

Invesco India R.I.S.E Portfolio

November 2023

R.I.S.E: R- Recovery in Demand, I- Idle Capacity-potential for operating leverage, S- Superior Business Model, E- Earnings Recovery

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An overview of current market scenario

Global macros

- Weak global growth
- High Inflation levels, exhibiting moderation
- Major Central Banks' recent commentaries indicating policy tightening cycle is over and interest rates may moderate in 2024.
- Geopolitical tensions remain
- China post-covid growth concerns

Domestic landscape

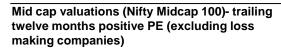
- Macros like Inflation, Fiscal deficit, Trade deficit, Forex reserves, FDI trends in comfort zone
- Initiatives to fast-track growth playing-out viz. PLIs facilitating "Make in India"
- India Inc. (ex-financials) profits offer scope for improvement given the historical averages
- Many companies still not operating at full capacity utilization levels
- High interest rates eating away corporate profits
- Pick-up in growth trajectory seen in a few areas
- Reasonable public capex and rising share of private capex

FDI denotes Foreign Direct Investment, PLI denotes Production Linked Incentive Scheme



Industry capacity utilization levels showing signs of recovery. Valuations have gone up, especially in the Mid-and-Small cap space, but no way near earlier peaks, but earnings trajectory is supportive







Small cap valuations (S&P BSE 250 Smallcap Index)- trailing twelve months positive PE (excluding loss making companies)



Identifying companies which will benefit the most from an eventual recovery - can be rewarding

Source: ICICI Securities, Invesco Asset Management (India) Research, BSE India, Bloomberg, Capacity utilization data of manufacturing sector as on 30 June 2023. Midcap/ Smallcap Valuations data as on 30 September 2023.

Disclaimer: Past performance may or may not be sustained in future. The above simulation is for illustration purpose only and shouldn't be used for the development or implementation of an investment strategy. It should not be construed as investment advice to any party or a promise on minimum returns and safeguard of capital. Invesco Asset Management (India) Pvt. Ltd is not guaranteeing or promising or forecasting any returns.. PE: Price to Earnings ratio.

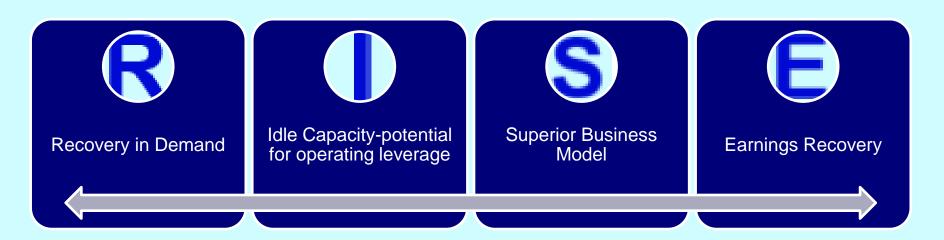


The key is to identify companies driven by the levers of improved <u>capacity utilization</u> & <u>financial leverage</u>, thereby leading to superior shareholder value creation.



Presenting Invesco India R.I.S.E Portfolio

Multicap strategy with a Value focus





Investment Strategy



Focused Investment Themes

- Operating Leverage
- Financial Leverage



Stock Selection Criteria

- Superior business models & healthy balance sheets
- Companies which can benefit disproportionately from increasing revenues
- Companies in turnaround phases
- Suppressed valuations



Portfolio Construction Levers

- Bottom-up stock selection
- Concentrated high conviction portfolio
- Sector Agnostic
- Multi-cap strategy with Mid and Smallcap bias

Please refer to full details on Investment Approach on Page 20 of the presentation.



What is Operating and Financial Leverage?

Operating Leverage



Financial Leverage

Companies operating with low-capacity utilization as well as having a large part of their costs as fixed-costs.

Companies with High Operating Leverage refer to the ones which can make more money from each additional sale as the demand recovers by utilizing existing idle capacity.

Financial Leverage refers to companies' ability to make more net profit from incremental operating profit.

Further, could increase their profit margin from decline in interest rates and reduction in debt due to profit growth.



R.I.S.E strategy takes exposure when the demand recovery led Operating Leverage and/or Financial Leverage levers are playing out

Headwinds Signs of Demand Recovery Outcome Increase/ Fulfillment of demand Large Capacity Addition Margin expansion New Product/ Service Path to Profit **Lower Capacity Utilization** Debt reduction/ Cost rationalization **ROE** expansion Lower/ Unfulfilled Demand Improvement in Operating/ Net Profit High Debt-to-Equity/ High Interest Rates P/E Re-Rating Trading at Attractive/ below fundamental **Earnings Growth Expansion** Cost Pressures/ Regulatory Challenges valuations Suppressed valuations Likely stage of investment

Note: The attributes mentioned above are some of attributes and is not an exhaustive list of attributes which may be relevant for selection of company. The Fund Manager may or may not consider all such attributes while selecting a company and may change selection from time to time based on prevailing market conditions/other factors. The attributes mentioned above are merely indicative in nature and shouldn't be used for the development or implementation of an investment strategy. P/E denotes Price to Equity ratio. ROE denotes Return on Equity.



How does the operating & financial leverage play-out?

Ramco Cements | Higher demand led to improved capacity utilization, market rewarded stock price favorably.

Period	Headwinds (March 1998 to March 2001)	Signs of Demand Recovery (March 2001 to March 2004)	Outcome (March 2004 to March 2007)
Capacity Addition % (Absolute)	107% From 2.8 to 5.8 mn tonne	3% 5.8 to 6.0 mn tonne	0% Unchanged
Capacity Utilization %	Worsens from 82% to 46%	Improves from 46% to 62%	Improves from 62% to 95%
Interest as a % of Sales	Worsens from 8% to 14%	Improves from 14% to 10%	Improves from 10% to 3%
Stock Price Change (Absolute change based, adjusted share price)	0.23%	80.09%	252.48%

Source: Internal / Bloomberg.

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AInvesco

How is the portfolio positioned today?

Operating Leverage

Allocation: 52.3%

Top Holdings	Sector	Weight
Equitas Small Finance Bank	Financials	6.20%
Mahindra & Mahindra Ltd.	Consumer Discretionary	5.02%
AIA Engineering Ltd.	Industrials	4.94%
Bharti Airtel Ltd.	Communication Services	4.70%
Birla Corporation Ltd.	Materials	4.54%

Financial Leverage

Allocation: 16.2%

Top Holdings	Sector	Weight
Karur Vysya Bank Ltd.	Financials	6.12%
Indian Bank	Financials	4.31%
State Bank Of India	Financials	2.96%
PNC Infratech Ltd.	Industrials	2.76%

Operating & Financial Leverage

Allocation: 26.2%

Top Holdings	Sector	Weight
Rolex Rings Ltd.	Industrials	5.81%
Γata Motors Ltd. DVR	Consumer Discretionary	5.73%
Craftsman Automation Ltd.	Industrials	5.69%
Ratnamani Metals & Tubes Ltd.	Materials	4.79%
Samvardhana Motherson Ltd.	Consumer Discretionary	2.33%

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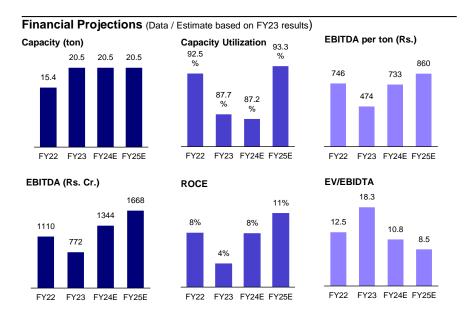


Portfolio Example: Birla Corporation

Investment theme: Operating Leverage



- Business profile: Flagship company of the M.P. Birla Group in core business of manufacturing cement.
- Headwinds: Recently, company has expanded capacity from 15 ton to 20 ton in FY23 and capacity utilization levels have dropped from 92% to ~80% levels. Due to commissioning of new plant and higher energy prices, absolute EBITDA has dropped by ~30% in FY23 with EBITDA per ton dropping below Rs 500/ton.
- Opportunity: New plant has stabilized, volume growth coming back as demand rises and price environment is also conducive along with raw material/energy prices are moderating. Bright prospects for operating as well as financial leverage (over long term), with improvement in profitability as EBITDA/ton scales up above to Rs.700+ levels



Source: Internal, Factset, Company financials

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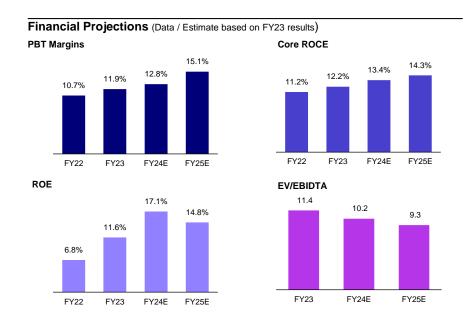


Portfolio Example: Bharti Airtel Ltd.

Investment theme: Operating Leverage (contd.)



- Business Profile: A diversified telecom service provider offering wireless, fixed line, enterprise and DTH services in India and has presence in Africa. India's 2nd largest mobile operator with ~38% revenue market share.
- Competitive Advantage: Loyal, high-quality subscriber base and strong
 execution track record, continues to deliver key performance indicators
 (KPIs) better than that of Vodafone Idea as well as RIL Jio. Bharti has a
 relatively better balance sheet and interest coverage ratio (v/s most other
 Indian telcos) thereby giving it the necessary wherewithal to compete
 effectively with Jio.
- Opportunity: Over the medium-to-long term timeframe, Bharti is well
 positioned to benefit from the improvement in the Indian wireless telecom
 industry (Industry consolidation and pricing discipline coming back). Bharti
 is expected to benefit from a potential headline ARPU/tariff improvement
 and its India wireless EBITDA margins to expand (most costs are fixed in
 nature) and net profit growth is likely to be strong.



Source: Internal, Factset, Company financials

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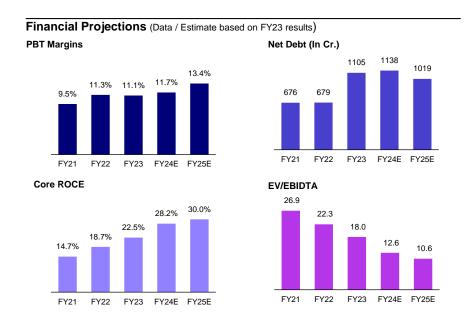


Portfolio Example: Craftsman Automation

Investment theme: Operating Leverage and Financial Leverage



- Business Profile: A diversified auto/engineering company with vertically integrated manufacturing capabilities having three business segments, namely a) Auto- Powertrain, b) Auto- Aluminium, and c) Industrial & Engineering. It has exposure to both auto and non-auto segment.
- Headwinds: Craftsman's large investment phase is already behind, and its current ROCE profile was on lower side due to underutilized assets (<75% utilisation)- which is expected to improve sharply as auto sector recovers. Next large phase of capex is around 2 years away.
- Opportunity: Its recent acquisition of DR Axion (a Korean auto component company) is complementary to Craftsman's existing aluminium business. With large capacity expansion in recent years, DR Axion's utilisation level is low at ~65% which also has operating leverage potential. The acquisition came at an attractive valuation of 4.6x FY23 EV/EBITDA. Core ROCE to improve sharply. Due to heathy future cash flows, we expect Craftsman's debt and interest to start reducing in FY25, thereby benefiting from the financial leverage and some debt to equity swap.



Source: Internal, Factset, Company financials

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Portfolio Example: Indian Bank

Investment theme: Financial Leverage



- Business Profile: It is amongst the top 7 PSU Banks in India based on Loan Book. It is one of the better run PSU bank after SBI & BOB. Post Allahabad Bank's merger, it is a pan-India Bank with ~5,800 branches.
- Competitive Advantage: Indian Bank's Core PPOP (Pre-provisioning operating profit) is amongst the best within PSU banks, it also fares well on asset quality parameters (NNPA is low at 0.6%) and has the PCR of ~88%+ (Provision coverage ratio) which is amongst the best in its peer group. The Bank remains well placed with Liquidity Coverage Ratio of ~135%+ and Tier I at ~12% (CRAR at ~15.5%).
- Opportunity: Has a low CD ratio of ~75% which helped NIM expansion in FY23, while Cost-to-Income ratio fell from 46% to 44% which resulted in a strong operating leverage, which largely played out in FY23. It continues to offer financial leverage due to improving credit cost (lower loan loss provisions). It has made upfront provisions in FY23 and management is guiding for a material decline in provisions which will result in further reduction in credit costs. Despite muted PPOP growth, its PAT growth is expected to be healthy. Valuations still attractive at near 1x P/B on FY25 for an entity which is exhibiting improving ROA trajectory.

Financial Projections (Data / Estimate based on FY23 results) Credit Cost ROA (Rs. Cr.)









Source: Internal, Factset, Company financials

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Portfolio Insights

Relatively Low P/E ratio: Value Bias with Margin of Safety

Market Cap (%)	Invesco India R.I.S.E Portfolio	S&P BSE 500 TRI
Large Cap allocation	25.3%	73.7%
Mid Cap allocation	28.8%	17.3%
Small Cap allocation	40.5%	9.0%
Avg. Weighted Market Capitalization	₹1,25,267 crs.	-
Median Market Capitalization	₹28,652 crs.	-
Revenue Growth		
Last 3 Year Sales Growth (FY20-FY23)3	15.5%	15.5%
Earnings Growth		
Last 3 Year EPS Growth (FY20-FY23)3	47.5%	28.2%
Valuation		
P/E – FY24E ¹	17.7	21.7
P/E – FY25E ¹	15.1	18.9
12 months trailing P/B ¹	2.8	3.5
12 months trailing Price/Cash flow ¹	10.7	15.0
ROE – FY24E ¹	14.5%	13.5%
ROE – FY25E ¹	15.8%	16.0%

Top 10 Holdings	% of Assets
Equitas Small Finance Bank Ltd.	6.20%
Karur Vysya Bank Ltd.	6.12%
Rolex Rings Ltd.	5.81%
Tata Motors Ltd. DVR	5.73%
Craftsman Automation Ltd.	5.69%
Mahindra & Mahindra Ltd.	5.02%
AIA Engineering Ltd.	4.94%
Ratnamani Metals & Tubes Ltd.	4.79%
Bharti Airtel Ltd.	4.70%
Birla Corporation Ltd.	4.54%
% of portfolio in top 10 holdings	53.54%

Performance Attributes*	Invesco India R.I.S.E Portfolio	S&P BSE 500 TRI
Standard Deviation	3.72%	3.98%
Beta	0.75	1.00
Sharpe Ratio	0.25	0.26

Model portfolio data as on November 30, 2023.

Notes on Characteristics: Source: Factset. ¹ Weighted Harmonic Mean. ² EPS growth is derived from P/E ratios. ³ Weighted Arithmetic Mean. "Weighted Harmonic Mean" is an average resulting from the multiplication of the reciprocal of the observation for each component by the weightage of that stock in the portfolio/index. It reduces the impact of outliers. ROE: Return on Equity. EPS: Earnings Per Share. P/E denotes Price to Earnings ratio. P/B denotes Price to Book ratio. 'E' denotes estimates. Disclaimer: Past performance may or may not be sustained in future. Return on Equity, expected earnings growth & forward earnings mentioned herein above are based on prevailing market conditions / various other factors / data points and is subject to change from time to time. It should not be construed as future returns of the investment approach. The information provided herein may include statements/data of future expectations that are based on current views and assumptions and involves known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied. Large Cap:1st 100 company in terms of full market capitalization. Small Cap: 251st company onwards in terms of full market capitalization.

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Notes on Performance Attributes: Source: Internal. *Risk ratios based on 3 years, monthly data history. (Risk- free rate of 6.90% based on overnight MIBOR).



Bottom-up stock selection approach...

Looks at company-specific fundamentals; exposure to a particular sector is just an outcome

Sector	Invesco India R.I.S.E Portfolio	S&P BSE 500 TRI	Over / Under Weight
Industrials	27.9%	9.2%	18.7%
Consumer Discretionary	17.8%	12.5%	5.3%
Materials	12.0%	8.4%	3.6%
Real Estate	4.0%	1.1%	2.9%
Communication Services	4.7%	2.8%	1.9%
Utilities	3.7%	3.8%	-0.1%
Energy	2.4%	7.8%	-5.4%
Health Care	0.0%	5.6%	-5.6%
Consumer Staples	2.6%	8.5%	-5.9%
Financials	19.6%	29.8%	-10.2%
Information Technology	0.0%	10.3%	-10.3%

Portfolio data as on November 30, 2023

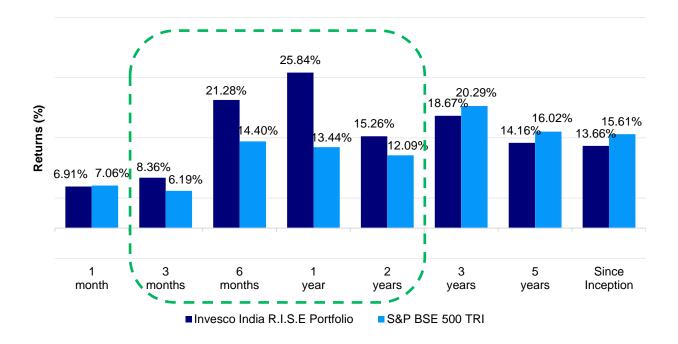
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Rising to the Occasion..

Performance Net of Fees & Expenses – data as on November 30, 2023.



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Key Facts

Investment Objective	To generate capital appreciation by investing in equity and equity related s	te capital appreciation by investing in equity and equity related securities.		Equity	
Basis of selection of such types of securities as part of the investment	The portfolio will comprise of companies which will benefit from revival in economic growth and rise in consumer discretionary spending. The portfolio will favour companies that are expected to benefit from operating and financial leverage. Operating Leverage refers to companies' ability to make more operating profit from each additional sale as demand recovers. Financial Leverage refers to companies' fit the ability to make more net profit from incremental operating profit. Portfolio will also participate in companies that are available at a discount to their fair/intrinsic value & offer attractive dividend yield.		Benchmark & Basis of Benchmark Section	Benchmark: S&P BSE 500 TRI. Basis of Benchmark Section: S&P BSE 500 TRI benchmark includes the top 500 companies in the listed space in India and is a broad representation of the listed companies in India, across sectors and market capitalization range; an appropriate representative of the universe of stocks that the portfolio endeavors to invest in.	
approach			Indicative tenure Or investment horizon	The portfolio is suitable for investors seeking long term wealth creation by investing in equities with an investment horizon of 4 years and above	
Type of Securities	Equity & Equity Related Instruments (Including Equity Derivatives), Money Liquid, Money Market and Overnight Mutual Fund Schemes and Cash & C			The portfolio invests in companies which are expected to benefit from operating & financial leverage The returns of the portfolio will be affected in case there is delay in recovery in demand, and hence	
Allocation of	Under normal circumstances, the asset allocation of the portfolio shall be a	as follows:	with the investment approach Subscription	operating and financial leverage do not materialize as anticipated. The balance sheet of the companies may deteriorate over the holding period. Also, adverse tactical asset allocation between	
portfolio across types of	Instruments	Indicative Allocations (% of portfolio value)		equity & cash could affect the performance of the portfolio. This portfolio is recommended for investors with higher risk appetite seeking long term capital appreciation.	
securities	Equity & Equity Related Instruments#	60% to 100%			
	Money Market Instruments, Units of Liquid, Money Market and Overnight Mutual Fund Schemes and Cash & Cash Equivalents	0% to 40%		Minimum Investment: ₹50 Lacs Mode: Funds and/or Stock Transfer	
	# The portfolio may have exposure to derivatives up to 30% of the portfolio value in accordance with guidelines issued by SEBI. The asset allocation pattern indicated above may change from time to time, keeping in view market conditions. It must be clearly understood that the percentages stated above are only indicative and not absolute and that they can vary substantially depending upon the perception of market conditions of the Portfolio Manager, the intention being at all times to seek to protect the		Direct Onboarding:	We do offer direct onboarding of clients, please write to us at <pre>pms@invesco.com</pre> for more details.	

interests of the Client. Such changes in the asset allocation pattern will be for defensive considerations.



Portfolio Manager



Mr. Neelesh DhamnaskarPrincipal Officer – Portfolio Management Services

Neelesh has over 18 years' experience in equity markets and financial services domain and has been managing the fund since July 9, 2022. Before joining the PMS division of Invesco, Neelesh was managing few equity funds, overseas fund of fund schemes of Invesco Mutual Fund as well as tracking few sectors as an analyst. He previously worked with Enam (now a part of Axis Bank) where he was tracking companies across sectors and assisting the PMS Fund Manager in his investment decisions. Prior to this, he was working with KRC, a domestic broking house in equity research and has also worked with Anand Rathi Securities Limited as a Commodities Research Analyst. Neelesh holds a Commerce degree and an MMS degree with specialization in Finance from Mumbai University.

About us

We are a leading independent global investment firm



Invesco Ltd.

- \$1.5 trillion in assets under management around the globe
- Specialized investment teams managing investments across a wide range of asset classes and investment styles
- More than 8,400 employees worldwide
- On-the-ground presence in more than 20 countries, serving clients in more than 120 countries



Invesco Asset Management (India) Private Ltd.

- Expertise across equity, fixed income and gold investments with assets under management & advisory mandates of INR 58,887 crores (US\$ 7.1 bn)
- More than 37 investment strategies across fixed income, equity and gold
- Proprietary stock selection process for Equity & Proprietary Credit Appraisal process for Debt.
- Experienced Investment Management Team of 22 members with combined experience of over 300+ years
- · Believe in being True to Mandate
- · Broad, deep and stable research platform
- · Defined and robust Risk Management Processes

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