



PORTFOLIO MANAGEMENT SERVICES

Passion • Integrity • Trust



"The individual investor should act consistently as an investor and not as a speculator."

- Benjamin Graham

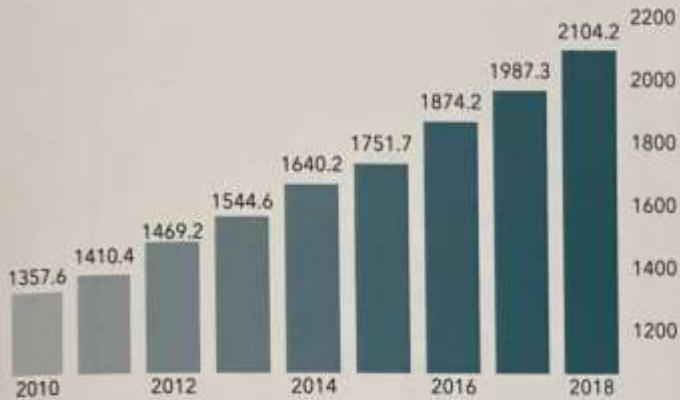


"If you don't study any companies, you have the same success buying stocks as you do in a poker game if you bet without looking at your cards."

- Peter Lynch



India's GDP-per-Capita (in US\$)

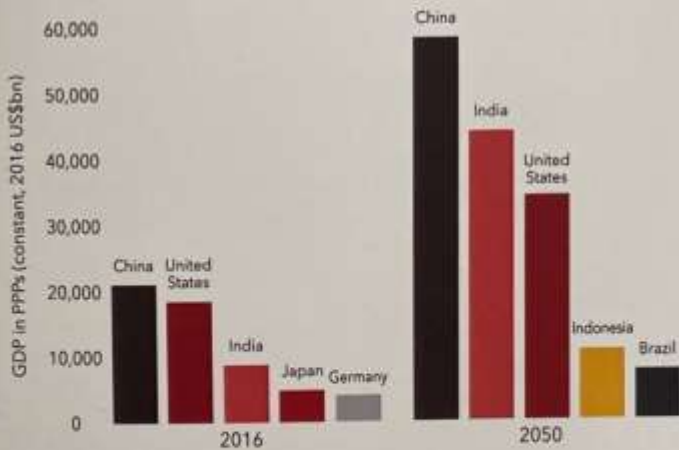


India's GDP-per-Capita has grown at 5.6% CAGR during 2010-2018 and has the potential to grow further by c.2.5x by 2030, assuming 7.5% CAGR

Wealth Allocation Shifting To Financial Assets

	FY19 (Rs. in Lakh Cr)	FY24E (Rs. in Lakh Cr)
Financial Assets	262	528
Direct Equity	52	137

Wealth Creation Opportunity



UHNWI - India Leading The Global Growth

UHNWI Population Growth (2013-2018)



India is expected to lead the charge over the next five years with the number of UHNWIs expected to grow by 39%.

"All intelligent investing is value investing - acquiring more than that you are paying for. You must value the business in order to value the stock."

- Charlie Munger



"Wide diversification is only required when investors do not understand what they are doing."

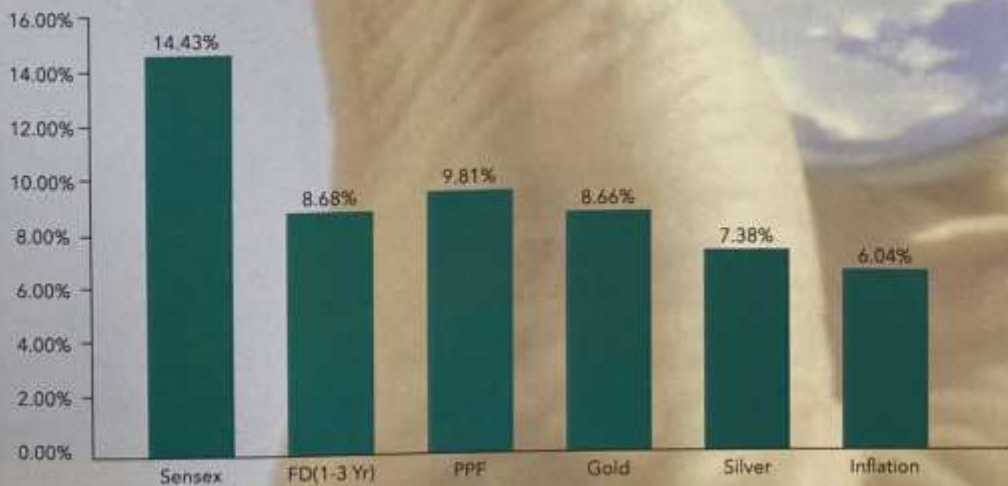
- Warren Buffett

Equity - The Asset Class

- Participate in REAL Businesses.
- Long Term WEALTH Creation.
- Highly Liquid Asset class.
- Dividend Income.
- Tax Efficient.

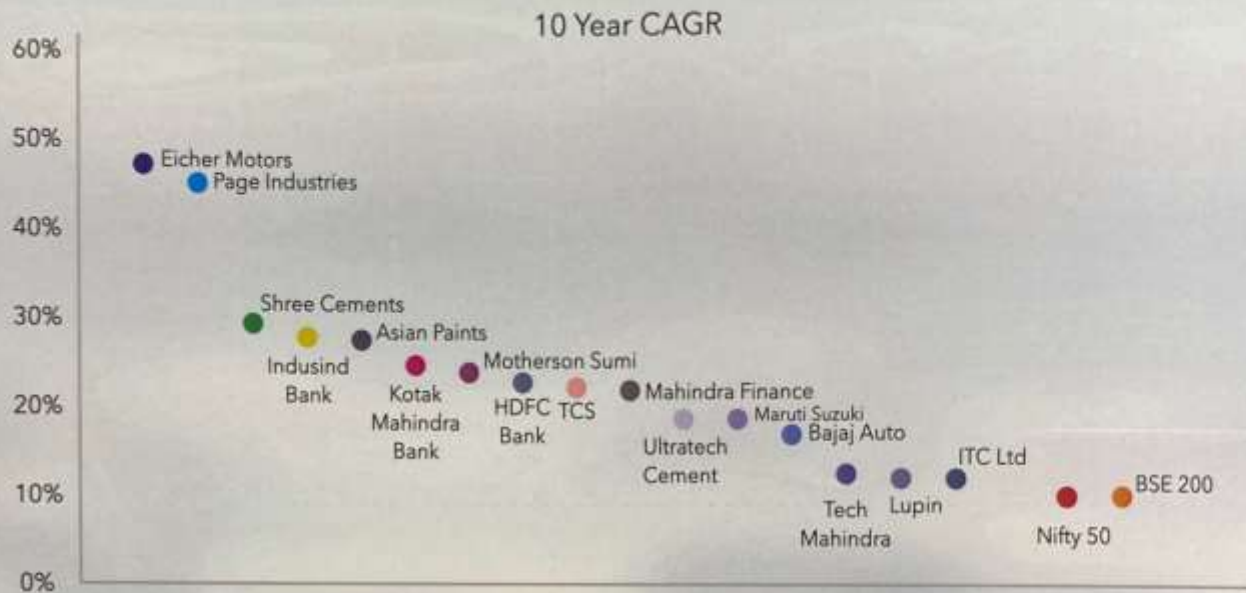
KEEP
IT
SIMPLE

Equity - Clear Winner In The Long Run



Note: Data is for the period FY1988 to FY2018

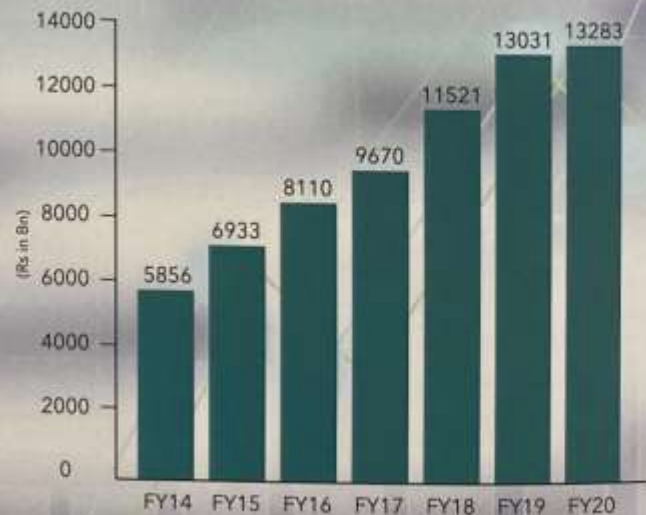
Right Stock Selection Is What Matters!



PMS Gaining Prominence

HNI Investors appetite towards PMS has increased significantly as the total number of clients increased by more than 3x in span of past 6 years

Discretionary Equity PMS has grown at 41% CAGR, resulting in 5.5x jump in AUM from Rs 182 bn (c.3% of total) to Rs 998 bn (7%+ of total)



Source - BSE, SEBI

Note: Return calculation of stocks based on prices as on 31 Oct' 19. Stock and Index returns for illustration purpose only. PMS data given for FY20 contributes flows in month of April-June 2019

Why Professional Equity Management?



Benefits of PMS with IDBI Capital



Professional Advice

Experienced and Professional Fund management team backed by strong research team



Transparency

Clients will have anytime access to monitor portfolio on web



Individual Demat Account

Securities will be held in client's own Demat account



Customization

Flexibility to customize the portfolio to suit specific client objectives



Statement & Reports

Access to periodical reports & statements along with annual statements for Taxation purpose

Why IDBI PMS?

- Strong pan India presence and strong parentage with capability and experienced hands to handle the client investments.
- Focused and disciplined investment approach with an objective of generating superior returns over medium to long term by identifying and investing in quality companies with good management track record.
- Unique need based selling approach.
- Provide enhanced customer experience through investment in processes, technology & infrastructures.

Strong In-house Research Capabilities



100+ Years of Cumulative Team Experience | 8+ Sectors | 125+ Companies

IDBI FOCUS 20:20 STRATEGY

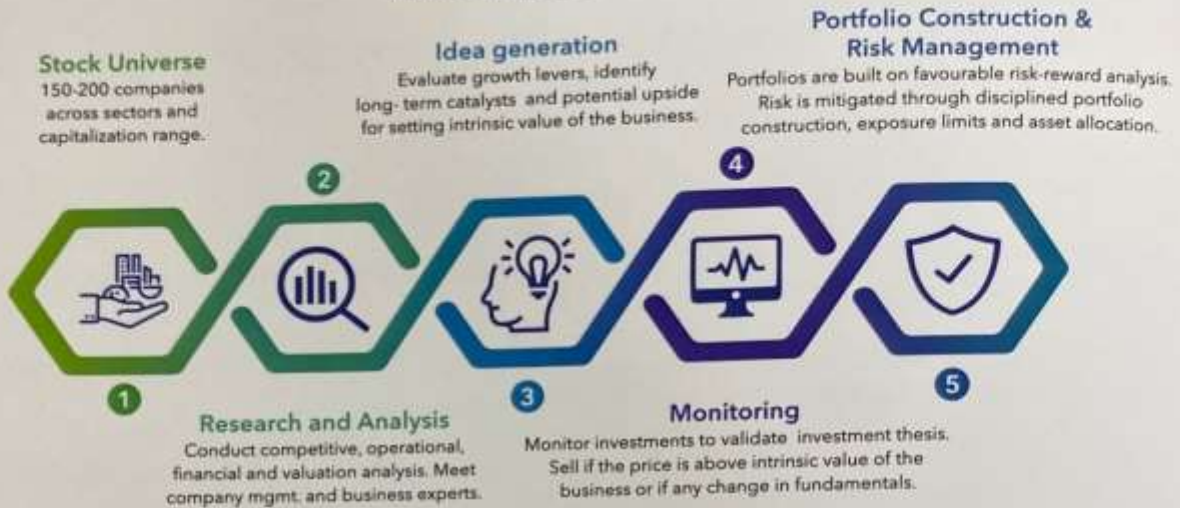
Investment Philosophy

- Based on principle of buying high quality companies at reasonable valuations.
- Investment decisions are based on determining value in relation to price, not price alone, thereby aiming towards high margin of safety.
- Focus on consistently achieving good returns (outperforming benchmark) while protecting the downside risk and not on achieving extraordinary gains with significant risk of capital erosion.
- Follow bottom-up sector agnostic framework of stock selection with a strong belief that different sectors offer opportunities across different stages of business cycles. Prefer avoiding commodity businesses.
- Concentrated portfolio of 20-25 high quality stocks, aiming to achieve strong wealth creation for our clients over medium-to-long term.



Note: Portfolio companies may or may not fulfill all the above conditions every time.

Investment Process



Key Management

Mr. Nagraj Garla, MD & CEO



A post graduate in Commerce and Business Management, an Associate of Indian Institute of Bankers and a Certified Corporate Director from IOD, Mr. Garla has over 2.5 decades of experience in banking & finance spanning across different verticals like Corporate Banking, Retail Banking, MSME, Trade Finance, Direct Agri & Priority Sector Lending, Export Credit, Import Finance and Project Finance, NPA, Stressed Assets Management and Investment Banking. His competencies include building strategies, framing business plans and successfully implementing result oriented strategies for achieving targeted growth. His passion for leading from the fore has garnered him the ability to connect the dots for all stakeholders. Export Credit, Import Finance and Project Finance, NPA, Stressed Assets Management and Investment Banking. His competencies include building strategies, framing business plans and successfully implementing result oriented strategies for achieving targeted growth. His passion for leading from the fore has garnered him the ability to connect the dots for all stakeholders. He has represented IDBI Bank at the CDR Forum and on various Credit Committees. He was on the Board of Directors of India Cements Limited and Orchid Chemicals and Pharmaceuticals Limited. He is currently a Member of the Trading Member Advisory Committee of NSE, Advisory Committee (Finance) of the Birla Institute of Management Technology, CII National Committee of Financial Markets 2018-19. Among his various achievements, he had been adjudged as Best Zonal Head of the Bank for scaling up the MSME, Rural credit business in the Zone. He has also been adjudged as Business Leader of the Year, 2018. Under his able leadership IDBI Capital has bagged the Award for "Best Investment Banking & Securities Services Company, 2018" from International Brand Consulting Corporation (IBC), USA, the "Financial Services Brand of the Decade - 2018" by Herald Global - ERTC Media; "Asia's Dream Company to work for - Financial Services" by World HRD Congress and "Asia's Most Trusted Company Award" by IBC (USA).

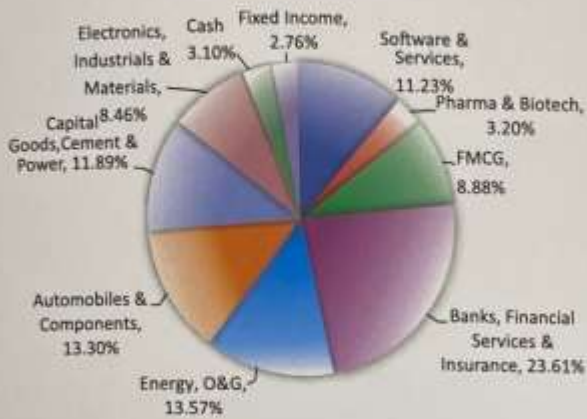
Mr. Ambrish Mishra, Portfolio Manager



Mr. Ambrish Mishra has more than 16 years of experience as Research and Investment professional, specializing in Indian and Global Equity Markets. He has worked across both sell-side and buy-side platforms with focus on multiple sectors in developed as well as developing economies. He has been part of the Investment Management team at one of the leading family offices globally, which has consistently outperformed the benchmark indices. Ambrish has been highly recognised and rated for his research work by some of the largest foreign and domestic asset managers during his past assignments, which include names like Fidelity, FMR, Franklin Templeton, Invesco, Wellington, Prudential ICICI, HDFC Life, Kotak to name a few. He is also the recipient of Best Analyst award by STARMINE (part of Refinitiv), which is recognized as the gold standard in objective measurement of analyst performance. By qualification, he is an MBA Management Studies from University of Mumbai. He has also completed specialised capital market program 'CPCM' awarded by Jamnalal Bajaj Institute of Management Studies and University of Mumbai.

Portfolio Details

Sector Allocation



Top 5 Holdings

Sector	Weightage
HDFC Bank	7.1%
Britannia Industries Ltd.	5.6%
Reliance Industries Ltd.	5.4%
Tata Consultancy Services	6.3%
State Bank of India	5.3%

Performance*

	1 Month	3 Month	6 Month	12 Month
Focus 20:20	5.99%	10.22%	5.29%	12.66%
BSE 200	3.95%	7.53%	1.39%	12.24%

Fee Structure

Fixed Fee Option

Fixed Management Fee	: 2.5% p.a.
Performance Fee	: Nil
Brokerage	: 20 bps
Custodian Fee	: As levied by custodian
Statutory Fees	: As applicable
Exit Load	: 2% (1st year), 1% (2nd year), Nil (3rd year onwards)

Performance based Fee Option

Fixed Management Fee	: 1.5% p.a.
Performance Fee	: 20% of profit above hurdle rate of 10% p.a.
Brokerage	: 20 bps
Custodian Fee	: As levied by custodian
Statutory Fees	: As applicable
Exit Load	: 2% (1st year), 1% (2nd year), Nil (3rd year onwards)

Note: Data as on 31st Oct, 2019
 Portfolio performance post expenses (including management fees)
 *Past performance does not guarantee future returns.

Awards & Accolades



Recognized as
"Asia's Most Trusted Investment
Banking & Securities
Company- 2019"
by IBC Infomedia Ltd.

**September
2019**

Recognized as
"Prestigious Brand of Asia
- 2019"
accredited by ERTC Media

**February
2019**

Recognized as "Dream
Company To Work For 2019
- Financial Services"
by World HRD Congress.

**February
2019**

Recognized as "Asia's Most
Trusted Investment Banking
& Securities Company-
2018"
by IBC Infomedia Ltd.

**August
2018**

Recognized as "Asia's
Dream Company To
Work For 2018 -
Financial Services"
by World HRD Congress.

**August
2018**

Rated among the top
30 brokerage house
in asia money
poll 2017

**December
2017**

Our Presence

Ahmedabad - +91-079 - 40075063/079-40075056

Jaipur - +91-0141-2293324/2293328

Bangalore - +91-080-22117859/080-22110121

Kolkata - +91-033-40661151/033-40031151

Bhopal - +91-0755 - 4224447/4224446

Ludhiana - +91-0161-4100961/962/963/964/965

Bhubaneshwar - +91-0674-2434243/2434244

Mumbai - +91-76780-71402/022-22171700

Cochin - +91-0484-4013306/4015307/08/09

Nagpur - +91-0712-2527348/0712-2527349

Chennai - +91-044-28150085/28150086

Patna - +91-0612-2214572/73/74/75/76/77/79

Delhi - +91-011-47017134/47534281

Pune - +91-020-41200803/020-32513249

Guwahati - +91-0361-2450708

Vijayawada - +91-0866-2547311/12/13/14/15/16

Hyderabad - +91-040-66747540/41/42/43/44/45

Indore - +91-0731-2554229/0731-4248070



Celebrating The Past, Inspiring The Future



Of Translating Dreams Into Reality



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