

Invest in

GLOBAL CONGLOMERATES

listed in India and reap the
benefits of MNC Investing



31st March, 2024

Investment Approach

MNC
PORTFOLIO



Objective

Focus on consistency of return and risk moderation by investing in Multinational Companies listed in India.



Investments into listed companies in India in which the foreign shareholding is over 50% and/or the management control is bestowed in foreign company and/or the technological and managerial know-how brought in by foreign partner/investor.

Past Analysis

Business Moat /Market Share
Operating efficiency
Working Capital Management
Balance sheet growth
ROE And ROCE growth etc

Present Analysis

Current vs Historical
Valuation, Margins, leverage, Asset Turnover
Capacity and utilisation
Capex and Cashflow

4P

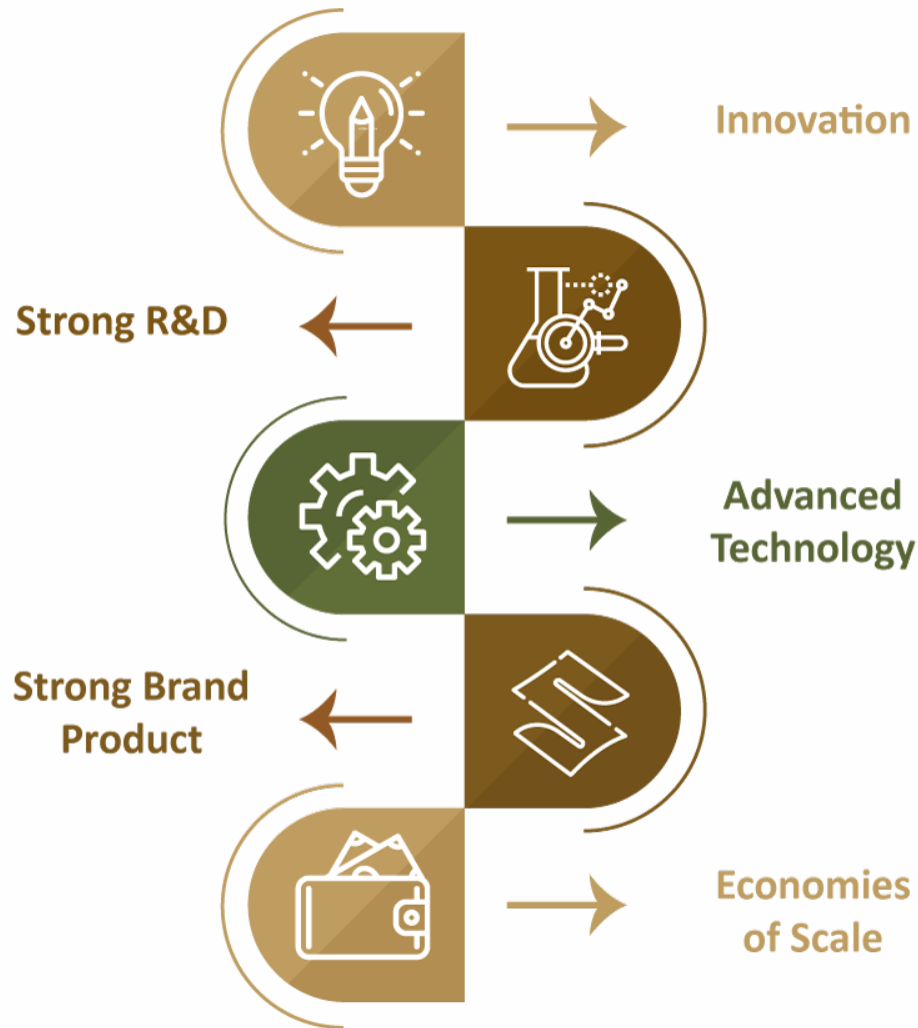
Pedigree

Management Experience and Qualification
Corporate Governance Practices
Shareholding patterns

Potential

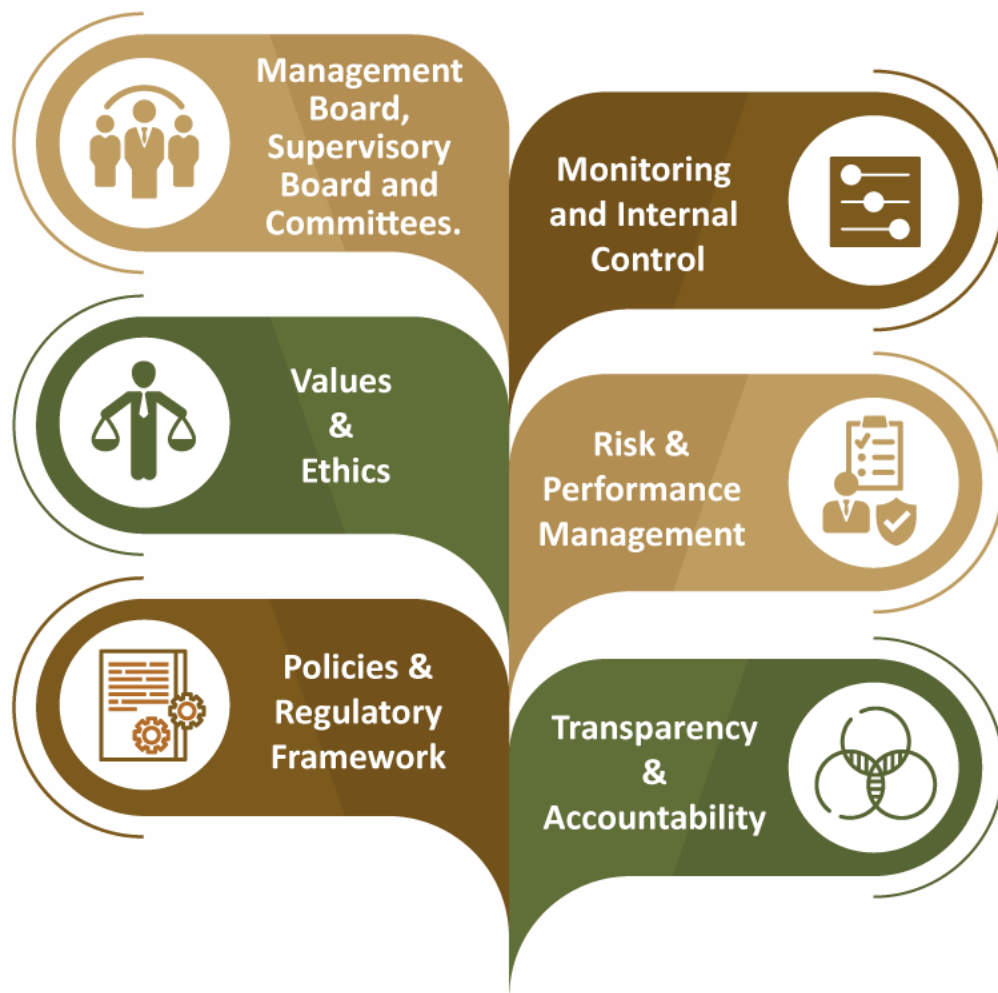
Sector Outlook Favourable Macro
Sufficient capacity
Outstanding Order Book,
Multi year Contract, Client Addition,
Product Pipeline etc

Companies to undergo 4 P Analysis to make it to the Universe



- MNC's benefit from the economy of scales by spreading R&D expenditures and advertising costs over their global sales, pooling global purchasing power over suppliers, and utilizing their technological and managerial know-how globally with minimal additional costs.
- MNC's can use their global presence to take advantage of underpriced labor services available in certain developing countries, and gain access to special R&D capabilities residing in advanced foreign countries

Strong Corporate Governance



- MNC's are generally rated high for their corporate governance standard.
- MNC's depict high transparency and accountability with well laid out policies and regulatory framework, internal control and risk management.
- This provide good comfort for an investor who would not fall prey to any negative impact on investment due to corporate mis-management and fraud.

High Operating Ratio

Most MNC's have better operating ratios compared to its peers, Operating margins would vary depending upon the sector it operates in.



Zero Debt or Low Debt Equity

Most MNC's are zero debt company or Very low on Debt Equity hence. Changes in Interest rate cycle do not affect these companies.

Positive Free Cash Flow

Operating free cash flow is positive in most of them, they are cash rich and regular dividend paying company.



Healthy Return Ratio

Return ratio like ROE and ROCE are also high compare to peer group in most cases. Investors benefit from share premium the share price command on sustain basis.

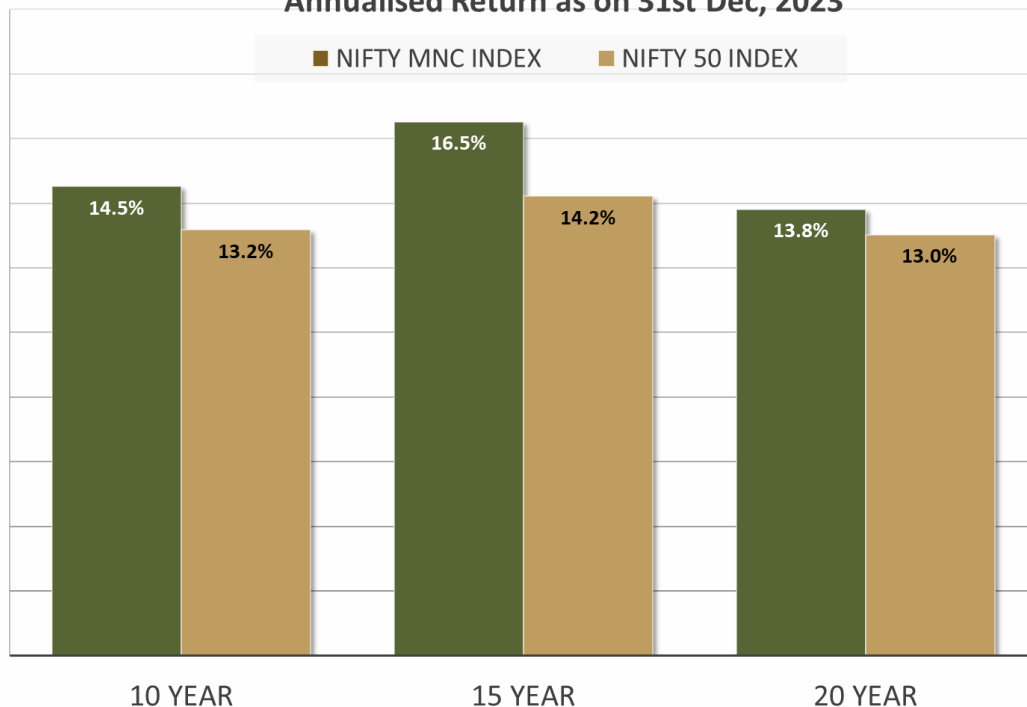
MNC companies during the holding period provides healthy dividend and capital appreciation by earnings growth and sometime carries an additional trigger for value appreciation in form of corporate actions like Open offers, Buybacks and Delisting etc. This usually add substantial appreciation to the share price enhancing investors ROI. Below are some illustrations of the same.

| Sr. | Company | Corporate Action | Announcement date | Price before Announcement | Date | Price on closure of offer | % Gain |
|-----|----------------|------------------|-------------------|---------------------------|-----------|---------------------------|--------|
| 1 | Fulford India | Delisting | 25-Apr-14 | 682 | 30-Jul-15 | 2400 | 252% |
| 2 | Alfa Laval | Delisting | 16-Sep-11 | 1965 | 12-Apr-12 | 4000 | 104% |
| 3 | HUL | Open Offer | 29-Apr-13 | 497.6 | 04-Jul-13 | 600 | 21% |
| 4 | Glaxo Consumer | Open Offer | 23/11/2012 | 3049 | 30-Jan-14 | 3900 | 28% |
| 5 | Siemens | Open Offer | 28-Jan-11 | 727 | 13-Apr-11 | 930 | 28% |

NIFTY MNC Index Analysis/Study

A study done on Nifty MNC Index which constitute 15 stocks shows favorable risk reward a portfolio of MNC company could deliver.

Annualised Return as on 31st Dec, 2023

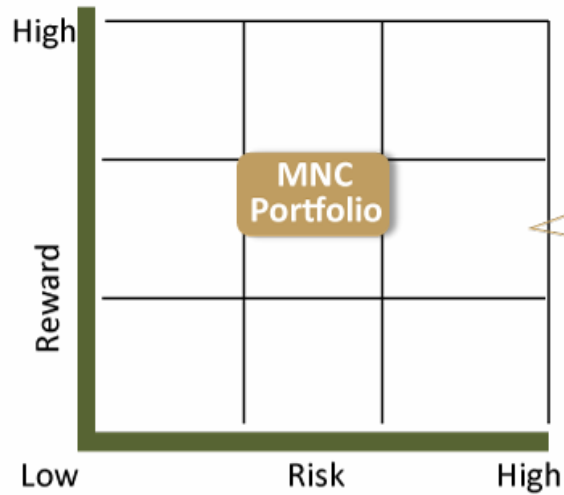


| From 2003 to 2023 | NIFTY MNC Index | NIFTY 50 Index |
|------------------------------------|-----------------|----------------|
| Annualised Return | 13.81% | 13.02% |
| Average 3 Year Rolling Return p.a. | 14.2% | 12.8% |
| Annual Volatility | 19.9% | 21.76% |
| Beta with NIFTY 50 | 0.8 | |
| Correlation with NIFTY 50 | 0.9 | |

NIFTY MNC Index has good correlation with NIFTY 50 Index. However the Beta stands at 0.8 Annualized returns of NIFTY MNC Index is higher compared to NIFTY 50 Index and Volatility is lower. This shows a favorable risk reward for NIFTY MNC against NIFTY 50 Index

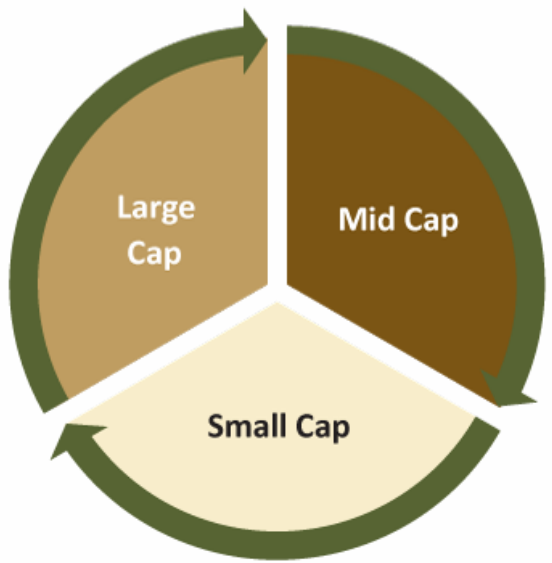
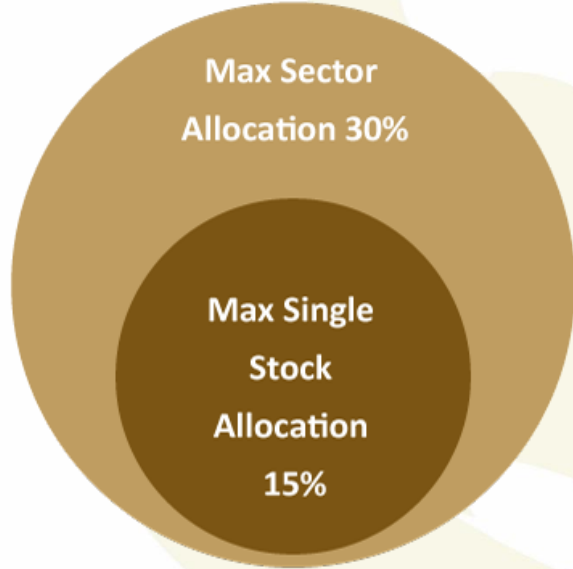
Note: The above study is done on Nifty MNC Index which constitute 15 stocks. The actual portfolio in PMS could deviate compared to NIFTY MNC Index. The above analysis is not an indicative of future performance.

Portfolio Strategy



Portfolio Positioning
Medium Risk & Reward

Allocation



Multicap Style of investment, Fund manager may change the allocation according to market condition



V

Valuation Check

A constant check is kept on the valuation of the companies so that any stock whose valuation becomes relatively high, due to any reasons like sentiments or increase in liquidity, is exited before any price correction comes to the stock. We then shift the money to a new stock with a reasonable valuation.

I

Impact of Events

A stock price can be highly affected by an event or series of events, recent examples: COVID crisis, Russia-Ukraine War, Increase in Crude Price, Interest Rates Hike etc. Our team actively tracks these events and makes timely modifications as per the situation's needs to minimize risks & optimize returns.

E

Earnings Visibility Changes

Our fundamental research team scrutinizes the quarterly results of the companies to understand the current & future estimated growth. If we are not satisfied with 2 or 3 quarterly results of the company & don't see growth, we take an exit to move to another stock.

W

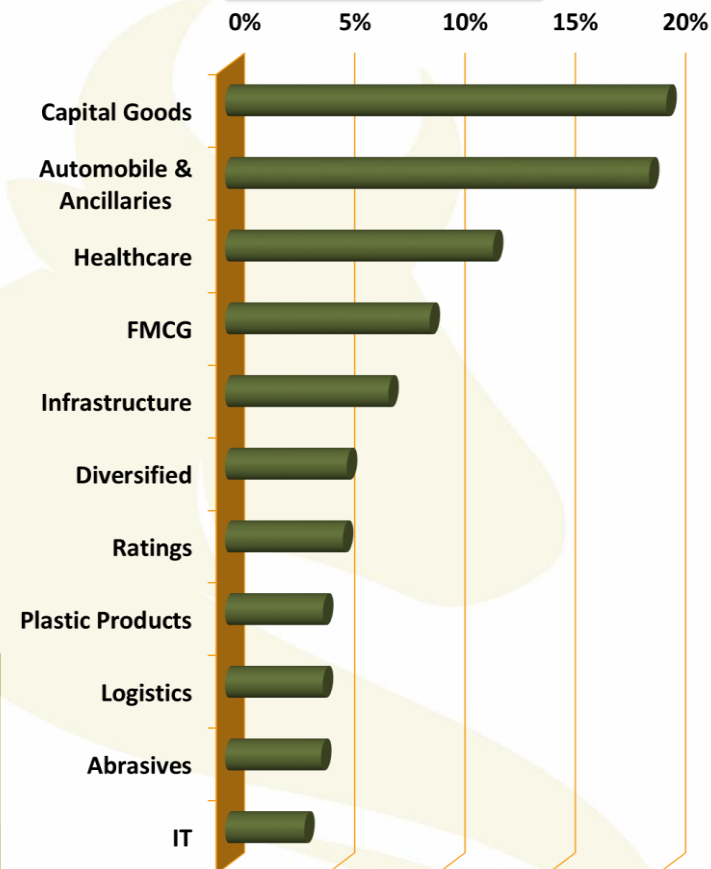
Weightage Check of the Holdings

Every stock & sector has been capped to a certain percentage of the total allocation to limit downside due to any uncertainties and also diversify the portfolio. If any stock or sector reaches near to the decided percent of allocation, we book profits and reduce the weightage and invest into any other stock.

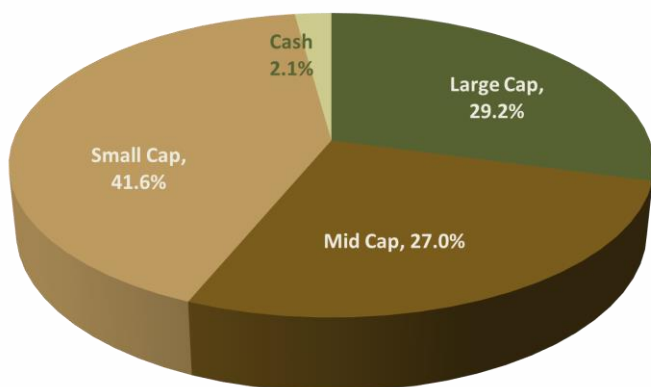
Top Holdings and Allocation

| Sr No | Top 10 Holdings | % Holdings |
|-------|-------------------------------|------------|
| 1 | Siemens Ltd | 11.3% |
| 2 | Maruti Suzuki India Limited | 8.9% |
| 3 | ITD Cementation India Limited | 7.4% |
| 4 | CRISIL Ltd | 7.2% |
| 5 | Schaeffler India Limited | 5.5% |
| 6 | Nestle India Ltd | 5.3% |
| 7 | 3M India Ltd | 5.2% |
| 8 | Abbott India Ltd | 5.0% |
| 9 | KSB Limited | 4.5% |
| 10 | Gland Pharma Limited | 4.4% |

Sector Allocation



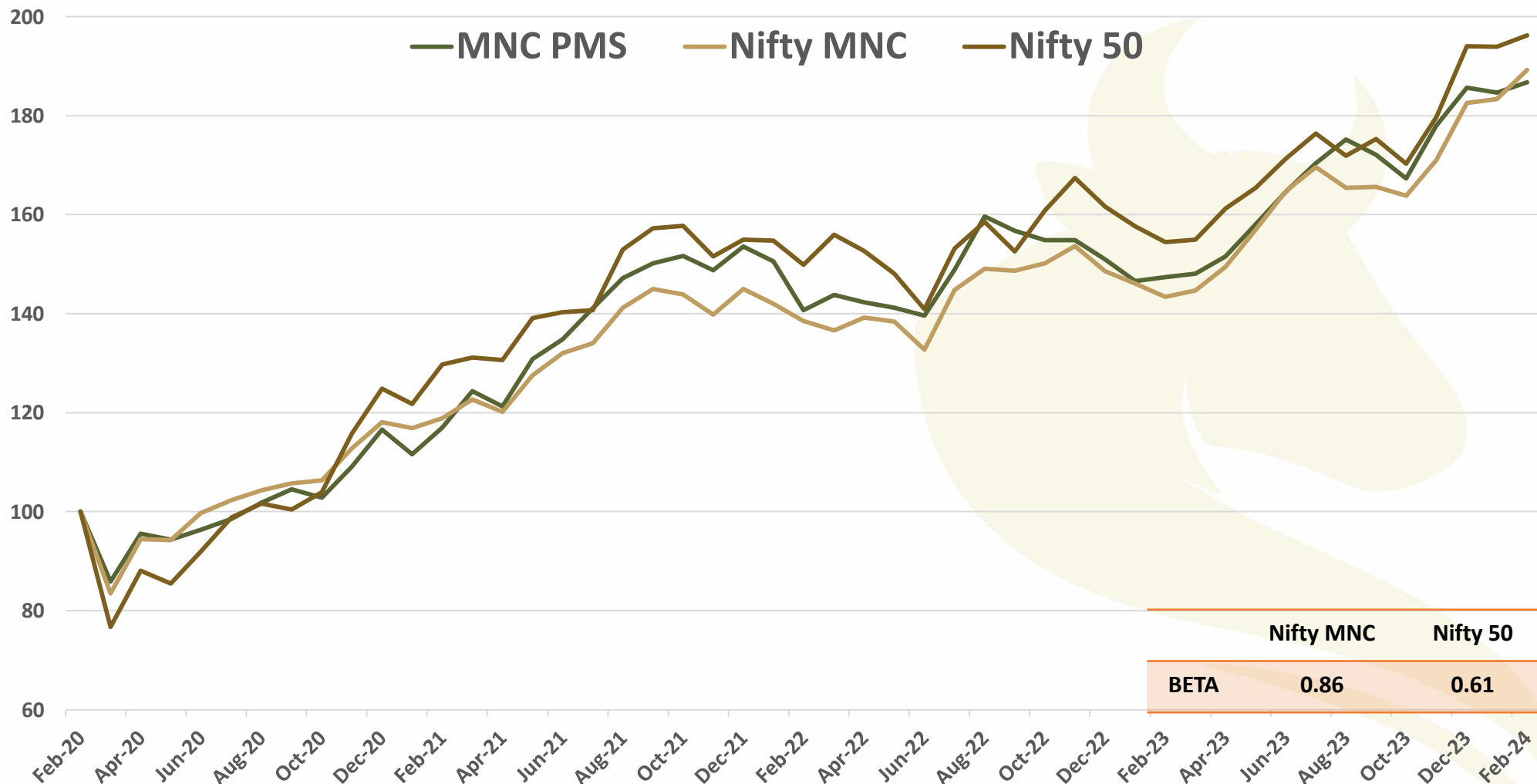
Market Cap Allocation



| Avg Mkt Cap (cr) | |
|--------------------------|---------------|
| Large Cap | 343465 |
| Midcap | 43720 |
| Small Cap | 12120 |
| Overall Portfolio | 106737 |

The current model client portfolio comprise of 19 stocks. Portfolio is well diversified across market capitalization and sector. We have shown top 10 stocks based on current portfolio. Most of the stocks are given more or less equal and sizable weightage in portfolio

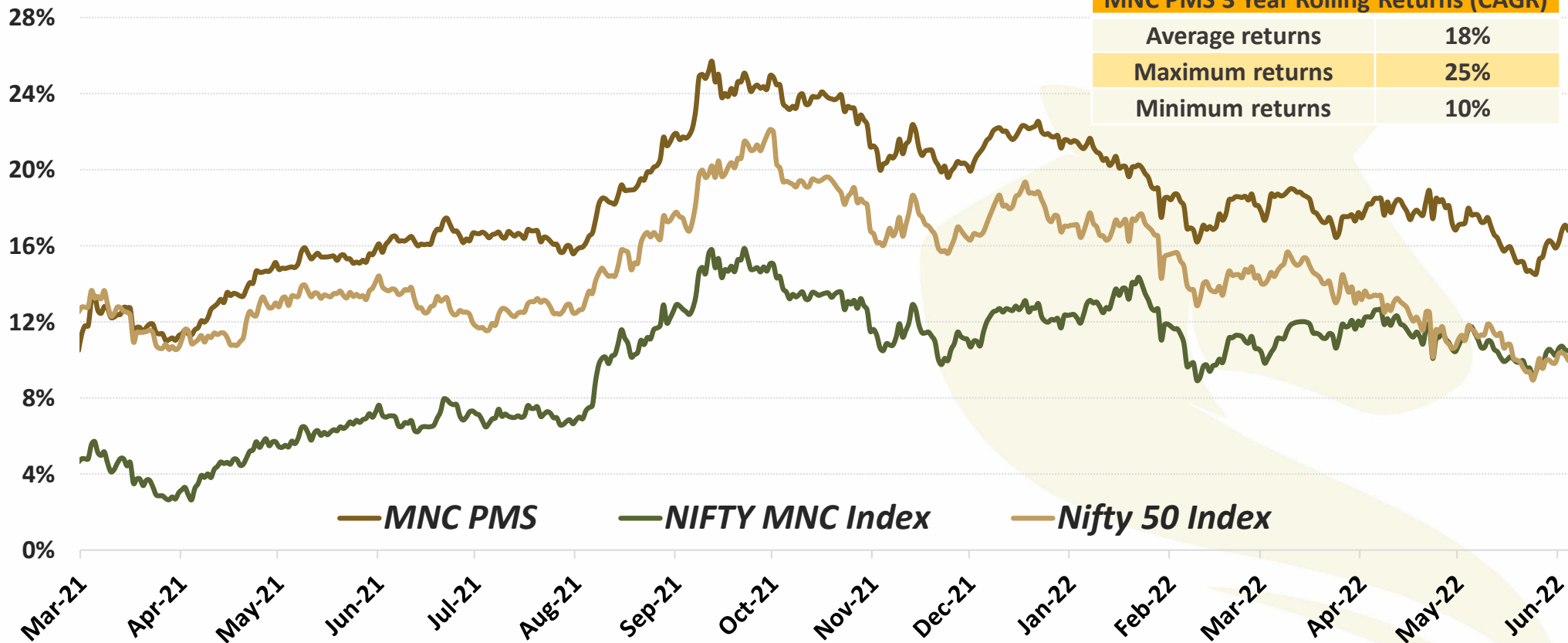
4 Years Past Performance



The above graph represents how our MNC PMS offering has over-performed compared to 2 indices, namely: Nifty 50 & Nifty MNC. The comparison is of past 4 years where the returns of our PMS are post expenses.

3 Years Rolling Returns

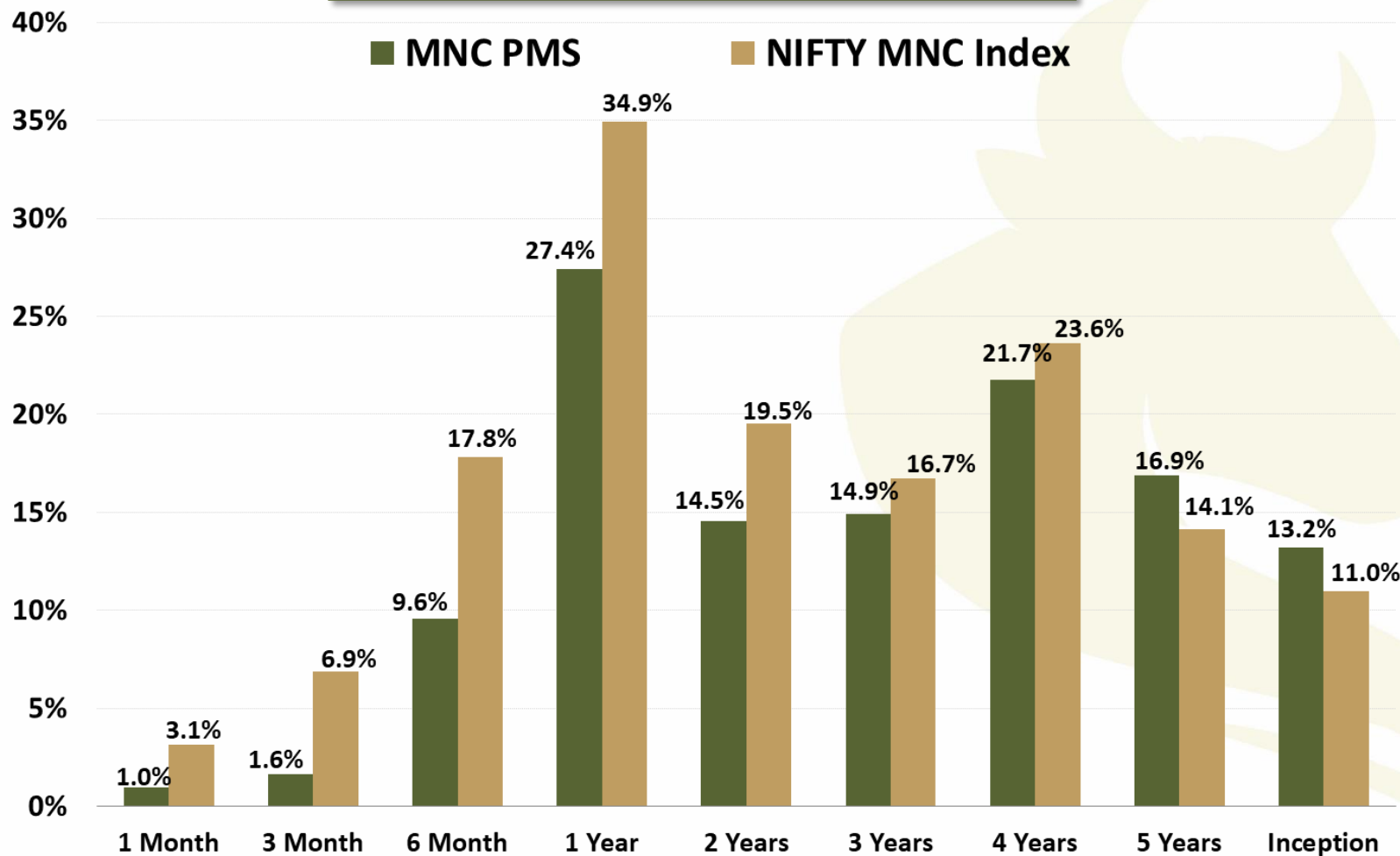
| MNC PMS 3 Year Rolling Returns (CAGR) | |
|---------------------------------------|-----|
| Average returns | 18% |
| Maximum returns | 25% |
| Minimum returns | 10% |



Our MNC PMS has been most consistent in terms of rewarding the investors if they had stayed invested with us for more than 3 years. Any such investor has made: 18% CAGR on an average, 25% CAGR on the maximum side, 10% CAGR on the minimum side.

Disclaimer: Past Performance is not necessarily indicative of likely future performance. Performance mentioned above are not verified by SEBI. We have shown the performance as Aggregate performance of all clients on TWRR basis. **Note:** - Returns above one year are annualized. Returns are net of all fees and expenses.

Performance as on 31st March, 2024

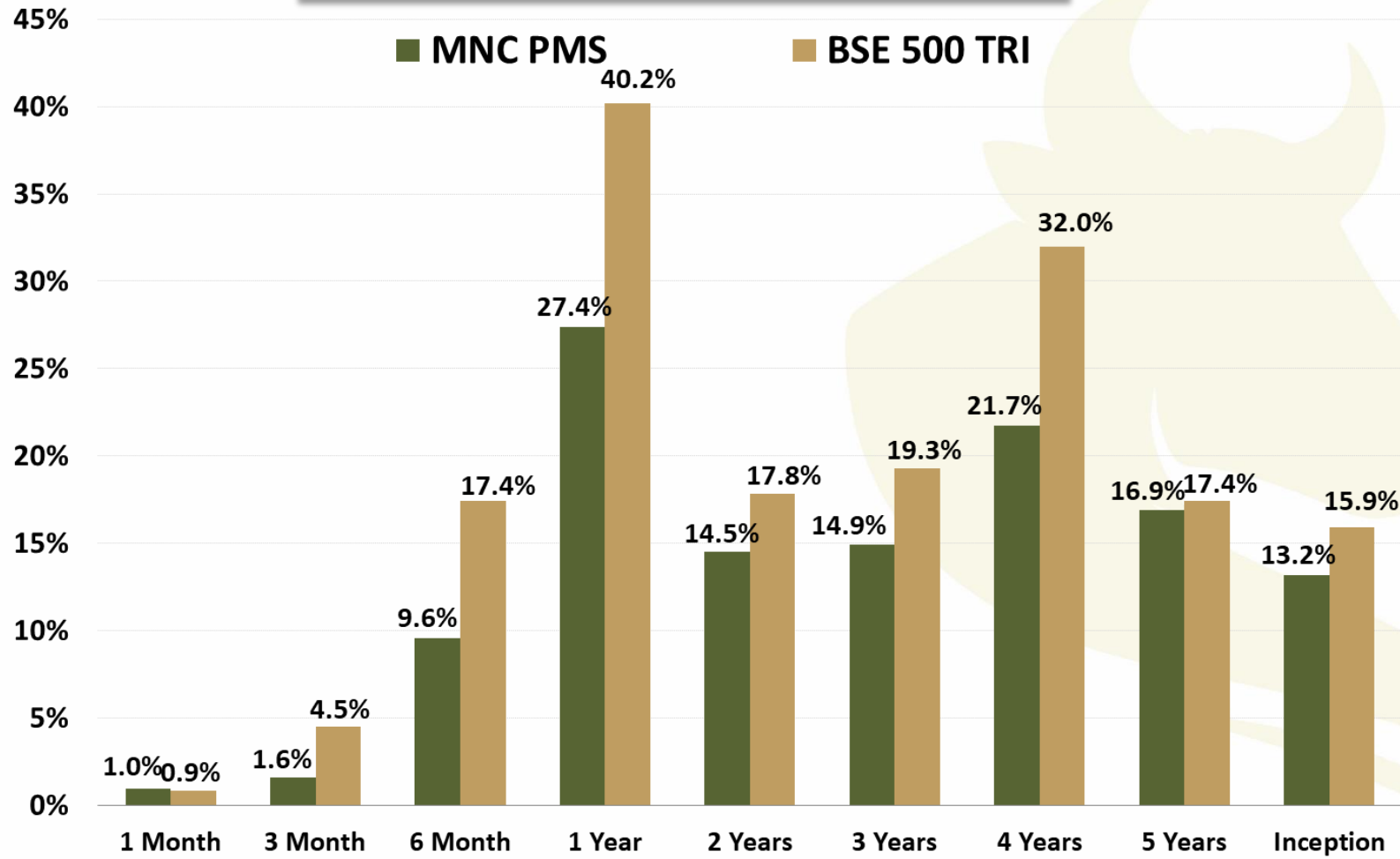


Note: - Returns above one year are annualized. Returns are net of all fees and expenses.

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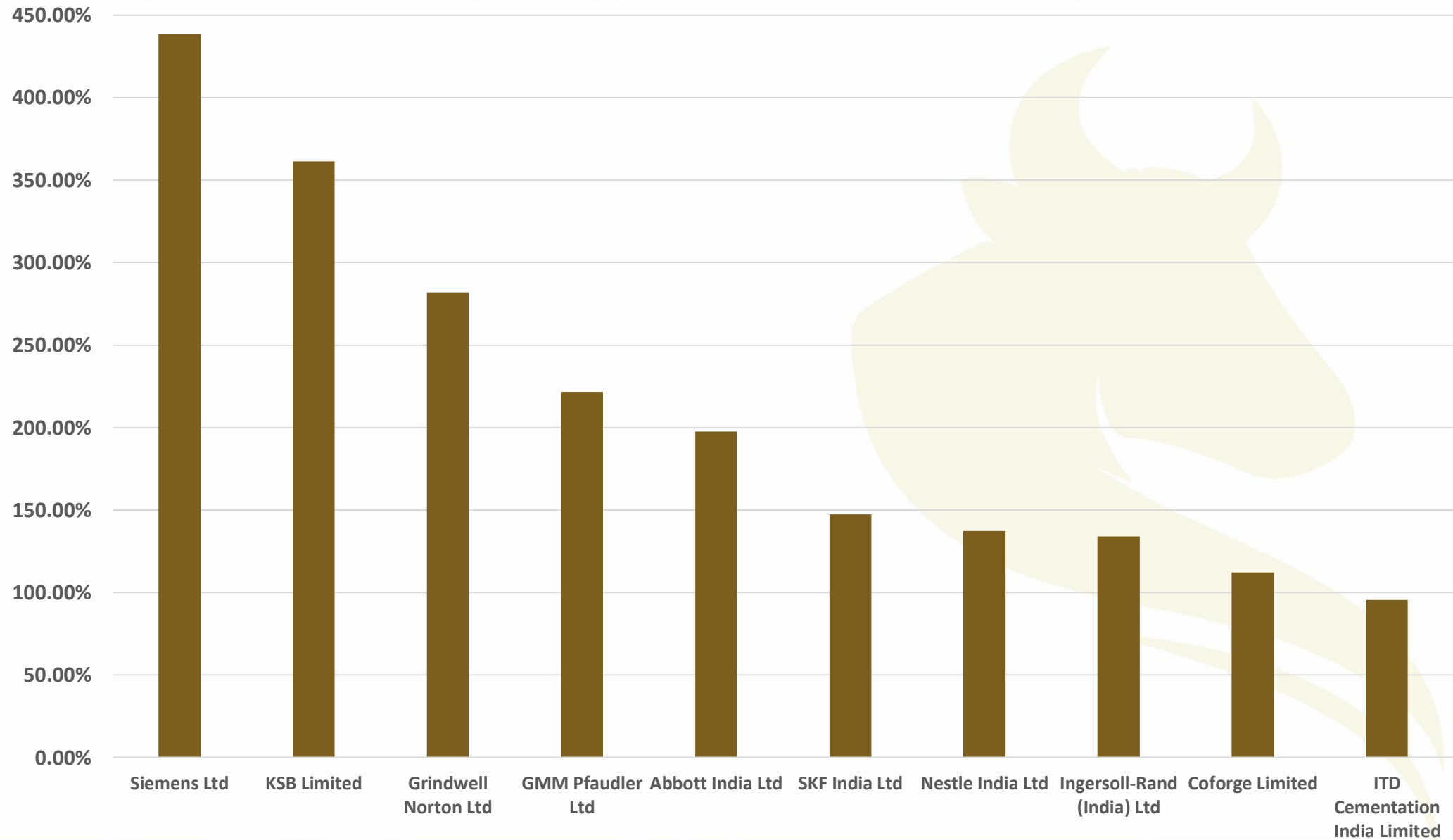
Performance as on 31st March, 2024



Note: - Returns above one year are annualized. Returns are net of all fees and expenses.

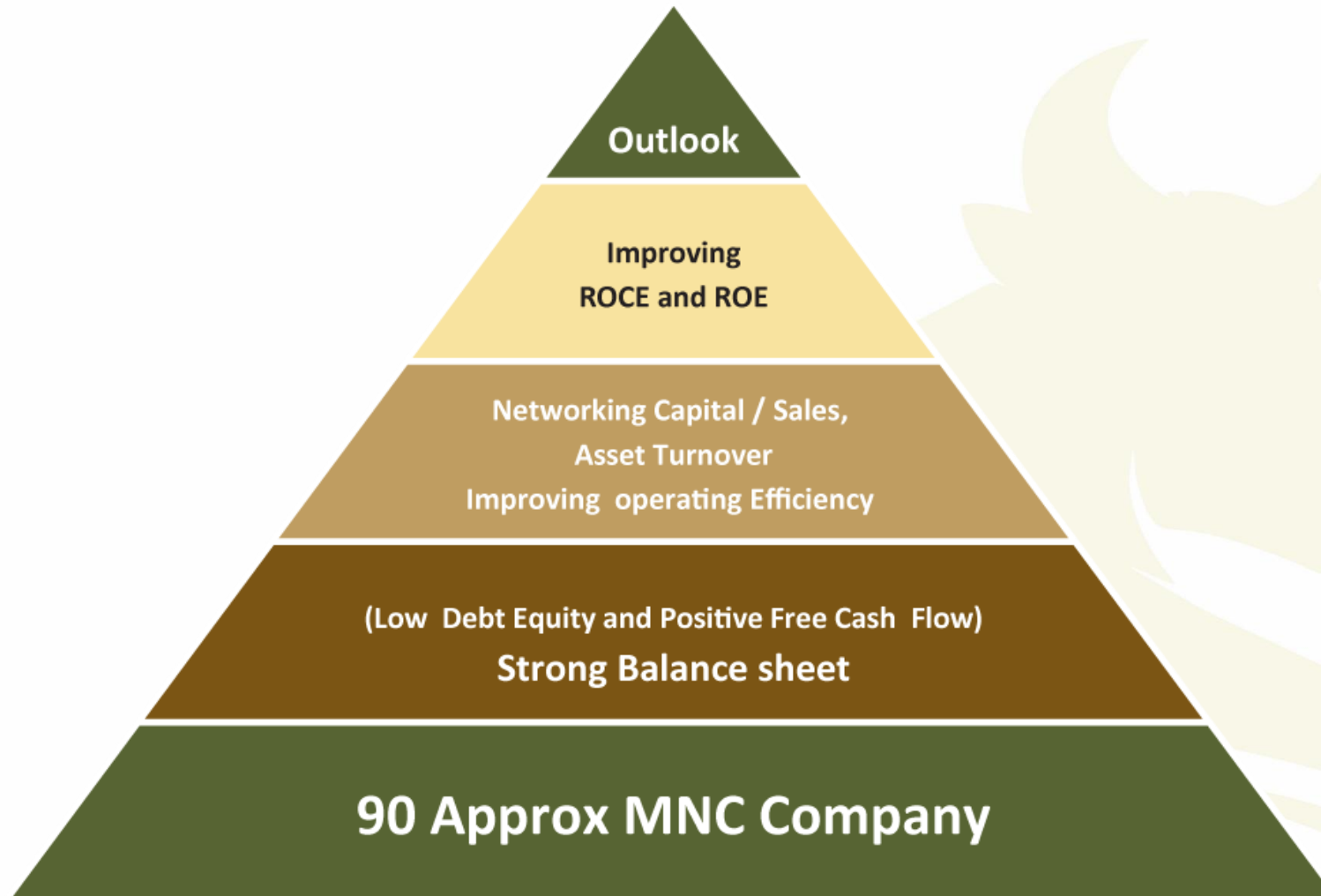
Disclaimer: Past Performance is not necessarily indicative of likely future performance. Index **BSE 500 TRI** is shown as per guidelines. Performance mentioned above are not verified by SEBI. We have shown the performance as Aggregate performance of all clients on TWRR basis.

Top Contributors



PORTFOLIO STRATEGY





Out of 4500 listed Company, there are only 90 odd MNC Companies which are own by Foreign Promoter with more then 1000 cr Market Cap which make the stock universe limited for further evaluation.

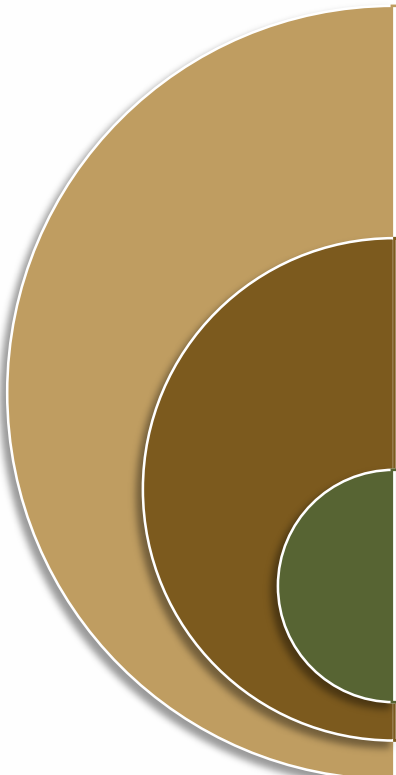
Well Balanced Defensive but Growth



The three bucket strategy with shifting allocation as per the market outlook help to further optimize the returns, However Consumables remains the core part of the portfolio.

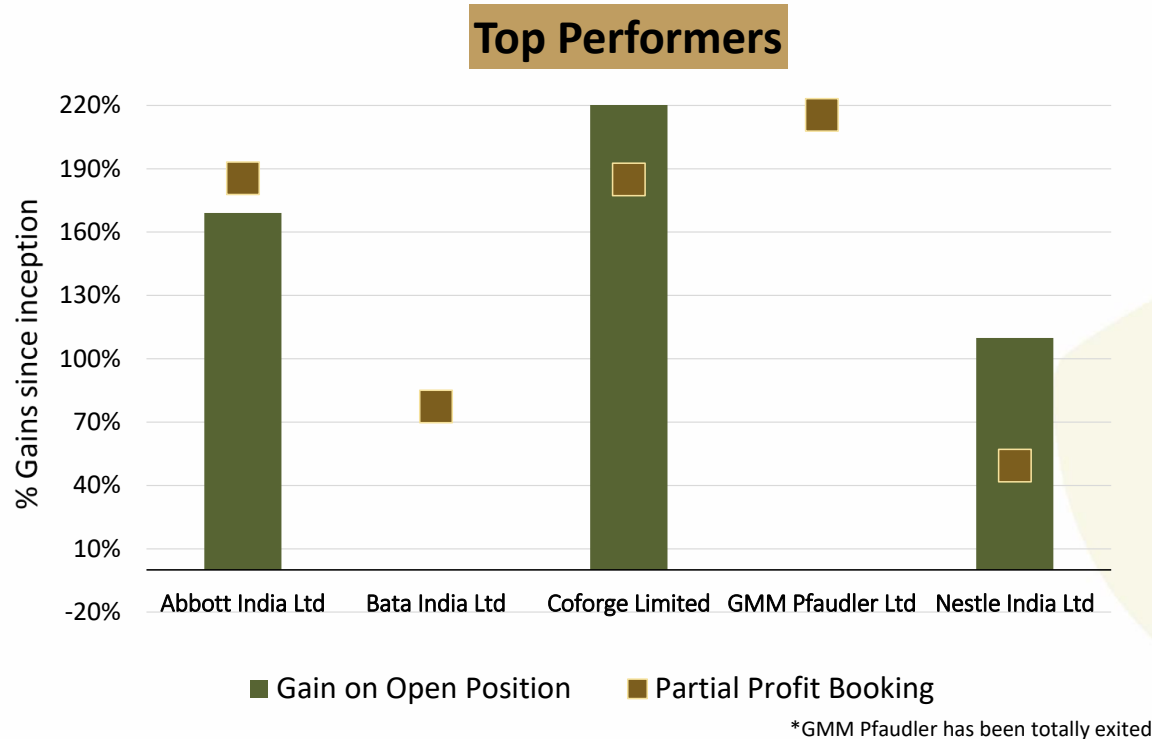
Growth like Multicap but Quality like Large Cap

- MNC PMS is a Multicap Portfolio with all market capitalization. (large, Mid, Small)
- There are many companies which by Indian Market Cap Definition are called as Midcap Companies where as by Global Definition these are Large cap.
- One gets benefit of growth like Midcap Companies in India where as Quality of Large Cap. Few Eg given below



| | |
|-------------------|---|
| Pfizer | <ul style="list-style-type: none">• Midcap in India• Biggest Pharma Company in World |
| 3 M India | <ul style="list-style-type: none">• Midcap in India• Part of Dowjones 30 index |
| Bata India | <ul style="list-style-type: none">• Midcap in India• 125 year old Company operates in 70 Countries |
| | |
| | |

Low Churn - Long term but Active Management



Though we have kept single stock weight max 15%, Partial Profit booking is done whenever overall weight of single stock in portfolio reaches close to 9-10% of portfolio.
Max 15% weight is kept in case of any special opportunity is going to get unfold in short term.

Average Annual
Turnover 30%

Partial Profit booking and Stocks completely exited in profit is shown in adjacent table.

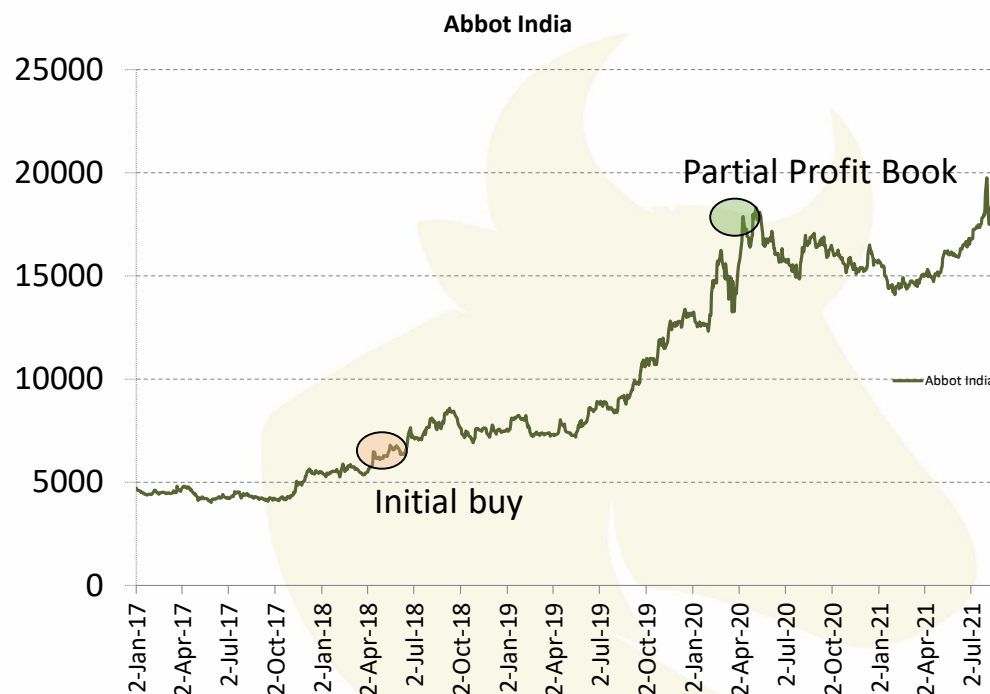
To optimize performance there are couple of partial and complete exits in losses done depending upon market dynamics.

Eg: Reducing allocation in Auto and Ancillary in 2018-19 where sector was going through challenges

Eg 2: Covid 19. Reducing allocation in Industrial and cyclical

Abbott India

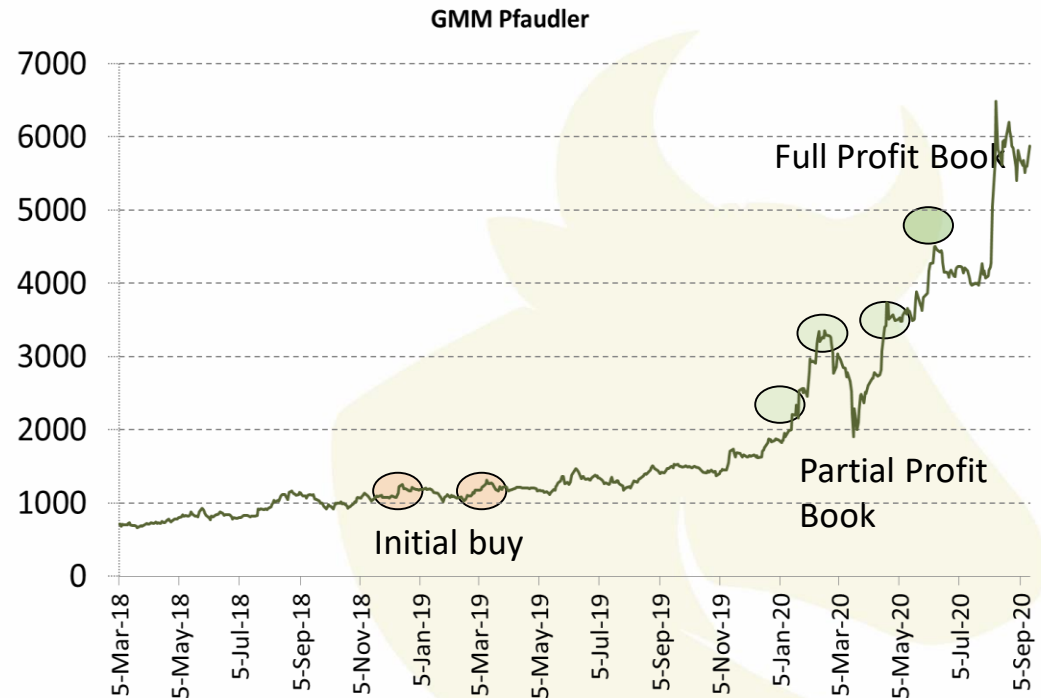
- Strong Parentage : Abbott Laboratories USA
- Offering high-quality trusted medicines in multiple therapeutic categories such as women's health, gastroenterology, cardiology, metabolic disorders and primary care.
- Key Brands : Duphaston, Thyronorm, Udiliv, Digene, Cremaffin, Duphalac
- Balance Sheet Strength: Zero Debt, Positive Cash Flow and ROE Maintained above 20% over last 5 years



- Focus strategy
 - 1) to accelerate key brands
 - 2) Drive therapy leadership
 - 3) Strengthen Multi-channel and insight driven marketing
 - 4) Identify new product opportunity
 - 5) Focus on talent development and engagement
 - 6) 100+ products Launch in last 10 years and more launches in coming years.

GMM Pfaudler

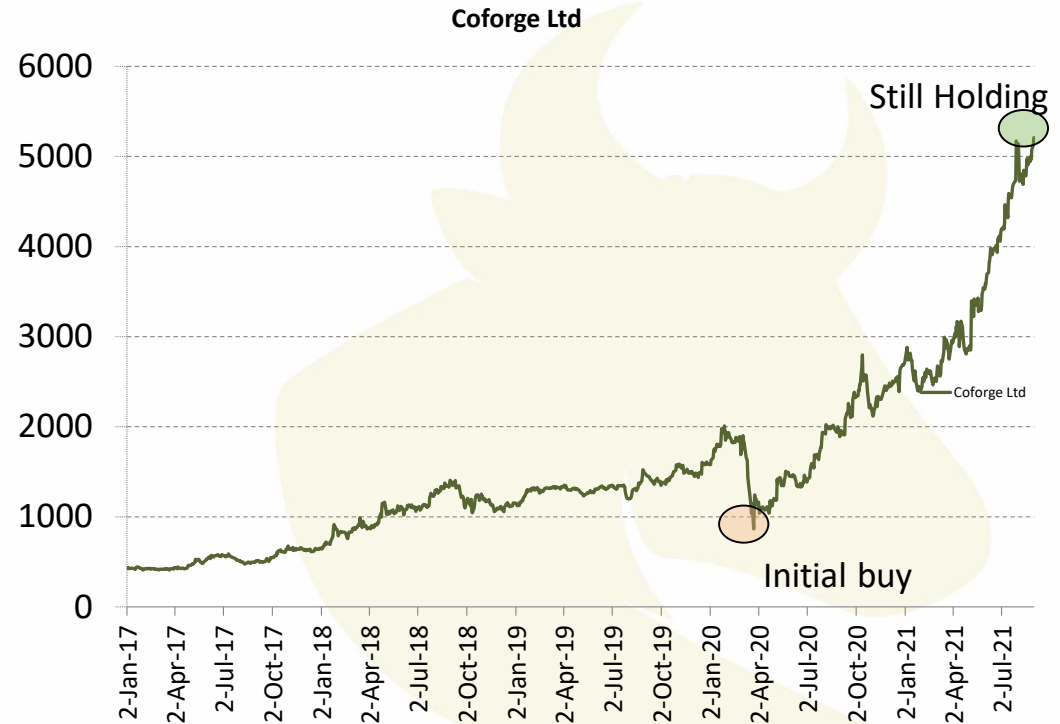
- Foreign Promoter: Pfaudler Inc.
- A leading supplier of glass lined based equipment (reactors, storage tanks) in India, commanding > 50% domestic market share, finding critical application in the chemical & pharmaceutical industries.
- Benefit from Domestic Chemical, Pharma and Agrochemical capacity addition post Shut down of industries in China.
- Balance Sheet Strength: Zero Debt, Positive Cash Flow and ROE Maintained above 20% over last 5 years.



- Focus strategy
 - 1) to accelerate key brands
 - 2) Drive therapy leadership
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 - 6) 100+ products Launch in last 10 years and more launches in coming years.

Coforge Ltd.

- In 2019 NIIT Ltd sold its stake in NIIT Technology to foreign player Barings. The company rebranded to name it COFORGE Ltd.
- Over the Last 5 years Revenues for the company has grown by 10% plus CAGR and PAT has grown by 25% plus CAGR. Operating margin is maintained around 17% throughout.
- The company has three key verticals Banking and Financial contributing (17%), Insurance (30%) , Travel and Transportation (29%) and Others (24%). Geography wise America contributes 48%, EMEA 37%, ROW 15%. In terms of service Mix ADM Contributes 73%, IMS 16% and IP Based 6% and others.



- Despite COVID except for Travel business most business is doing good with constant addition of new clients especially healthcare. Company continues to remain confident about its near- medium-term growth prospects, citing its strong order booking/pipeline and its investments in building strong sales and leadership.

Founder & Promoter (Anand Rathi Group)



Anand Rathi
Founder & Chairman

Gold medalist Chartered Accountant having more than four decades of rich and varied experience in corporate management, financial & capital markets and corporate & management consultancy.

Served Aditya Birla Group at very senior positions for more than 25 years before starting his own financial services outfit. Shri Rathi was earlier President of BSE for two terms.

Anand Rathi Group derives its strength and vision from legendary leadership of Shri Anand Rathi and charting growth path in his able guidance.



Pradeep Gupta
Co Founder &
Vice Chairman

Over twenty years broad based experience in the securities market and key driver of the Retail and Institutional Equities business of the group.

Under his leadership, the Group's Institutional & Retail Business has won great recognition and many accolades. He has played a pivotal role in the Group's network expansion and pan India growth.

His valuable contribution towards professionalizing the management of the Group has won him immense respect from the corporate world.

Fund Management Team



Mayur Shah
Fund Manager

More than 17 years of rich experience in Investment advisory, Product Development and Portfolio Management.

Working with Anand Rathi since 2007 across Portfolio Management and Private Client Group Equity Advisory.

Started Career with “Kotak Securities Ltd” in 2005 as an Investment Advisor subsequently got into developing Equity products and running the same.

Qualified MBA (Finance) from Mumbai University and Certified Financial Planner.



Vinod Vaya

More than 17 years of rich experience in Investment advisory, Portfolio Management and research.

Worked in past with Standard Chartered Securities, Religare Securities, Enam Securities.

PGDBM from Mumbai.

MNC Portfolio

Minimum investment

Rs. 50 lakhs

Portfolio:

15-20 STOCKS, diversified across sectors.

Themes offered

Diversified portfolio of Multinational Companies listed in India with controlling stake with foreign holder

Risk – reward & tenure

Moderate risk reward. Investment tenure preferably 3 years+

Type of instruments

Equity & Equity Related Instruments, Fixed Income Instruments, Cash & Cash Equivalent

Benchmark

BSE 500 TRI

Benefits

- Dedicated Web Login for client to monitor portfolio.
- A relationship manager to cater to investment needs
- Constant monitoring of the portfolio
- Audited statement at year end for tax filing purpose.

Support

- Back office customer service desk to address client queries

Fees & Charges

| | |
|---------------|---|
| AMC fees | : 2.5% p.a (Charged Pro-rata at end of each quarter) |
| Brokerage | : 0.25% on Equity delivery transaction |
| Exit Load | : 2% - 1 st Year, 1% - 2 nd Year, NIL after 2 nd Year |
| Other Charges | : GST, Other charges levied by Exchange, Custodial charges (3 bps) levied by custodian and any other statutory charges. |

Specific Disclaimer

All Investment are subject to Market Risk.

Please read the risk factors before investing in the same.

Past Performance is not necessarily indicative of likely future performance

Registration Details

PMS registered under : Anand Rathi Advisors Ltd.

PMS Registration Number : INP00000282.

Custodian : Orbis Financial Corporation Ltd.

Direct On-Boarding

To invest directly into our PMS, please:

Mail: pmsdesk@rathi.com

Contact: 022-62813851, 52

Or click here:

<https://www.anandrathipms.com/contact-us.php>

Product Support

Name : Vinod Vaya

Tel : 022 - 6281 3851

Email ID : vinodvaya@rathi.com

Back Office Support

Name : Sheetal Kotian / Sourabh

Tel : 022 – 6965 3015 / 3014

Email ID : pmsoperations@rathi.com

More Information

Visit Our Website: <https://www.anandrathipms.com>

Click here for [Disclosure Document](#)

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THANK YOU

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ADVISORS LIMITED

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