

Abakkus Diversified Alpha Fund

**Manage
Volatility**

through balance in
market cap
exposure



**Seek
Returns**

through Alpha
generation
across market
cap

Balanced approach to Alpha Generation

Introducing Abakkus Asset Manager LLP

- Abakkus is an alpha focused boutique asset manager managing ~INR 10,000 crores* in long only strategies for Indian equities
- Our offerings include
 - Close ended Category III Alternative Investment Funds
 - Portfolio Management Services
 - Advisory Services for Domestic and Global Investors
- In just 4 years of incorporation Abakkus has established itself in the Indian equity horizon both in terms of performance and growth in assets
- Ambition and vision is to make Abakkus, one of India's most revered and top performing asset managers over time

*Including AIFs & PMS. Data as on 31st October 2022



Sunil Singhania

Founder
Abakkus Asset Manager LLP

About the founder

- Former CIO Equities of Reliance Nippon Life Asset Management (now Nippon Life India Asset Management) overseeing ~USD 11 billion of equity assets
- First Indian to be appointed to the Global Board of CFA Institute, USA (2013-2019)
- Ex-Honorary Chairman of Investment Committee of CFA Institute (2018-19)
- Currently on the IFRS Capital Markets Advisory Committee (CMAC) and the only Indian member to be appointed (2020-2023)
- Rated as among the best fund managers (Rated best Fund Manager by Outlook Business in 2016 & 2017 over 10-year time frame)
- CA & CFA Charter Holder

Achievements

- ✓ Awarded best category 3 AIF on 1-year of absolute returns
- ✓ Mr. Sunil Singhania has been revered as the amongst the Best Fund manager by Outlook Business in 2016 and 2017 over a 10-year time span.
- ✓ Reliance Growth Fund, a midcap oriented fund directly managed by Mr. Sunil has unique distinction of having grown over 100 times in 21 years. Also, the first fund in India to have a NAV of INR 1,000+
- ✓ At Abakkus, we manage 3 AIFs. Abakkus Growth Fund – 1 was launched in 2018 has delivered absolute ~112% returns since inception. The Abakkus Emerging Opportunities Fund –1 launched in 2019 has delivered absolute return of ~165% since inception. Abakkus Growth Fund – 2, launched in 2021, in less than a year has delivered absolute return of ~12%

Year: 2022



Year: 2021



**Unaudited Pre-Tax, Post Expenses (except entry and exit charges)>1 year CAGR Returns & <1 year Absolute Returns as on October 31, 2022. Unaudited Performance data for Investment Manager and Scheme provided hereunder is not verified by any regulatory authority and Past performance may or may not sustain in the future. The Fund level performance is based on TWRR and investor returns may differ, based on their class, tier, fee structure and point of allotment of units. Please refer the link to check AIF Benchmark returns: <https://www.crisil.com/en/home/what-we-do/financial-products/alternate-investment-funds-benchmarks.html> and <https://www.nseindia.com/products-services/aif-benchmark-report>

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Consistent Strong Performance



Category III – Close Ended AIF Performance Track Record as on October 31, 2022

Strategy	Inception Date	Since Inception Absolute Returns (%)	Since Inception CAGR Returns (%)
Abakkus Growth Fund – 1	July 12, 2018	111.7 S&P BSE 200 – 63.1	19.0 S&P BSE 200 – 12.0
Abakkus Emerging Opportunities Fund -1	June 6, 2019	165.2 S&P BSE 500 – 59.7	33.2 S&P BSE 500 – 14.8
Abakkus Growth Fund – 2	Nov 11, 2021	12.6 S&P BSE 200 – 0.9	–

**Unaudited Pre-Tax, Post Expenses (except entry and exit charges)>1 year CAGR Returns & <1 year Absolute Returns (in INR) as on October 31, 2022. Unaudited Performance data for Investment Manager and Scheme provided hereunder is not verified by any regulatory authority and Past performance may or may not sustain in the future. The Fund level performance is based on TWRR and investor returns may differ, based on their class, tier, fee structure and point of allotment of units. Please refer the link to check AIF Benchmark returns: <https://www.crisil.com/en/home/what-we-do/financial-products/alternate-investment-funds-benchmarks.html> and <https://www.nseindia.com/products-services/aif-benchmark-report>

INTRODUCING

ABAKKUS DIVERSIFIED ALPHA FUND

Investment Approach

- Benchmark Agnostic portfolio of around 40 companies
- “Bottom Up” investing in companies with decent profitable growth
- Disciplined approach to investing across market caps and sectors
- Focus on a value-conscious style of investing
- Low churn long-term ideation-based approach to investing
- Endeavor to generate alpha over 3-5 years holding period
- Select IPO investments as an Anchor Investor \ QIB \ Pre IPO



Large Cap



Mid Cap







Small Cap



Micro Cap

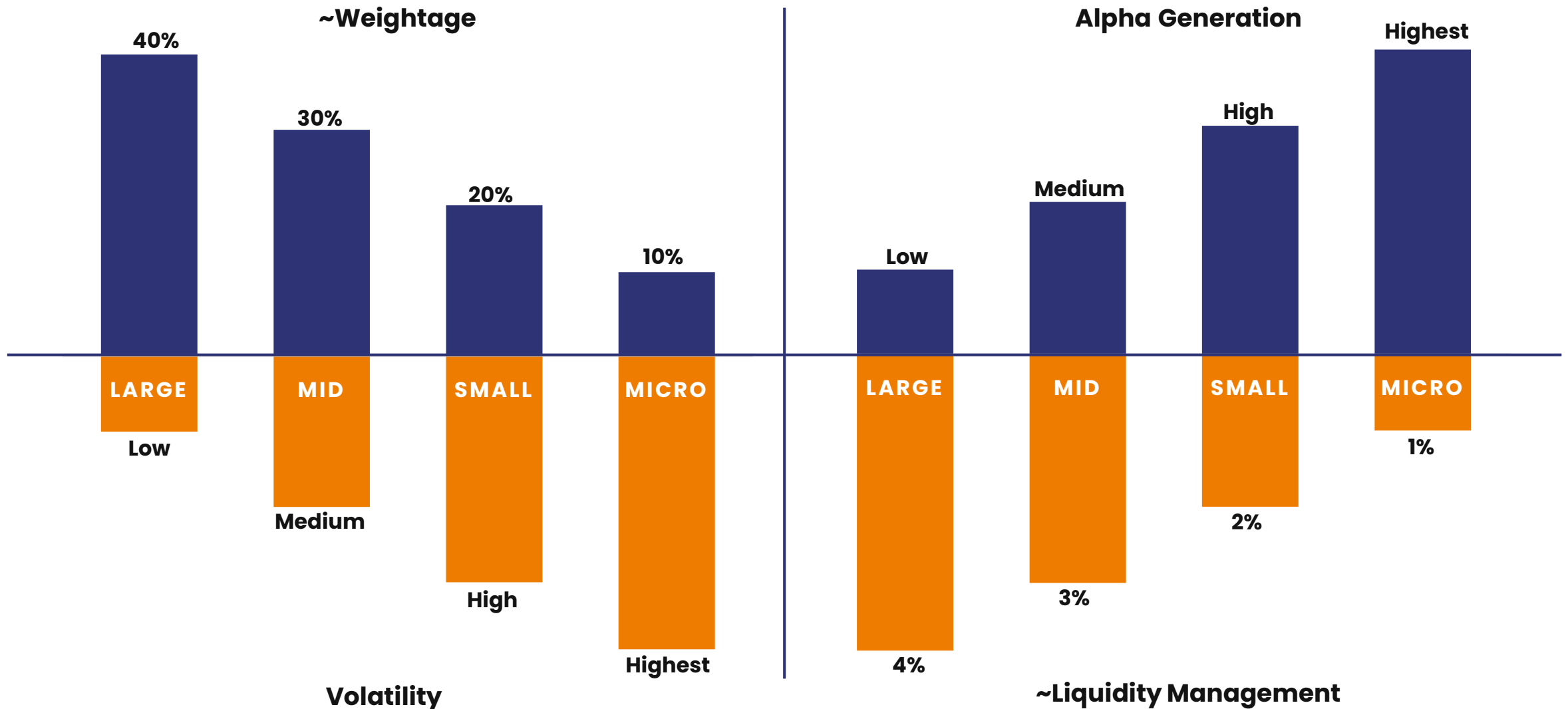
Portfolio Characteristics

- Unique 40:30:20:10 approach to portfolio construction
- Capturing opportunities across market capitalization
- Lower volatility through large cap and larger mid cap exposure
- Focus on alpha creation via exposure to mid, small & micro caps
- Risk discipline and management by way of position sizing
- Liquidity management as smaller capitalization companies have incrementally smaller weights

Indicative Market Cap*	~No. of Stocks	~ Exposure to Each Stock	Total Exposure / Weightage (Approx)
 Large Cap	10	4%	40%
 Mid Cap	10	3%	30%
 Small Cap	10	2%	20%
 Micro Cap	10	1%	10%

*Indicative Market Cap Breakup on a fully constructed portfolio, may differ due to fund raising during commitment period. Market cap classification based on internal criteria. Indicative allocation only at the time of investment. May change at the discretion of Investment Manager (IM): Vector figure credits: Elephant – 123RF; Bull, Tiger – Vectorstock; Squirrel – Freepik.

Disciplined 40:30:20:10 Approach



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Opportunity landscape

Indicative Market Cap	Indicative market cap range (in Crs)	Average market Cap (in Crs) of the Universe	~No. of Stock in our Universe	Total Exposure / Weightage (Approx)
 Large Cap	Above 50,000	200,000	100	40%
 Mid Cap	15,000 to 50,000	25,000	150-250	30%
 Small Cap	4,000 to 15,000	8,000	250-350	20%
 Micro Cap	Less than 4,000	2,000	500	10%

^AMarket cap classification as on 25th November 2022

^{*}Indicative Market Cap Breakup on a fully constructed portfolio, may differ due to fund raising during commitment period. Market cap classification based on internal criteria. Indicative allocation only at the time of investment. May change at the discretion of Investment Manager (IM): Vector figure credits: Elephant – 123RF; Bull, Tiger – Vectorstock; Squirrel – Freepik.

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What we do

Large Cap: Investment rather than consensus allocation



Large, Stable

Large Cap

- Fundamental approach to investing
- Valuations do matter
- Judiciously invest rather than allocation-based approach
- Selective sector calls
- Depending on the economic scenario take small cyclical sector exposure from time to time

Mid Cap: Earnings growth along with perception rerating

Mid Cap

- Bottom-up stock picks via in-house research
- Focus on entrepreneurs driving businesses with competitive moat
- Companies that are gaining market share
- Consistency in fundamental track record
- Strong Number 2 or Number 3 in their respective sector



Established, fast moving

Characteristics resembling companies/image are for illustrative purpose only. It may/may not be applicable to respective market capitalization

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What we do

Small Cap: Non-linear opportunities



Volatile, Swift

Small Cap

- Invest in new sectors and emerging themes
- Bank on entrepreneurship which is thriving in India
- Companies with unique positioning in their respective sector
- Small companies but in niche sectors
- Opportunistic exposure to events, special situations
- Under Researched \ Disbelief

Micro Cap: Turn around stories

Micro Cap

- Undiscovered companies with long term high growth potential
- Sound businesses that are priced significantly below our estimation
- Under penetrated sectors / industries having Macro tailwinds
- Invest in potential turnaround stories
- Companies with less awareness / research



Flexible, Agile

Characteristics resembling companies/image are for illustrative purpose only. It may/may not be applicable to respective market capitalization

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What To Expect



 **Profitable Businesses**

 **Value Conscious Approach**

 **Alpha focus**

 **Diversification**


 **Value Unlocking**

 **Decent Earnings Growth**

 **Decent ROE**

 **Low Churn**

 **Investment rather than allocation**

 **Value paid commensurate to future profitability**

AIF Positioning: Abakkus Diversified Alpha Fund



Equity Market Outlook	Economic growth expected to accelerate, Valuations above 10-year average but reasonable. Indian economy relatively outperforming developed as well as other emerging markets
Portfolio Stance	Capturing opportunities across market capitalization
Approach	Value-conscious style of investing in companies having robust business models and earnings growth
Alpha Generation Approach	Investment rather than allocation-based approach across market caps
Themes we are Positive on	Financials, Domestic Growth & Consumption, Manufacturing, Capex, and Digital \ IT
Expected Market Earnings CAGR	14-15% CAGR

For more details, please refer to private placement memorandum.

Fund Features



Fund / Scheme Name	Abakkus Diversified Alpha Fund
Fund Type	Close ended Category III Alternative Investment Fund (AIF)
Target Corpus	INR 1000 crores with a green-shoe option of up to INR 1000 crores
Commitment Amount	Minimum INR 1 crore (100% upfront or option to invest with 50% initial drawdown)
Investment Manager / Sponsor	Abakkus Asset Manager LLP/Abakkus Fund Sponsors LLP
Tenure of the Fund	5.5 Years (from date of First Closing), with an option to redeem with exit /charges* after the expiry of lock-in period
Benchmark	S&P BSE 200
Trustee	Amicorp Trustees (India) Private Limited
Custodian and Fund Accountant	ICICI Bank Limited
Legal and Tax Advisor	I. C. Universal Legal / Price Waterhouse & Co. LLP
RTA and Stamp Duty Collection Agent	Computer Age Management Services Limited
Lock in Period	12 months from the date of final closing or payment of last drawdown; whichever is later
Sponsor Commitment	5% (five percent) of the corpus or Rs. 10,00,00,000 (Rupees Ten Crore), whichever is lower
Taxation	No specific pass-through status accorded to a Category III AIFs. Trust taxation principles to apply to the AIF and practically, taxes to be discharged at the AIF level. Investors are strongly urged to consult their tax advisors with specific reference to their own situations. For more details , please refer to private placement memorandum.

*For more details, please refer to private placement memorandum.

Abakkus Diversified Alpha Fund



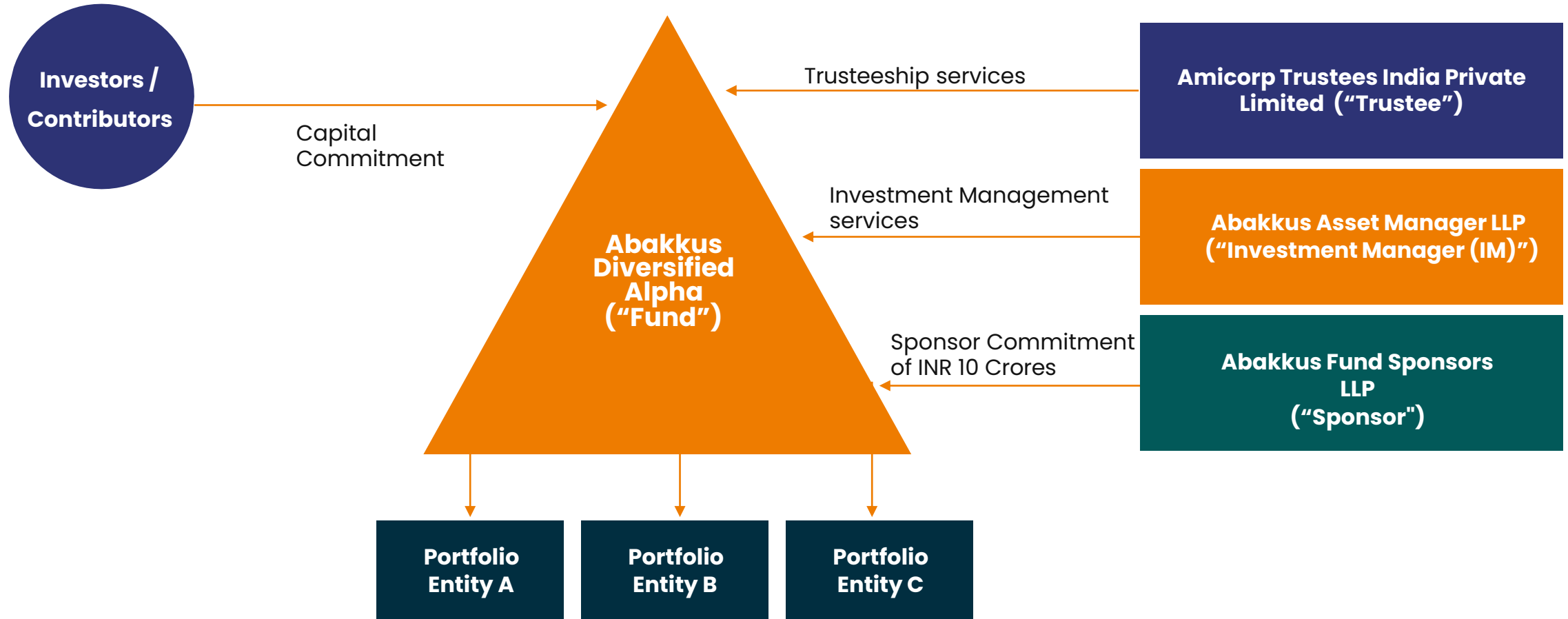
Class	Capital Commitment	Fixed Management Fees	Additional Return
A1	INR 1 Cr to < INR 5 Cr	2.50%	–
A2	INR 5 Cr to < INR 10 Cr	2.10%	–
A3	INR 10 Cr and above	1.75%	–
B1	INR 1 Cr to < INR 5 Cr	1.75%	15% sharing over 9% hurdle rate
B2	INR 5 Cr to < INR 10 Cr	1.40%	15% sharing over 9% hurdle rate
B3	INR 10 Cr and above	1.10%	15% sharing over 9% hurdle rate
Lock in Period	12 months from the date of final closing or payment of last drawdown; whichever is later		
Exit Charges	Exit charges are applicable on exit after the lock-in period as per slabs described below: Between 0 and 12 months from lock in-period: 3% Between 12 and 24 months from lock in-period: 2% Between 24 and 36 months from lock in-period: 1%		

All fees and charges are subject to applicable taxes. For more details on fees, please refer to private placement memorandum.

Abakkus Diversified Alpha Fund



Fund Structure



INVESTMENT PHILOSOPHY, PROCESS AND FRAMEWORK

Investment philosophy

Risk reward equation

- Expected returns must justify the risk / uncertainty taken
- A good company might not necessarily be a good stock
- Focus on the price we pay, and value derived
- What is in the price?

Patient investors

- Buy and hold
- Invest in a stock as if investing in a business
- Think like a partner

Agile and flexible

- Each investment opportunity is looked upon individual merit
- Not constrained to a particular theme or style



Alpha generators

- Believe in investing with an endeavor to generate alpha over the markets rather than just allocating within benchmark index
- Growth companies where profitability is expected to grow higher than market average
- Fundamentally underpriced stocks with reasonable growth expectations
- Mid Cap companies with a scalable business model and growth potential to become large cap

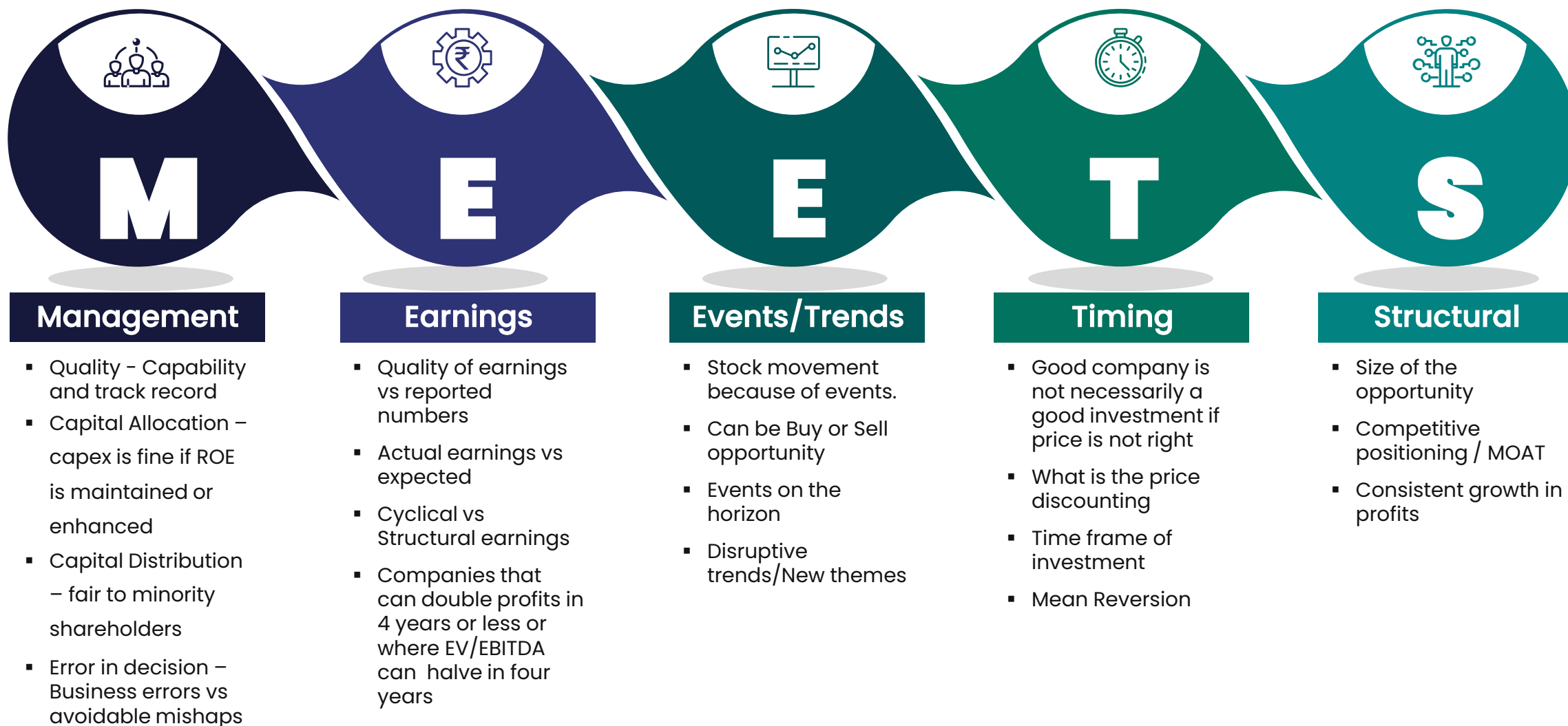
Fundamental driven

- Bottom-up research with focus on balance sheet
- Numbers speak more than presentations and hype
- Returns ultimately are all about earnings

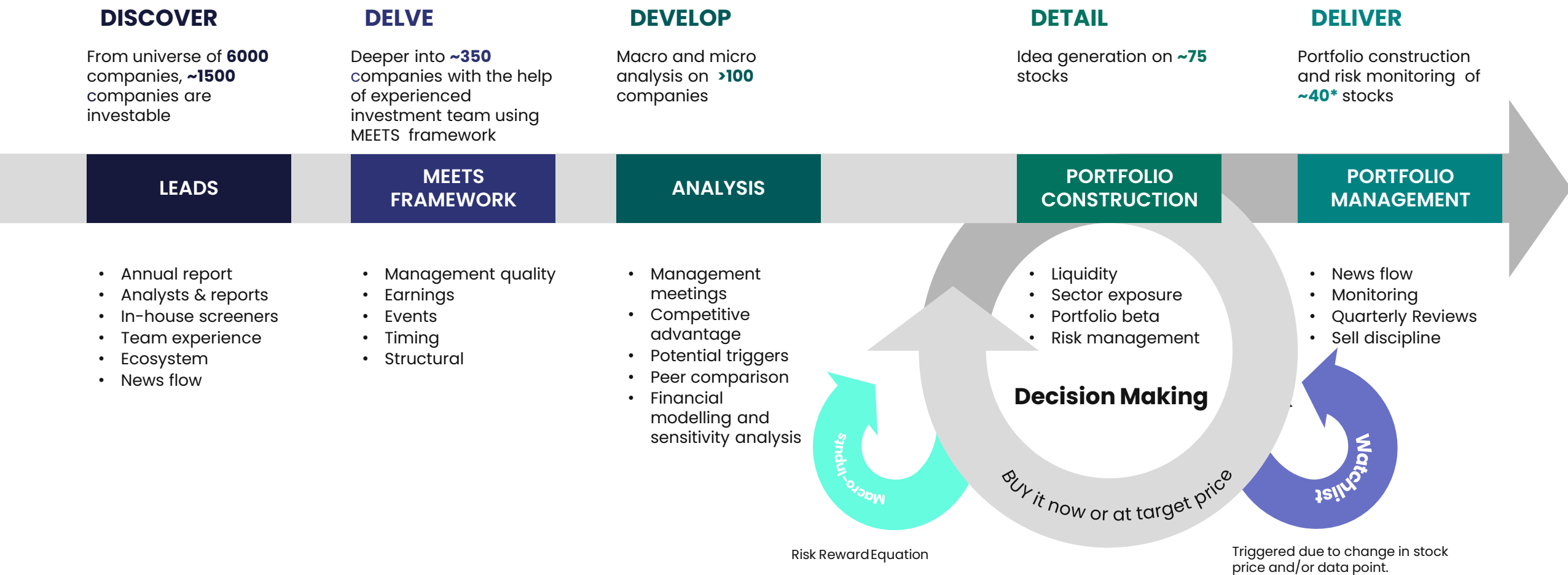
Happy to be contrarian

- Prefer to be first, early and/or only investors
- Do not chase the momentum
- Open to look at companies across sectors and market caps and business cycle

Our unique MEETS framework

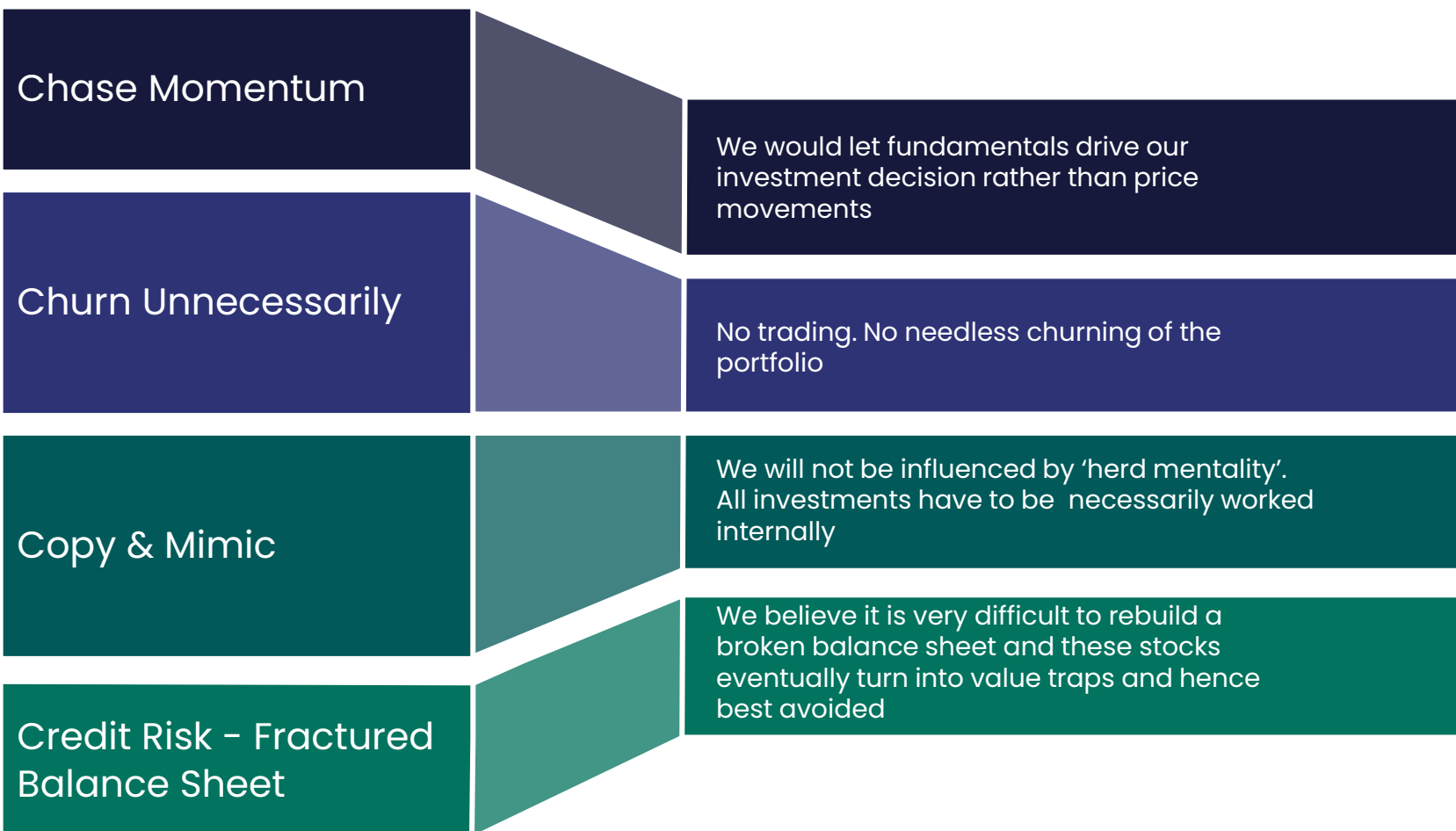


5D Investment process



What we won't do

Avoid the four “C”s



Exit Discipline

- Fundamentals don't pan out as expected due to sector deterioration, company specific issues, governance issues.
- Not shy to accept when thesis goes wrong.
- Stocks may do much better than expected.
- Position becomes insignificant and can't /don't want to add.
- New investment idea better than existing holding in terms of risk reward.

Risk management



Why us

Experience

Backed by a well-qualified dedicated team of professionals that have cumulative experience of ~200 years

Performance

A well-established performance track record over 2 decades in public equity funds and across all market cycles

Commitment

Follow a start-up culture with high degree of commitment, urgency and passion



Positioning

Focused investment in Alpha plays beyond the large number of listed companies supported by non-consensus, in-house research and independent thoughts

Opportunistic

Greater flexibility in investing into new sectors, new themes which are backed by entrepreneur driven economy

Consistent

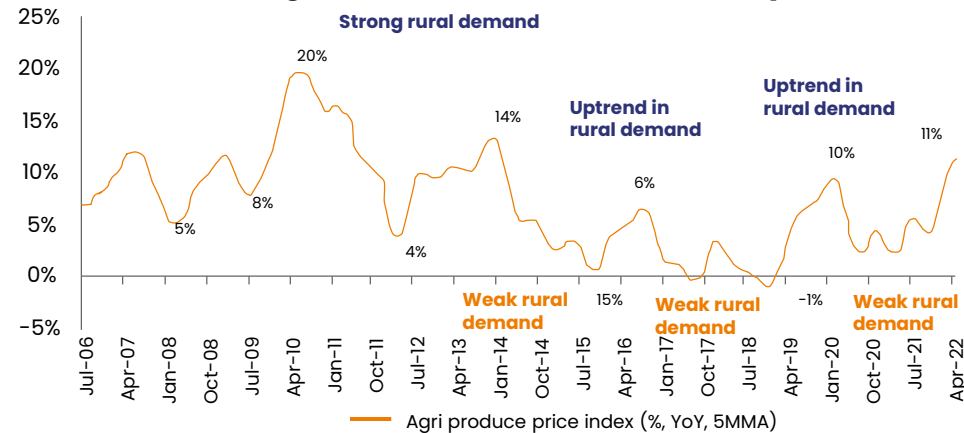
Investment team has delivered consistently across market cycles

Macro Update

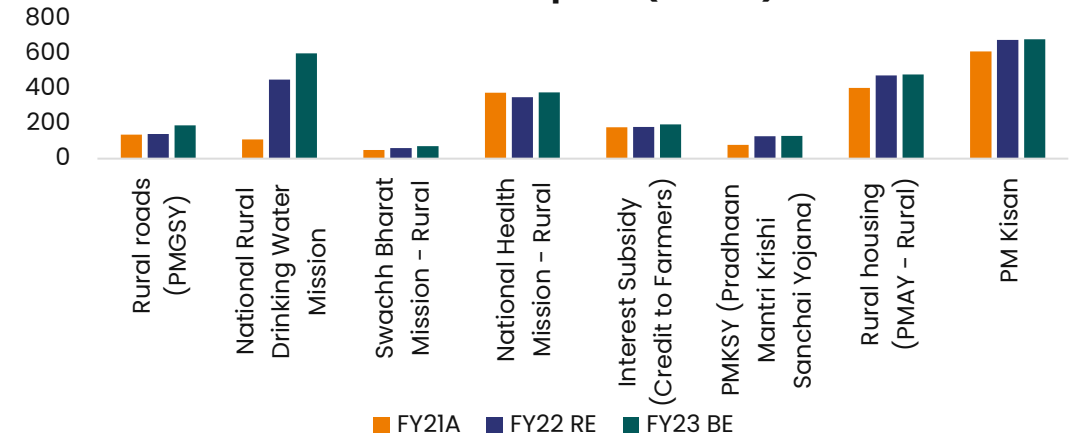
- Pragmatic government with policies supportive of growth
- Domestic demand holding up
- Currency has relatively outperformed, amongst the best performing in emerging markets
- Domestic manufacturing to be driven by policy initiatives, China+1 strategy playing well
- Crude prices is cooling down, key positive for fiscal and current account deficit
- Tax collections, both direct and indirect buoyant
- Digitisation driving formalisation of economy

India-rural economy well placed

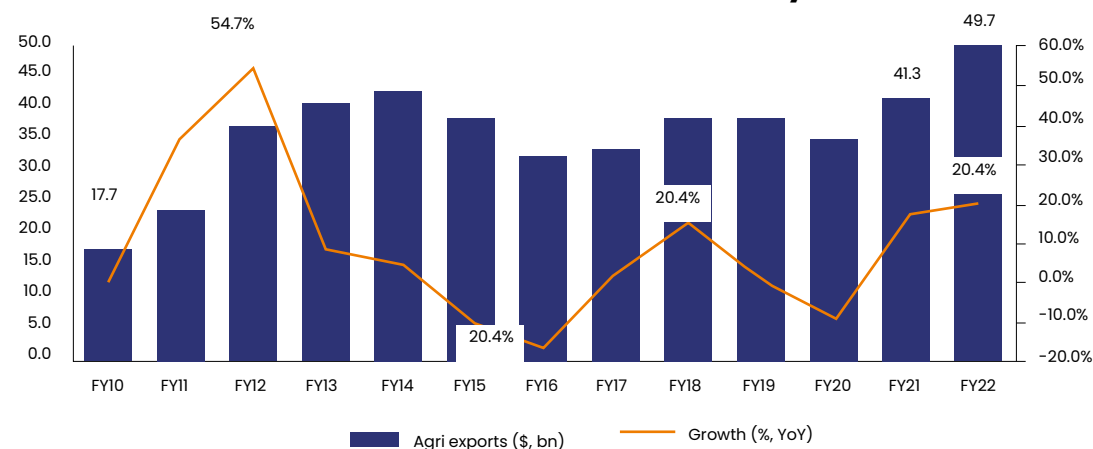
Agri produce price have jumped sharply that would help farmers get better realization for their produce...



Centre Rural Spend (INR bn)



...Leading to a sharp uptick in Agri exports from India, a positive factor for rural demand recovery



Proactive steps by government to bolster manufacturing



Make in India

initiatives from GOI and global sourcing moving to "China+1" model has resulted in better demand. India has a strong chance to usher a meaningful private sector capex in manufacturing and infrastructure to capture the economy.



PLI Scheme

GOI approved the production-linked incentive (PLI) scheme for 10 key sectors to boost local manufacturing that could add USD 520 billion to the GDP in the next five years.



Corporate Tax Rate

To encourage 'Make in India' policy, corporate tax rate was reduced from 25% to 15% for new manufacturing firms to make it competitive across Asian Countries.



Reforms

Indian government has brought various reforms in Farm bill, Land and Labour for ease of doing business.



Disinvestment

The govt of India has announced divestments and privatization of select public sector companies and financial institutions to bring efficiency, raise resources and contain fiscal deficit.

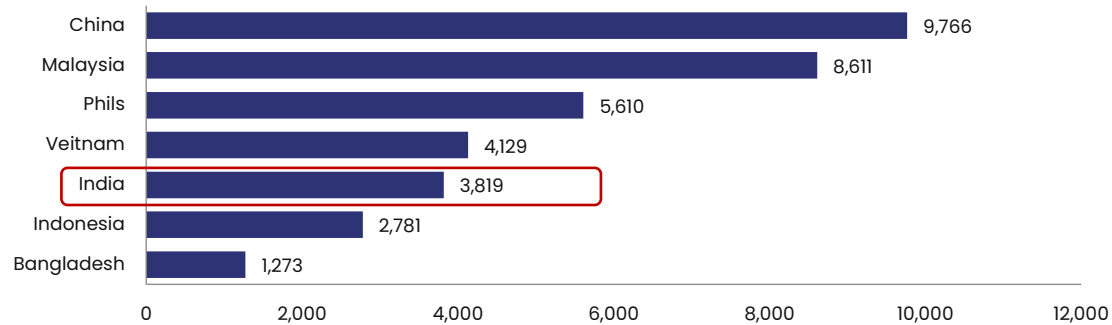


Focus on Growth

Government of India has in the Union Budget has announced fiscal stimulus measures to help economy survive the Covid impact.

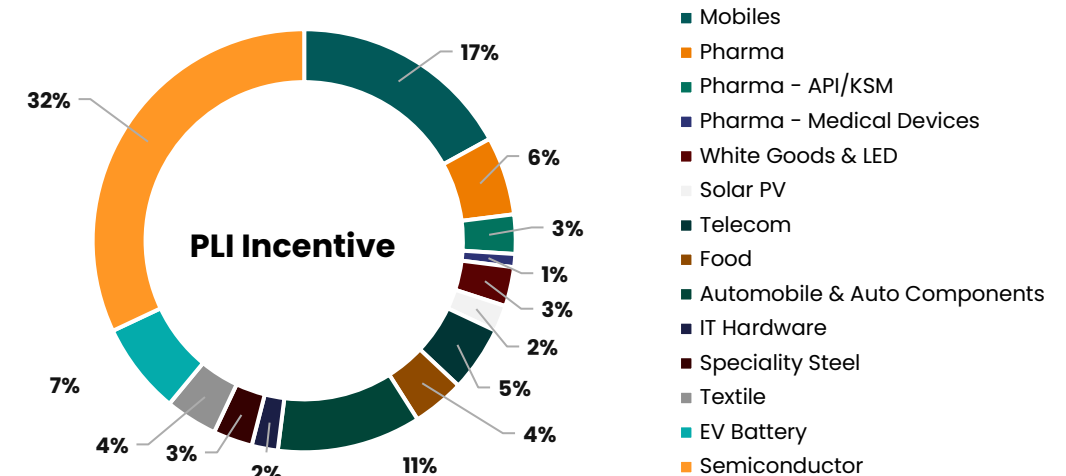
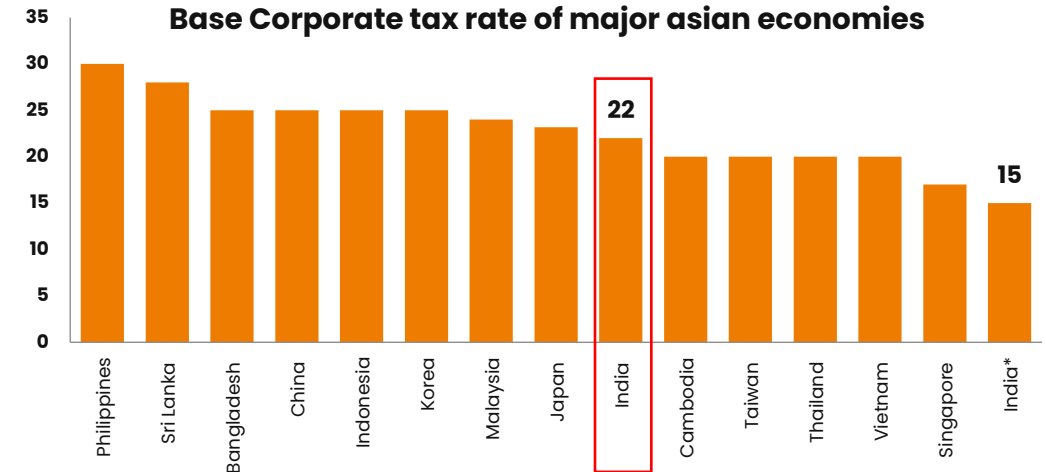
India: Case for manufacturing boom

Wage per employee (In US\$, at current prices)

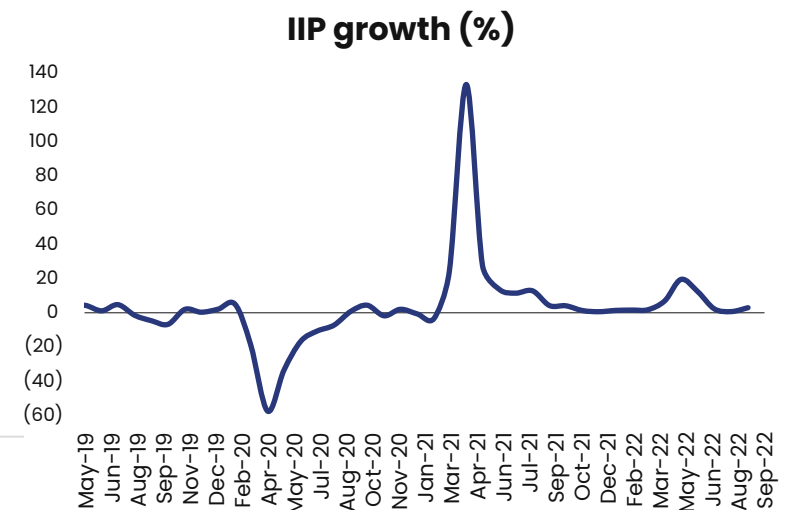
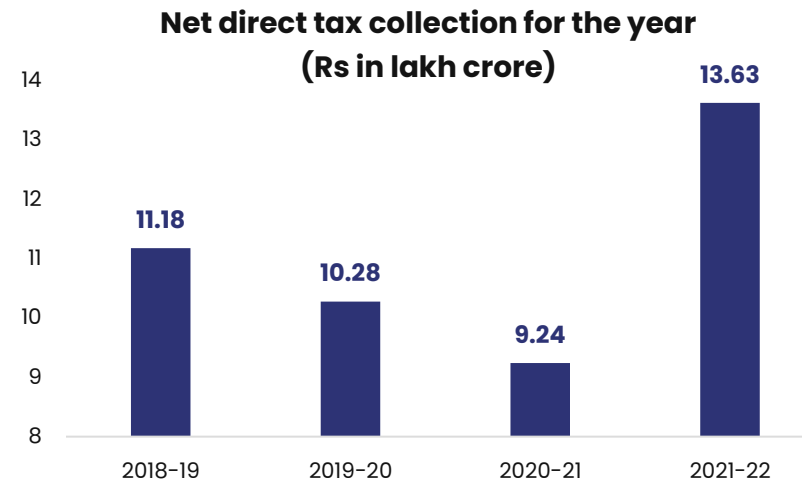
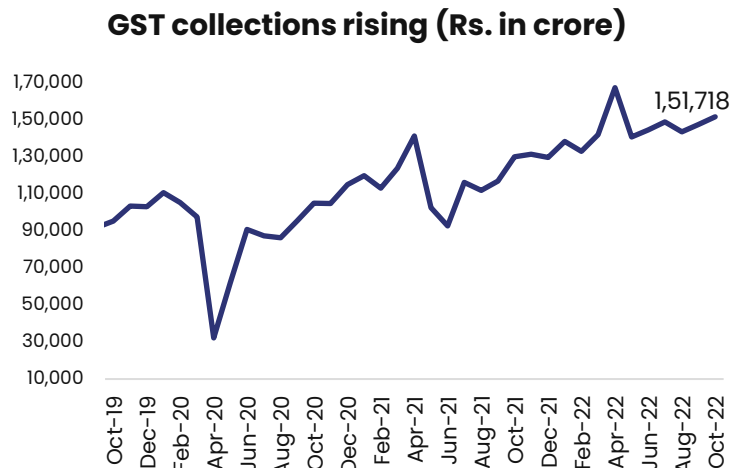
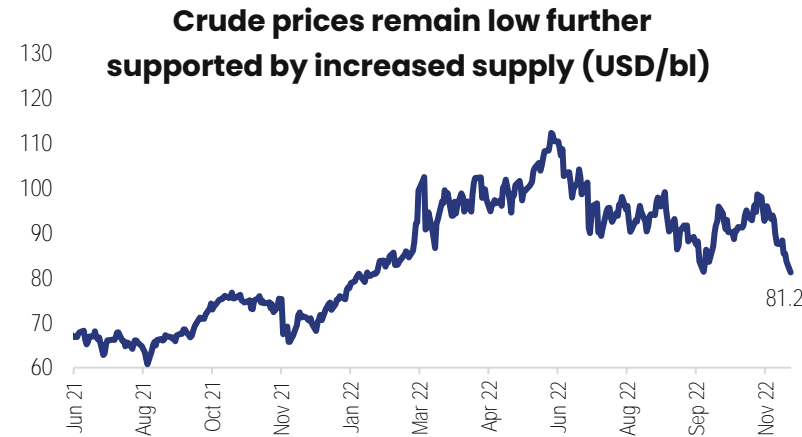
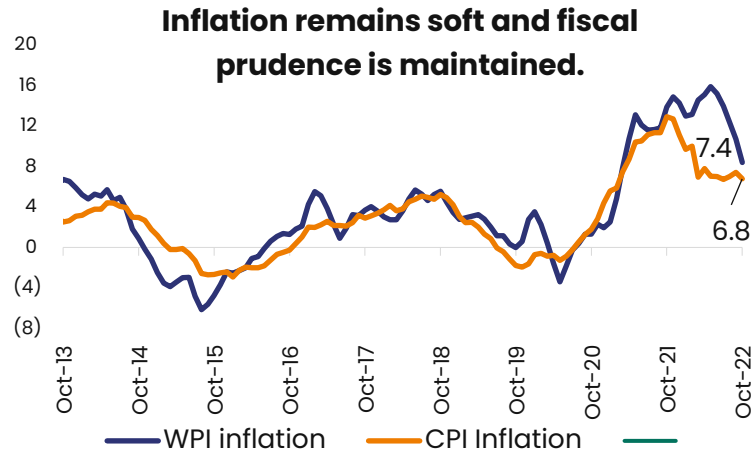


Category	Overall PLI Incentive committed (Rs. Bn)	Committed/Likely Investment/Capex (Rs. Bn)
Mobiles	410	110
Pharma	150	100
Pharma – API/KSM	63	54
Pharma – Medical Devices	28	9
White Goods & LED	62	79
Solar PV	45	175
Telecom	122	30
Food	109	61
Automobile & Auto Components	260	425
IT Hardware	50	24
Speciality Steel	63	400
Textile	107	190
EV Battery	181	450
Semiconductor	760	2300
Total	2,410	4,407

Base Corporate tax rate of major asian economies



Indian economy better positioned to absorb shocks



India Market Outlook

- India stands out in global investing landscape decoupling amidst heightened global volatility
- India in CY22 is amongst the best performing equity market
- FIIs turned buyers again, domestic equity market flow continues to be strong
- Interest rate hike broadly already discounted
- Market vary on demand destruction owing to high inflation and high rates
- Globally, discretionary consumption is impacted. US is relatively better off vs Europe
- Major commodities are back to pre covid levels, Mean reversion seen across the board
- Headline index Valuation is at fair zone and not cheap, Expect earnings growth led normal returns
- India as an oasis with investing landscape is likely to continue to do relatively well
- Broad Markets has recently underperformed headline indices, opportunity from a medium-term perspective

CORPORATE PROFILE

We are net carbon negative



- As a part of the 'Cauvery Calling' project, we planted more than 2400 trees in the Cauvery region of Tamil Nadu – the carbon equivalent of 50.4 metric tons of CO₂e much higher than our carbon footprint of 33 metric tons resulting in our company to be net carbon negative. (CY*-2019)
- The project aims to restore the biodiversity of Cauvery basin and the thriving food chain that depends on it. 84 million inhabitants could be positively benefitted by the effort



CLIMATE
NEUTRAL
NOW



- Our belief in the idea of an environmentally and socially sustainable future has led us to take up the responsibility and resources to achieve actionable change.
- The cook stove project was an initiative to distribute **3500 cooking stoves** to rural households that still use conventional kerosene burners. (CY*- 2021)
- This will result in a **reduction of CO₂e emissions by 12250 tons per year** (Estimated) from the environment .
- All this while having net negative carbon footprint.
- Also, achieved climate neutral badge for our contribution in Climate neutral mission(CY-2022)



Bridging the gap of gender diversity



- ✓ We are committed to gender diversity, currently one of the weakest in India (industry average of only 20% women at work)
- ✓ We support the 'Young Women In Investment initiative' by CFA Institute.
- ✓ The G8 accredited program 2020 creates awareness about financial careers and facilitates participation of women in the financial sector.
- ✓ A four-week boot-camp for women which is followed by paid internships at reputable financial institutions, including Abakkus. (CY*- 2019)
- ✓ We are committed to reach 30% gender diversity ratio by the year 2025 as we expand our research and administrative team over the coming years.

Empowering Children

- ✓ India having one of the youngest population on the planet, would stand to benefit massively if young adolescents are well fed and educated.
- ✓ We worked with the Cosmic Divine Society to feed around 1200 children for a period of 1 week every year for the last 4 years. We strongly believe that our children are the governors of our future, and their nurturing is necessary for our country to prosper. (Since CY-2018)
- ✓ We also worked with Vallabhdas Dagara Indian Society to foster and care for the mentally challenged kids of India. We took the responsibility of co-parenting 20 children for a period for the last 2 years which includes training and teaching them to be skilled, employable and independent. (Since CY- 2020)

Team profile



Abakkus has a 53-member strong team with cumulative work experience of more than 200 years. Our team has substantial experience in tracking global equities across all market cycles. Sunil Singhania, the founder of Abakkus and who leads our team, has a successful, recognized and well-established performance track record in public equity funds. Our committed and strong team has extensive qualifications including 37 Master's Degree Holders, 3 CFA Charter Holders, and 6 Chartered Accountants.

**Aman Chauhan**

Senior Fund Manager

Qualification: BCOM, MBA

Total Work Experience: 22 years

Past Organization:

Nippon Life AMC, TAIB Securities, Tata TD Waterhouse

**Deven Sangoi**

Senior Fund Manager

Qualification: B.E. (Elect.), MBA

Total Work Experience: 27 Years

Past Organization: Canara HSBC Life Insurance, Aditya Birla Sun Life Insurance, Aditya Birla Sun Life AMC, ICICI Prudential AMC

**Biharilal Deora**

Director

Qualification: BCOM, MCOM, FCA, CFA, CIPM, CFP

Total Work Experience: 18 years

Past Organization:

Credit Suisse, Fidelity Investments

**Manish Kanojia**

National Sales Head

Qualification: BCOM, MBA

Total Work Experience: 20 years

Past Organization:

Nippon Life AMC, Principal PNB AMC, Kotak AMC

**Archan Thakore**

Head Products

Qualification: B.E. (CMPN), CFA

Total Work Experience: 12 years

Past Organization:

Nippon Life AMC, Mirae Asset, Barclays

**Rajesh Thongepatil**

Senior VP – Operations

Qualification: BCOM, DBM

Total Work Experience: 18 years

Past Organization:

ASK Investment Managers, Motilal Oswal AMC

**Rahul Veera**

Sr. Research Analyst & Fund Manager – RIA

Qualification: BCOM, MBA

Total Work Experience: 14 years

Past Organization:

Morgan Stanley, Edelweiss, Elara Capital

**Chetan Vora**

Sr. Research Analyst & Fund Manager – RIA

Qualification: BCOM, CA, CFA Level 2 Cleared

Total Work Experience: 18 years

Past Organization:

Valuequest Investment Advisors, Edelweiss Financial Services

**Nirav Savai**

Sr. Research Analyst

Qualification: BCOM, PGDBM

Total Work Experience: 14 Years

Past Organization:

HDFC Securities, JM Financial

Team profile



Nikhil Gada
Sr. Research Analyst

Qualification: B.E. (EXTC), MBA,
CFA L3 Cleared

Total Work Experience: 11 years

Past Organization:

Asian Markets Securities (AMSEC),
CLSA, Morgan Stanley, ZyFin Research



Foram Bauva
Research Analyst

Qualification: BCOM, CA

Total Work Experience: 4 years

Past Organization:

K.N.G & Co.



Mudita Nahar
Research Associate

Qualification: BCOM, CA, CS, CFA L1
Cleared.

Total Work Experience: 3 years

Past Organization:

Grant Thornton, Tata Capital,
RBL Bank



Pathik Doshi
Research Associate

Qualification: BAF, PGDM

Total Work Experience: 3 years

Past Organization:

Yes Securities



Akshay Shah

Senior Manager - Dealing

Qualification: BCOM, MBA, CFA L1
Cleared

Total Work Experience: 12 years

Past Organization:

Elara Capital, First Global
Securities, Indiabulls Securities



Hiren Shah

Operations and Dealing Associate

Qualification: BCOM

Total Work Experience: 13 Years

Past Organization:

Anand Rathi, Raj Oracle Services,
Marwadi Shares & Finance



Arzoo Merchant

Research Support to Sunil Singhania

Qualification: BCOM, CA, CFA L3
Cleared

Total Work Experience: 8 Years

Past Organization:

PWC, Reliance Industries

NSE Category III AIF Benchmarks



Past Performance as on September 30, 2021.

Index	3 Months (%)	6 Months (%)	1 year (%)	2 years (%)	3 years (%)
Abakkus Growth Fund-1	12.0%	42.9%	99.5%	49.0%	30.8%
Abakkus Emerging Opportunities Fund-1	13.7%	57.6%	117.4%	69.3%	–
NSE Category III AIF Benchmark	10.1%	22.3%	54.5%	25.4%	17.8%

As per SEBI Circular SEBI/HO/IMD/DF6/CIR/P/2020/24 dated 5 February 2020, details of industry benchmark and AIF level performance versus Benchmark Reports are available at <https://www.crisil.com/en/home/what-we-do/financial-products/alternate-investment-funds-benchmarks.html> and <https://www.nseindia.com/products-services/aif-benchmark-report>.

Source: NSE Indices. Data as of Sep 30, 2021. Returns are calculated on a post-expenses, pre-carry and pre-tax basis. Returns for PMIs are based on TRI values; 6-month, 3-month and 1-year returns are absolute returns. Returns for greater than one year are annualised returns.

For the period ended Sep 30, 2021, in total, 142 schemes that have completed at least one year since their first close as on Sep 30, 2021 have been considered for the computation of Nifty AIF Cat III Benchmarks. 2 schemes which were excluded from the calculations because the data submitted by them was incomplete / inconsistent. A copy of the Abakkus scheme level Benchmarking Reports can be provided on request.

Other disclosures and disclaimers



About Us

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