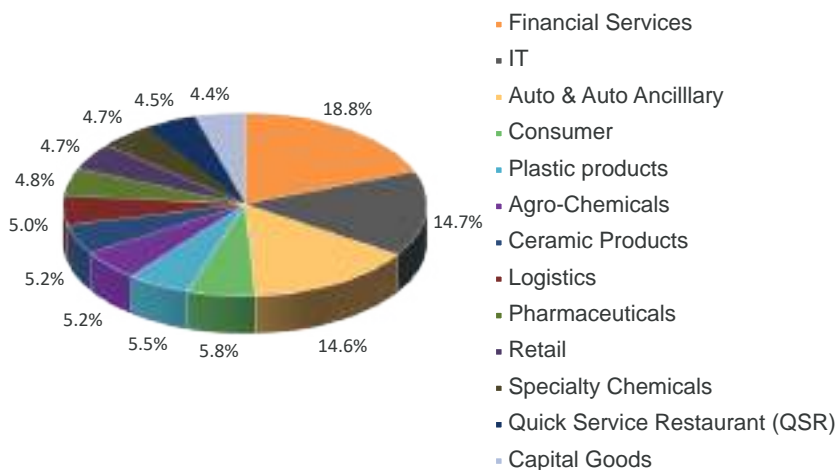




## Emkay GEMS



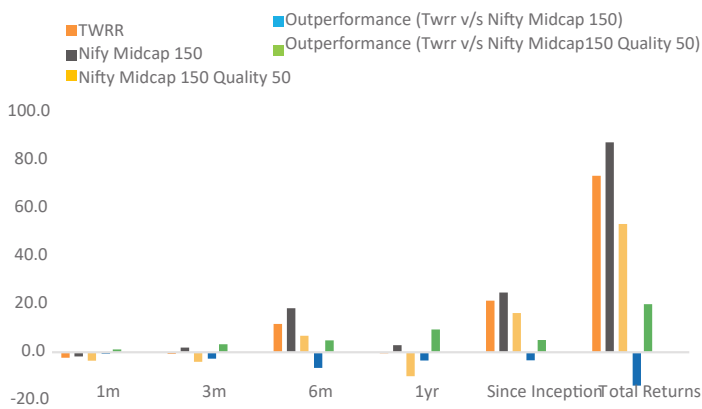
### Sectors



### Top 5 holdings

Varun Beverages Ltd	5.8%
Supreme Industries Ltd	5.5%
PI Industries Ltd	5.2%
Kajaria Ceramics Ltd	5.2%
Federal Bank Ltd	5.1%

### Performance Update



	1M	3M	6M	1Yr	Since Inception	Total returns
Emkay GEMS (TWRR)	-2.3	-0.7	11.8	-0.5	21.5	73.5
Nifty Midcap 150	-1.7	2.0	18.4	3.0	24.9	87.4
Nifty Midcap 150 Quality 50	-3.5	4.0	6.9	9.9	16.3	53.4
Outperformance (Twrr v/s Nifty Midcap 150)	-0.6	-2.6	-6.5	-3.4	-3.4	-13.9
Outperformance (Twrr v/s Nifty Midcap 150 Quality 50)	1.2	3.4	5.0	9.5	5.1	20.0

As on 31.12.2022

Inception Date **03-Mar-2020**

Benchmark  
**Nifty Midcap 150**

Total number of Stocks **20**

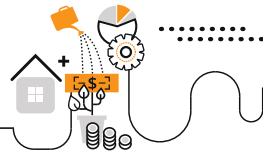
**MID CAP**

Average Marketcap

INR **33,075** Cr.

All data is as on 31.12.2022





Invest in



Emkay Duet

2 PMS portfolios within

₹ 50 LAC

Choose from any of the following three combinations of our portfolios, each giving you a unique dual advantage



Emkay Capital Builder

+



Emkay GEMS



Emkay L.E.A.D

+



Emkay Pearls

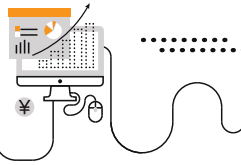


Emkay's 12

+



Emkay Pearls



**Emkay Investment Managers Ltd.** (EIML) is the asset Management arm of Emkay Global Financial Services Ltd. (EGFSL), a SEBI registered Portfolio Manager managing & advising investments for long-term (3-5 years+) investors consisting of Family Offices, HNIs, Corporate & NRIs, in Indian equities. Currently the team manages assets over INR 800 crores.

### PROFILE OF FUND MANAGERS



**Sachin Shah**  
Fund Manager - EIML

Sachin is a seasoned fund manager with over two decades of experience in the Indian equity markets. By virtue of his extensive research, Sachin realised early-on the need for a framework in which companies with evasively tricky standing needed to be filtered out very objectively, leading to the development of E-Qual Model, EIML's proprietary module which helps us to evaluate and compare listed companies on various aspects of governance. Sachin shares his knowledge and insights through various media interactions across print and digital platforms.



**Kashyap Javeri**  
Fund Manager - EIML

Kashyap Javeri is a fund manager with more than a decade of experience in company and sector research. He brings exceptional insights into stocks and economy. Prior to joining Emkay Investment Managers, he was a rated BFSI analyst in Emkay Institutional Equities for eight years and also worked with Sharekhan Ltd as midcap analyst. Kashyap brings with him immense in-depth knowledge on not only variety of manufacturing and services sectors but also on banking and economics.

**Emkay Investment Managers Limited** CIN : U67190MH2010PLC203819 | PMS: INP000004458

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