INVESTONOMICS

INVESTING GUIDE | JANUARY 2020 to MARCH 2020

WE BRING OUR
NINTH EDITION OF
QUARTERLY INVESTMENT GUIDE
INVESTONOMICS

WHAT'S INSIDE

MARKET PERSPECTIVE

GAZING INTO THE BROADER MARKETS

INSIGHTS FROM EIGHT PORTFOLIO MANAGERS

GREAT PRODUCTS MF, PMS, AIFs

WHY INVESTORS MAKE MORE WEALTH IN PMS

PMS AIF SUMMIT & AWARDS

9TH EDITION
Jan'20 to Mar'20

AdviceSenseWealth
PMS AIF WORLD
Superior Investments | Informed Decisions

PMS AIF World Team

Mr. Kamal Manocha
CEO and Chief Strategist

Kamal has worked with Citibank India, in various roles for 10 years, where he advised and worked with HNI clients on Investments related assets of more than 3000 crores. He was then associated as Head of Business Development and CEO of an Investment Advisory start up, Bharosa Club for almost 2 Years. He is Honours in Economics from Hansraj College, Delhi University, PGDBM in Finance from LBSIM, and carries more than 15years of rich experience in investment advisory.

"Most investors seldom make great returns, as no one really works with them with an approach of Informed Investing. We aim to create our niche in Wealth Management Industry with our Super Quality Content and Simple Analytics Backed Informed Approach To Investing"

Ms. Ritika Farma
Sales and Client Relations

Ritika bring 6 years of valuable experience in financial planning, and wealth management. She has worked in various roles in investment services industry, and has comprehensive experience in cementing client relationships in respect to their long term investments. She is a commerce graduate from delhi university and also holds a post graduate degree in Financial Planning & Wealth Management from the Indian Institute of Financial Planning. Additionally, she holds post graduate certification in Management with specialisation in finance from All India Management Association. She is dextrous in assisting investors assess what's the most suitable investment portfolio to their risk profile and investment objectives.

" In recent times, alternatives have taken off and are increasingly becoming mainstream across a range of asset classes. We strive to empower our clients with unparalleled experience in this space by offering them superior investments and helping them take informed decisions "

Mr. Sankalpo Pal
Sales and Business Development

Sankalpo brings 3 years of valuable experience in Wealth Management and has worked during this time with India's premiere institute, Motilal Oswal, in their investment advisory division and has excelled in business development as well as managing of client relations. He has graduated in commerce with specialisation in Statistics and post graduated in management with specialisation in Finance. He is passionate about numbers, and likes to study each portfolio in depth in terms of quality, risk and performance before the same is offered to any investor.

" We see evolution of Alternates at a very strong growing momentum, and in this segment, we aim to create sustainable long term value for all our stake holders

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"Creating Wealth Through Informed Decisions"

Don't Just INVEST,
Make Informed Decisions.

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Dear Investors,

Greetings from PMS AIF WORLD!!

Welcome to the New Year 2020 and Welcome to the latest edition of Investonomics...!

1st Jan, Year 2020 brought not just a start to the new year, but also began a new Decade. For us, it's a Next Decade of Wealth Creation for our Investors.

We, PMS AIF WORLD (www.pms-aif.com), are analytics backed and content driven new age investment services firm. We offer informed investments in focused and concentrated portfolios which are managed by highly experienced money managers that aim stupendous performance in long term.

The journal that you are reading is our 9th quarterly edition and we have named it 'Investonomics' as this is an honest endeavour towards investor education on markets, economy and identification of good investment products.

5 key Indian economic, political and markets related highlights for year 2019:-

1. Rise of the perceived risk in the NBFC space has led to decline in the consumption numbers in urban and rural markets, leading to an overall decline in the Indian GDP numbers for 6th consecutive quarter to 4.5% as on Q2FY, 2020.

2. Inflation was benign and so RBI reduced the repo rate by 135 bps and monetary policy stance remained accommodative throughout the year on account of prolonged slowdown in the economy, but on the fiscal front, the concerns of slippage increased due to likely shortfall in tax collections (owning to slowing economy as well as low inflation). The 10 Year benchmark yield closed at 6.55% on 31st Dec 2019.

3. The government's reaction to the unfolding economic crisis has followed the classic stages of grief. It has moved from denial (e.g. the refusal to release government reports on unemployment rates before the election) to anger (accusing anyone concerned about the economy of political bias) to bargaining (acknowledging of problem but not to its full extent and expecting that some small measures will solve it), to gearing for big measures (rationalization in corporate tax rates which make it competitive versus other markets).

4. Terrific year for global equities and MSCI World index roses ~28%. Though Indian Markets made all-time highs by Nifty surpassing the 12k mark and Sensex above 40000, market polarization expanded to levels never seen in the history of Indian markets, as broader markets continued the decline of 2018 and Year 2019 further widened the gap between valuations of frontend companies' vs the broader markets.

5. FPI (Foreign Portfolio Investors) flows into Indian equity markets for CY 2019 were positive at ~USD 14 billion (vs negative 4.5 billion in CY 2018). FPI fixed income flows were also positive at ~USD 3.5 billion (vs negative UDS 6.7 billion in CY 2018). Domestic institutional investor flows were also good at INR ~422billion (USD 5.9 billion), but much lower than CY 2018 which was INR 1093 billion.

Indian Markets in 2019 were both different and difficult. Indices showed great returns, but many investors were not able to attain it. Portfolio managers who delivered great returns, were those who were cautious in both debt and equity investing approach and remained invested largely in the quality.

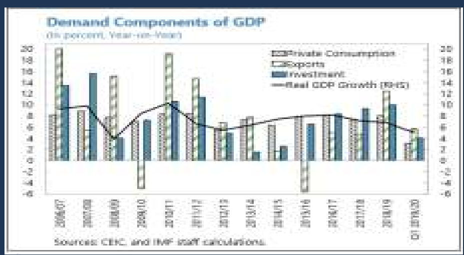
Is it all that gloomy in India for 2020?

The Indian Economy is going through a slowdown as indicated by most high frequency metrics i.e. GDP Growth at multiyear low, credit off take very low, and capacity utilization very low. However, despite these, India has a lot to offer to investors - a stable currency, excess liquidity, fiscal and monetary support, consumer - oriented demographics, banks tackling NPAs head-on with better legal support. Thus, when we gaze into 2020, we remain constructive on India. So, our answer to above question is simple: ‘No, its not at all gloomy for India in 2020. Another two important positive factors are : - One, our foreign reserves have been above USD 400 billion for a long time, Two, we are an agrarian economy, and sowing has been strong over the seasons aided by strong monsoons. We believe that demand has been deferred and not cut down, as corporates and households both have been cautious in the way they approach newer purchases. This coupled with slower transmission in interest rates & slow credit off take has delayed the spending process.

An anatomy of the current slowdown in India done by Mr. Arvind Subramanian, an Indian economist and former chief economic adviser to the Government of India and Josh Felman for Harvard University says the slowdown in India is not a cyclical one as India was one of the fastest growing economies till about a year ago. The slowdown cannot be put in the structural bracket as we have not changed a lot structurally over the period of tepid growth. The study becomes interesting as the authors suggest that India is facing a 4-balance sheet problem – Banks, Infra Companies, NBFCs and Real Estate. Most of the rapid growth since the 2008 crisis was supported by these sectors and the change in dynamics here has left a void to be filled.

The Indian government has stepped in with fiscal and monetary measures – the transmission of which will happen in due course. This slowdown is characterized by excess liquidity in the system and lack of credit off take. This we believe is a big hindrance to the growth trajectory. The capacity utilization in the economy is at about 70% indicating a consumption and demand drop making newer investments being delayed.

In the charts below we can see bank credit growth had peaked somewhere in the start of 2019 and has not recovered yet, the components of GDP – Private Consumption , Exports and Investments have slowed over the period of time as most participants are in a wait and watch approach.



The charts below show two key things -Rural Consumption has fallen way ahead of the rural wages fall which has more or less been flattish and India’s reserves are adequate to absorb shock to the system.

What is expected in Year 2020 and Next Decade of Wealth Creation ?

Our strong belief is that the credit system will evolve into the new era of credit uptick where cleaner and able borrowers will come to the system. Also, 2019 was an election year, and we expect reforms which have been fast paced under NDA to build the momentum in 2020. Like Insolvency resolution is a key reform to have happened in the last decade, similar reforms across land and labor laws are expected which will create a better ecosystem for investments and consumptions. Disinvestment across government assets should gain momentum to control fiscal deficits. Year 2019 has seen India being one of the top destinations for global fund flows across debt and equities. We expect this trend to continue to 2020 as India remains the preferred pick in the Emerging Markets. The support from the government in terms of fiscal and monetary improvements should bring consumption and earnings back; a lot has been learnt in 2019 and as we go into 2020 we are confident that growth won't be elusive for long and will be broad based when it comes.

This decade will bring cleaner Banks, resilient NBFCs, higher standards of corporate governance and international levels of credit rating norms which means stronger financial system.

Valuations wise mid-caps and small caps look far more attractive than large caps. We recommend investors to stick to asset allocation and allocate new investments towards select Mid Cap Portfolios or Multi Cap Portfolios.

Valuation Comparison of Nifty 50, 500 and Mid cap 100

Indices	Category	3 Year High	3 Year Low	At present (Dec 31st)
Nifty 50	Large Cap Index	29.90	21.94	28.30
Nifty 500	Multi Cap Index	34.66	30.84	25.50
Nifty Mid Cap 100	Mid Cap Index	62.07	22.96	24.95

Debt allocations must be done in ultra – short funds, low duration, and short-term funds. One must stay away from long term credit risk funds. We do unparalleled analytics, stick to basics, and perform a quality, risk and performance analysis (QRP) before recommendations. Basis this, we have highlighted top investment portfolios in Mutual Funds, PMSes, and Alternative Investment Funds.

Honesty is very expensive gift. Do not expect it from cheap people

– Warren Buffett.

Gazing Into The Broader Markets

Excerpts from Webinar done with Mr Samit Vartak, SageOne Investment Advisors

Statistically speaking, one has a greater hit rate looking at companies beyond top 100 to find a company that has a potential to deliver the dream returns of 10x in 10 years – Samit Vartak, Founding Partner and CIO, Sage One Investment Advisors

Understanding Broader Markets

If the Quest is for 10x in 10 years (i.e. ~26% CAGR), then the universe to be in is Broader markets and not Frontline. This exceptional return potential is the real charm of equity investing and is associated with quality mid and small cap stock investing. Especially, at the time when these companies are being ignored and valuations are low. Samit referred to recent study done by his team on stocks across market caps. The starting universe for this analysis comprises all the companies (872) in the BSE 500, BSE Midcap and BSE Small Cap indices. After excluding companies which do not have 18 years of listed history, one is left with 553 companies. This universe covers about 80% of the total listed current market capitalization. The chosen period FY02 – 19 covers years between two troughs in India's economic cycle (not stock market cycles) and covers a wide range of business environments representative of average conditions.

Of these 800+ companies 68 have been found to have exhibited growth like 10x in 10 years (Year 2010-11 to Year 2018-19). Of these 68 companies, only 2 companies have been from large cap universe i.e. Kotak Bank and IndusInd Bank which were then valued at 35k crore and 13k crore respectively. Rest all 66 companies are beyond top 100, 15 companies are from next 150 companies, and remaining 51 from small cap space. (companies below 8,500cr market cap are considered as small caps, companies between 8,500cr and 28,000cr market cap are considered as mid cap and beyond 28,000cr considered as large/top100). So, statistically speaking one has a greater hit rate looking at companies beyond top 100 to find a company that has a potential to deliver the dream returns of 10x in 10 years.

Broader Markets Follow a Cycle

Broader markets are highly volatile and behave in extremes owning to too much greed on one end and too much fear on the other end. And, hence understanding of their cycle is as important as understanding how to identify quality mid-small cap companies. Let's go back to the history of last 15 years and try and understand this further. Between 2004 and 2008, broader markets delivered 10x in 4 years, but then gave up 2/3rd of these returns in 2008-09 phase of market correction. So, if someone invested at the end of this phase of bull cycle of broader markets which was in year 2006-07, to just break even, it took 4 years. Similarly, from bottom of early, 2009, broader markets delivered by 4x by 2011-12. And, if one invested at the peak of this phase of broader market bull run in year 2010-11, took again 4 year to break even in 2014-15. The last broader market cycle was year 2012-2013 as bottom and year 2016-17 as peak. So, investments done at the peak of this cycle in year 2017, probably have still not broken even.

Historical Divergence and Way Forward

The Divergence between consumer-oriented quality companies and the broader indices started at end of FY 2011. That point was basically beginning of slowdown in credit cycle. So, basically, this whole decade has seen rising divergence in frontline and broader markets and the same has actually got amplified in last couple of years owing to extreme slowdown in the credit cycle. The reasons responsible are NBFC crises, lower liquidity to non-premium businesses and lowering of overall business confidence. This is one of the slowest growth phases in the history of Indian corporate earnings. Broader markets have merely shown ~ 6% of corporate earnings which is even lower than many years of inflation, and hence this phase has seen low levels of CAPEX. Versus this, during the same period, consumer-oriented quality companies have shown 11% to 12% corporate earnings. This is the reason for the historical divergence that markets witness today. Two years back Mid-caps, Small caps, and Nifty 50 were all ~ 30 times PE multiples. Today, median valuation of top 100 companies ~ 32 times, but as one goes down, valuations are far lower.

Table here from one of the latest research reports of SageOne Investment Advisors shows the valuations gap. What is certainly true is that the broader markets have a great potential and follows a cycle with peaks and a bottom. But, how long is a cycle is difficult to predict. So, timing is difficult, but history should repeat itself.

Ranked By Mcap	Median PE x	Median EV/EBIDTA x	Median PB x
Top 100	29.6	13.3	3.4
101 - 200	23.7	13.1	3.1
201 - 300	20.9	9.6	2.3
301 - 400	13.4	8.0	1.7
401 - 500	11.3	6.9	0.8
Total	19.1	9.5	1.9

These are views from Excerpts of a Webinar done by PMS AIF WORLD with Mr Samit Vartak, Founding Partner and CIO, Sage One Investment Advisors

Top Equity & Debt Mutual Funds

Equity Mutual Funds		Fund Attributes				Performance				
Equity	Category	Corpus (cr)	Large Cap	Mid Cap	Small Cap	6 M	1 Y	3 Y	5 Y	SI
Kotak - Emerging Equity	Mid-Cap	5,888	10.06	74.66	15.28	3.60	8.86	11.18	10.46	11.46
Nippon India Growth Fund	Mid-Cap	6,844	10.11	78.83	11.06	1.16	6.78	11.12	8.6	21.77
Axis - Midcap Fund	Mid-Cap	4,141	19.68	80.32	0.00	8.00	11.33	17.84	9.84	16.72
SBI - Focused Equity Fund	Multi-Cap	6,924	59.36	33.16	7.49	5.72	16.06	17.34	11.50	19.47
Mirae - Asset Emerging Bluechip Fund	Large & MidCap	9,516	52.12	42.46	5.42	6.45	14.72	17.37	15.65	20.00
Tata Large & Mid Cap	Large & MidCap	1,568	59.71	37.80	2.49	3.73	13.87	12.47	9.01	12.25
Axis - Multicap Fund	Multi-Cap	5,401	97.54	2.45	0.00	7.23	17.19	-	-	12.19
Kotak - Focused Equity Fund	Multi-Cap	1,520	70.51	26.98	2.51	8.82	-	-	-	8.82
Motilal Oswal Multicap 35 Fund	Multi-Cap	13,131	91.69	6.84	1.47	2.01	7.92	12.47	12.07	18.99
Mirae - Asset Focused Fund	Multi-Cap	2,428	58.97	39.04	1.99	10.66	-	-	-	18.23

Debt Mutual Funds		Fund Attributes				Performance				
Debt / Arbitrage Fund	Category	Corpus (cr)	YTM	Mod Duration	Quality	6 M	1 Y	3 Y	5 Y	SI
ICICI Ultra Short Term Fund	Ultra Short Duration	7,136	7.64	0.41	High	4.19	8.43	7.62	8.36	8.35
Kotak Savings Fund	Ultra Short Duration	11,279	6.24	0.47	High	3.72	7.84	7.30	7.74	7.76
Kotak - Low Duration Fund	Low Duration	5,963	7.72	0.88	High	4.58	8.33	7.61	8.20	7.75
Aditya Birla Low Duration Fund	Low Duration	10,337	6.78	0.79	High	4.16	8.21	7.25	7.66	7.47
Axis Treasury Advantage Fund	Low Duration	3,949	6.1	0.79	High	4.34	8.80	7.55	7.87	8.65
Axis - Banking and PSU Fund	Short Duration	12,801	6.79	2.10	High	5.43	10.52	8.41	8.42	8.61
IDFC Bond Fund Short Term Plan	Short Duration	11,757	6.79	1.89	High	4.97	9.74	7.37	7.81	7.64
Aditya Birla Short Term	Short Duration	3,141	8.57	1.95	Medium	4.26	8.50	6.86	8.05	7.38
Nippon India Arbitrgae Fund	Arbitrage	10,528	-	-	High	2.78	6.16	6.13	6.6	7.68
Edelweiss Arbitrage Fund	Arbitrage	3,870	-	-	High	2.86	6.2	6.04	6.55	6.77

We at PMS AIF WORLD study portfolio across 4P factors to understand the Quality, Risk and Performance (QRP) attributes. 4 P stand for Philosophy (Team, Ideology, Experience), Price (Fixed expenses, Exit loads, Performance fee), Portfolio (Construct, Concentration, Sector allocation, EPS, and forward PE) and Performance (Period wise returns as compared to the benchmark, and Variance to understand the risk).

We give much higher weightage to long term performance and also allocate ranks on the basis of consistency. We prefer Multicap, avoid portfolio with very high concentration, pick the ones with min 12 stocks. For the ones that are highly concentrated as well as high on mid and small cap allocation, we are highly cautious and thoroughly understand the portfolio. Here, we give higher weightage to other factors i.e. Higher Portfolio EPS, Low Portfolio PE, Boutique style of management with very strong Philosophy, Team and Years of history.

Source – https://www.valueresearchonline.com , https://www.mutualfundindia.com
Data is as on 31st December 2019
Fund have been selected based on past performance, fund expense and portfolio allocation.
Investments are subject to market risks. Please read all Scheme Information Documents (SID) /Key Information Memorandum (KIM), addendum issued from time to time and other related documents carefully before investing.
Past performance is not indicative of future returns.

Top PMS & AIFs

Portfolio Management Services		Portfolio Attributes					Performance			
Portfolio Managament Services	Category	Stocks	Large	Mid	Small	Cash	1Y	3 Y	5Y	SI
Ambit Good and Clean	Mid & Small Cap	16	19.00	67.00	12.00	2.00	14.50	14.90	N/A	12.10
Tata PMS Emerging Opp. Portfolio	Mid & Small Cap	30	32.00	47.50	15.60	4.90	8.00	13.60	12.70	10.00
AlfAccurate IOP PMS	Multi-Cap	47	56.00	23.00	3.00	18.00	4.38	11.41	11.61	18.10
ASK India Entreprenuirial Portfolio	Multi-Cap	19	67.00	30.00	2.00	0.00	12.40	16.20	12.40	18.50
IIFL Multi Cap	Multi-Cap	25	57.83	27.52	10.43	4.21	27.25	18.28	19.09	19.09
Motilal NTDOP	Multi-Cap	25	46.60	50.70	2.60	0.00	5.16	12.20	13.15	15.98
Marcellus Consistent Compounders	Multi-Cap	13	68.00	25.00	6.00	2.00	27.40	N/A	N/A	29.80
Nippon India High Conviction	Multi-Cap	25	67.00	14.00	16.00	0.00	21.90	15.30	11.00	17.90
Sundaram SISOP	Multi-Cap	14	51.00	25.00	4.00	20.00	18.42	13.87	10.50	22.80
SBI Growth with Value	Multi-Cap	24	34.00	35.00	19.00	11.00	16.08	14.41	N/A	10.00

Alternative Investment Funds	Fund Manager/CIO	Category	Type	Inception	Vintage (Yrs)
Carnelian Capital Compounder Fund	Manoj Bahety	Long Only	Closed Ended	01-06-19	0.7
Nippon India 5 Trillion $ opportunity AIF Scheme 5	Varun Goel	Long Only	Closed Ended	12-07-18	1.5
Edelweiss Alternative Equity Fund	Nalin Moniz	Long Short	Open Ended	19-08-14	5.4
ITI Long Short Fund	Rajesh Bhatia	Long Short	Open Ended	01-04-18	1.8
TATA Absolute Return Fund	Harsh Agarwal	Long Short	Open Ended	12-04-19	0.8

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Price is what you Pay and Value is what you Get

Excerpts from Webinar done with Mr Sunil Singhania, Abakkus Asset Manager

While investing in equities, what matter is value and not just the price. All of us understand this aspect, but still get trapped owing to greed and fear. This is a normal character of market, however, it was never so evident, as it is in today's context. While broader markets have seen prices fall for many stocks like - 20% to - 80% over last 2 years; at the same time, handful of quality names (only 30 to 40 companies) trade at 50 to 100 x price to earnings multiples, taking the front-end markets (Nifty and Sensex) at all-time highs. Valuation which is a combination of Earnings and Price stands at a huge divergence in these 2 segments of markets - Broader & Frontend. While everyone is chasing quality names, one is paying too much price on one end, and, hence missing the value. And, owing to risk aversion & recency bias, one is ignoring too low price for broader markets, hence missing the value.

Reasons for so sharp increase in valuations of quality companies

One of the most widely tracked valuation multiple is PE. The unit for PE is years – so to put in simpler words a stock trading at 85 times PE means at current earnings of company, an investor will recover his money in 85 years based on current earnings potential. A general perception investors carry is that "Quality companies command high PE multiples because these are growing very fast with earnings growth of 20% to 30%. Shunning this perception, Mr. Singhania urged investors to go through the report recently published by his team where by 27 high PE quality companies have been studied in depth. As per his study, for example, Asian paints which trades at 65+ PE multiple has seen a revenue growth of 13% per annum in last 9 years, and 9% in last 5 years. EBIDTA for Asian paints for last 9 years stands at 12% per annum, and PAT for last 9 years is at 11% per annum. Perception falls flat in front of facts for most all these high PE companies likewise. Even sum total of these companies as a basket has grown at 11% over last 9 years, whereas nominal GDP of India's economy has grown at 13% (7% real GDP + 6% Inflation). He concludes that these companies have not even grown in line with the growth of nominal GDP of our country.

There is another general perception that 'Indian companies are growing faster than global companies, so Indian companies deserve to trade at high premiums. In this context, Mr. Singhania highlighted that, his research covered global firms as well to find the truth and taking the example of well-known paints companies like Asian and Berger paints, he shared simple comparison with worlds largest paints company, Sherwin-Williams. Given the perception, logically, the assumption is that Asian paints is growing faster than Sherwin-Williams. And, Asian Paints' ROEs would be higher than Sherwin Williams. But, what is reality is a surprise. For past 9 years, Asian paints has grown at 13% CAGR, and Sherwin-Williams, at 16% CAGR. Also, Asian Paints' ROE is 24% (over last 9 years), and Sherwin-Williams' ROE is at 30% (over last 9 years). And, Despite better Sales, and better ROE, Sherwin-Williams trades at 3 times Sales, and Asian Paints trades at 9 times Sales. Also, Sherwin-Williams trades at 27-28 times PE, and Asian Paints trades at 65-70 times PE, and Berger Paints at 95-100 times PE. So, this perception also doesn't hold true when facts are studied.

The reason for continued over valuation of these companies is skewed investment inflow to these large cap companies over past 4-5 years. Basically, incremental domestic flows that were invested in top 100 companies used to be around 31% of total flows in year 2013-14 and has risen now to whopping 84% in top 100 and 96% in top 200 companies. On the foreign portfolio investors (FPIs)front till June 2014, 48% of their investments were in top 100 companies, 77% were in top 200 companies. This has now risen to 88% in top 100 companies and

96% in top 200 companies. This clearly indicates that investors have focused only the larger companies irrespective of valuations, ignoring the broader markets. Some of the reasons that have led to this flow channelization to large companies is flight to safety, inclusion in index and passive funds, SEBI reclassification of mutual fund categories, and recency bias. While, first 3 have been discussed many times, recency bias is something which continues to play. Funds that have done well attract more flows, and so, more flows are channelized to these large cap companies.

Conclusions

Mr. Sunil Singhania concludes that all these companies are phenomenal companies, with great brands, great corporate governance, however, being priced beyond perfection. So, these select quality stocks are in a bubble zone, and could give zero or negative returns over the next few years. Markets seen from front end indices perspective, are highly bio-polar. Very few stocks which have led to the rise, look very expensive now. On the other end, broader markets have done nothing.

- For a mere 12% annual growth rate in next 9 years, most of these companies will have to trade at a PE of more than 50x to 75x at FY 28.
- The Intrinsic valuations of Indian FMCG companies like HUL, Nestle shows they will have to grow at 10% for staggering 35 years, or at 12% for 25 years to merely justify current valuations.
- HUL and Nestle together have higher market capitalisation that combined market capitalization of top 40 core sector companies, even though their peak profit is less than 1/10 by comparison.
- Huge rise in large cap valuations is driven by liquidity going towards top 100 companies as well as recency bias.

Way Forward

Nifty and Sensex are at all-time highs, the premium for quality companies to volatile companies is at the highest at 65%, which was last seen at 40% during dot com bubble. For next 1 month, we may see a phase of consolidation, after which expectations from the budget for FY 20-21 will start to build in and will direct the market movement.

Many positive news flows from govt, has already started like corporate tax cut, increasing in FDI, AIF in real estate, strategic dis-investment in PSU – all this will start to have impact on the economy and broader markets, next year. Also, we are already seeing increased interest from Foreign flows since lately. On Macro front, God is helping us, as monsoon has been good, and oil is on down-trend.

Like 2009 and 2013, 2019-2020, again presents a case for investing in mid cap and small caps for with 4-5 years of time horizon. Good companies with good history in this segment, are available at very low valuations. These companies are in a better position to give returns. Large caps overall are a decent bet, but, one should not expect more than 9% to 10 % return here, and within large caps, leadership would change, like we have already seen in the recent rally(over last 2-3 weeks) which has been led by ICICI, SBI and Reliance for example and not by HUL, Nestle and Asian Paints.

> If best quality company is not available at a good price, it might not be a good investment.
>
> Sunil Singhania
> Founder, Abakkus Asset Manager

TEN INVESTMENT INDICATORS AND THEIR HISTORICAL MAXIMUM AND MINIMUM

1 NIFTY PRICE TO EARNING RATIO

Current	28.30
Min	10.68 (Year 2008)
Max	29.59 (Year 2019)

Ref. : Dec. 19

2 MARKET CAP TO GDP RATIO

Current	80%
Min	45.9% (Year 2003)
Max	149.50% (Year 2007)

Ref. : Dec. 19

3 GOVERNMENT DEBT TO GDP RATIO

Current	44.5%
Min	44.5% (Year 2019)
Max	62.6% (Year 2003)

Ref. : Mar. 19

4 INFLATION RATE (CPI)

Current	7.35%
Min	1.54%
Max	12.17%

Ref. : Dec. 19

5 INTEREST RATE

Current	5.15%
Min	4.25%
Max	14.50%

Ref. : Dec. 19

6 GDP ANNUAL GROWTH RATE

Current	4.50%
Min	-5.20%
Max	11.40%

Ref. : Sep. 19

7 CREDIT RATING

Current	BAA2 (Moody's)

8 BUSINESS EXPECTATION INDEX

Current	112.80
Min	96.40
Max	127.50

Ref. : Sep. 19

9 INDIA'S INDUSTRIAL PRODUCTION INDEX

Current	1.8
Min	-7.20
Max	19.90

Ref. : Nov. 19

10 MANUFACTURING PMI

Current	52.70
Min	47.90
Max	55.00

Ref. : Dec. 19

Source: https://www.tradingeconomics.com
https://www.ceicdata.com

Rajesh Kothari
Founder and MD
AlfAccurate Advisors

Q1 : What is the investment philosophy of AlfAccurate Investment Advisors ?

Our investment strategy is Protect Capital, Create Wealth. Equity asset class has higher risk compared to other asset classes like debt, gold, real estate. Hence, risk management is critical for us while investing clients' hard earned money. At AAA, we believe in delivering Superior risk adjusted returns in the long term.

Q2 : How do you select the stocks ?

We have a 3M investment approach – Market Size (prefer sectors which are big in size), Market Share (select companies which are leaders in their sectors) and Margin of safety (valuations). We invest in companies which enjoys strong business moat which results in they enjoying leadership in their sectors with focused management, high corporate governance and superior financials and importantly, grows faster than the industry.

Q3 : How do you reduce the risk ?

At the portfolio level, we reduce risk by investing across sectors, across stocks and across market cap. Also we follow staggered investment approach. At company level, investment is into leaders – that means inherently the company has strong capabilities to navigate the business cycle. Lastly, we have a strong Exit Strategy.

Q4 : Amongst broader and front end markets, where do you see potential for higher returns in the next decade of wealth creation and why?

There are number of opportunities in BFSI, Consumer, Auto Ancillary and Chemical sectors. During last 2 years, many companies exited resulting in further consolidation in the organised sector. Macro trends like rising aspirations of Indian consumers, consolidation within industry – both from unorganised to organised and within organised (due to recent balance sheet issues faced by many corporates), technology disruption, etc offers huge opportunity, but key is consistent execution by the company with right governance.

Q5 : With so much pessimism around the high frequency economic parameters and at the same time Nifty / Sensex cloaking all-time highs, should investors wait for correction?

During Jan18 to Jul19 period, due to various reasons, market witnessed historic divergence – Nifty reported +15% and Mid/Small cap reported decline of 16%/29%.

Hence, investors are little confused as they see all time high Sensex but stocks performance is not in line. But that was polarised market, broader market has not participated in this rally. We expect 2020 to be a year of Normalisation that means broader participation. If one looks at last 3-5 months performance, initial signs of such trend is already visible.

Q6 : What are your views on the corporate earnings for Year 2020 ?

We expect corporate earnings growth to revive in FY21 due to 1. Government and RBI have taken various measure to boost economy, improve liquidity, etc. during last 6 months 2. Low base of earnings.

Q7 : What is your view on the current market valuations ?

It is always better to look at valuation of specific company because at times market valuations are misleading – on one hand, you have many companies trading at 50x+ PE and on the other hand, there are many companies trading at single PE. In long term, market is mirror of earnings growth. During last 10 years, there are 140+ companies which delivered 15% CAGR in earnings and they registered 15%+ CAGR in market cap. There are many opportunities in this market where you can buy strong businesses with reasonable valuations provided one is willing to take long term bet.

Q8 : What are the key characteristics of AAA India opportunities Portfolio ?

At portfolio level, we are ~56.1% in large cap and ~23.0% in Mid & ~18.1% in small cap – a true multicap portfolio. 94% of AAA portfolio companies reported net profit Rs 100 crs and above. Hence all these companies are large companies in terms of profit size. Importantly, most of these portfolio companies have either zero debt or D/E less than 1x, with strong ROE and cash flow.

Q9 : What can investor expect in terms of risk and return in AAA IOP PMS ?

Our portfolio has investment in companies which are leaders in their sectors. Our portfolio has strong earnings CAGR of 15%+ and as mentioned earlier, stock price mirrors earnings growth in long term.

Q10 : Every correction, time and again teaches that exit strategy from equity is very important. What exit strategy AlfAccurate Advisors follow in this regards?

We strongly believe that Exit is as important as Entry. 75% of Sensex constituents have changed in last 16 years. Hence portfolio monitoring is critical. We base exits on change in underlying earnings growth drivers, any indication of poor corporate governance and lastly valuations.

“

Compounding is the 8th wonder of the world.
He who understand earns it, he who doesn’t pays it “

- Einstein

The intelligent investor is a realist who sells to optimists
and buys from the pessimists

– Benjamin Graham

”

Harsh Agarwal
Head, Alternative Strategies,
Tata Asset Management

Q1 : You have launched one AIF fund and are about to launch another. As all AIF funds are very different in composition and strategy, what do you keep in mind while conceiving new products?

AIF allows 200% exposure. So this is the starting point, to use the extra 100% exposure to enhance returns and reduce risks simultaneously. Then there is either fixed income orientation or equities orientation to the product, which means that core investment will tilt either towards fixed income or towards equities and will be catered to either conservative investors and slight risk taking investors. Further, there is tax angle to the design; how to make a product more tax efficient. Finally, there is a cyclicality perspective. In high interest rate environment, fixed income oriented products become attractive as one can lock in higher yields and at cyclically low point of equities, one can buy good stocks with a long term perspective.

Q2 : How do you select the stocks ?

For our AIF, we adopt a blend of fundamental research, events (and company, sector and macro level), and quantitative techniques. Same process is used for picking stocks for both long portfolio and the short portfolio.

Q3 : How do you reduce the risk ?

There are four core principles for lowering risk.

a) Diversification at portfolio level. b) Using short portfolio to lower the systemic (market direction) risk. c) Good stock/entity selection and reducing the errors which may hurt portfolio returns d) Using asset combinations (equities or fixed income or hedge portfolio that do not correlate with each other in terms of returns outcome). Meaning, at most points in time, some asset or the other should be doing well even when others are going through a soft phase. It is perhaps the most important aspect, i.e. avoiding investing into overlapping assets.

Q4 : Amongst broader and front end markets, where do you see potential for higher returns in the next decade of wealth creation and why?

While India will clearly be stock picker's market, at an index level if the domestic economy recovers then the broader markets led by mid and small caps can generate better returns. For broader markets, the domestic economy should improve and generate reasonable gainful jobs and business opportunities. This may or may not happen. There is visibility for improvement in farm / rural income largely led by recovery in agri-commodity prices, a trend that is currently visible globally. However, the opportunities for small scale businesses have materially weakened owing to working capital issues/constrained funding and generally weaker margins.

Q5 : With so much pessimism around the high frequency economic parameters and at the same time Nifty / Sensex cloaking all-time highs, should investors wait for correction?

It depends on various factors including the existing asset allocations, returns expectations, and one's investment horizon. Valuations in general are high (not just for NIFTY / Sensex constituents). High valuations /levels have been driven by low interest rates and sustained performance in some of the large Index constituents. Equities are as much sensitive to interest rates (lower the better for valuations) as they are to economic parameters. Besides, index heavyweights have steadily grown and gained market share even as economy remained fragile. So if one already has high allocation towards equities or if one's returns' expectations are anchored around ~12-15% CAGR returns, then they might have to wait for a better entry points. If one feels under-invested in equities or wants to have a better than fixed income returns experience over 3-4 years period, then these are still good levels to invest.

Q6 : What are your views on the corporate earnings for Year 2020 ?

For FY21, the corporate earnings should be good with many sectors/companies likely witnessing improvement in topline (volumes) leading to operating leverage benefits kicking in as well. Having said that, it will be fair to assume that all this improvement and perhaps more is already built in by the street in earnings estimates; sell side earnings estimates have persistently been cut in past.

Q7 : What is your view on the current market valuations ?

Debt is still cheap in India (implying attractive yields), while equities is expensive overall. As growth opportunities globally become scarce, the valuations for the companies with growth traits have become very expensive making risk-reward unfavourable for many of these stocks. Overall Indian equities are expensive and will likely remain that way. Future returns will be driven by earnings growth and without any further valuation re-rating. Hence equity returns over the next decade will likely be meaningfully lower than what they have been historically. That actually goes for all the asset classes. Last decade has been terrific for asset classes - gold, government bonds, equities, real estate. Coming decade/s will be experience consolidation and more range bounded outcomes across assets.

Q8 : What are the big challenges in the space of Long Short funds in India ?

Long- Short funds biggest challenges are: -

a) High tax incidence on bulk of the income stream, which takes away most of the alpha generated by the fund b) PROHIBITIVE TICKET SIZE; Risk-reward with long-short AIF at pre-tax level is often found superior to both debt and equity offerings. However, high minimum ticket size of Rs.1cr, and lack of public advertising makes the offering beyond reach of many investors. Additionally, it also means greater time and effort to be put for placing the product to the investors and building sizable assets c) Leverage limits that SEBI has kept for cat III AIFs constraints aggressive (high return strategies) something that most global hedge fund adopt.

Q9 : What can investor expect in terms of risk and return in AIF products ?

Well risk (both volatility and downside probability) will most often be less than conventional equities. That's the inherent nature of any hedging strategy. Returns will vary for every fund depending on the individual strategies and its execution. But, on pre-tax returns basis, a well-managed AIF funds have potential to beat both fixed income and equity returns on a long term basis. As tax rates and policies keep changing, it is difficult to predict the outcomes on post tax basis for all the asset classes. So apart from understanding the potential risk-reward associated with any AIF, the investors should look at tax incidence on all the products - debt, equities, and alternatives.

Q10 : General belief about Alternate assets revolves around alpha and potential for higher returns, however, there are no popular products that generate high returns than Core equity assets like mutual funds. Why should then, investor consider alternate assets and what your views in this regards ?

Alternate products and strategies can be designed to suit investor's needs. Speaking of returns, many AIFs (both long biased and market agnostic long-short AIFs) have been beating both debt and equity index returns despite taking lower risks. Yes, Investor returns have been lower due to adverse taxation. But at a gross level, the category returns have been pretty good from most industry participants. AIF funds are aware of the tax drag, and hence until the tax rates converge between various income streams, I expect more AIF funds becoming equity oriented (long biased) and delivering equity MF or PMS like returns for the investors with the optionality to hedge (lower the equity risk) as and when markets enter a weak phase. So we will see more such offering which will produce equity like outcome in bullish markets and minimize drawdowns in down markets.

Varun Goel
Head, Alternative Strategies,
Nippon India Asset Management

Q1 : What is the investment philosophy of Nippon India Alternate Investments ?

We are bottom-up stock pickers. We do meaningful allocation to our best investment ideas which are backed by rigorous fundamental research. Every stock that we buy has to adhere to our Unique Must five Quality Framework which covers : - 1) Business potential in terms of growth opportunities, scale, and sustainable competitive advantage, 2) Corporate Governance, 3) Earnings track record, 4) Promoter Ownership, 5) Capital Allocation.

Q2 : How do you select the stocks ?

We pick stocks which comply with the Must five quality Framework and are in alignment with the Theme of the Fund.

Q3 : How do you reduce the risk ?

Portfolio risk needs to be optimized keeping in mind the valuation parameters, Oil, currency and interest rate risks.

Q4 : Amongst broader and front end markets, where do you see potential for higher returns in the next decade of wealth creation and why?

We do bottom-up stock picking and continue to spend time and effort on identifying attractive opportunities across the market breath.

Q5 : With so much pessimism around the high frequency economic parameters and at the same time Nifty / Sensex cloaking all-time highs, should investors wait for correction?

It is impossible to call the markets in the short term. We see a gradual economic recovery play out this year. Taking a three to five year, investors should continue to allocate money to equity investments.

Q6 : What are your views on the corporate earnings for Year 2020 ?

We expect a 15% earnings growth for FY21 driven largely by corporate banks, telecom and consumer sectors.

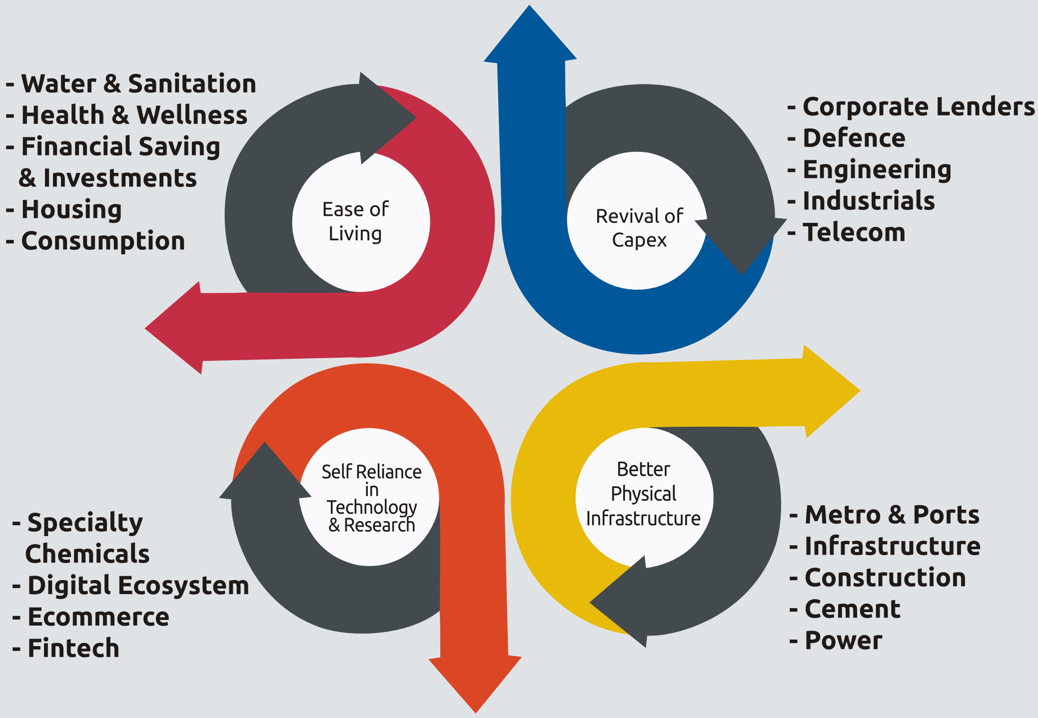
Q7 : What is your view on the current market valuations?

Markets are discounting an economic upturn in next twelve to eighteen months. It is important that we see improvement in corporate earnings going forward.

Q8 : What are the key characteristics of The 5 Trillion $ opportunity AIF Scheme 5 ?

Portfolio has 20-30% allocation in each of the four buckets. It is a multi-cap fund with 8-10 large cap ideas and 10-12 mid & small cap ideas. The average market cap is around 50,000 crores.

The Five Trillion Dollar Opportunity has four broad pillars



Q9 : What can investor expect in terms of risk and return in the 5 Trillion $ opportunity AIF Scheme 5 ?

If we look at Nifty, the long term return has been around 10% CAGR with the earnings growth of underlying companies also being around 10% CAGR. Over the long term, company earnings and market returns normally converge. We expect the portfolio companies to deliver a 15-20% earnings CAGR over the next five to six year period.

Q10 : Every correction, time and again teaches that exit strategy from equity is very important. What exit strategy Nippon India Alternate Investments follow in this regards?

The product has a feature that every stock which reaches 150% appreciation from its buying price, the bias is to sell the stock and return the money to the investors. We expect to return some money along the way. Also, from time to time fund will do rebalancing to ensure no stock has a disproportionate weight in the overall portfolio. Since this a close ended fund, the portfolio will be liquated and money returned to investors at the end of the term. Considering that the fund is starting at a time of extreme economic pain, we believe we have a great starting point.

> “Ups and downs in life are very important to keep us going because a straight line even in an ECG means we are not alive.”
>
> -Ratan Tata

Vikas Khemani
Founder & CEO
Carnelian Capital Advisors

Q1 : What is the investment philosophy of Carnelian Capital Advisors?

At Carnelian, we believe in growth investing at reasonable valuations & obsess about the risk-reward trade off. As long term investors, preferring definite returns over immediate returns, we don't mind underperformance in the short term. We are happy to be contrarian when the risk-reward payoff is compelling and don't mind sitting on cash, when we perceive weakness. Lastly, we are a very conscious of corporate governance and have zero tolerance towards governance issues.

Q2 : How do you select the stocks ?

The fund will target to identify investment opportunities in listed equities with unique MCO (Magic, Compounders & Opportunistic) framework with stringent quality checks and forensic analysis. Under MCO framework, Magic basket (60%) aims at investing in stocks to capture both earnings growth & valuation re-rating. Compounder basket (30%) aims at investing in growth businesses with an aim to compound on earnings growth. Opportunistic basket (10%) focuses on capturing short term tactical opportunities.

Q3 : How do you reduce the risk ?

Our investment style has been designed to give preference to capital protection over returns. We shall focus a lot on selecting right stock after clearing all internal filters and framework. We have a detailed checklist which includes in-depth forensic analysis to safeguard against governance risk. Breaching governance framework has "ZERO TOLERANCE "in Carnelian world of investing. Our portfolio will comprise of fairly liquid names with 30% of portfolio can be liquidated in 3-5 trading days. We have put sector and stock level concentration limits at 40% and 10% respectively. Any stock with price erosion of > 20% relative to benchmark comes under review by Investment Committee(IC).

Q4 : Amongst broader and front end markets, where do you see potential for higher returns in the next decade of wealth creation and why?

We see large potential of wealth creation in few of the sectors which have either gone through structural reforms recently like Banking & Financial sector (equipped with bankruptcy code and financial inclusion), real estate sector (RERA and affordable housing present large opportunity for organised players), or present large addressable opportunity like consumer durable , building material sector & Insurance sector.

Q5 : With so much pessimism around the high frequency economic parameters and at the same time Nifty / Sensex cloaking all-time highs, should investors wait for correction?

We believe time in the market is more important than timing the market. Every market presents investment opportunity in certain pockets which offers superior risk adjusted returns.

It is true that there is pessimism around certain economic parameters like GDP growth rates which are at its multi-year lows, auto slowdown etc. but there are also few silver linings domestically like GNPA/NNPA issues bottoming out, consistent domestic inflows into the markets through SIP's, record FPI inflows, prompt govt. actions (Corporate tax rate cuts, real estate fund for last mile funding for stuck projects etc.), continuous rate cuts by RBI and globally positive developments like US/China trade resolution, Central Banks worldwide (FED,ECBPBOC) pumping liquidity. All this positive developments in the long run should outweigh and help reach India towards US $ 5 trillion economy. Due to all the risk aversion, currently 95% of the market cap is represented by A group stocks, going ahead we believe that liquidity would start chasing returns and growth instead of safety net. This is likely to reduce valuation gap between large caps and good quality mid-caps. In the above back drop it would only right to start nibbling rather than waiting for correction.

Q6 : What are your views on the corporate earnings for Year 2020 ?

While corporate earnings will remain subdued during FY20 due to ongoing trust deficit and liquidity crisis , we foresee significant acceleration during FY21 because of reasons mentioned in Q5 above.

Corporate earnings to GDP in FY 19 was at 3.1% against average of ~ 5% and peak of 7.8% in 2008, we believe with NPA issues getting resolved and gradual improvement in economy, corporate earnings to GDP should reach near averages and earnings momentum should pick up broadly across sectors.

Q7 : What is your view on the current market valuations ?

We see current market valuations skewed in favour of large caps and select high growth sectors, leaving ample investing opportunity in mid-caps and beaten down sectors. Market valuation is also function of growth and liquidity. We see both remaining positive in next 3-4 years thereby creating a very conducive equities environment.

Q8 : What are the key characteristics of Carnelian Capital Compounder AIF ?

Carnelian Capital Compounder Fund is a long only multi cap sector agnostic fund. Fund's objective is to generate long term sustainable alpha through bottom up stock picking approach using fundamental approach to investing. The fund offers a unique advantage of investing in 3 baskets which helps not only generate superior returns but also offers diversification. Fund's capability of doing detailed forensic research and primary & secondary research/scorecards using proprietary tools helps avoid any accidents/investment errors.

Q9 : What can investor expect in terms of risk and return in Carnelian Capital Compounder AIF ?

Our stringent quality checks with in-depth forensic analysis will target superior risk adjusted returns. The fund will invest in 20-25 stocks with an objective to compound wealth @ 18-20% CAGR over next 5 years with ample importance to protection against permanent capital erosion. We have proven track record of successful forensic analysis over last decade . Our governance framework at times leads to error of omission however safeguards us against error of commission.

Q10 : Every correction, time and again teaches that exit strategy from equity is very important. What exit strategy Carnelian Capital Advisors follow in this regards?

Our Fund is new, we haven't exited any investments as yet, however we plan to exit our investments in following circumstances:

- If there is material deviation with respect to initial investment arguments. Further, we generally do not sell the stock just because it has become expensive provided company is delivering on growth, governance and capital efficiency framework and long term risk-reward metrics is still favorable. We will ride our winners. However, once stock has achieved our price objective, its continuously and rigorously reviewed for de-rating risk. Also this will be constantly evaluating viz alternative options.

- We will sell an existing portfolio company, if we during our investment process, we find out any better alternative opportunity within our framework. We will be very conscious of churn while evaluating stock under this situation.

- If the stock is materially under-performing, the same is referred to Investment Committee for critical review. We shall sell if we find anything wrong in our investment rationale.

Harit Oberoi
Associate Director,
A.K. Wealth Management

Q1 : What is the investment philosophy of AK Wealth Management Pvt Ltd?

We offer discretionary PMS which invests in fixed income securities. Investment philosophy is mentioned below:

Core Portfolio

- Invest with Issuers, with whom, we believe there is an ability to seek the best risk/reward trade off across the credit spectrum (preferably AAA to A-).
- This strategy is targeted to generate consistent returns by way of coupon income.
- Such securities are meant to be held till maturity subject to market conditions.

Satellite Portfolio

- Invest opportunistically in inefficient circumstances resulting from demand supply mismatch, expectations on interest rate movement etc.
- This strategy is targeted to generate capital gains over and above the coupon income.
- Such securities are meant to be mostly be sold before maturity.

Q2 : How do you select the Bond ?

Core Portfolio	Satellite Portfolio
• A.K. Group has demonstrated its sourcing and underwriting capabilities in the past. • All our investee companies undergo a detailed credit assessment process which helps us in deriving a credit score based on which we finalize the type of instrument, yield and tenor. • For higher rated Issuers, we do subordinated structures like perpetual bonds, preference shares to get higher yields. • For lower rated Issuers, we claim credit enhancements by way of security over assets or escrow, letter of comfort, third party guarantee etc. depending on the Issuer.	• A.K. Group is one of the most trusted bond houses of India and has made its mark by foreseeing market trends. We have demonstrated performance by spotting such opportunities in the past. • We have a team of highly skilled professionals who are a part of the trading team in the Wholesale Debt Market segment involved in seeking such arbitrage opportunities. • It is important to spot such trading opportunities at the right time in order to realize incremental gains in the portfolio. A.K Group is resourcefully placed to deliver the same.

Q3 : How big AK Capital is in Debt space ?

- AK Capital Services Ltd. is the country's leading SEBI registered Category-I Merchant Banker and Investment Advisor listed on the stock exchange.

- Ranked amongst top arranger, in private placement of fixed income instruments, AK Capital Services Ltd. has been nominated and awarded various accolades. To name a few, the prestigious "IFR Asia award for the India Bond House of the year for 2018"and ''Assocham India award for Capital Market Intermediaries Excellence Awards – Merchant Banker (Debt Segment)''.

- AK Group has been engaged in providing various financial services such as fund mobilization through issue of Debt and Structured hybrid instruments etc. for its clients including country's premier Central & State Government Undertakings, Private & Nationalized Banks, Financial Institutions & Private Sector Corporate.

- In a short span of time, AK Capital has emerged as one of India's leading Merchant Bankers in the Indian Fixed Income Market through management of private placements as well as public issues. AK Capital is acknowledged for its unmatched Management Consultancy, Advisory Services, Financial Restructuring, etc. and is also one of the few Merchant Bankers who has direct access as counterparty to almost each and every domestic bank/ institution. AK Capital is one of the largest arranger of bonds for PSU and Private Sector Banks.

Debt Public Issue:

	2018-19	2017-18
Total (Rs. Crs)	36,788	5,167
Managed by A.K. Group	27,514	3,681

Debt Private Placements:

	2018-19	2017-18
Total (Rs. Crs)	6,35,235	6,64,486
Managed by A.K. Group	1,19,364	98,671

Source: PRIME DATABASE

04 : What debt PMS products does AK Wealth Management offer?

Under the Debt PMS, A.K. Wealth Management Pvt Ltd is offering two products:

1. Credit Alpha:

a. There will be a model portfolio depending on the Fund Managers Outlook on the debt capital market

b. The model portfolio will target a specific yield and tenor (explained ahead)

c. All investor money in this strategy will get invested in the model portfolio

2. Credit Ease:

a. Customization offered to Investors

b. The Fund Manager will understand investor requirements in terms of target yield, investment horizon, risk appetite, regular income etc. and will design a portfolio based on these factors

*Above offerings may change subject to SEBI guidelines.

Q5 : Debt Mutual Funds are well diversified with number of securities ranging from 50 to 150 in one debt portfolio, but PMS is concentrated with number of securities ranging from 10-15 in one debt portfolio. Theoretically, which means Debt PMS has more Risk than Debt MF. For an asset class which is preferred for low risk, why should one invest in AK Capital Debt PMS?

PMS is meant to invest in concentrated basket of well researched companies. It is meant for sophisticated and informed investors who want superior risk-adjusted returns and are focused on long term performance. We will draw from our experience spanning over 20 years and play our strengths in credit assessment and due diligence of Issuers and identify the low hanging fruits in terms of credit. Our access and expertise gives us an edge in sourcing as well as underwriting. Our detailed analysis of the company helps us in deriving a credit score based on which we finalize the type of instrument, the yield and tenor.

Yes, debt mutual funds will hold a higher number of securities. However, with this level of diversification, the returns will be subdued. Also, in mutual funds which work as a pooled vehicle of funds, investors are exposed to other investor's behavioural pattern. After the IL&FS fiasco in Sep-18, debt mutual funds had higher redemptions due to liquidity crunch. Mutual funds provided exit to investors by selling well-performing securities. The investors who stayed back were left with higher exposure to downgraded securities. Mutual fund inflow/outflow is dependent on market sentiment and dictates the fund management strategy.

So both mutual funds and PMS have advantages and disadvantages. Depending on the investment objective and tax status, the final decision on investment vehicle should be taken. Like we have already mentioned, it is best to diversify investments across various vehicles to achieve the final investment objective.

Q6 : Cost plays a significant role especially in Debt as returns have limited upside. That is why, in case of debt mutual funds, investors prefer Direct Funds over Regular Funds. Does AK Capital PMS offer any such option for Large investors who want to invest directly through Registered Investment Advisor or on their own?

Yes, we have a strategy – Credit Ease wherein we accept investors with a minimum investment size of 5 Crs. In Credit Ease, depending on the investment objective we can offer flexibility in the fee structure.

Q7 : In PMS, investor owns securities and not the units, so how does duration and interest rate risk play in debt PMS, and how is it different than debt mutual funds?

In the PMS, investors hold bonds in their demat account. Portfolios can be different for investors depending on availability of securities at the time of investment. However, the Portfolio Manager will manage all the portfolios combined together at the scheme / Strategy level – Credit Alpha. For instance, we have taken exposure to long duration securities based on falling interest rate outlook. When we decide to sell securities to book profits, we will execute this across all client portfolios in which such securities exist. Hence the risk is managed at the strategy level rather than individual client portfolio level.

Q8 : Like there are liquid, and ultra-short term mutual funds for parking money for short term. Does AK Capital Debt PMS also offer similar structure? What is the Right Investment horizon that you recommend for Your Debt PMS to investors?

We currently have two strategies – Credit Alpha and Credit Ease.

In Credit Alpha, there is a standard portfolio depending on the Fund Managers outlook. All investors in Credit Alpha will have a portfolio based on the outlook. While the securities might not be exactly same in all portfolios, the portfolio mix will be very similar. The ideal investment horizon for Credit Alpha is 2 – 3 years.

In Credit Ease, we customize portfolio depending on investor requirements. So we can have a portfolio of short tenor securities selected if the investor wishes to park money for a few months. In Credit Ease, the minimum investment size is 5 Crs.

Q9: AK Capital has launched a Debt PMS in times when investor confidence in debt asset class is not good. Tell us about your strengths that make you confident and how you see reinforcing of investor confidence by playing your strengths?

Bond markets have seen a strong run in the last couple of months. Supportive macro conditions in the domestic as well as global markets have led to decline in the bond yields. The Union Budget also had some positive announcements for the bond market. Some short term measures that can be considered positive were bank recapitalization of 70,000 crore, NBFC credit guarantee support for Rs 100,000 crore, offshore market borrowing and maintaining the fiscal deficit numbers. In terms of long term focus areas, deepening of corporate bond markets, infrastructure push, and further liberalization of FDI norms were apparent. Hence, we believe that the overall macroeconomic drop for bond market remains supportive and this is the right time for launching our Debt PMS.

The credit crisis that began in Sep-18 is not over yet and has definitely made the investors cautious. However, with the budget announcements credit market revival is expected. It is important to understand that debt as an asset class forms an integral part of one's portfolio and one should diversify their investments within this asset class. It is important to balance safety, liquidity and returns in your debt portfolio. To prioritize safety and liquidity over returns, one should invest in bank fixed deposits and liquid funds. To ensure risk-adjusted returns, one should invest in debt mutual funds and debt PMS.

Our PMS is an addition to the investment opportunities available. The PMS will invest in fixed income securities only. The securities will be rated between AAA to A-. The strategy will be a combination of Hold-to-Maturity and a trading strategy depending on market conditions and arbitrage opportunities available. Our objective is to provide stable and regular income by way of interest income. We will play tactical opportunities from time to time to generate capital gains over and above the interest income.

Q10 : What is the tax treatment of gains from debt PMS? How does short term and long term capital gain work ?

PMS has pass through taxation, all income is taxed in hands of investor depending on type of income and income tax slabs. Interest income is taxed as per tax slab of investor. Dividend income is tax free up to 10 lakhs and taxed over and above that. There is no benefit of indexation on long term capital gains*.

*Subject to change in tax laws from time to time. All investors are advised to take independent view as per their tax slabs and not rely on the above before investing.

Anshul Saigal
Chief Investment Officer
Kotak Portfolio Management Services

Q1 : What is the investment philosophy of Kotak portfolio management services ?

We adopt a bottom-up approach to investing. It is our endeavour to identify quality businesses which have strong fundamentals but are trading at a discount to their 'intrinsic value'. This allows us to have a margin of safety on our investments and hence we attempt to minimise the possibility of permanent capital loss. Additionally, the objective of capital appreciation is met as the price to value gap is bridged. To summarise: We are buyers of stocks where growth is not priced in. We are not buyers of quality at any price, but good businesses at reasonable price.

Q2 : How do you select the stocks ?

While identifying stocks we focus on three major aspects Business, Management and Valuation. Within Business, we focus on scalability and sustainability of growth. More than immediate earnings (which may be negatively impacted due to many reasons like business environment, trade disruption, etc) we look for Long Term Earning Power of a business. We are looking for companies that over a cycle earn a High Return on Equity and have a strong Balance Sheet. Within the Management criteria, our focus is on corporate governance, execution capability and capital allocation policies. We like Promoters/Management who have Skin in the Game and are receptive to the interests of minority shareholder. As regards to Valuation, We aim to identify stocks wherein the long term earnings growth of the business is not priced in. We do not want to buy business that are priced to perfection and where any negative surprise can lead to substantial permanent capital loss.

Q3 : How do you reduce the risk ?

At a stock level: our philosophy of identifying stocks with good underlying business, strong balance sheet, capable management and trading at reasonable valuations lowers the risk of permanent capital loss. At a portfolio level, we aim to diversify the earnings stream by investing in varied sectors/segments of the economy. So while a PMS Portfolio is concentrated in terms of the number of stocks, it is well diversified in terms of the sector exposures. As a result an adverse regulatory or macro event impacting a single sector doesn't have a disproportionate impact on the portfolio.

Q4 : Amongst broader and front end markets, where do you see potential for higher returns in the next decade of wealth creation and why?

We believe that in the long term, Quality businesses with strong earnings growth and reasonable valuations generate high returns. This is irrespective of whether the stock is a large-cap, midcap or small-cap. If you see the previous decade, there are many examples of wealth creation within each category: HDFC Bank, a large-cap, created great wealth for shareholders and so did small and midcaps like Eicher Motors, Page Industries, V-Guard, Avanti Feeds etc. we expect the next decade to be no different, just the names that participate may be different

Q5 : With so much pessimism around the high frequency economic parameters and at the same time Nifty / Sensex cloaking all-time highs, should investors wait for correction?

Markets work with a telescope and telescopes look ahead. If economic growth is expected to revive in the second half of FY21, then markets will start to factor that and we may not see a major correction.

Q6 : What are your views on the corporate earnings for Year 2020 ?

We estimate aggregate earnings to rebound and grow by early teens in FY21 led by a rebound on economic growth in 2HFY21 and improving liquidity conditions. Further, there are pockets of the market like cyclicals and some PSUs wherein current earnings are severely depressed and which can see an earnings growth of 20-30%.

Q7 : What is your view on the current market valuations ?

While Nifty/Sensex are at lifetime highs, the investment landscape is extremely polarised day. While some stocks especially in consumption related sectors are trading at lifetime high valuations, there are many stocks which are trading at 3-5 year low valuations. Now, some of the stocks have a low valuation because either the business is permanently impaired or the balance sheet is highly leveraged and these should be avoided. But there are many stocks, today, which are trading a low valuation wherein long term business fundamentals are strong and improving. If one can identify such stocks and ride out the near term volatility, then a patient investor can earn a good return over the next 3 years.

Q8 : What Kotak PMS product would you suggest to a high risk investor for next 5 years (Year 2020-2024)?

The last two years have seen a period of risk aversion which led to High valuation stable growth companies outperforming Value stocks. We expect this trend to reverse in the coming years and Kotak Special Situations Value (SSV) PMS is best positioned to capture this shift. For this reason, we are recommending Kotak SSV PMS

Q9 : What can investor expect in terms of risk and return in your suggested portfolio ?

Since inception, Kotak SSV PMS has outperformed the benchmark by a margin and we expect the same to continue over the next 3-5 years. We anticipate that over the coming three years, benchmarks will be outperformed and volatility will also abate progressively

Q10 : Every correction, time and again teaches that exit strategy from equity is very important. What exit strategy that your team at Kotak portfolio management follows in this regards?

We continuously track the business fundamentals and valuation of our existing investments. We exit an existing investment if 1)The business fundamentals change adversely against our expectation, 2)The stock price reaches our estimate of the 'intrinsic value' of underlying business, and 3) Other more attractive opportunities come to the fore.

> Return Alone and especially return over short periods of time - says very little about quality of investments
>
> – Howard Marks

Aashish P Sommaiyaa
Managing Director & CEO
Motilal Oswal Asset Management

Q1 : What is the investment philosophy of Motilal Asset Management?

Motilal Oswal AMC believes in buying high quality business run by high quality managements that are growth oriented and at a reasonable price. Once we buy such businesses we believe in holding for the long term in order to benefit from their entire growth cycle.

Q2 : How do you select the stocks ?

We select stocks basis filters on growth and sustainability of growth. More importantly we prefer to invest in sectors or product categories that are growing and have a long runway of growth and within them we would prefer to own the leaders or well differentiated players.

Q3 : How do you reduce the risk ?

We do not believe in statistical definition of risk. We believe that risk emerges from not knowing what one is owning. Within this the chances of surprise is much lower in large caps and midcaps but the chances of unknown happening may be more in small caps. Hence, indepth understanding of business and the company becomes critical. To that extent we have invested heavily in recent times in building a very strong fund management team of 5 members for our PMS and AIFs and we have a strong captive research team for the AMC with a Head of Research, 6 analysts and 3 associate analysts.

Q4 : Amongst broader and front end markets, where do you see potential for higher returns in the next decade of wealth creation and why?

We are a firm believer of investing in midcaps with 5 years plus time horizon. In a country like India where consumer markets in every product and service and financial services like banking, insurance, capital markets, asset management, mortgages, consumer loans etc. are seriously underpenetrated, a lot of well regarded brands and even some sector leaders are mid-sized companies.

Q5 : With so much pessimism around the high frequency economic parameters and at the same time Nifty / Sensex cloaking all-time highs, should investors wait for correction?

Nifty and Sensex maybe at all-time highs but total market cap in the last 2 years has declined. Markets have corrected and they are not as irrational as they are made out to be. Time and again it is seen that investor invest in equities in good times and spend the bad times in evaluating and judging and critiquing the goodness or otherwise of the investment they have made. They need to demonstrate conviction and continue to invest through the bad times if they want outsized returns. People who invest in good times will get average returns and they will need long investment horizons. People who invest in bad times get outsized returns and sometimes even in short time frames they may get lucky – because they gave their luck a chance to work.

Q6 : What are your views on the corporate earnings for Year 2020 ?

The bottom is behind us and we are set to see recovery in FY20-21.

Q7 : What is your view on the current market valuations ?

Markets are not homogeneous, in some pockets they are expense and in some pockets they are fair. In some areas stocks have been beaten down because when things are not good on economic front or in some sectors where there is a crisis, everything is painted in the same brush and one can get some mouth watering opportunities. It is all about stock picking from here on.

Q8 : Which Motilal PMS product would you suggest to a high risk investor for next 5 years (Year 2020-2024)?

India Opportunities Portfolio, without a doubt.

Q9 : What can investor expect in terms of risk and return in your suggested portfolio ?

There will be high volatility due to the small and midcap composition but one will eventually end up owning a few multi-baggers over the years. It needs 5-10 years holding period and judging this based on weekly or monthly or sometimes even annual movements will not be amenable.

Q10 : Every correction, time and again teaches that exit strategy from equity is very important. What exit strategy that your team at Motilal Asset Management follows in this regards?

We do not involve ourselves into asset allocation decisions of clients and we do not take cash positions ever. That is because the end client's personal circumstances, overall risk return framework and asset allocation is not transparent to us. We are just managing one component of the overall portfolio at any time. Exit strategy is totally the purview of the client and her investment advisor.

"The four most dangerous words in investing:
'this time it's different.'"

- Sir John Templeton

What wise men do in the beginning,
fools do in the end

- Motilal Oswal

The most important quality for an investor is
temperament, not intellect."

- Warren Buffett

Nagaraj Meda
Fund Manager,
Kunvarji Transgraph Commodities Fund

Q1 : What is the genesis of Kunvarji TransGraph Commodities Fund ?

Kunvarji and TransGraph are born and grown on commodities segment and were pioneers in building the eco system for derivatives market in India. Kunvarji started the business in physical commodities trade but has "services" and "knowledge / guidance to clients" elements built in its DNA. Founder of TransGraph, was working in a commodities hedge fund based out of Singapore. He observed that 85% of Open interest is held by commercials (hedgers / commodities physical players) and 15% by Non- commercials (speculators / funds) but the best practices in terms of risk management were more evolved in funds as compared to commercial players. TransGraph started its research, consulting and technology business in commodities segment to bring the best practices of fund to commercial players. It was also a pertinent observation that while trading in the fund, it was difficult to understand the price cycles / price moves based on the secondary data which is also true today. We cannot estimate the demand, supply, seasonality and the whole complex price drivers using the secondary data and so TransGraph has built the consulting business around large commodities buyers/sellers/ processors/traders across the commodity value chain spread across the Globe.

Today we directly influence the decision or CAUM (clients assets under management) of USD 5 billion and currency pricing worth of USD 1.2 billion. Completing the full circle where we started 16 years back, we have decided to offer solutions to investment community also along with the physical players, leveraging the network, knowledge base and competencies in price forecasting and risk management. Kunvarji and TransGraph are both from the same 'knowledge' planet and so scripting the partnership and offerings was a simple outcome for the benefit of the alternative investments industry.

Q2 : What is the investment philosophy of Kunvarji TransGraph Commodities Fund ?

We wanted to give the benefit of happenings in physical commodity value chain to our investors. Our ability is in forecasting the price and risk management and all our services revolve around 'what to do' and 'what not to do'. Our trading / investment model revolves around this. Ours is a low leveraged strategy. Coming from physical background, we are generally tuned to generate returns with 1x leverage and we don't get carried away by the 20x leverage that typically a commodity exchange offers (typically 5% is the margin on the exchange). So our leverage is between 1 to 2 and we earn risk free interest on most of investor's money, so our NAV draw down is restricted to 10% and returns are positioned around 20% based on the efficiency of capturing 2% of price moves per month across various commodities and currencies.

Q3 : How do you select the underlying commodities/holding ?

First, We generally draw the comfort of having few large physical players as our clients on buy, sell and processing side across the Globe which will give us genuine edge in analysing the commodity. Second, we prefer to select Global level commodities where there is wide trade across the countries/ continents, so that few groups cannot influence the prices like crude oil, palm oil, dollar index, sugar etc. Third, we will see typical volatility characteristics and prefer normally distributed price returns and don't like skewed tails, generally trades more money in assets where annualised volatility is around 15 to 20% unlike equities and in currencies it is less than 10%. Our long / short decisions are more based on 2 to 3 months direction but will do multiple entries and exits in the same direction, 70% of the times prefer not to average trades.

Q4 : Commodities are considered to be high risk segment, how do you manage risk in Kunvarji TransGraph Commodities Fund ?

It is a misconception, if we study the volatility of any commodity. However the fear of high risk is also true because of high leverage offered by the market as exchanges base their margins on Value at risk based SPAN model. You can also see that derivative margins of most of Globally traded commodities is around 4 to 6% whereas equity derivatives is at least 50% higher than that as both margins are calculated by the same value at risk framework. Therefore we don't want to misuse the leverage offered on the table and so automatically our investment is less risky than equities.

Q5 : With so much pessimism around the high frequency economic parameters and at the same time Nifty / Sensex cloaking all-time highs, How does one decide on timing the investment in Kunvarji TransGraph Commodities Fund ?

We are not one side fund meaning not a Long only fund and so our returns are direction neutral. Our long short strategies historically given similar returns of around 20% plus with restricted drawdowns below 10%. Long only investors may make 40 to 50% in a year and may lose also similarly where as our upside and downside are both range bound. Our commodity and currency baskets have inverse relationship between a strong dollar, weaker commodity ad vice versa and we also have gold and silver which are risk averse assets in the market. A portfolio of currency, crude, precious / base metals along with agriculture makes our fund investment a very balanced portfolio.

Q6 : What is the expense structure, lock in, exit loads in Kunvarji TransGraph Commodities Fund ?

Since we are only long, short and do not depend on cycles, we are an open ended fund and do not have any lock in or exit loads. We would prefer at least 1 year of investment to build the consistency of the fund returns. We believe that downside protection of the fund is most important and so employ best VaR based risk management software and give access to largest commodity research desk in the Country. We have 2% of management fees and performance fee of 20% starts after crossing 10% returns. Transaction costs like brokerage and statutory are same for everyone in the market and our NAV is very transparent.

Q7 : What is your view on the present state of Indian economy ?

The main levers of the economy are BOP, fiscal balance, GDP growth and structure, credit/ liquidity along with the interest rates, investor perception/sentiment. We have separate research team and have our own projections for each of the areas.

BOP: Despite intermittent spikes in crude oil prices and soft export demand, Indian current account deficit has remained largely under control this fiscal year. Global trade is not growing on account of pro – localisation and anti – globalisation stance being taken by all the governments including US. Amid lower import bill, during 2019-20 for India, merchandise exports – imports was estimated to be around -164 billion USD and we foresee for 20-21 the same to be around -180 billion USD with imports increasing while export demand continue to remain lacklustre. With exports in invisibles (which contains services such as Software) not growing as expected, current account deficit is forecasted to rise from USD 41 billion(estimated) in FY20 to USD 48 billion USD. With capital account continuing to grow at a steady pace, BOP is estimated to remain positive for next fiscal as well aiding in increase in forex reserves.

Fiscal balance: Since 2014-15, in line with the FRBM guidelines, government kept the fiscal deficit in a consolidation path. However, sharply lower growth in the current fiscal pushed the government to announce measures to boost the demand by way of cutting the corporate tax rate. This shall result in fiscal deficit widening from 3.3% of GDP in the last fiscal to 3.7-3.8% in the current fiscal. With an aim to push the consumption growth further, we forecast the government to break out from the fiscal consolidation path in the upcoming budget.

GDP: Sharply lower consumer spending resulted in growth faltering to as low as 4.8%YoY in the first half of this fiscal year. Continued loose monetary policy from RBI which had cut the interest rates by as much as 135 basis points and which is now being transmitted by the banks by lowering the loan interest rates and supportive measures announced by the government shall lead to improvement in overall GDP growth. However, for 2020-21 we still forecast India to grow by around 6 to 6.5% increasing from a meagre growth of 5.2% estimated for FY 20.

With this kind of a backdrop in India, while global headwinds in the form of geo political unrests and weak Chinese growth (aggravated by the Corona virus outbreak) shall mean a steady flow of funds into Indian markets.

Q8 : How does taxation work in Kunvarji TransGraph Commodities Fund ?

Taxation for HNIs who are above 5 crores bracket will be same as in their individual portfolios. While there is a tax to be paid at the fund level there is no tax at the investor level.

Q9 : What can investor expect in terms of risk and return dynamics in Kunvarji TransGraph Commodities Fund ?

Draw down of capital risk around 10% and pre-tax annual returns will be in the range of 18% to 22%.

Q10 : General belief about Alternate assets revolves around alpha and potential for higher returns, however, there are no popular products that generate high returns than Core equity assets like mutual funds. Does Kunvarji TransGraph Commodities Fund offer higher alpha?

Our strategies given to corporate physical commodity clients since 2015 as given 19.5% returns per year on an average. While Nifty returns in the same period per year were 7.9%. So we are a true alternative investment avenue in the market.

“The price of a commodity will never go to zero . When you invest in commodities futures you are not buying a piece of paper of a company that can go bankrupt

- Jim Rogers

"The stock market is filled with individuals who know the price of everything, but the value of nothing."

- Phillip Fisher”

Why Investors Make More Wealth in PMS

Selecting the right equity product is not an easy task. Investors usually consider the fund manager's credentials, track record and historical fund performance trend. However, is this enough for high performance investing? The answer is partially Yes, but, more important attributes that really differentiate good performance from the great performance are investors' behavior & how long investment is held on, along with the quality of its underlying holdings.

There are primarily 2 products that are available for good equity market investments – PMS & MFs.While MFs are Good, here we try and explain why PMS turns out to be Better for long-term high-performance investing.

Owing companies bring long term perspective towards the portfolio - Wealth Creation happens in long-term and so the product that makes investors hold on for longer periods brings in more potential for superior performance. Given the market volatility, & one's behavioral traps to greed & fear, it becomes practically difficult for investors to remain invested for the long term. This is specifically true for Mutual Fund investors & AMFI's recent data (Dec 2018) is an evidence to it as per which 70% of the equity investments in mutual funds are held for less than 2 Years only. On the other hand, in case of a PMS, customized demat account is used, where specific stocks are held, investors have thus some understanding of where eventually the money is invested. This brings more investor involvement and hence longer-term investment perspective. Eventually, when investment is held for 3+ years, investors understand the reward for holding on and with positive experience learn to control behavioral biases during tough times.

Concentration and Focus brings high performance in the portfolio - High performance investing is all about Focus. MFs are quite diversified and so offer less volatile returns but at the cost of compromising the potential for high performance which a focused and concentrated strategy could bring. PMS does this, as its crafts and keeps a concentrated & focused basket of 15 – 25 well-researched companies with low churn. Focused approach of PMS generates superior long-term performance but comes at the cost of more volatility. That is why PMS is meant for informed investors who really want money to work harder, but clearly, have a long-term horizon & are not bothered by short to medium term volatility. Since PMS works with a concentrated approach, there is no compulsion to churn a stock that is performing irrespective of its rising weight in the portfolio over the years. What matters to the PMS Manager is the expected corporate earnings and growth potential in the business. Unlike this, in mutual funds, beyond a point, at times fund manager may be forced to let go of a performing stock to cut its rising weight, as it leads to a high concentration which is not desired, and hence great companies may move out of the portfolio.

Avoiding trap to behavioral flows keeps the quality in the portfolio - Fund flows impact fund managers decisions, and with the rising participation of young & retail investors in mutual funds, pooled stock portfolio concept of makes them prone to vagaries of behavioral flows of retail investors as such fund flows rise is rising markets and peaks out at expensive valuations but falls with falling markets and bottoms out at attractive valuations. In PMS, min ticket size of 50 lacs becomes an entry barrier and hence retail flows do not impact PMS managers decisions, also, there is no pooled stock concept; in fact, each investor gets customized demat, so one investor's behavioral reactions to market movements doesn't impact other investor's portfolios.

PMS strategy gives access to direct shareholding in companies, making it a more direct & informative method of investing.

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PMS AIF WORLD is an analytics backed and content driven new age wealth management firm. We offer informed investments in focused and concentrated portfolios that are managed by highly experienced money managers and aim stumendous wealth creation in long term.

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SIX INTUITIVE SESSIONS WITH SIXTEEN PMS AIF SPEAKERS

9:00 AM to 9:10 AM	-	Welcome note by Kamal Manocha - CEO, PMS AIF World
9:10 AM to 9:35 AM	-	Crystal Gazing The Next Decade of Wealth Creation with Mr. Rajesh Kothari
9:40 AM to 10:30 AM	-	Innovative Alternate Investment Strategies in the Next Decade of Wealth Creation - Panel discussion with Mr. Harsh Agarwal, Mr. Nagaraj Meda, Mr. Nalin Moniz & Mr. Harit Oberoi
10:35 AM to 11:25 AM	-	2020 to 2025 - The Winning Strategy - Value Vs growth - Panel discussion with - Mr. Varun Goel, Mr. Vikas Khemani, Mr. Samit Vartak & Mr. Anshul Saigal
11:30 AM to 11:55 AM	-	Wealth Creation Insights - Chit Chat with Mr. Raamdeo Agrawal
11:55 AM to 12:45 PM	-	2025 - Predictions for The Indian & Global Economy - Panel discussion with Mr. Bharat Shah, Mr. Nilesh Shah & Mr. Vivek Kaul
1:35 PM to 2:15 PM	-	Unlocking the potential of PMS AIF Industry - Investors Vs CEOs Panel discussion with Mr. Govind Agrawal, Mr. Aashish P Sommaiyaa & Mr. Shahzad Madon
2:20 PM to 3:50 PM	-	India's Smart Money Managers Awards
4:00 PM	-	Vote of thanks

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PMS AIF WORLD is alternates focused brand of AdviceSense Wealth Management. We are analytics backed and content driven new age investment services firm offering informed investments in focused and concentrated portfolios which are managed by highly experienced money managers that aim stupendous performance in long term.

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One should take independent financial advice from a professional in connection with, and/or independently research and verify before investing. Source of data has been mentioned wherever it was available.

Also, the data has been complied on the best effort basis.

Investments are subject to market risks. Please read all Scheme Information Documents (SID)

/Key Information Memorandum (KIM), addendum issued from time to time and other related documents carefully before investing. Past performance is not indicative of future returns.

Data Sources

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