



Valentis Advisors
— Private Limited —

Index

- ❑ **Why Choose Valentis Advisors?**
- ❑ **Investment Process and Philosophy**
- ❑ **Products**
- ❑ **Market view**

The Man Behind PMS



Mr. Jyotivardhan Jaipuria
Founder & Managing Director

- Jyoti has an overall 36 years of experience in the Indian Capital Market including 21 years in DSP Merrill Lynch and 8 years in ICICI.
- He was Head of Research and strategist for India at Bank of America Merrill Lynch. He helped build the research team as the leading research provider in India as well as one of the top institutional brokers in the country.
- As a strategist, he was rated amongst the top strategists in India by leading institutional investors in India.
- Jyoti has also served as a member of the Board of Directors of DSP Merrill Lynch, the Asia Pacific Research Executive Committee and Operating Committee, the India Country Leadership Team (CLT) and other management committees.
- Jyoti graduated in Commerce (B.Com) from Sydenham College and has an MBA from the Indian Institute of Management, Ahmedabad.



Why Valentis?

- **Client centric approach**
 - Easy access to founders, fund manager and analyst team
- **Our skin is in the game**
 - The founders would invest in the same fund with you.
- **Our interests are aligned with yours**
 - Performance fees incentivizes superior performance
- **Flexible solutions**
 - We are happy to work with you to find customized solutions to your investment needs.
- **Strong pedigree and financial market experience**
 - The founder has over 30 years experience in the financial industry and has successfully carved a niche for research based, non-consensus views.

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#1: Research, research and more research drives our investment philosophy

- Detailed research wins over gut feels and market sentiment
- Process driven research to eliminate market noise – blend of science and art
 - Largely scientific process. This involves, screening to identify ideas and then detailed modelling to arrive at fair valuations.
 - Bit of art involved
 - We look at market sentiment and psychology
 - We try to stay away from the herd.

“Buy not on optimism, but on arithmetic.” —Benjamin Graham.

#2: What are we looking for?

➤ We seek large discrepancies in risk:reward

- Stocks trade like a bell curve with a large number of stocks trading at near fair risk:reward
- We focus on stocks at the extreme where returns can be disproportionately high for the risk we take.

➤ The 3 “U”s approach

1. Undervalued: risk-reward trade off should provide margin of safety
2. Under-owned: we prefer stocks that have low FII, institutional investor interest
3. Under-performing or Undiscovered: low expectations on the stock

We are looking for stocks with asymmetrical risk reward

#3: What stocks do we focus on?

➤ We focus on stocks at earnings “inflection point”

- We are looking at companies with high operating leverage.
- This will likely kick in due to higher utilization levels as demand improves.
- We buy stocks early before they are flavor of the market

➤ Stocks we like have following characteristics

- Large size of market and attractive industry dynamics
- Competitive advantage of the company vs competition
- Strong Corporate governance

"Even the intelligent investor is likely to need considerable willpower to keep from following the crowd." — Benjamin Graham

#4: Buy and hold for wealth creation

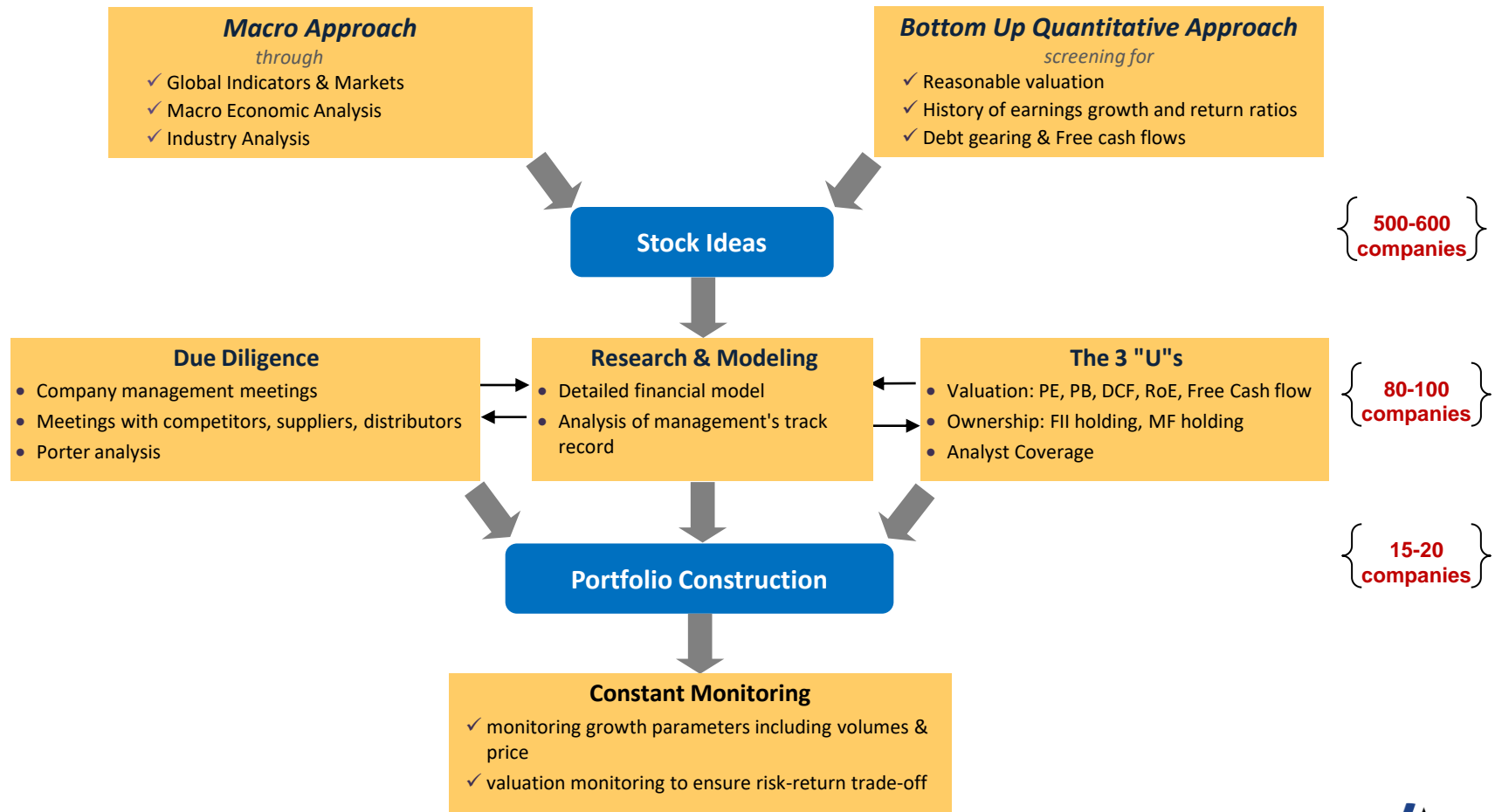
- **We believe in buying under-valued stocks and holding them for long term partly like a Private Equity investor**
 - We buy unloved companies that are either out of favor or are undiscovered and unresearched.
 - We are willing to do deep research on the industry dynamics and company positioning.
 - We are passionate about being “dispassionate” in our analysis.

When do we sell stocks?

- **When the stocks has rallied & is no longer cheap**
 - Will I buy the stock at current market price?
- **When the reason for buying the stocks has not materialised**
 - e.g. now competition come in or size of market changes.

“The big money is not in the buying and the selling, but in the waiting” — Charlie Munger.

Investment Process – Macro to Micro (MTM)



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Valentis Rising Stars Opportunity Fund

Investment Objectives: The 3 Us

- The objective of the scheme is capital appreciation in the medium term to long term by investing in cherry picked stocks mostly in the Mid and Small cap space.
- The portfolio focuses primarily on a buy and hold strategy at most times.
- **We will focus on the 3 Us (Under-owned, under-valued and undiscovered stocks).**

Midcaps are under-owned by FIIs...

Market Cap	No. of Stocks	FII holding %
>50000 cr.	91	21.31
30000 - 50000 cr.	61	14.27
10000 - 30000 cr.	159	11.80
5000 - 10000 cr.	151	9.75
1000 - 5000 cr.	407	6.31
500 - 1000 cr.	135	2.84

**Valentis
Focus
stocks**

Investor Profile:

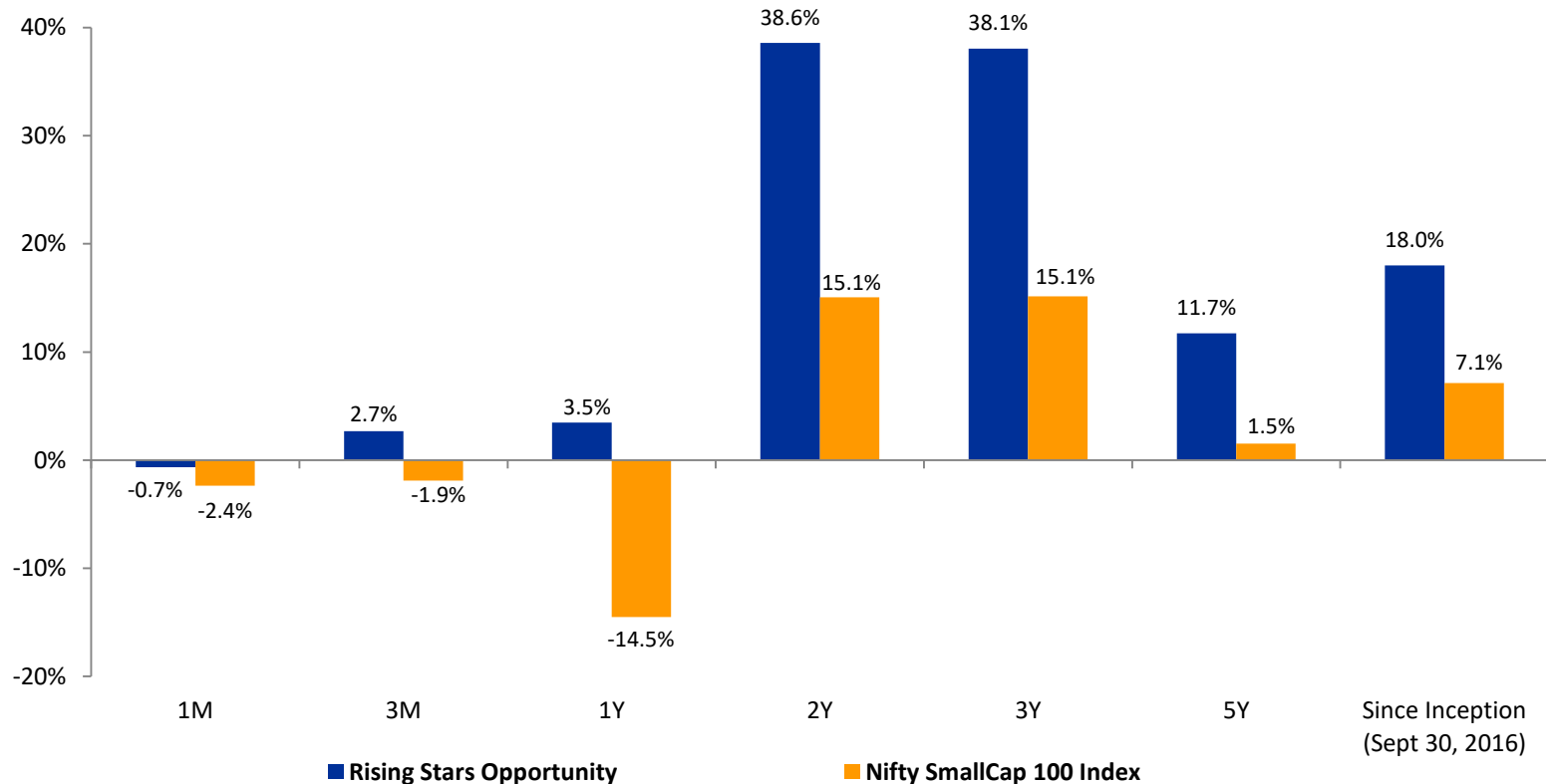
- Ideal for investors with a 3 year or longer investment horizon.

The making of a Blue-chip



Stock today up 280 times: CAGR of 24.2%

Rising Stars Opportunity Fund Portfolio Performance



- Portfolio Performance as on 31st January 2023
- Return of portfolio shown above is after deducting performance and management fees.
- Portfolio inception date is September 30, 2016.
- Returns of individual clients may differ depending on time of entry in the Strategy.
- Returns above 1 year are CAGR

Valentis Rising Star Opportunity 2nd best performing scheme in 2021

Aided by mid-, small-cap rally, 80% of PMS schemes beat Nifty in 2021

They generated average returns of 40%, against the Nifty's 24%



TOP PERFORMING PMS SCHEMES IN 2021

AMC	Strategy	Category	One-year returns (%)
■ Green Portfolio	Super 30	Thematic	115.5
■ Valentis Advisors	Rising Star Opportunity	Small & Midcap	96.4
■ Right Horizons	Minerva India Under-Served	Small Cap	92.2
■ Roha Asset Managers	Emerging Champions	Small & Midcap	91.2
■ Green Lantern Capital LLP	Growth Fund	Small & Midcap	89.1
■ Negen Capital	Special Situations & Technology Fund	Multi Cap	82.7
■ Sageone	Small & Microcap	Small Cap	81.3
■ Abakus Asset Managers	Abakus Emerging Opportunities Fund	Small & Midcap	80.7
■ Carnelian Asset Advisors	Shift Strategy	Multi Cap	79.2
■ Right Horizons	Super Value	Mid Cap	78.7

*All performance as on December 31, 2021; returns computed as per TWRR method

Source: PMS Bazaar

ASHLEY COUTINHO
Mumbai, 14 January

Four out of every five portfolio management services (PMS) schemes beat the Nifty50 in calendar year 2021 (CY21) amid a sustained rally in mid- and small-cap firms.

Eighty per cent, or 200 of the 249 PMS schemes, beat the 24.1 per cent returns generated by the benchmark. Seventy schemes returned over 50 per cent during the year. The 249 schemes collectively delivered average returns of 40 per cent, higher than the 30.2 per cent delivered by the

benchmark Nifty 500, but lower than the Nifty Midcap 100 (46.1 per cent) and NSE Smallcap 100 (59.3 per cent).

Green Portfolio's Super 30 was the top performer with returns of 115.5 per cent, followed by Valentis Advisors' Rising Star Opportunity (96.4 per cent) and Right Horizons' Minerva India Under-Served (92.2 per cent).

"The most satisfying part for us was that we were able to generate significant outperformance by keeping beta way lower than the index. It means we took less risk and delivered more returns while maintaining liquidity," said

a note put out by Carnelian Asset Advisors, whose multi-cap Shift Strategy is among the top 10 PMS schemes, with one-year returns of over 79 per cent.

"We were in the minority while taking aggressive calls on the IT and manufacturing (China +1) theme way back in September 2020 and positioned our portfolio accordingly. This contributed very well to our performance this year," the note added.

Many PMS schemes lean towards mid- and small-caps in their portfolios and run concentrated portfolios of 15-20 stocks. Such portfolios increase the

potential of higher returns, but are also prone to steep falls during corrections.

Companies that have low leverage, strong fundamentals, and high corporate governance did not necessarily do too well last year, according to Siddhartha Rastogi, COO & head of sales, Ambit Asset Management. Rather, cyclical businesses with a high debt-to-equity ratio outperformed, he said.

"Most of the PMS schemes chase momentum instead of consistency and those that were heavy on cyclicals did well last year," Rastogi said.

According to experts, 2021 was

driven by re-rating due to easy liquidity and low interest rates. Both are likely to reverse, which is why this year is likely to be the year of de-rating and modest earnings growth. Interest rates are bound to increase and market volatility will be higher. This will put companies' earnings growth back into focus.

"Whenever such an environment is created, markets are volatile and alpha creation becomes difficult," Carnelian said.

"Last year, the earnings didn't increase so much, but PE multiples expanded. We are not going to see so much of that from here on. The PE multiples will decelerate and as the weighted average cost of capital rises, equities will give relatively lesser returns in 2022," said Rastogi.

According to him, investors should book profits in businesses that are cyclical and where PE multiples have expanded irrationally.

PMS schemes managed ₹22.7 trillion under the discretionary portfolio, ₹1.44 trillion under the non-discretionary portfolio, and ₹2.23 trillion under advisory, latest regulatory data showed.

The PMS segment invests money on behalf of well-off individuals. The minimum investment that regulations allow is ₹50 lakh.

Valentis Multi-Cap Fund

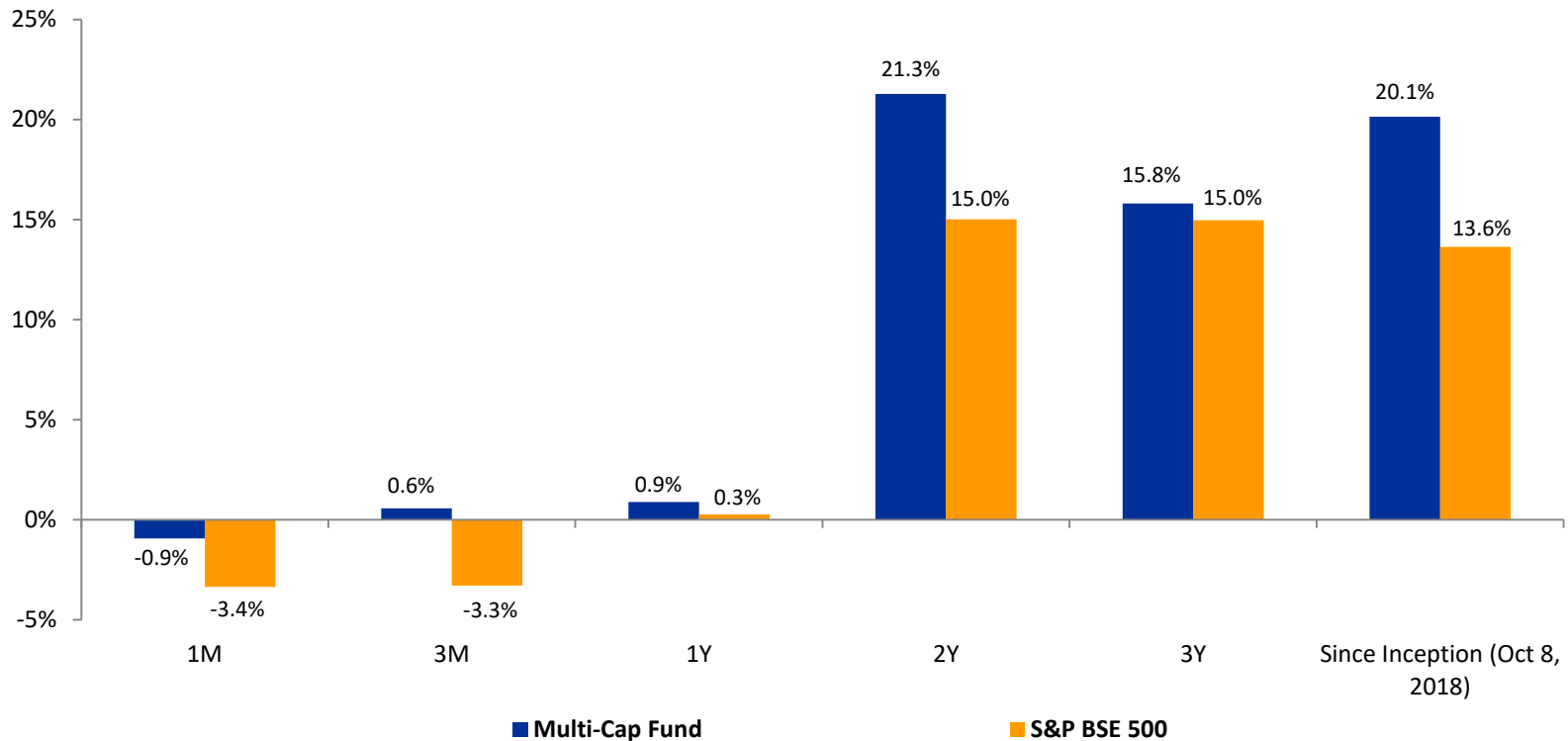
Investment Objectives:

- Between 20-40% exposure to large cap (top 100) companies.
- Will enable portfolio to be a dynamic mix of well established, liquid names and mid-caps that may be greater beneficiaries of a cyclical rebound.
- The fund aims for an ideal mix of lower volatility in the large cap names accompanied by the higher return potential in the mid cap names.
- The core strategy remains buy and hold.

Investor Profile:

- Ideal for investors with a 3 year or longer investment horizon.

Multi-Cap Fund Portfolio Performance



- Portfolio Performance as on 31st January 2023
- Return of portfolio shown above is after deducting performance and management fees.
- Portfolio inception date is October 8, 2018.
- Returns of individual clients may differ depending on time of entry in the Strategy.
- Returns above 1 year are CAGR

Fee Structure

Fund Type	SEBI Registered PMS
Fund Tenure	Open Ended
Structure	Discretionary PMS
Fees	
Fixed Management Fee:	1.5% p.a. charged Quarterly basis
Performance Fee:	15% of return Above 10% Hurdle Rate charged annually (subject to High Water Mark level)
Exit Load	3% - before 12 Months
	2% - between 12 to 24 months
	1% - between 24 to 36 months

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2023 – a year of consolidation?

Chart 1: Sharp outperformance to global markets past 6 months

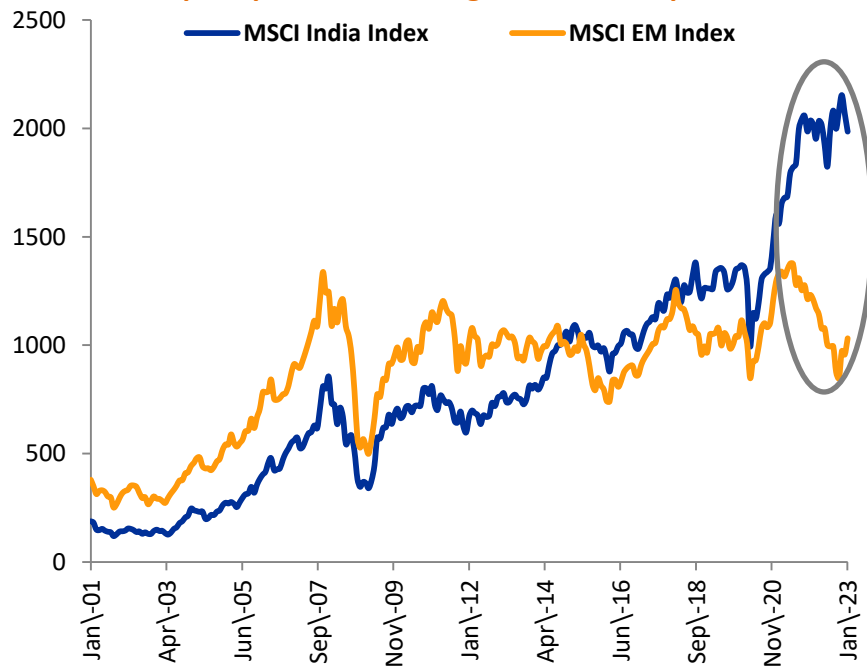
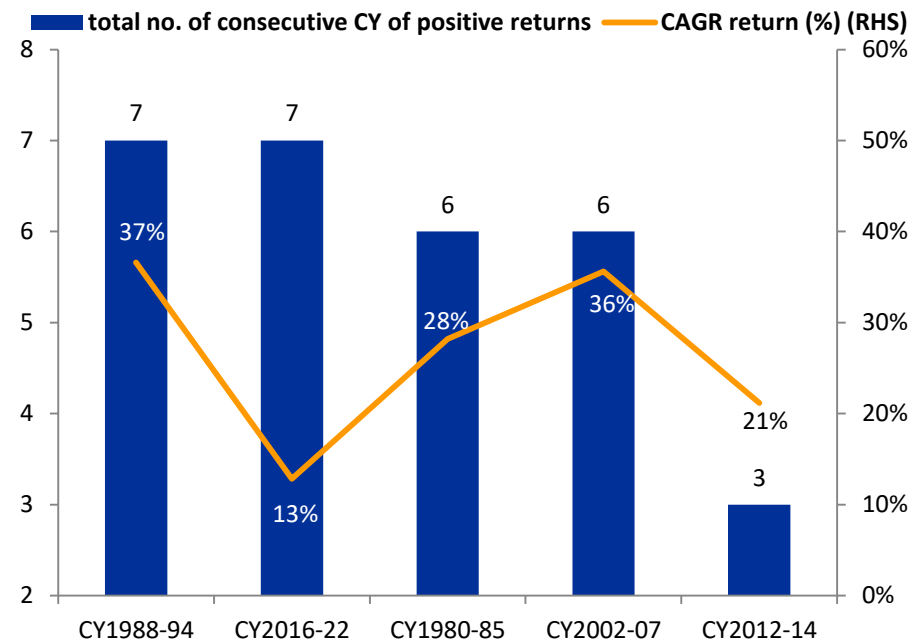
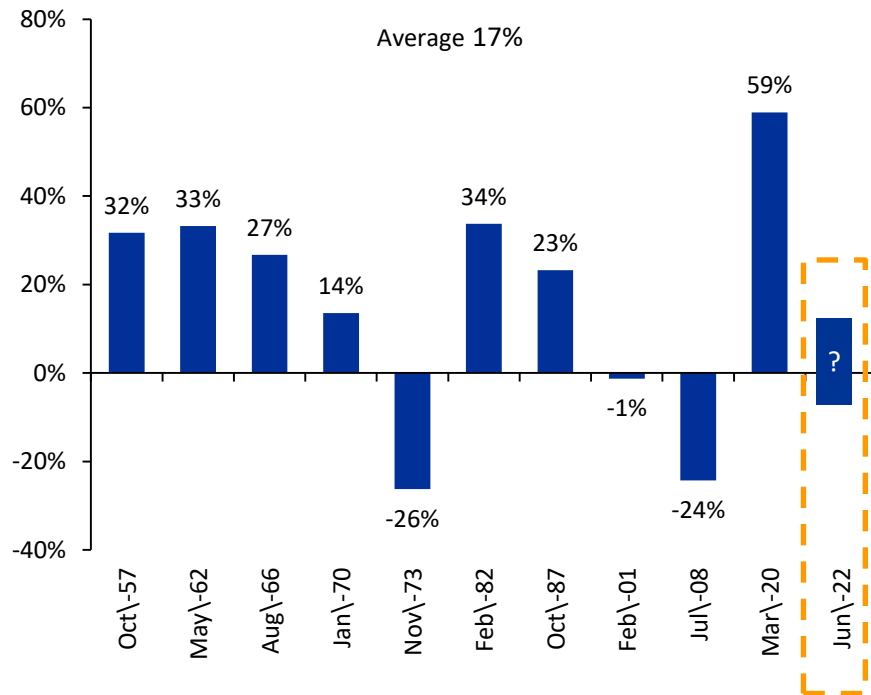


Chart 2: Total no. of consecutive CY of positive return on SENSEX



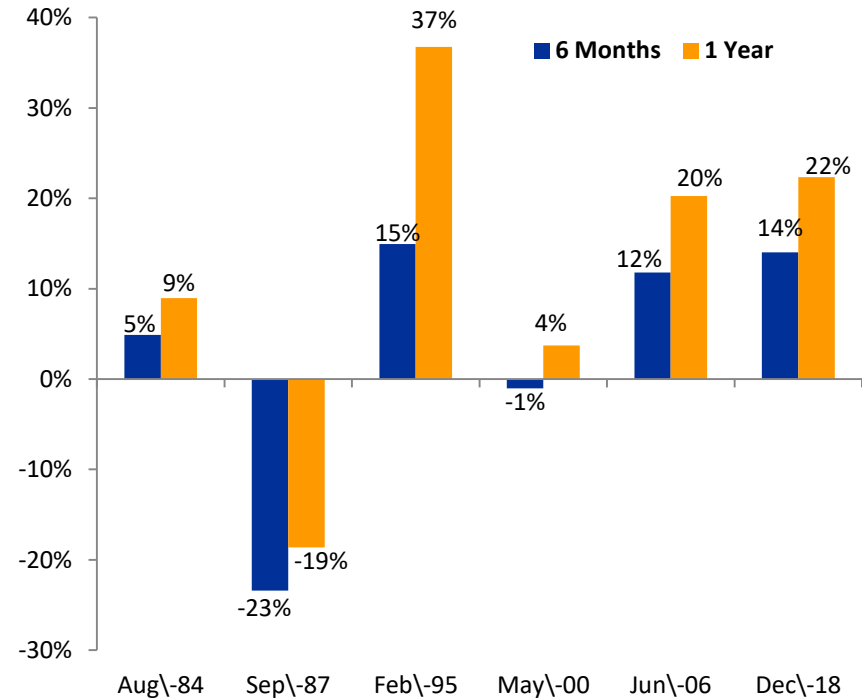
Global markets: ready for a rally?

Chart 3: S&P 500 1 Yr Return after Falling 20% from Record Highs



Source: Investing.com, Valentis Research

Chart 4: Dow Jones return post pause in fed hikes

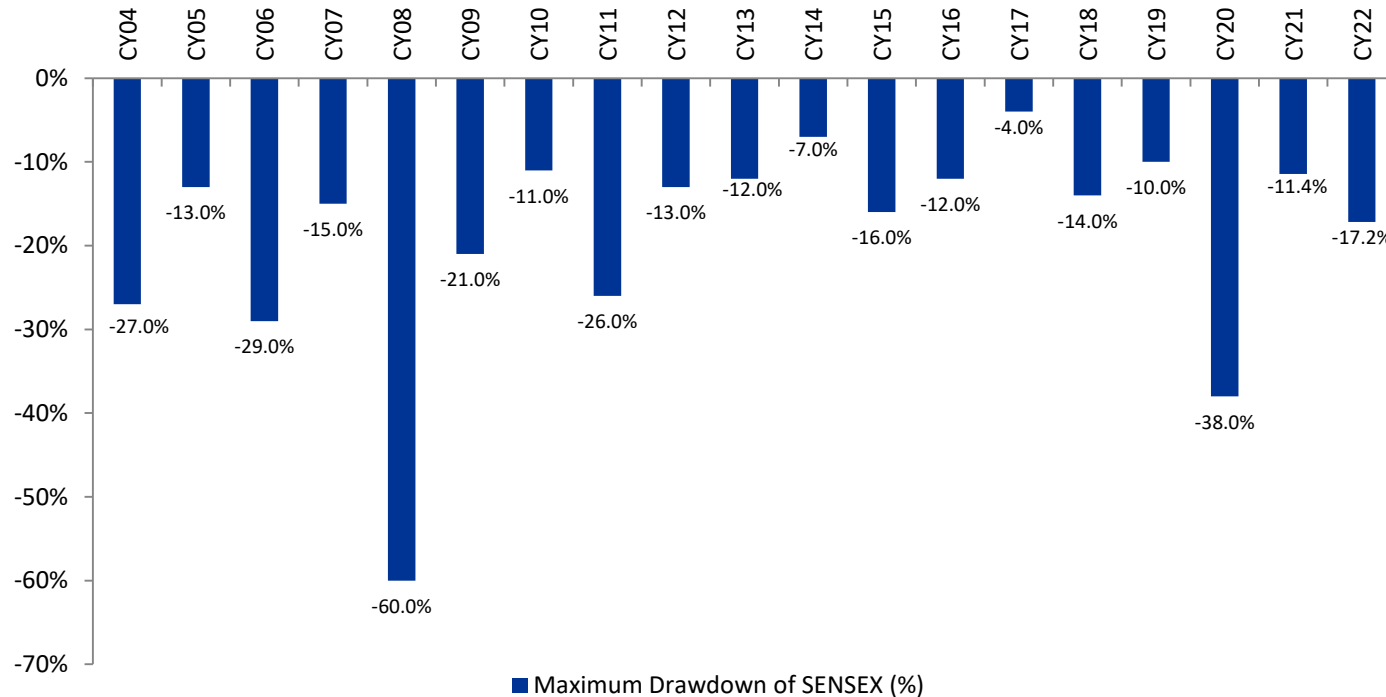


Source: investing.com, Valentis Research



A 10% correction is normal

Chart 5: Maximum Drawdown of SENSEX

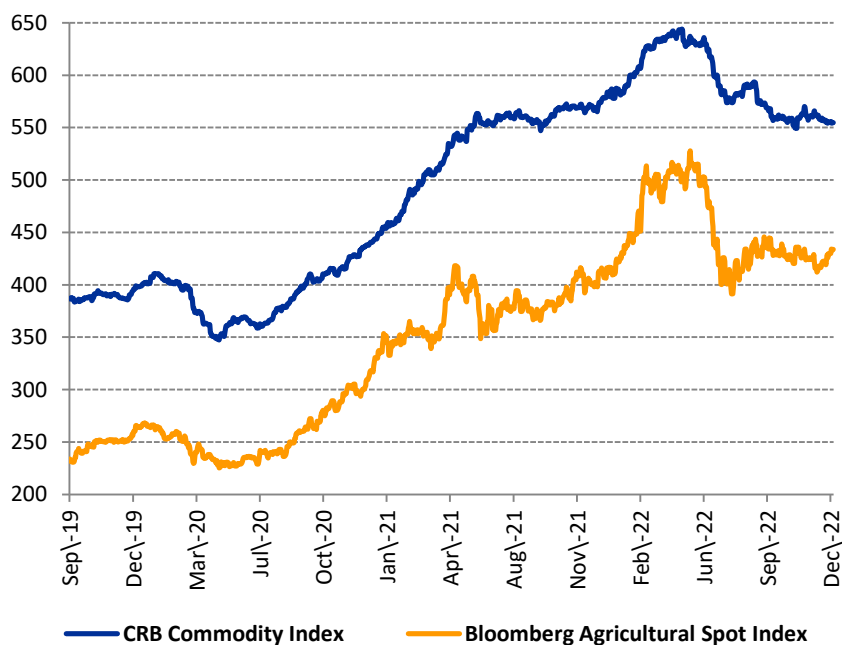


Source: BSE, ACE Equity, Valentis Research

“Far more money has been lost trying to anticipate corrections, than in corrections themselves.” – Peter Lynch

#1: Inflation is falling but still higher than Fed target

Chart 6: Commodity Prices are falling from the peak



Source: MOSL, Valentis Research

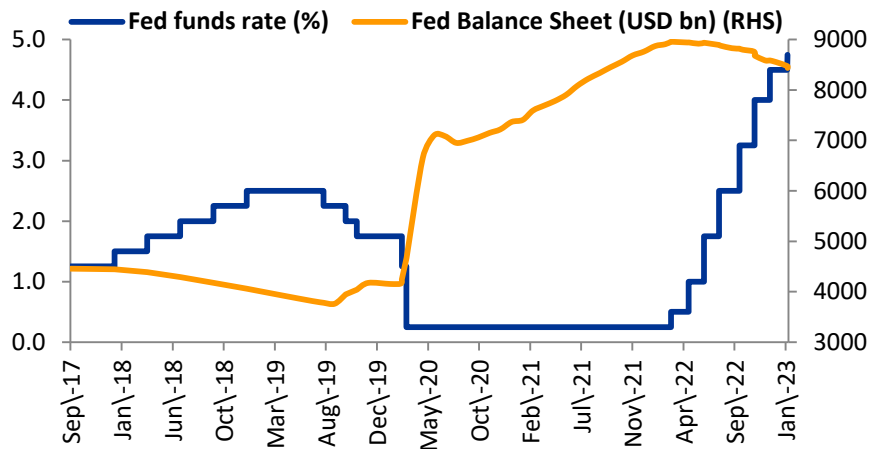
Table 1: Prices of Some Key Commodities have seen significant fall

Name of Commodity	CMP	Drop from the Peak	YoY %
Crude Oil (bbl)	85.0	-36.5%	9.7%
Palm Oil (MT)	915.4	-52.5%	-26.5%
Coal	205.6	-55.3%	49.7%
Aluminium (MT)	2349.5	-39.4%	-16.3%
Copper (MT)	8364.8	-26.0%	-14.1%
Nickel (MT)	29901.0	-38.0%	43.2%
Wheat (Bu)	792.0	-38.1%	2.6%
Sugar (lbs)	20.0	-1.9%	6.1%
Natural Gas (mmbtu)	4.5	-52.0%	20.0%

Source: MOSL, Valentis Research

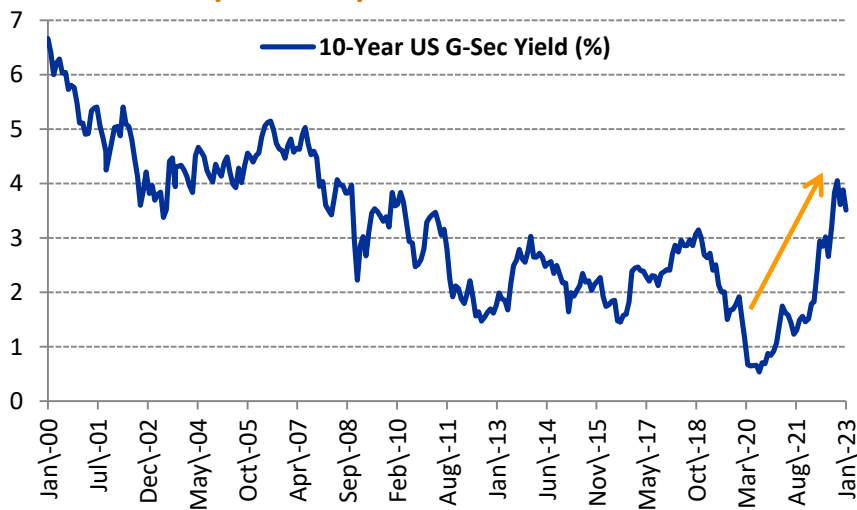
Fed rate hikes coming to an end

Chart 7: US Fed Rate & Balance Sheet Reduction



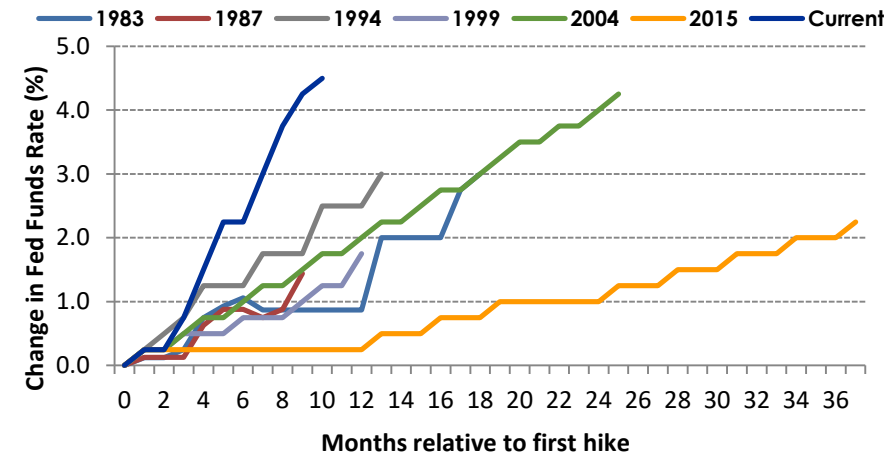
Source: Federal reserve, Valentis Research

Chart 9: US 10 year bond yield



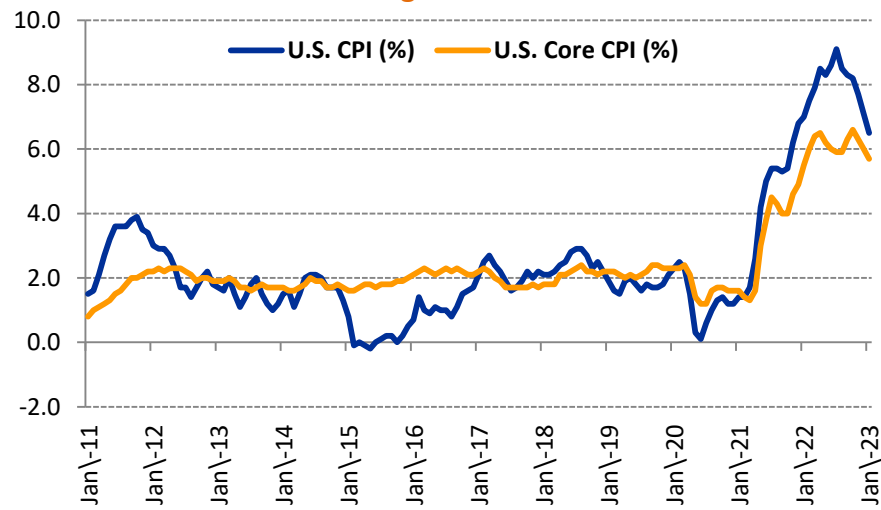
Source: Investing.com, Valentis Research

Chart 8: Fastest Fed rate hike cycle



Source: Investing.com, Valentis Research

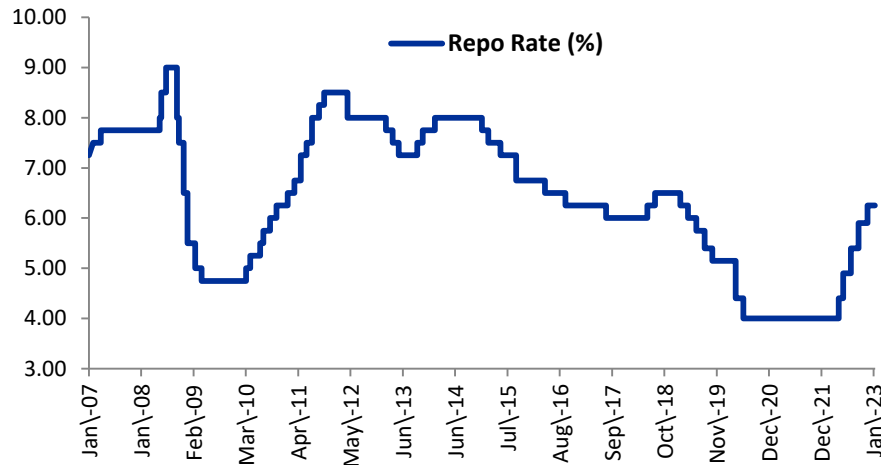
Chart 10: US Inflation trending down



Source: Investing.com, Valentis Research

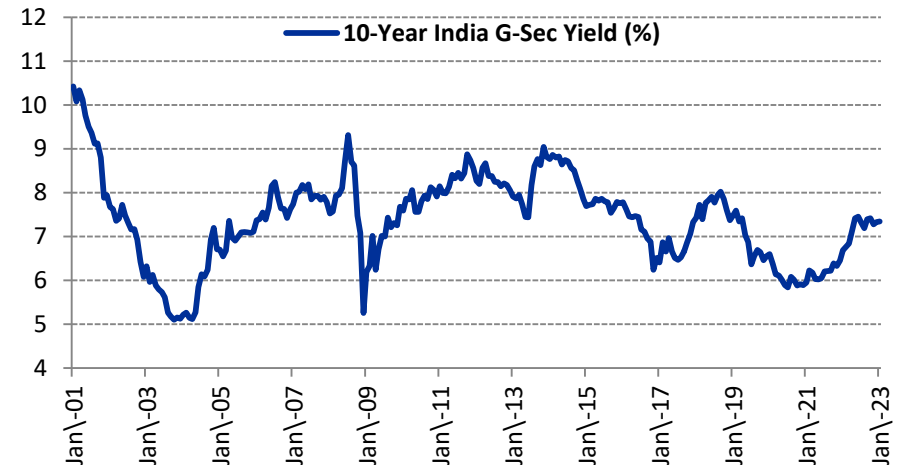
India too nearly end of hiking cycle

Chart 11: RBI Repo rate trend



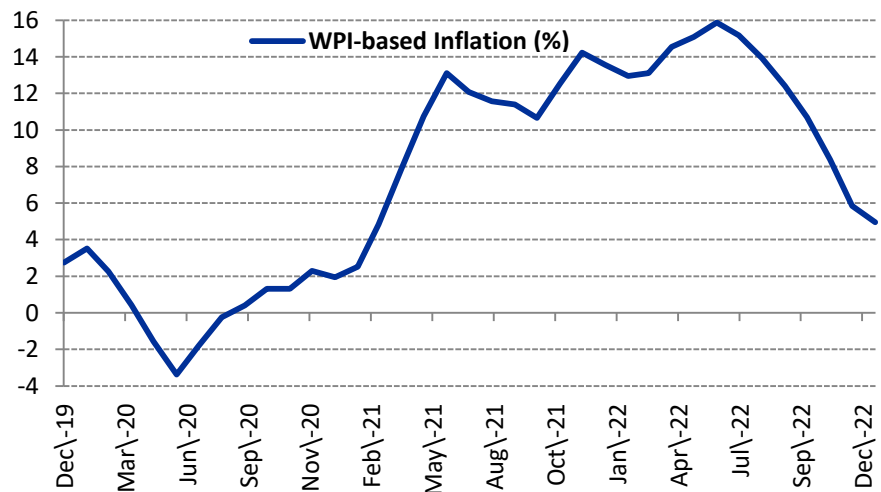
Source: RBI, Valentis Research

Chart 12: India 10 year bond yield



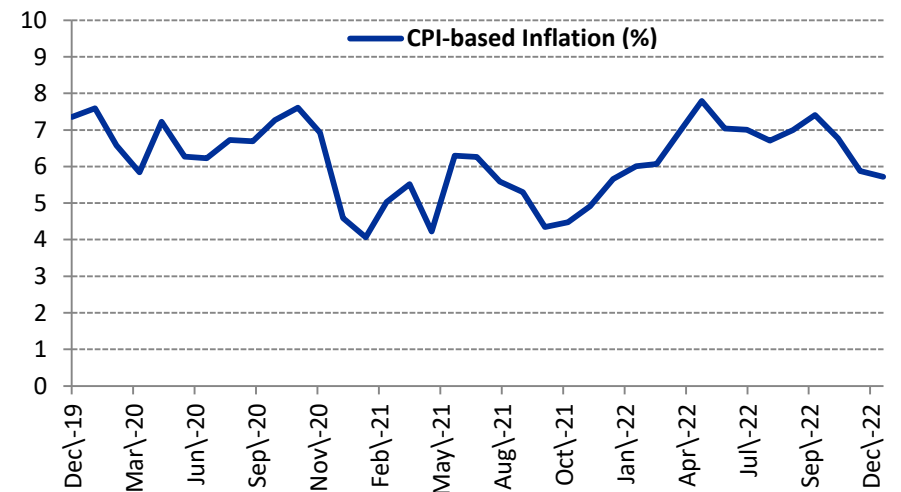
Source: Investing.com, Valentis Research

Chart 13: India WPI Inflation trend



Source: MOSPI, Valentis Research

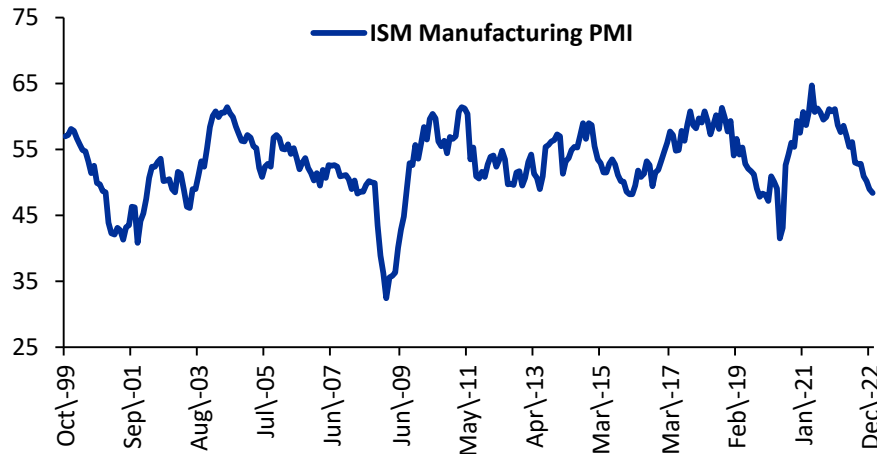
Chart 14: India CPI Inflation trend



Source: MOSPI, Valentis Research

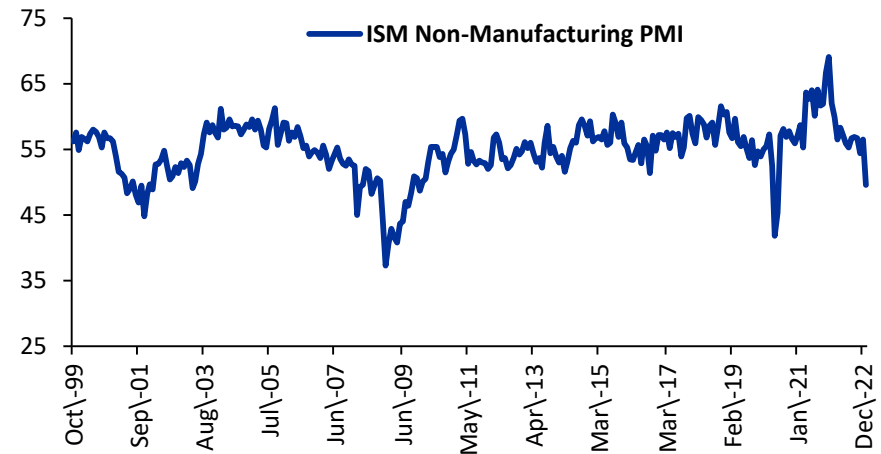
#2: US economy recession will be bigger worry

Chart 15: US ISM Manufacturing PMI data



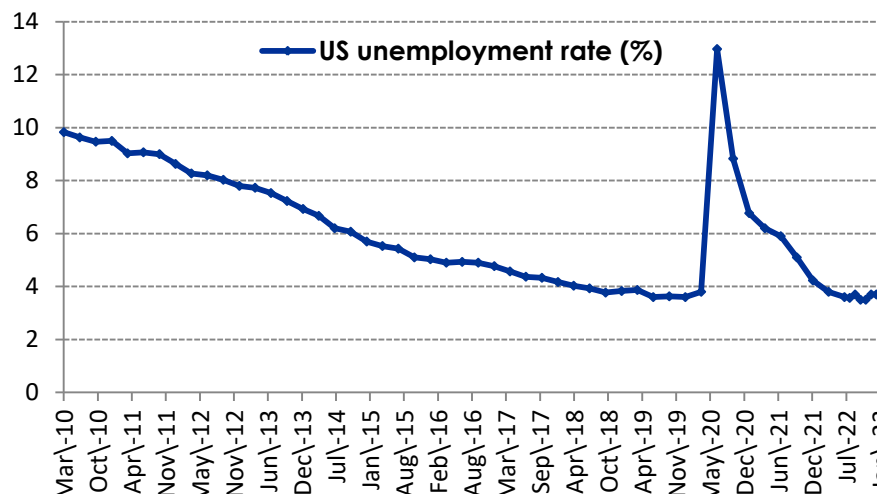
Source: investing.com, Valentis Research

Chart 16: US ISM Non-Manufacturing PMI data



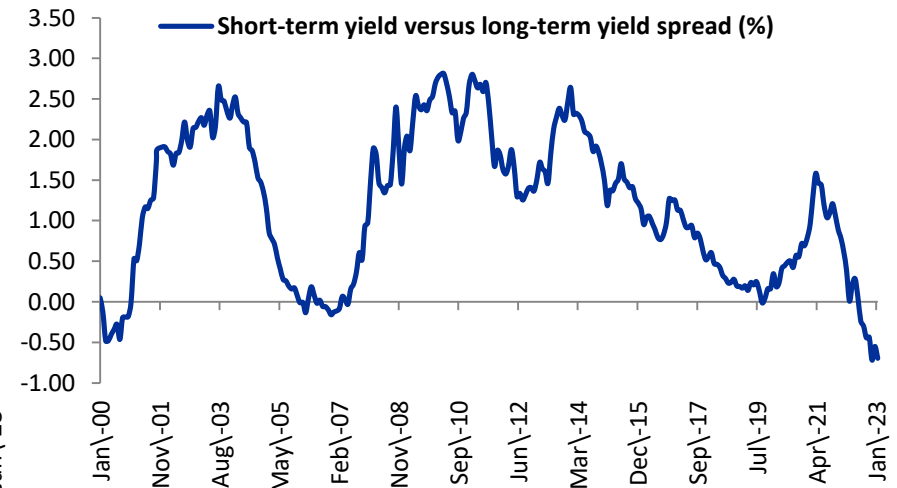
Source: Investing.com, Valentis Research

Chart 17: US unemployment rate



Source: MOSL, Valentis Research

Chart 18: US Yield curve inversion – steep inversions seen so far



Source: investing.com, Valentis Research

Economies will slow – do we get a recession?

Table 2: USA Recession history – how do markets behave?

Sr. No.	Start	End	Duration	6M Return	Return	1 Yr Return
				Pre	During	Post
1	Aug\29	Mar\33	3 yrs 7 months	20%	-85%	81%
2	May\37	Jun\38	1 yr 1 month	-5%	-23%	-2%
3	Feb\45	Oct\45	8 months	9%	16%	-9%
4	Nov\48	Oct\49	11 months	-10%	11%	19%
5	Jul\53	May\54	10 months	-5%	19%	30%
6	Aug\57	Apr\58	8 months	4%	-6%	37%
7	Apr\60	Feb\61	10 months	-7%	10%	7%
8	Dec\69	Nov\70	11 months	-8%	-1%	5%
9	Nov\73	Mar\75	1 yr 4 months	-9%	-7%	30%
10	Jan\80	Nov\82	2 yrs 11 months	4%	19%	23%
11	Jul\90	Mar\91	8 months	12%	0%	11%
12	Mar\01	Nov\01	8 months	-7%	0%	-10%
13	Dec\07	Jun\09	1 yr 6 months	-1%	-36%	16%
14	Jan\20	Jun\20	6 months	5%	-9%	34%

	<u>Avg duration</u>	<u>Avg Return</u>	<u>Avg Return</u>	<u>Avg Return</u>
All	15	0.1%	-7%	19%
ex 29-33	12.5	-1.4%	-1%	15%
ex 29-33, 09	12.0	-1.4%	2%	14%

Source: investopedia.com, investing.com, Valentis Research



India will slow but fastest growing economy

Chart 19: India's GDP growth (%)

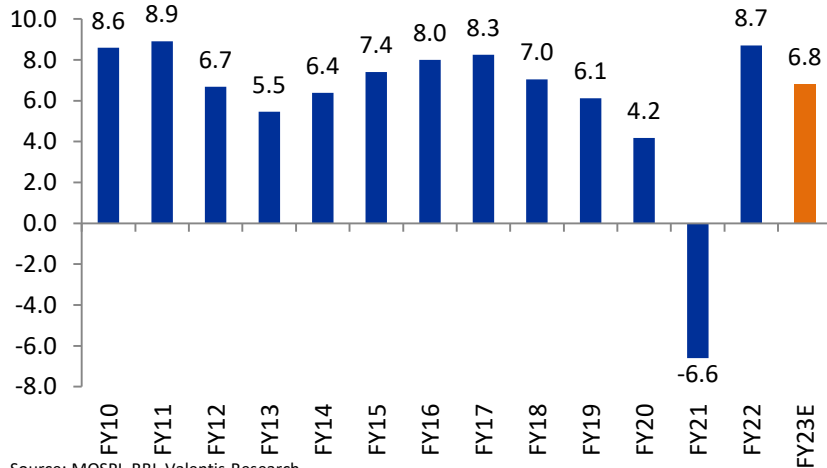


Chart 21: Capital Expenditure as % of total expenditure

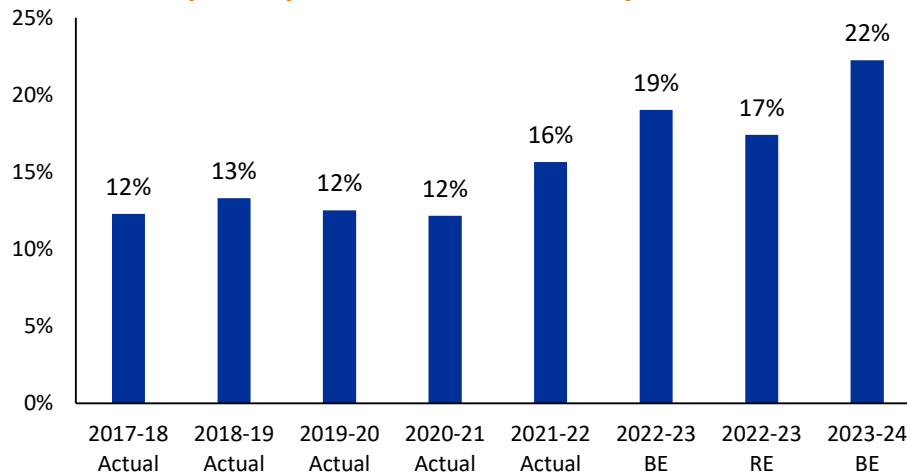


Chart 20: Centre's CapEx Outlay (Rs. trillion) is rising

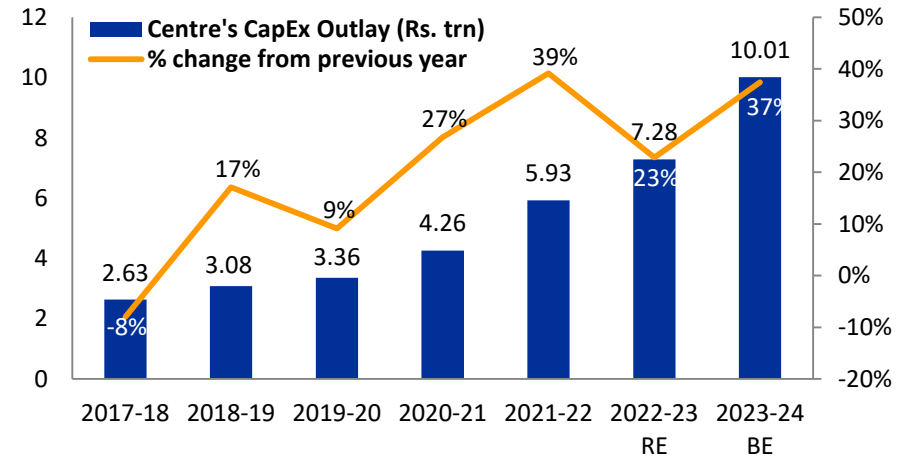
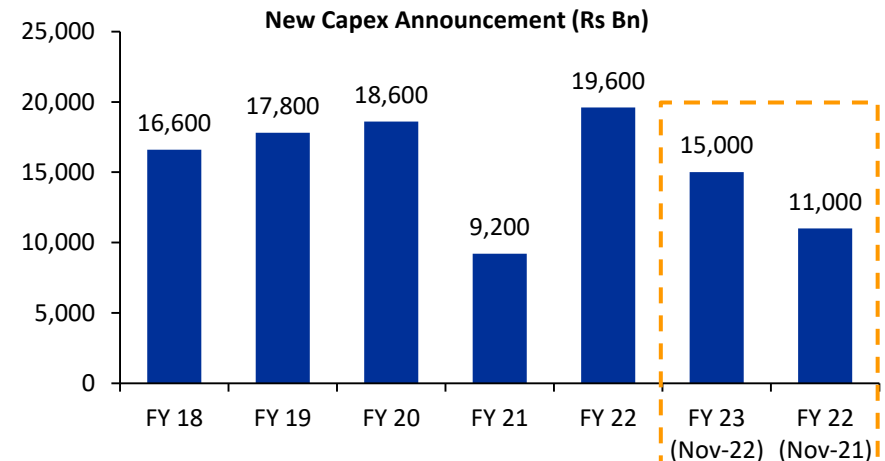
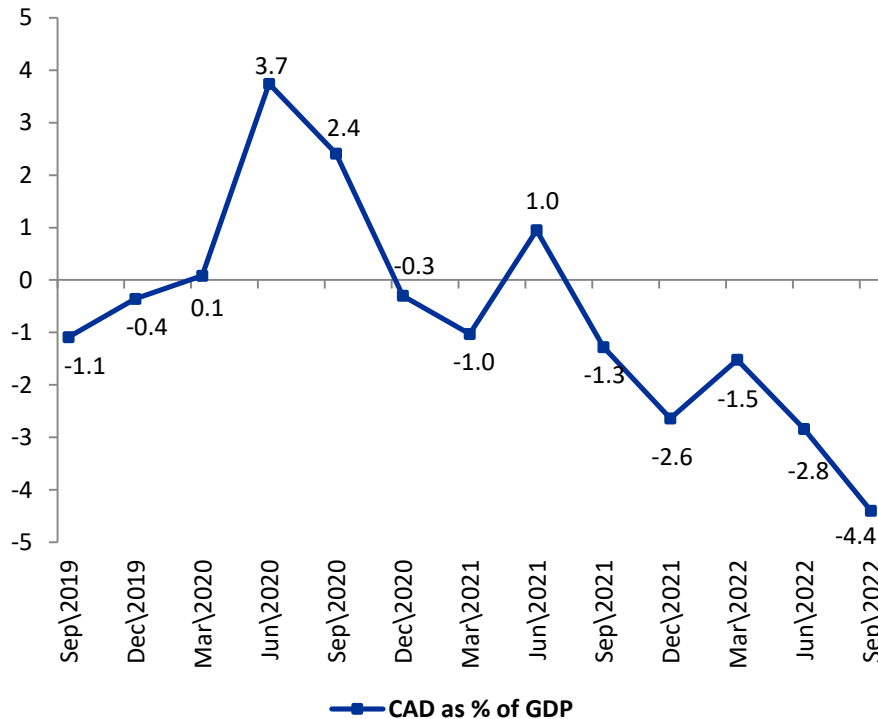


Chart 22: New CapEx announcements picking up (Rs. Bn)



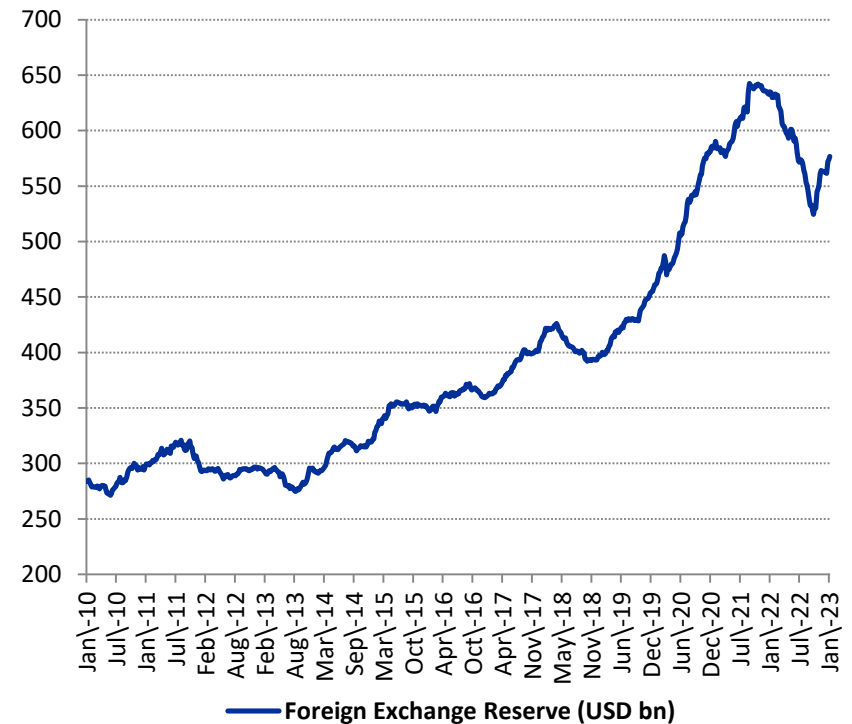
Bigger concern is on the external account

Chart 23: India's Current Account Deficit as % of GDP



Source: RBI, Valentis Research

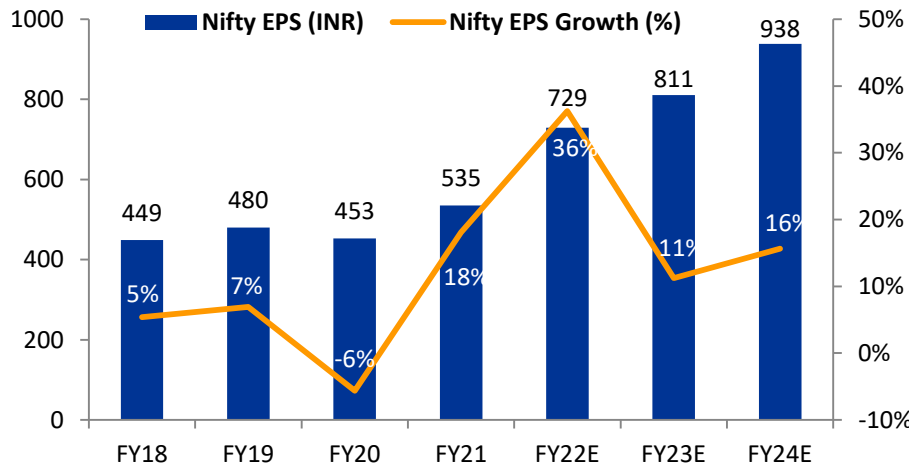
Chart 24: India's foreign exchange reserves (USD bn)



Source: RBI, Valentis Research

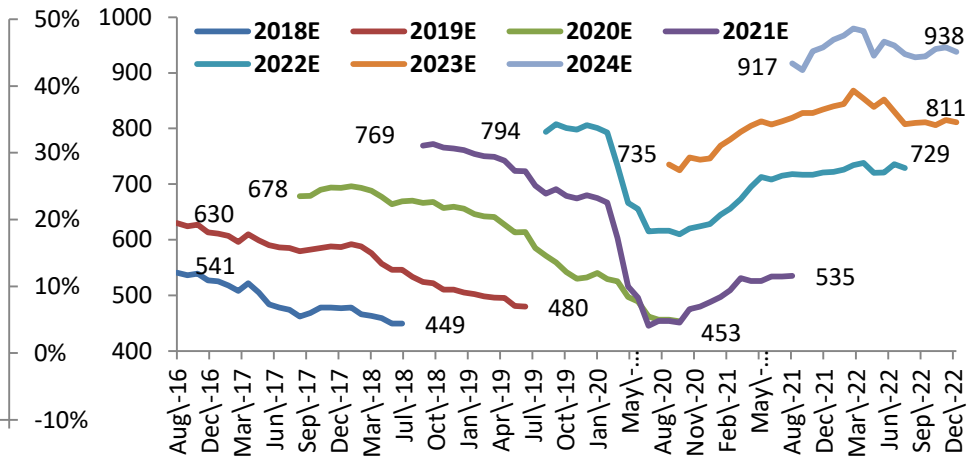
#3: Earnings seeing some weakness – but can double in 5 years

Chart 25: Nifty Earning growth (%) – Banks key driver



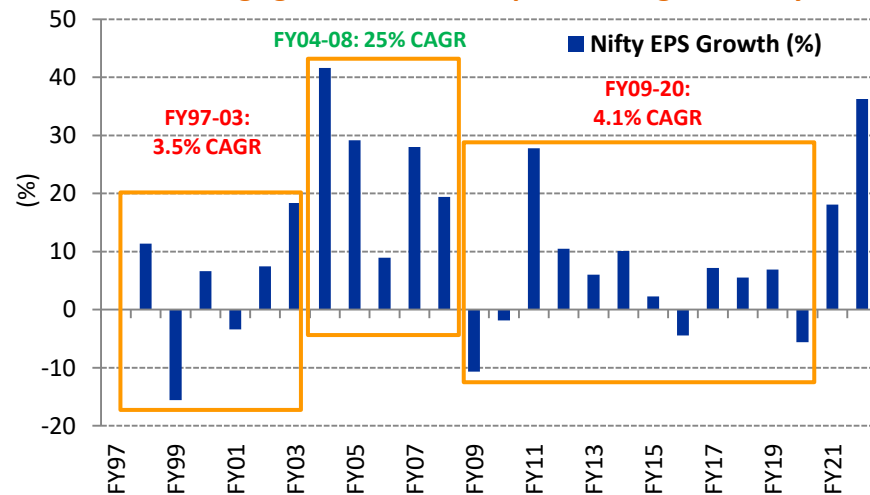
Source: Kotak Institutional Equities estimates, NSE, Valentis Research

Chart 26: Nifty EPS estimates trend – seeing a pause



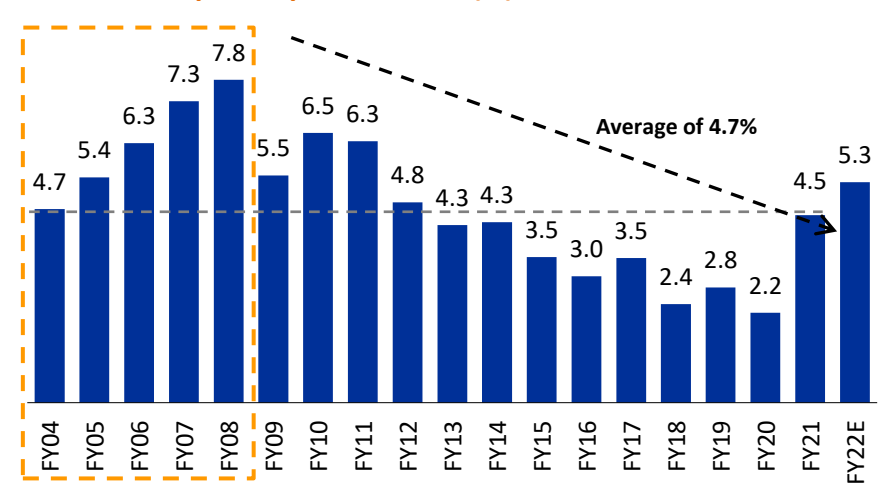
Source: Kotak Institutional Equities estimates, NSE, Valentis Research

Chart 27: Earnings growth trend: Cusp of earnings recovery?



Source: MOSL, Valentis Research

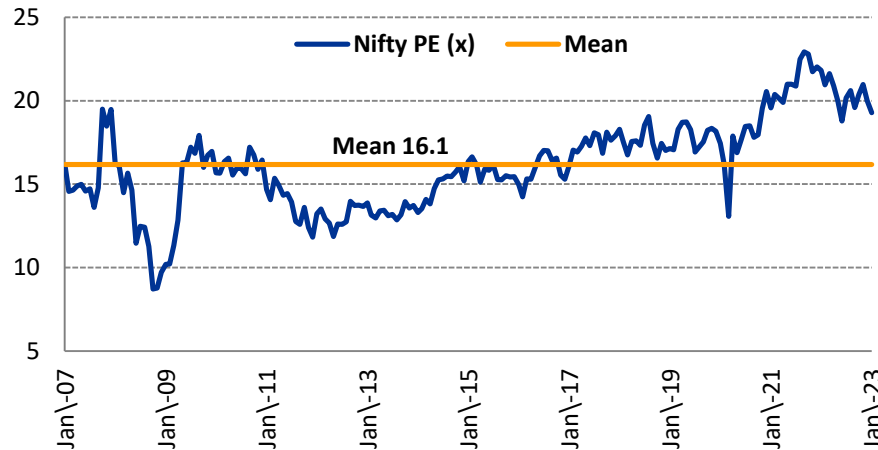
Chart 28: Corporate profit to GDP (%)



Source: MOSL India, Valentis Research

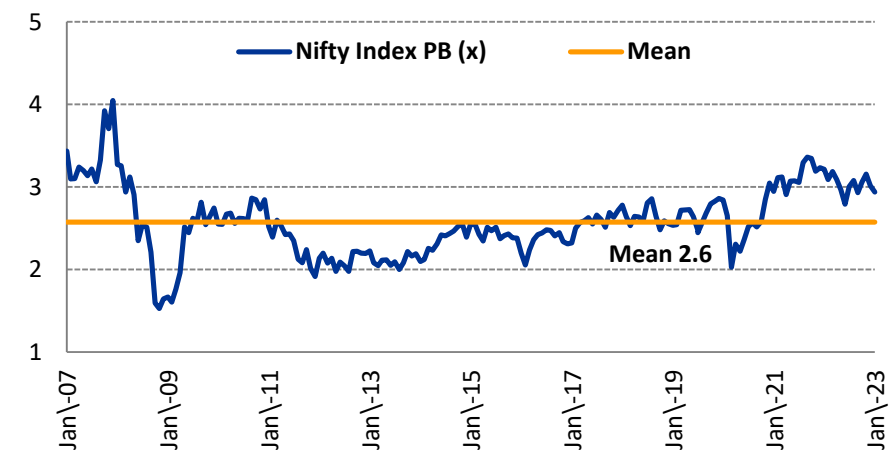
#4: Valuations - Re-rating behind us; onus on earnings

Chart 29: Nifty 12M Forward P/E (x) – most expensive



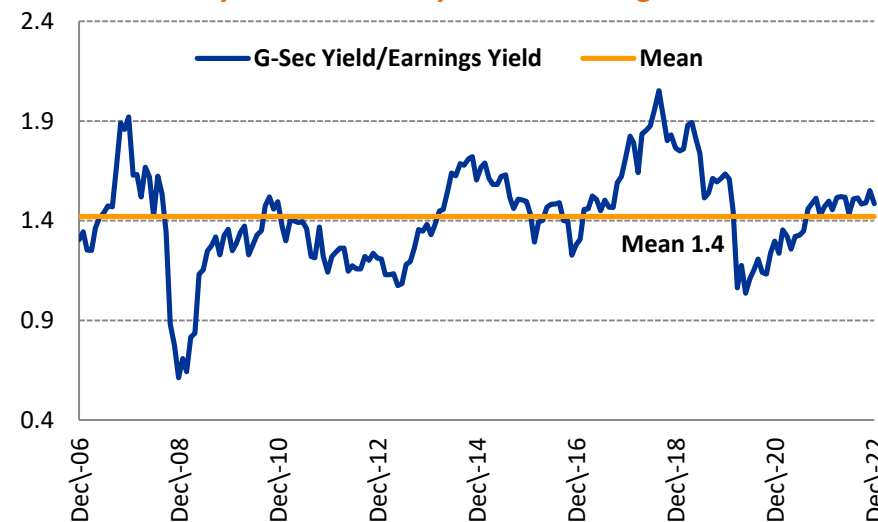
Source: Edel, Valentis Research

Chart 30: Nifty 12M Forward P/B (x) – in expensive territory



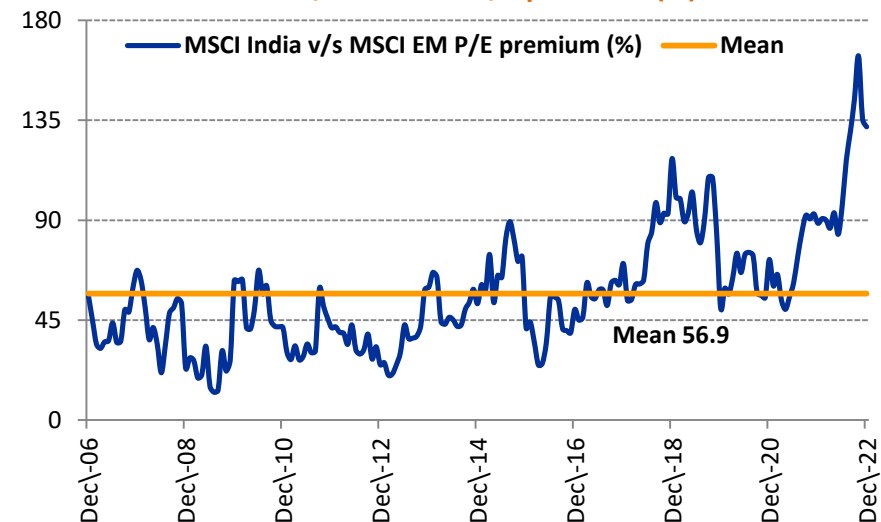
Source: Edel, Valentis Research

Chart 31: Bond yield Vs SENSEX yield - at average valuations



Source: MOSL, Valentis Research

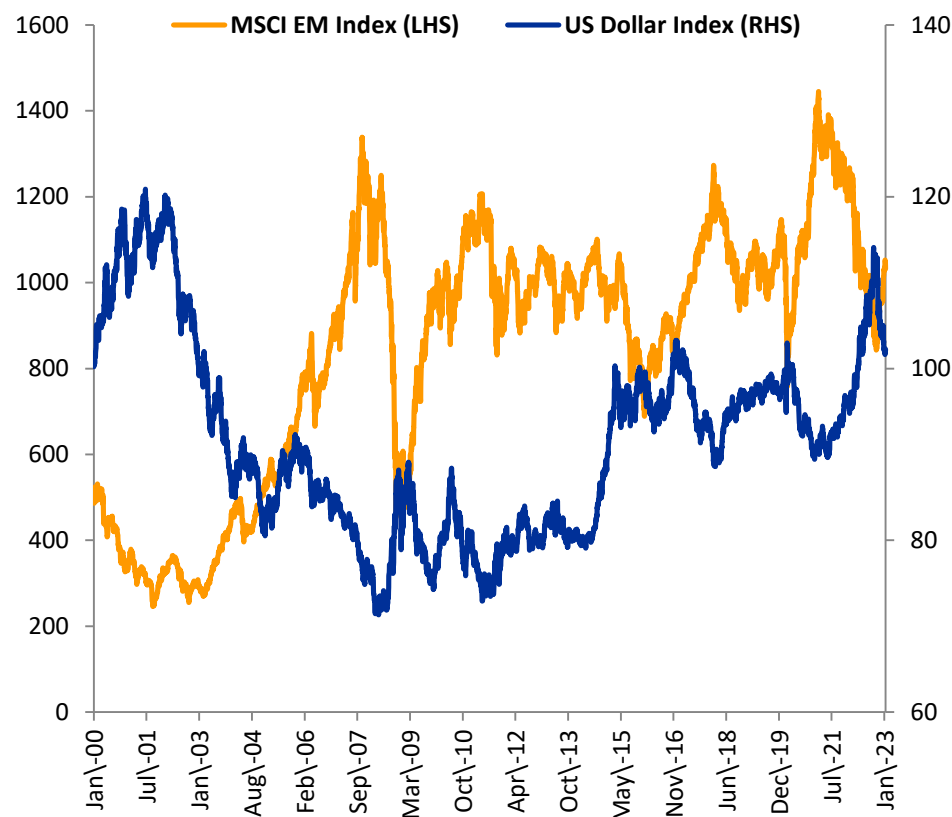
Chart 32: MSCI India v/s MSCI EM P/E premium (%)



Source: MOSL, Valentis Research

#5: Dollar peaking good for EM

Chart 33: Dollar Index Vs MSCI EM Index – has the \$ index peaked?



Source: investing.com, Valentis Research

Table 3: India's weightage in MSCI EM Index on the Rise

Top 15 Countries	30\Nov\ 22	31\Mar\ 22	31\Mar\ 21	31\Mar\ 20
China	30.4	27.5	35.5	36.1
India	14.8	12.8	9.6	7.7
Taiwan	14.4	15.5	13.7	12.1
South Korea	11.9	12.3	13.3	11.7
Brazil	5.4	5.7	4.5	4.8
Saudi Arabia	4.1	4.1	2.8	2.5
South Africa	3.8	3.9	3.7	3.6
Russia	-	1.8	3.0	3.2
Mexico	2.4	2.3	1.7	1.9
Indonesia	2.0	1.7	1.2	1.5
Thailand	2.1	1.8	1.9	2.2
Hon Kong	-	1.9	2.3	4.0
Malaysia	1.5	1.5	1.4	1.9
UAE	1.3	1.4	0.6	0.5
Qatar	1.1	0.9	0.7	0.9

Source: brokerage reports, Valentis Research

FII selling coming to an end?

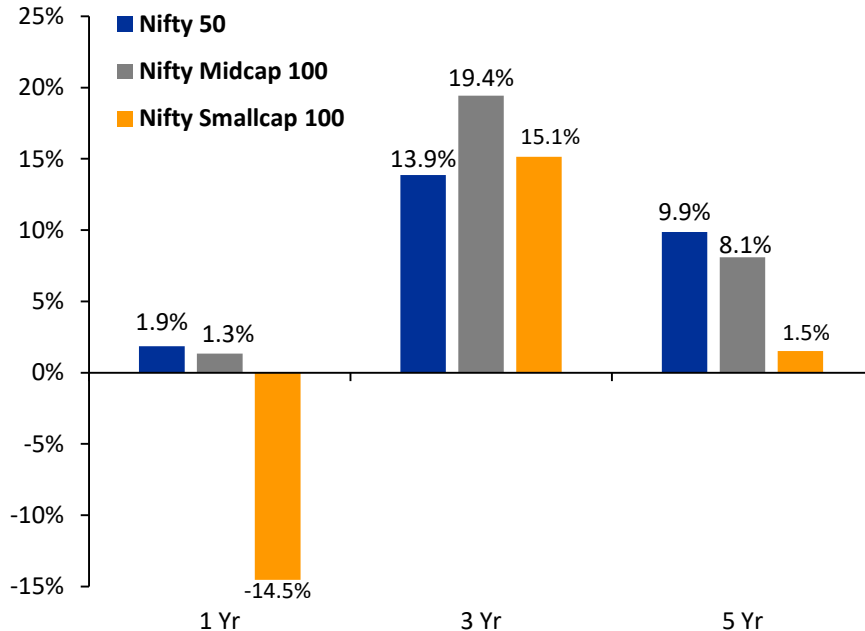
Table 4: FII Outflows analysis

Start Date	End Date	Event Tag	FII Outflows (\$ Bn)	Indian Market Cap at Start of Outflows (\$ Tn)	FIIs Outflows		Nifty Return (%)
					As % of India Market Cap	As % of FII Holdings	
Jan\08	Mar\09	GFC	-15	1.8	0.9%	5.2%	-57%
Jun\13	Sep\13	Taper Tantrum	-4	1.2	0.4%	2.0%	-9%
Apr\15	Feb\16	Asset Quality Review guidelines by RBI	-8	1.6	0.5%	2.5%	-17%
Oct\16	Jan\17	Fed Hikes/Demonetization	-5	1.7	0.3%	1.6%	-3%
Feb\18	Nov\18	IL&FS Crisis	-9	2.4	0.4%	1.9%	-2%
Feb\20	May\20	Covid-19	-9	2.1	0.4%	2.0%	-23%
Oct\21	Jun\22	Current	-28	3.4	0.8%	4.2%	-7%

Source: MOSL, SEBI, ACE Equity, Valentis Research

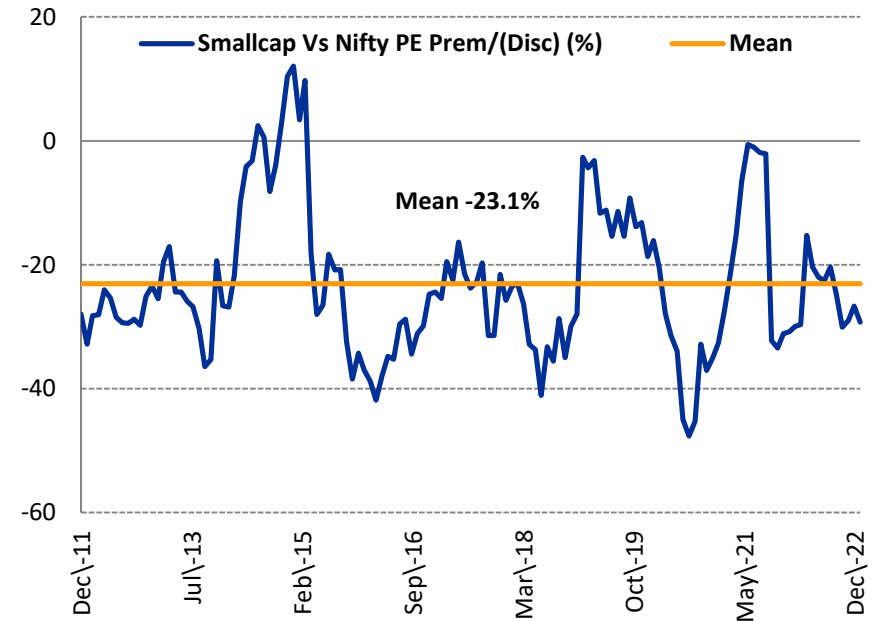
#6: Small-Cap will outperform large-cap

Chart 34: Nifty 50, Midcap 100 & SmallCap 100 Indices return



Source: ACE Equity, Valentis Research

Chart 35: Smallcap Vs Nifty PE Prem/(Disc)



Source: MOSL, Valentis Research



Midcaps outperformed 13 out of 22 years...

Year	Nifty Index	MidCap Index	Difference
CY01	-16%	-30%	-15%
CY02	4%	25%	21%
CY03	74%	143%	70%
CY04	11%	25%	15%
CY05	34%	33%	-1%
CY06	41%	28%	-14%
CY07	53%	78%	25%
CY08	-51%	-59%	-8%
CY09	72%	97%	25%
CY10	18%	18%	1%
CY11	-25%	-32%	-7%
CY12	28%	41%	13%
CY13	6%	-6%	-12%
CY14	31%	56%	24%
CY15	-4%	7%	11%
CY16	3%	6%	3%
CY17	29%	47%	19%
CY18	3%	-15%	-19%
CY19	12%	-4%	-16%
CY20	15%	22%	7%
CY21	24%	46%	22%
CY22	4%	4%	-1%
Rs. 10cr. Invested in Jan 2001 will become	144.4 cr.	274.5 cr.	90%



#7: Other critical question – What will do well?

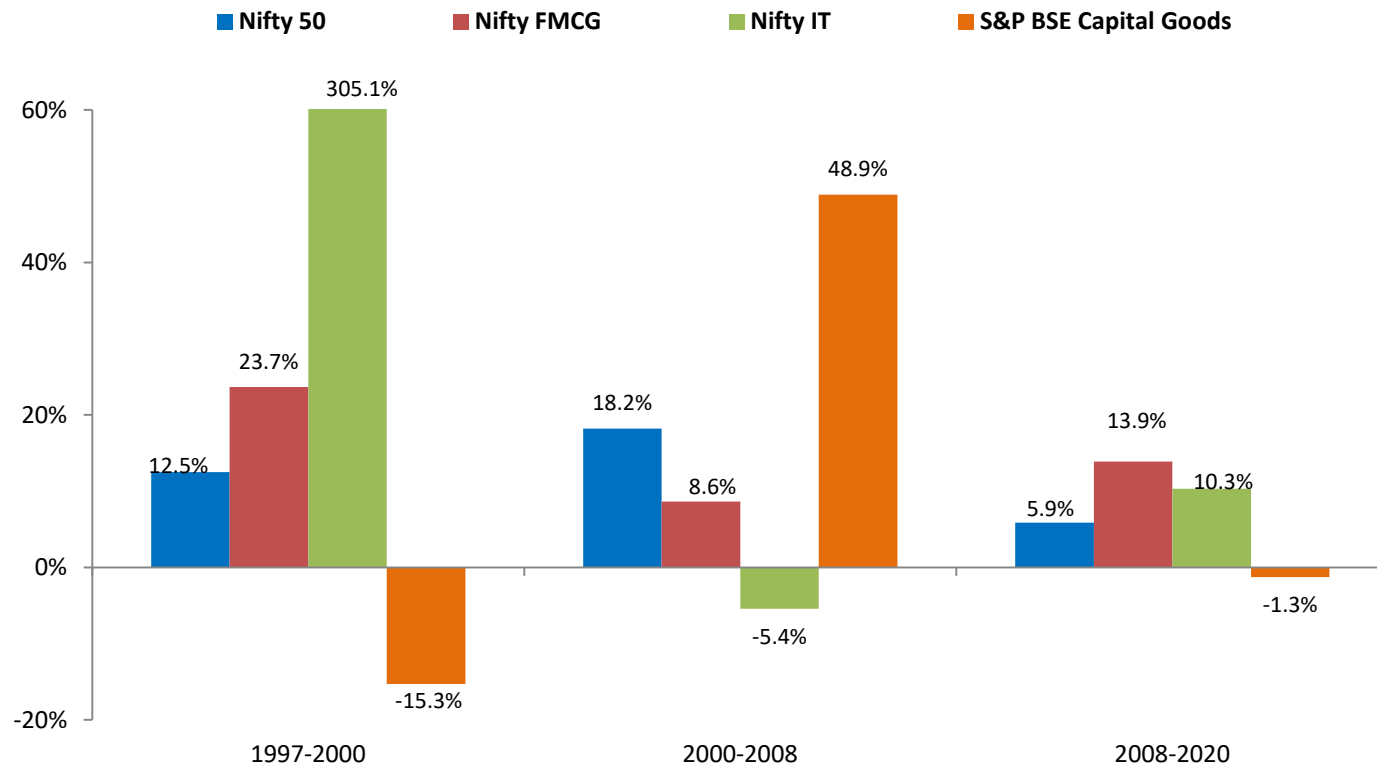
The top 10 stocks by market cap seldom make it to the end of the next decade

1980		1990		2000		2010		2020	
USA	IBM	Japan	NTT	USA	Microsoft	USA	Exxon Mobil	USA	Apple Inc.
USA	AT&T	Japan	Bank of Tokyo-Mitsubishi	USA	General Electric	China	PetroChina	S. Arabia	Saudi Aramco
USA	Exxon	Japan	Industrial Bank of Japan	Japan	NTT DoCoMo	USA	Apple Inc.	USA	Microsoft
USA	Standard Oil	Japan	Sumitomo Mitsui Banking	USA	Cisco Systems	Australia	BHP Billiton	USA	Amazon
USA	Schlumberger	Japan	Toyota Motor	USA	Wal-Mart	USA	Microsoft	USA	Alphabet (Google)
Netherlands	Royal Dutch	Japan	Fuji Bank	USA	Intel	China	ICBC	USA	Facebook
USA	Mobil	Japan	Dai-Ichi Kangyo Bank	Japan	NTT	Brazil	Petrobras	China	Tencent
USA	Atlantic Richfield	USA	IBM	USA	Exxon Mobil	China	China Construction Bank	USA	Tesla
USA	General Electric	Japan	UFJ Bank	USA	Lucent Technologies	Netherlands	Royal Dutch Shell	China	Alibaba
USA	Eastman Kodak	USA	Exxon	Germany	Deutsche Telekom	Switzerland	Nestle	USA	Berkshire Hathaway

“Change is the only constant.”

Steep falls lead to a change in sector leadership

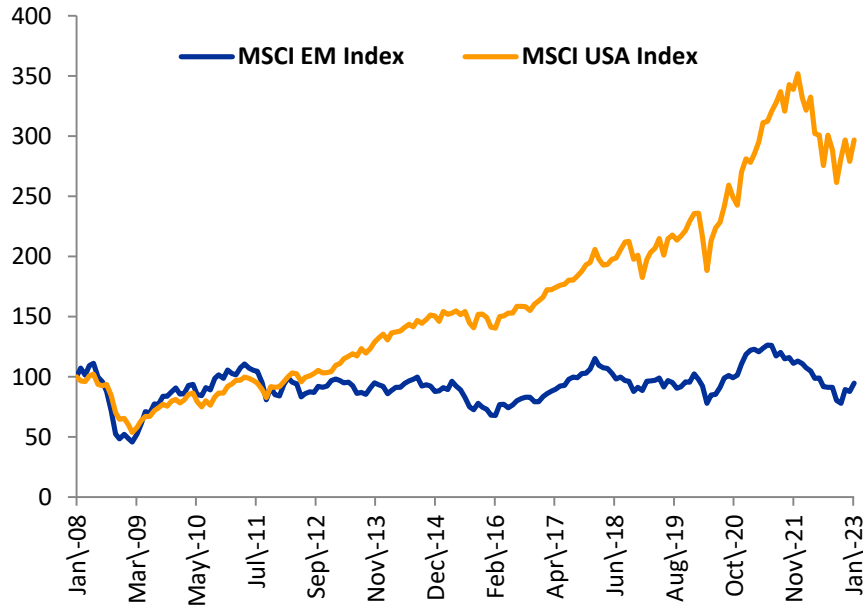
Chart 36: Sectoral indices return during different bull runs(%)



Source: BSE, ACE Equity, Valentis Research

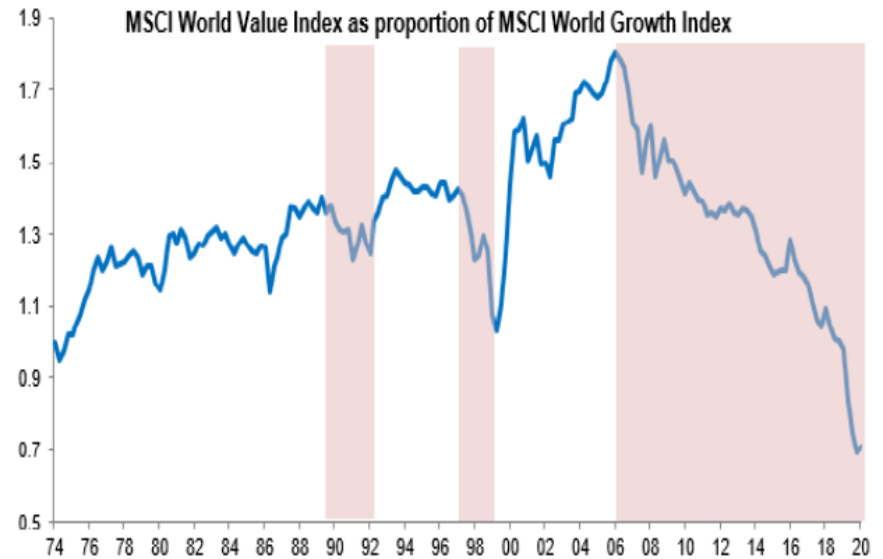
Big drops lead to major sectoral shifts

Chart 37: Will EM come back in favor?



Source: Investing.com, Valentis Research

Chart 38: Value vs. Growth - What does history tell us ?



Source: Investing.com, MSCI, Valentis Research

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