

Spotting Potential is an Art, Building a Balanced team is a Science.

Presenting

WHITEOAK CAPITAL MULTI CAP FUND

(An Open Ended Equity Scheme investing across Large Cap, Mid Cap, Small Cap stocks.)

NFO Period: 31st Aug - 14th Sept, 2023



A Balanced Team of Strikers, Midfielders and Defenders

Stock Market Universe in India





Market Cap > Rs. 49,687 Cr. No. of Stocks: 100



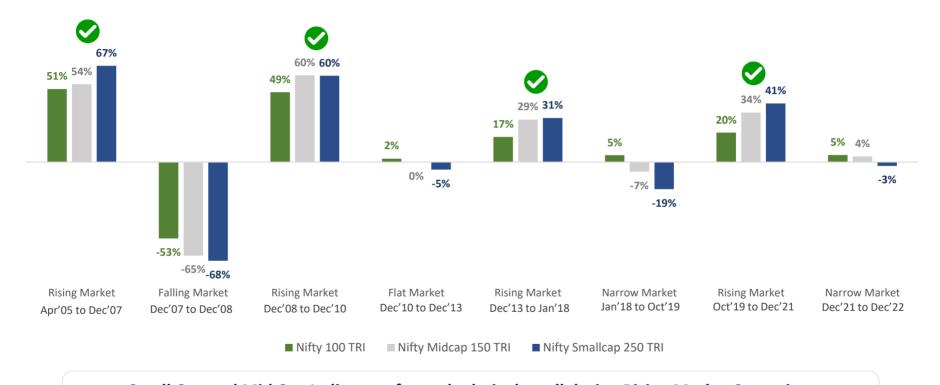
Market Cap > Rs. 17,409 Cr. but < Rs. 49,687 Cr. No. of Stocks: 150



Market Cap < Rs. 17,409 Cr. No. of Stocks: 809^

Market Cap Wise Performance: In Various Market Cycles



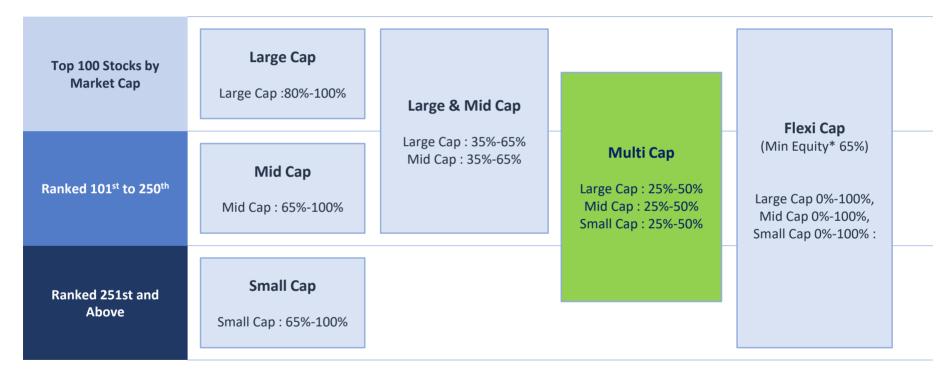


Small Cap and Mid Cap Indices performed relatively well during Rising Market Scenarios.

Large Cap Index performed relatively well during Falling Market, Flat Market and Narrow Market.

Scheme Category wise Allocation Across Market Cap Spectrum





- "Large Cap" shall consist of 1st to 100th company in terms of full market capitalization;
- "Mid Cap" shall consist of 101st to 250th company in terms of full market capitalization;
- "Small Cap" shall consist of 251st company onwards in terms of full market capitalization





"High Active Share"

One of the necessary ingredient for potential Alpha Generation



"Reasonable Allocation to Small and Mid Cap Segment"

Higher alpha generation opportunities in the segment



"Factor Diversified Balanced Portfolio"

For better investing experience with low alpha volatility

1. High Active Share

One of the necessary ingredient for potential Alpha Generation

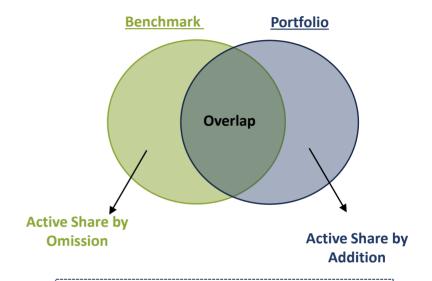


What is Active Share?

- Active Share is a measure of the percentage of security holdings in a manager's
 portfolio that differs from the benchmark index. It tracks the disparity
 between a portfolio manager's holdings and that of its benchmark index.
- A low Active Share score is said to indicate that a portfolio manager is closely replicating the target index (Benchmark) and engaging in a passive investment strategy.
- A high Active Share score is said to indicate that a portfolio's holdings diverge from the target index (Benchmark), and the portfolio manager is actively managing the portfolio.
- Managers with high Active Share have potential to outperform their benchmark indices.

Categories of Portfolio based on Active share:

- Active Share of ~50% or higher is generally considered Active Management
- An Active Share of ~20% to 50% is considered Closet Indexing
- And an Active Share of less than 20% is considered Passive



Portfolio Manager can add Active Share by:

- Being underweight or avoiding securities present in the benchmark
- Being overweight securities present in the benchmark
- Adding securities that are not part of the benchmark



1

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Usual Characteristics of Various Market Cap Stocks



Parameters	Large Caps	Mid Caps	Small Caps	
Scalability	Moderate	High	Very High	
Re-Rating Potential	Moderate	High	Very High	
Institutional Ownership	High	Moderate	Low	
Research Coverage by Industry	Large	Moderate	Low	
Diverse Business Models	Low	Moderate	Large	
Stock Liquidity	High	Moderate	Low	
Stock Price Volatility	Low	Moderate	High	
Corporate Governance Issues	Low	Moderate	High	

SMID Cap segment provides higher investment opportunities to Active Managers





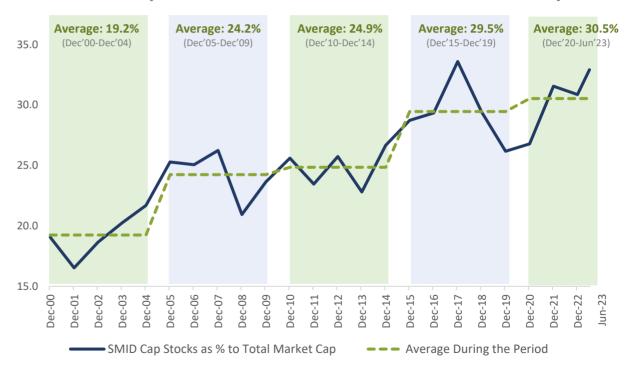
Market Cap Contribution Trend by SMID Cap Segment

SMID Cap Segment started to contribute meaningfully over the years



		CNAID C. CI. I. O'	
	Month &	SMID Cap Stocks as %	Average During
	Year	to Total Market Cap	the Period
1	Dec-00	19.1	
1	Dec-01	16.5	
1	Dec-02	18.7	19.2
1	Dec-03	20.2	
L	Dec-04	21.7	
1	Dec-05	25.3	
1	Dec-06	25.1	
1	Dec-07	26.2	24.2
1	Dec-08	20.9	
	Dec-09	23.6	
Γ	Dec-10	25.6	
1	Dec-11	23.5	
1	Dec-12	25.7	24.9
1	Dec-13	22.8	
L	Dec-14	26.7	
Γ	Dec-15	28.7	
١	Dec-16	29.3	
1	Dec-17	33.6	29.5
1	Dec-18	29.4	
	Dec-19	26.2	
Γ	Dec-20	26.8	
1	Dec-21	31.6	20 Г
1	Dec-22	30.9	30.5
L	Jun-23	32.9	

SMID Cap Stocks' Contribution as % to Total Market Cap



Availability of Broad Spectrum of Businesses in SMID Segment





Green indicates higher share of the sector in that market cap bucket; Yellow indicates a lower share

High Low

Beneficiaries of



Shift towards formalisation



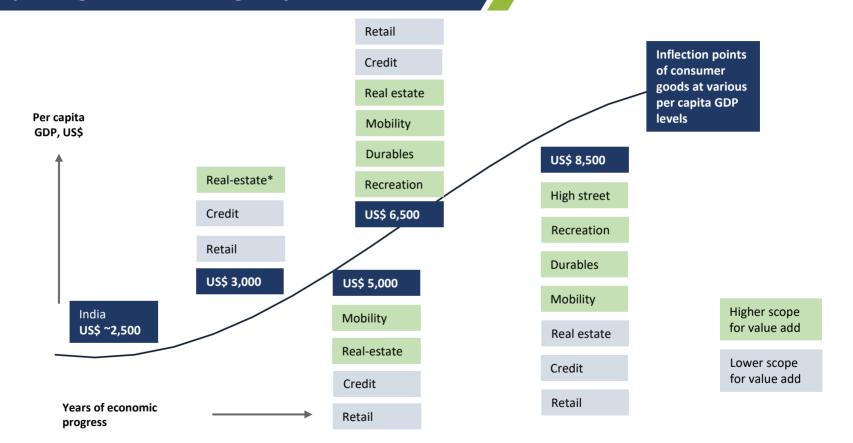
Market share gains due to disruption



Acceleration in 'China +1'

With rising per capita incomes, discretionary consumption grows meaningfully





Mid Cap: House of Many Market Leaders







Largest Consumer Durable company is a mid-cap

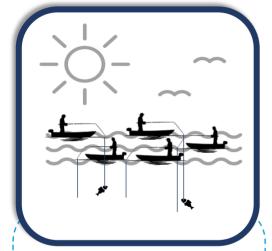




Largest Hotel Chain is a mid-cap

SMID Segment: Many Opportunities but...



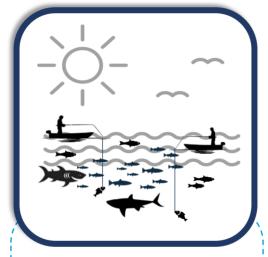


In Safer Sea

Lots of Fishermen + Few Fishes to Catch + Relatively Safer Environment

Large-Cap

Generally, in Large-Cap space many analysts cover the same stocks, which reduces the potential alpha generation



In Deep Sea

Few Fishermen + More Fishes + Risk of being attacked by Sharks

SMID Cap

Space provides lots of alpha generation possibilities but with higher potential risks as well

Large Investment Team can help to identify opportunities available in SMID segment.

Internal Forensic Team to create <u>Negative List of stocks</u> can help in avoiding large Corporate Governance issues.



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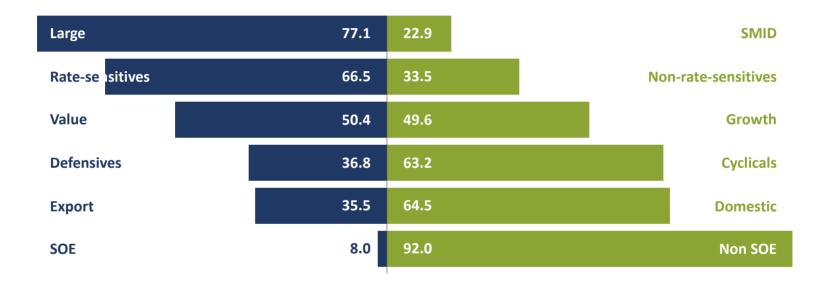


"Factor Diversified Balanced Portfolio"

For better investing experience with low alpha volatility

Expressing BSE 500 by Factors





Broader Market Index is a Combination of Various Factors.

Taking a skewed bet on a particular style can result in extreme results



2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 CYTD July
Value 108.4	Low Volatility -45.0	Value 133.0	Value 30.9	Quality -10.1	Alpha 52.1	Quality 19.6	Value 78.9	Alpha 15.3	Value 25.1	Alpha 69.9	Quality 8.8	Nifty 50 13.5	Alpha 52.5	Alpha 75.4	Value 23.2	Value 20.7
Alpha 100.3	Quality -49.9	Quality 131.0	Low Volatility 29.1	Momentum -16.1	Momentum 38.6	Momentum 12.9	Alpha 69.3	Momentum 10.8	Momentum 9.6	Momentum 57.6	Nifty 50 4.6	Momentum 10.6	Quality 26.2	Value 56.4	Nifty 50 5.7	Low Volatility 15.5
Momentum 100.3	Nifty 50 -51.2	Low Volatility 96.5	Quality 28.4	Low Volatility -18.2	Low Volatility 34.1	Nifty 50 8.1	Momentum 49.6	Low Volatility 10.1	Low Volatility 5.1	Value 47.1	Low Volatility 1.0	Alpha 7.8	Low Volatility 25.7	Momentum 53.8	Low Volatility 1.6	Momentum 15.1
Nifty 50 56.5	Value -56.6	Alpha 88.0	Momentum 19.8	Alpha -20.7	Value 31.9	Low Volatility 4.9	Low Volatility 45.0	Quality 2.4	Nifty 50 4.4	Low Volatility 32.3	Momentum -1.7	Low Volatility 6.6	Momentum 19.9	Quality 26.2	Quality -4.4	Alpha 15.0
Quality 50.2	Momentum -59.9	Nifty 50 77.6	Nifty 50 19.2	Nifty 50 -23.9	Quality 31.2	Alpha 3.6	Quality 40.5	Nifty 50 -3.0	Quality 1.0	Nifty 50 30.3	Alpha -13.5	Quality 5.6	Nifty 50 16.1	Nifty 50 25.6	Momentum -5.5	Quality 13.4
Low Volatility 41.2	Alpha -73.4	Momentum 69.3	Alpha 18.1	Value -37.8	Nifty 50 29.3	Value -14.0	Nifty 50 32.9	Value -7.2	Alpha -9.1	Quality 30.3	Value -26.0	Value -13.7	Value 8.4	Low Volatility 24.5	Alpha -13.5	Nifty 50 9.8

Following or Skewness to a particular style may increase portfolio volatility and can adversely impact portfolio performance on risk adjusted basis

Impossible to Predict the Sectoral Leadership



2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 CYTD July
Pvt Banks	IT Services	PSU Banks	Pharma	Metals	Real Estate	IT Services	Real Estate	Pharma	Metals	PSU Banks	Real Estate
68.6	60.2	69.9	9.7	48.4	111.0	26.0	29.3	61.5	73.4	74.9	31.6
Real Estate	Pharma	Pvt Banks	Telecom	Energy	Metals	FMCG	Pvt Banks	IT Services	IT Services	Metals	Auto
53.3	27.3	69.5	3.3	21.6	54.1	15.2	16.8	57.9	62.3	25.4	25.2
FMCG	Telecom	Auto	IT Services	Auto	Telecom	Pvt Banks	Telecom	Metals	Real Estate	Pvt Banks	FMCG
50.4	18.6	58.2	1.5	11.7	51.2	8.6	14.4	18.0	54.7	22.0	20.4
Auto	FMCG	Pharma	FMCG	Pvt Banks	Energy	Energy	Energy	FMCG	PSU Banks	FMCG	Pharma
44.3	13.3	44.4	1.4	8.5	42.1	2.7	13.3	14.7	44.8	20.1	19.9
PSU Banks	Auto	Infra	Energy	PSU Banks	Pvt Banks	Pharma	IT Services	Telecom	Telecom	Auto	Infra
43.2	10.7	24.2	1.1	5.1	41.8	-7.3	11.0	14.4	43.2	16.6	16.6
Pharma	Energy	IT Services	Auto	FMCG	Infra	Infra	Infra	Infra	Energy	Energy	Telecom
32.7	1.9	20.1	0.3	4.6	36.2	-10.9	4.5	14.3	38.4	16.5	8.9
Infra	Pvt Banks	FMCG	Pvt Banks	Infra	Auto	PSU Banks	FMCG	Auto	Infra	Infra	PSU Banks
22.9	-2.0	19.6	-2.4	-0.9	32.7	-16.5	0.1	13.0	37.8	7.5	7.8
Metals	Infra	Real Estate	Infra	Real Estate	FMCG	Metals	Pharma	Energy	Auto	Telecom	Pvt Banks
21.3	-2.8	10.8	-7.6	-3.5	31.3	-16.7	-8.7	9.5	20.3	-3.1	7.5
Energy	Metals	Energy	Real Estate	IT Services	PSU Banks	Auto	Auto	Real Estate	FMCG	Real Estate	IT Services
15.4	-7.5	10.1	-14.3	-5.3	25.0	-22.2	-9.4	5.6	12.4	-10.6	5.7
IT Services	PSU Banks	Telecom	Metals	Pharma	IT Services	Real Estate	Metals	Pvt Banks	Pharma	Pharma	Energy
-0.2	-28.7	10.1	-29.4	-13.8	14.6	-32.5	-9.6	-2.9	10.9	-10.8	3.9
Telecom	Real Estate	Metals	PSU Banks	Telecom	Pharma	Telecom	PSU Banks	PSU Banks	Pvt Banks	IT Services	Metals
-2.9	-33.6	8.4	-32.0	-21.0	-5.7	-39.0	-18.3	-30.5	4.9	-24.5	0.7

It is not possible to consistently time the sectoral winners and there may be prolonged cycle of outperformance and under performance. Furthermore, there may be a good company in an under-performing sector and an average company within the out-performing sector. Hence, taking top-down bets on sectors may not always deliver good consistent results.

Calendar Year Wise Performance of different Market Cap Indices



Calendar Year	Nifty 100 TRI	Nifty Midcap 150 TRI	Nifty Smallcap 250 TRI
CY 2005^	38.3	43.5	56.0
CY 2006	40.2	28.5	32.9
CY 2007	59.0	77.5	96.6
CY 2008	-53.2	-65.6	-69.2
CY 2009	80.4	108.6	111.4
CY 2010	19.2	20.0	17.6
CY 2011	-24.9	-31.0	-35.1
CY 2012	32.3	46.4	40.2
CY 2013	7.0	-2.4	-7.6
CY 2014	34.8	61.8	69.4
CY 2015	-1.3	9.3	10.0
CY 2016	4.7	5.5	0.5
CY 2017	32.9	55.7	58.5
CY 2018	3.4	-12.5	-26.5
CY 2019	11.4	0.6	-7.6
CY 2020	16.0	25.1	25.5
CY 2021	26.0	46.5	61.5
CY 2022	4.9	3.9	-2.6
CYTD July 2023	8.4	19.4	20.2

Challenges with Style or Theme Bias Approach

Some Past Instances



Value Style Under-Performed for 3 Years

Before the come back in CY 2021, for **three consecutive calendar years (2018, 2019, 2020)**, Value Style underperformed most of the other styles of fund management. Delivering poor investor experience.

Roller-Coaster Ride with Quality Style

Quality Style worked well in CY 2018 and CY 2020 but did poorly in CY 2017 and CY 2019.

Domestic v/s Export Oriented Theme

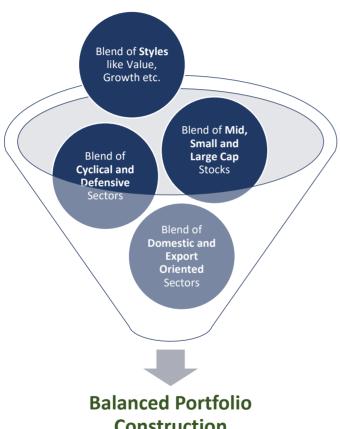
Sectors like IT Services and Pharma were among the worst performing sectors in CY 2016 and 2017 compared to broader market. Subsequently, IT Services outperformed most of the other sectors in CY 2018, 2020 and 2021, and Pharma outperformed in 2020.

Defensives v/s Cyclicals

Some of the **Defensive Sectors did well in CY 2020** but in **CY 2021** many of the Cyclical Sectors performed relatively better than broader market and **Defensive Sectors were among the laggards.**

WhiteOak Capital's Approach towards **Balanced Portfolio Construction**





No particular **Style** performs consistently every year. Likewise, **Sector and Market** Cap performance keeps rotating year on year. Furthermore, there may be prolonged cycle of out performance and under performance.

Hence, a Balanced Portfolio with blend of these factors can help improving consistency of the performance.

Construction



Presenting,

WhiteOak Capital

Multi Cap Fund

An open ended equity scheme investing across large cap, mid cap, small cap stocks

Philosophy at WhiteOak Capital:

Focus on Stock Selection





Great Business

Well managed and scalable business, with superior returns on capital



Superior returns on incremental capital

Scalable long term opportunity

Strong execution and governance



Valuation

Current price at a substantial discount to intrinsic value

Valuation

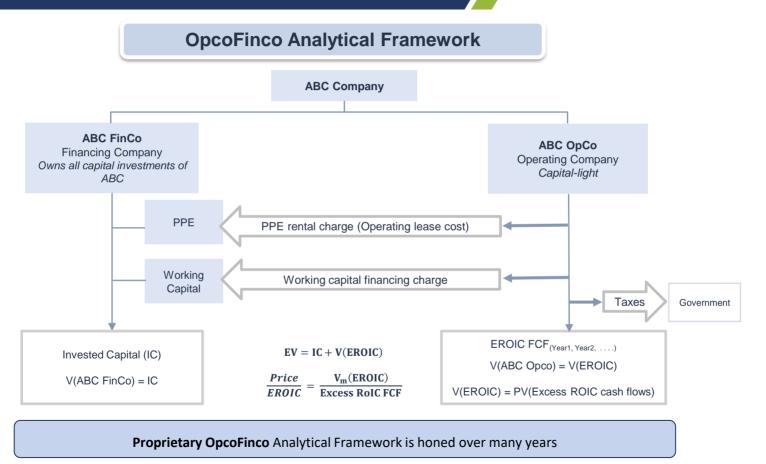
Intrinsic value = present value of future cash flows

Value excess returns on capital vs capital employed

At WhiteOak we believe, "Outsized returns can be earned over time by investing in *Great Businesses* at *Attractive Valuations*". So, instead of taking skewed Macro bets on Sectors or on Particular Style, we focus on Stock Selection.

Unique Process to Evaluate Relative Valuation

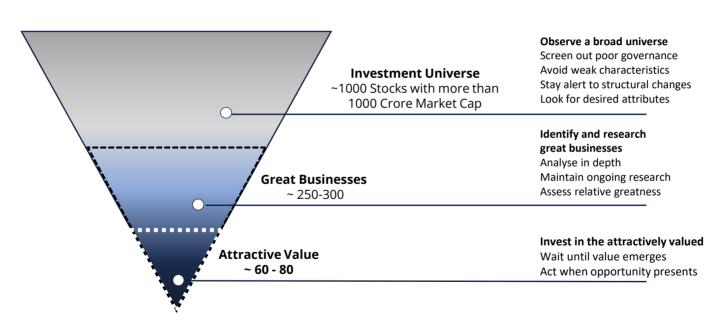




Portfolio Construction Approach

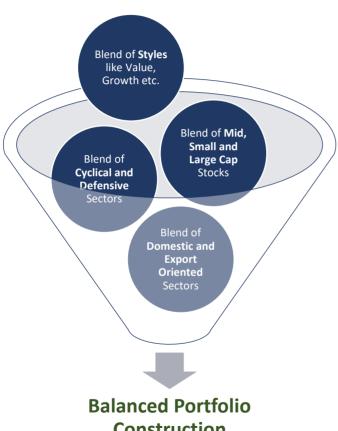






WhiteOak Capital's Approach towards **Balanced Portfolio Construction**





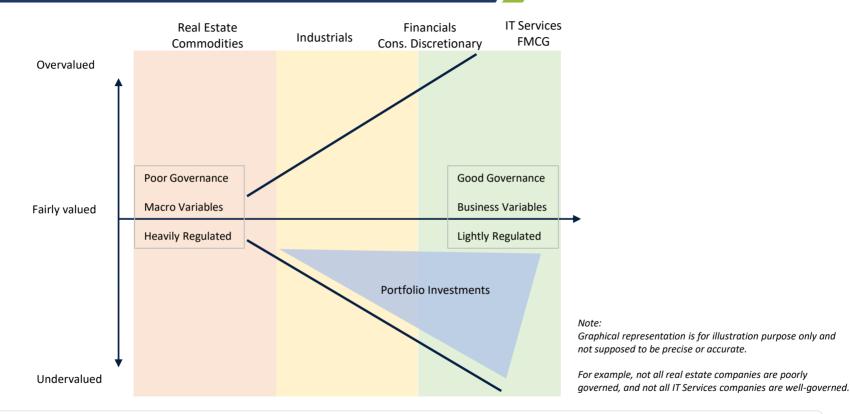
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Construction

Opportunity Funnel





No sanctity of cash flows or valuations of poorly governed companies

WhiteOak Capital Multi Cap Fund

Market Cap Wise Equity Exposure (Under Normal Circumstances)





Final portfolio can have higher or lower allocation depending on prevailing market scenario.

Why WhiteOak Capital Multi Cap Fund



Large Investment Team

Covering ~1000 Stocks with more than Rs. 1000 Crore Market Cap

Balanced Portfolio Construction

Portfolio of Pro-cyclical and Counter-cyclical stocks to help reducing macro economic shocks

Investing Across Market Cap

Investment in companies spanning entire market capitalization

Style and Sectoral Diversification

With No Sector & Style bias, Scheme can achieve portfolio goals of diversification and risk mitigation

Sectoral Analyst: Team within Team Structure

Each sector is tracked by several analysts for in-depth analysis

Analysts' Experience

Many analysts in team are tracking the same sector for more than a decade

Forensic for Negative List of Stocks

Helps reduce possible accidents due to poor corporate governance







Corporate Profile of WhiteOak Capital Group

WhiteOak Capital Group











Founder's Profile and Track Record

2004





Prashant Khemka Founder

2000 Prashant joined Goldman Sachs Asset Management (GSAM) in the US Growth Equity Team

Became **Senior PM and Co-Chair of the Investment Committee** on the **US Growth Equity team** which managed US\$25 bn

2006 Returned to Mumbai to start GSAM India business, where he served as CIO and CEO / Co-CEO until 2013

2013 O Moved to Singapore as CIO and Lead PM of both India and Global Emerging Markets

2017 O Founded WhiteOak Capital Group

Extensive investing record across India, Global Emerging Market (GEM) and the US

Large and Growing Investment Team at WhiteOak Capital Group Level





Well resourced team with experience across emerging and developed markets

WhiteOak Capital Group – Key Milestones





WhiteOak

Capital was

founded



Launched 1st **Offshore Fund**

> Received SEBI registration for PMS and Advisory services

October

2017

Novembei 2017

Launched 1st **Onshore AIF**

July 2018

Launched Investment Trust listed on **London Stock** Exchange (LSE)

September 2018

Launched 1st **Onshore PMS**

> Launched 1st **UCITS Fund in** Europe

December

2018

1st AIF Matured and money paid

back to investors

May 2021

> November 2021

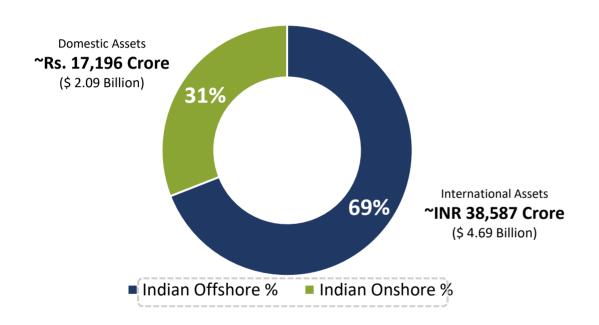
> > Completes acquisition of YES Asset Management India

July 2022

Launched First **Equity Oriented** MF Scheme "WhiteOak **Capital Flexi** Cap Fund"

Assets Under Management or Advisory of the WhiteOak Capital Group





Total AUM of ~Rs. 55,782 Crore ~(\$ 6.78 Billion)

Leadership Team





Aashish P Somaiyaa Chief Executive Officer

20+ years of senior management experience in the asset management industry most recently as the CEO and Managing Director of Motilal Oswal AMC for 7+ years since Jan 2013 and priorly Head of Retail Business of ICICI Prudential AMC



Ramesh Mantri, CFA Chief Investment Officer

has ~20 years experience of investing and financial analysis across sectors. Ramesh had founded Ashoka Capital Advisers. Earlier, he was part of the two-member team which invested in South Asia in equity and debt for Alden Global Capital. He is a CFA charter holder, CA and MBA from FMS, Delhi.



Prateek PantChief Business Officer

has 25+ years of diverse industry experience across asset and wealth management most recently as the Co-Founder and Head of Products at Sanctum Wealth Management



Rahul Dayal Chief Technology Officer

24 years of rich experience, with over 18 years in BFSI industry; covering Technology Strategy, Program Management, Application Design and Implementation. He has managed Core Applications, Digital Assets, Mobile, Infrastructure, Business Solutions, API and Open Banking.

Background of WhiteOak Capital Group





Investment Management

- One of the few in the industry with DNA of investment management
- Group of Professionals led by an investment professional as 'Founder' to get SEBI license to set up an Asset Management Company (AMC)
- Core competence in domestic and global emerging equity markets

Structure & Key Terms



NFO Period	31st August 2023 to 14th September 2023
Type of Scheme	An Open Ended Equity Scheme Investing Across Large Cap, Mid Cap, Small Cap Stocks.
Investment Objective	The primary objective of the Scheme is to provide long-term capital appreciation / income by investing across market capitalisations and managing a diversified portfolio of Large Cap, Mid Cap and Small Cap Stock. However, there can be no assurance or guarantee that the investment objective of the Scheme would be achieved.
Asset Allocation Pattern	Equity & Equity Related Instruments: 75% - 100% (Risk Profile - Very High) Large Cap Companies: 25% - 50% (Risk Profile – Very High) Mid Cap Companies: 25% - 50% (Risk Profile – Very High) Small Cap Companies: 25% - 50% (Risk Profile – Very High) Debt Securities and Money Market Instruments: 0% - 25% (Risk Profile - Low to Medium) Units issued by REITs and InvITs: 0% - 10% (Risk Profile - Very High) (for detailed asset allocation, please refer to the Scheme Information Document)
Plans	Regular Plan & Direct Plan
Options	Growth Option
Minimum Application Amount	Rs. 500 (and in multiples of Re.1 thereafter)
Minimum Additional Application Amount	Rs. 100 (and in multiples of Re.1 thereafter)
Minimum Redemption Amount	Rs. 500/- and in multiples of Re 0.01/- or account balance, whichever is lower
Load Structure	Entry Load: Nil. Exit Load: 1.00% (of applicable NAV) if Units are redeemed/switched-out within 1 month from the date of allotment., Nil thereafter
Fund Manager	Mr. Ramesh Mantri (Equity), Ms. Trupti Agrawal (Assistant Fund Manager), Mr. Piyush Baranwal (Debt), Mr. Shariq Merchant (Overseas Investments)
Benchmark Index	Nifty 500 Multicap 50:25:25 TRI

Risk-o-Meter and Disclaimer



WhiteOak Capital Multi Cap Fund (An Open Ended Equity Scheme Investing Across Large cap, Mid cap, Small cap Stocks) is suitable for investors who are seeking*:

- Long term capital appreciation
- Investment in a equity and equity-related securities of companies across the large cap, mid cap and small cap stocks.

*Investors should consult their financial advisers if in doubt about whether the product is suitable for them.



The product labelling assigned during the NFO is based on internal assessment of the Scheme characteristics or model portfolio and the same may vary post NFO when the actual investments are made. The AMC will evaluate the Risk-o-Meter on a monthly basis and shall disclose the same along with the portfolio disclosure.

While reasonable endeavors have been made to present reliable data in the Presentation, but WhiteOak Capital Asset Management Limited does not guarantee the accuracy or completeness of the data in the Presentation. WhiteOak Capital Asset Management Limited or any of its connected persons including its subsidiaries or associates or partners or employees shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained, views and opinions expressed in this Presentation. Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is made regarding future performance. Information, opinions and estimates contained in this Presentation reflect a judgment of its original date of publication by WhiteOak Capital Asset Management Limited and are subject to change without notice. This Presentation is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to local law, regulation or which would subject WhiteOak Capital Asset Management Limited and its affiliates to any registration or licensing requirement within such jurisdiction The product described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this Report/Presentation may come are required to inform themselves of and to observe such restrictions. Before making any investments, the readers are advised to seek independent professional advice, verify the contents in order to arrive at an informed investment decision.



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