



Securities Investment Mgmt Pvt Ltd

Portfolio Management Service

January 2019

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Investment Philosophy & Objectives

- Endeavor for absolute returns than on relative performance to bench marks
- Create long term value for investors
- 'True to label' value investing replicating Graham and Dodd or Buffet principles
- Valuation-focussed approach for both purchase and sale of stocks
- Focus on process rather than on market environment
- Investment holding period envisaged is 3-5 years at the time of acquisition
- Build a portfolio of 20-25 stocks to provide sufficient focus as well as diversified portfolio

Endeavour

- Our belief is nicely put by Seth Klarman in his book - *Margin of Safety*:

“Ultimately, nothing should be more important to investors than the ability to sleep soundly at night”

- *We aim to do just that for our Clients*

Core Portfolio Features

Companies in our portfolio typically have the following characteristics :

- Predictable business
- Attractive business prospects
- Sustainable Competitive Advantage
- Transparent Management with decent track record
- Consistently profitable

Portfolio Construction Approach

- Purchase only if a stock meets with the characteristics defined
- High level of discipline maintained
- Willing to sit on cash rather than forcibly deploy in the market
- Portfolios therefore normally take longer time to build (six to twelve months)
- Portfolio weights would range from 3-5%, with exceptions made where an outstanding company becomes available at attractive valuations
- Happy to be **greedy when everyone is fearful**
- Exit stocks on the corollary of being **fearful while everyone is greedy**

Market Views

- We believe investment in listed equities as an asset class has provided, and continues to provide, the best avenue for long term wealth creation
- Equity markets are difficult to predict in the near term with multiple types of investors
- Foreign Portfolio Investors have lower hurdle rates hence the valuations may not always provide the risk reward that we look for
- Opportunities we seek are, hence, market view agnostic
- Advantage of our investors having long term goals provides ability to ignore pressures of daily net asset value (NAV) or performance
- Our research-intensive approach provides the needed conviction to buy and sell contrary to popular market opinion
- Our investment actions are driven by our focus on absolute returns in the long term and risk reward matrix rather than near term views on the markets

Performance track record

Annual Returns (net of fees & expenses)			
	SIMPL Cons Portfolio	NSE Nifty	NSE CNX 500
FY10*	15.4%	13.9%	13.8%
FY11	9.8%	11.1%	7.3%
FY12	11.4%	-9.2%	-8.7%
FY13	10.0%	7.3%	5.1%
FY14	40.5%	18.0%	17.7%
FY15	77.5%	26.7%	33.6%
FY16	-7.9%	-8.9%	-7.5%
FY17	23.5%	18.5%	23.9%
FY18	14.7%	10.3%	11.5%
Q1'FY19^	0.2%	5.9%	2.8%
Q2'FY19^	-2.7%	2.0%	-0.5%
Q3'FY19^	7.5%	-0.6%	0.6%
Cumulative Returns			
	SIMPL Cons Portfolio	NSE Nifty	NSE CNX 500
FY10*	15.4%	13.9%	13.8%
FY11	26.7%	26.5%	22.1%
FY12	41.2%	14.9%	11.4%
FY13	55.3%	23.3%	17.1%
FY14	118.2%	45.5%	37.8%
FY15	287.3%	84.3%	84.1%
FY16	256.6%	67.9%	70.3%
FY17	340.4%	99.0%	111.0%
FY18	405.2%	119.5%	135.2%
9M FY19^	429.3%	135.7%	142.1%
Compounded Annual Gain since inception			
	SIMPL Cons Portfolio	NSE Nifty	NSE CNX 500
CAGR	19.6%	9.6%	9.9%

* - Computation for period Sept 2009 to Mar 2010

^ - Unaudited

Business growth at SiMPL

Year	Number of Clients	Funds Managed
		(Rs. Crore)
FY10	13	21
FY11	26	25
FY12	33	40
FY13	33	44
FY14	42	76
FY15	57	162
FY16	70	159
FY17	83	210
FY18	111	268
9M'FY19	163	352

Investors that we seek are those who :

- Have a long term investment horizon
- Focus on sustained value creation
- Follow Risk-Reward Matrix
- Are less influenced by momentum or near term market outlook
- Are looking to build core holdings in the portfolio

SiMPL Fund Management & Research Team

Rajashekar Iyer – Promoter Director

- Chartered Accountant by qualification
- Over 25 years of experience in the field of equity research, advisory & investment management
- Ex Kotak Securities Ltd. as Head of Research and later as Head of its Institutional Broking business

Ravi Purohit – Principal Officer & Chief Investment Officer

- Engineering and Management graduate
- Centre for Monitoring the Indian Economy between 2003 and 2006
- Part of core team at SiMPL since 2008

SiMPL Fund Management & Research Team

Nikhil Upadhyay – Fund Manager

- MBA (Finance) from IIM-Kozhikode
- SiMPL investment team since 2013
- Equirus Securities, ICICI, and Wipro

Viraj Kacharia – Senior Analyst

- MSc Finance & Accounting from London School of Economics
- SiMPL investment team since 2013
- Cayuga Capital Partners (a macro hedge fund)
- Credit research division of JP Morgan

SiMPL Compliance, Operations & Service Team

Hema B. Rajashekar – Director

- Holds an MMS degree from S.P.Jain Institute of Management Studies, Mumbai
- Over 20 years of experience in the areas of merchant banking, business journalism and macro industry research
- Former Head-Industry Analysis Service at the Centre for Monitoring Indian Economy (CMIE)

Fahima Malik – Chief Operating Officer

- Chartered Accountant by qualification
- Nomura, J P Morgan and Citi between 2008 and 2017
- Part of SiMPL Team since May 2018

SiMPL Compliance, Operations & Service Team

Chandrakala Mulchandani – Manager Customer Care & Compliance Officer

- Commerce Graduate from Nagpur University
- Over 10 years of work experience in PMS Operations, Compliance & Audit
- Part of SiMPL Team since 2008

Adnan Kewal – Senior Accounts Executive

- Science Graduate from Mumbai University
- Over 20 years of work experience in Accounts/Technology/Administration functions of Rajashekar Iyer group companies
- Part of SiMPL Team since 2014

Fee Structure

- Minimum Ticket size **INR 50 lacs**
- **Fixed fees – 1% p.a.** (*charged quarterly at the rate of 0.25% on the daily weighted average portfolio value*)
- **Performance Fees - 20% over the hurdle rate of 12%**
 - *Performance fees is charged only when returns in a portfolio exceed 12% in any year,*
 - *The hurdle rate does not compound (the clock is reset at the end of every financial year)*
 - *The hurdle rate **IS NOT** a guaranteed return*
- **High water-mark principle is applied**
- **Other expenses charged as per Actuals** (Custody/Bank/Brokerage etc)

Thank You

Ethics and Values

- Client's interest is always first.
- No Soft Dollar Arrangements. All transactions in the clients account therefore have only one purpose: earn absolute returns
- Charge fees for Alpha Generation. Except for the moderate administration fee, our clients pay us only if we perform.
- Our model is such that unless we earn any significant return for our clients, we don't make any for ourselves.

Disclaimers and a few other matters

- No 'lock-in' is proposed or enforced of funds placed with us in the PMS Schemes but clients are encouraged to view their account as long term investments and it is suggested that only long term, surplus funds be invested in the scheme. Our investment style is best suited for individuals or families who wish to protect long term capital while investing in equities.
- Equities as a class may under perform other investments in the form of real estate, bond funds, gold etc and we do not hold out any assurance of outperformance against any other investment class
- On account of our emphasis on long term investments acquired at discount to fair value client monies may be retained in interest generating assets such as Liquid BEES or Bank Fixed Deposits until suitable opportunities arise. This inter alia could lead to underperformance of the overall portfolio against performance of the overall stock market as indicated by various indices such as the BSE Sensitive Index, NSE 50 Stock Index, BSE Smallcap Index etc
- We look for value and may find it in illiquid stocks of small companies. A portion of your portfolio will be invested in such stocks which carries with it attendant liquidity risk apart from company specific risk.
- No hedging strategies are adopted to protect against currency depreciation or market fluctuations in either direction

Disclaimers and a few other matters

- Clients are mailed a Quarterly Statement of Transactions, Holdings and Valuation. Clients can request a copy of their latest Quarterly Reports by emailing us anytime if required for any tax purposes or otherwise.
- Past performance statistics are available in this presentation and also in the Disclosure Document filed with the SEBI. Past performance is no indication of target returns and should not be relied upon as indicative of achievable returns or target returns for the future.
- Investments are often made and held directly by promoters and other key employees in the same stocks in which the portfolio manager invests for clients. Such investments may be made by promoters, directors or by entities controlled by them. In all such cases a pre-clearance procedure is in place and priority is accorded to clients' investments both in the purchase and sale of securities in accordance with internal policies adopted for this purpose. Clients are entitled to receive a copy of the Internal Guidelines on this matter for perusal.
- Performance fees are not charged for certain categories of customers like promoters, major shareholders, employees etc

Securities Investment Management Pvt Ltd

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