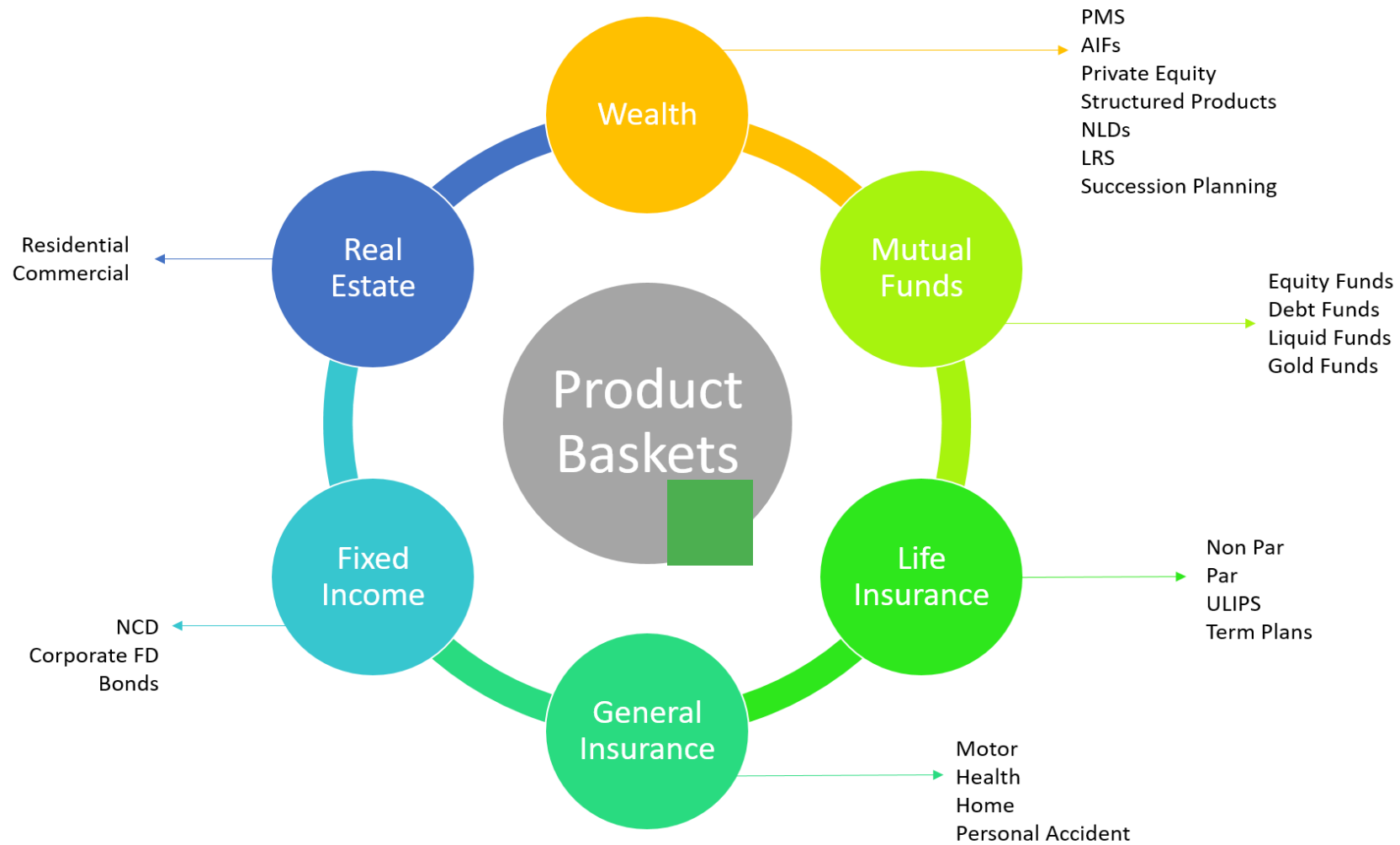


Extensive Products Suites



Investment Opportunities

EXTENSIVE PRODUCT SUITES

EQUITY – PORTFOLIO MANAGEMENT SERVICES

- ❖ Focus Discretionary PMS
- ❖ Purnatha Investment Advisory – Sampurna
- ❖ PMS Performances as on 31st October 2023
- ❖ JM Apex
- ❖ JM IRP III

EQUITY – ALTERNATE INVESTMENT FUNDS

- ❖ Focus Category III Alternative Investment Funds
- ❖ AIF Performance as on 31st October 2023

NEW PRODUCTS LAUNCHED

- ❖ BlackOak Life Settlement Fund
- ❖ Sundaram Alternatives – High Yield Secured Real Estate Fund IV

FOCUSED MUTUAL FUNDS

INSURANCE

- ❖ Life Insurance
- ❖ General and Health Insurance

CORPORATE FIXED DEPOSITS AND BONDS TRADING

UNLISTED SHARES

ESTATE AND SUCCESSION PLANNING

Focus – Discretionary Portfolio Management Services

AMC Name	Motilal Oswal Asset Management Company Ltd.	ICICI Prudential Asset Management Company Ltd.	Renaissance Investment Managers Pvt. Ltd.
Strategy Name	Founders Portfolio	Contra Strategy	Opportunities Portfolio
Year of Inception	16 th March 2023	14 th September 2018	1st January 2018
Fund Manager	Vaibhav Agrawal	Chockalingam Narayanan	Pawan Parakh
Investment Objective	The objective of the fund is to achieve long term capital appreciation by primarily investing in equity & equity related instruments across market capitalization	ICICI Prudential PMS Contra Strategy (the “Contra Strategy”) seeks to generate capital appreciation by investing predominantly in equity and equity related instruments through contrarian investing.	The portfolio invests in Good Quality Large cap companies that can deliver strong growth over the medium to long term. The objective is to achieve superior risk adjusted return over the medium to long term.
Investment Philosophy	<p>Entrepreneurs are the backbone of the economy: Capital formation, Skin the in the game, burning the midnight oil, inseparable from innovations, attraction quotient, exponential exports, employment opportunities, vision matters.</p> <p>QGLP Process Q: Quality – Minimum threshold set for RoCE/RoE G&L: Growth & Longevity – Ensuring Longevity of Growth by investing in sustainable themes by identified by investment team collectively. P: Price – Application of PE, PEG framework and expanding through rolling out DCF, implied returns and implied growth.</p>	The Portfolio Manager follows ‘Contra’ style of investing which involves taking contrarian bets on equity stocks i.e. taking calls/exposure on underperforming stocks which are currently not in favor in the market but are expected to do well in the long run. The Portfolio Manager may also select stocks of companies in sectors where entry barriers are high, sectors in consolidation or of companies in special situation	<p>Sustainable Quality Growth at Reasonable Price (SQGARP)</p> <ul style="list-style-type: none">• Sustainable: sustainable and durable business models• Quality: Superior quality businesses as demonstrated by Competitive edge, Pricing power, ROE, FCF• Growth: Business that can deliver superior growth over medium term to long term• Price: Ability to invest at reasonable valuations
Investment Structure	<p>Investment Framework:</p> <ol style="list-style-type: none">1. 500:Top 500 by market cap.2. 300-320 : Min 26% of promoter holding3. 260-280: Minimum PBT of INR 100 Crs4. 150-170 : Quality of Business, Minimum cycle ROCE of 15%5. 70-90: QGLP filter. Corporate Governance & Management Quality6. <20-30: Companies with Min Additional Expected Earnings 3-5Y Growth of 3% Over Benchmark, Available at Relatively Attractive Valuation	<p>Investment Process:</p> <ol style="list-style-type: none">1. Initial in-house screening process ~25002. Active Coverage of company ~4403. Applying the BMV filtration ~100-150 B: Business – Company growing faster than industry & industry than market M: Management – Focused on growth, improving margins & prudent capital allocation. V: Valuation – Cash Flow is central in investment process4. Identifying Potential Opportunities ~40-455. Portfolio Construction ~25-30	<ul style="list-style-type: none">• Focused portfolio of 20-25 stocks• Investing across businesses which are at different states of their business lifecycle• Long term approach; buy & hold• Large Cap Biased• Moderate to Low-Risk Equity Portfolio• High conviction portfolio

Focus – Discretionary Portfolio Management Services

AMC Name		Motilal Oswal Asset Management Company Ltd.	ICICI Prudential Asset Management Company Ltd.	Renaissance Investment Managers Pvt. Ltd.
Strategy Name		Founders Portfolio	Contra Strategy	Opportunities Portfolio
Minimum Application Size		Min 50 Lakh	Min 50 Lakh	Min 50 Lakh
Investment Horizon		3+ Years	4 Years & Above	Min. 5 Years
Market Cap Allocation	Large Cap	15%	53.30%	26%
	Mid Cap	35%	22.20%	35%
	Small Cap	47%	24.50%	34%
	Cash	3%	-	5%
Top 5 Holdings		Zomato, Angel One, Kalyan Jewellers, One 97 Communications, Indusind Bank Ltd.	Larsen & Tourbo Ltd, Bharti Airtel, ICICI Bank, SBI, Godawari Power & Ispat Ltd	ICICI Bank, Tech Mahindra, Bharti Airtel, Sun Pharmaceuticals, United Spirits
Top Sectors		Retail, Banking & Finance, Electrical Equipment, Pharmaceuticals, Chemicals	Financial Services, Basic Materials, Industrials, Communication Services	BFSI, Consumer Discretionary, Industrials, IT & Technology, Pharma & Chemicals
Exit Load		-	-	-
Benchmark Index		BSE 500 TRI	BSE 500 TRI	Nifty Midcap 100 TRI

Fund House	Strategy	3 Months (%)	6 Months (%)	1 Year (%)	2 Year (%)	3 Year (%)	5 Year (%)	Since Inception (%)
Motilal Oswal Asset Management Co. Ltd.	Founders Portfolio	7.60	25.80	-	-	-	-	33.90
ICICI Prudential Asset Management Co. Ltd.	Contra Strategy	-1.04	14.98	21.58	14.98	30.62	20.44	18.68
Renaissance Investment Managers Ltd	Opportunities Portfolio	-1.59	10.58	11.76	9.69	28.05	15.61	11.75
	Strategy	3 Months (%)	6 Months (%)	1 Year (%)	2 Year (%)	3 Year (%)	5 Year (%)	Since Inception (%)
Index	BSE 500 TRI	7.73	17.34	11.34	9.15	23.33	12.6	NA
	BSE 500 TRI	7.73	17.34	11.34	9.15	23.33	12.6	NA
	Nifty 50 TRI	-3.10	6.50	7.00	5.10	19.30	14.30	NA

Investment Team

Ashish Chaturmohta

Anway Bhujpal

Dhruv Bhimrajka

Tanush Mehta

- **Investment Strategy:** To construct a portfolio of select quality stocks
- **Investment Horizon:** 3-5 Years
- **Strategy Suitability:** Strategy is suitable for Investors looking for a steady compounding of return by generating Alpha over Benchmark.
- **Risk Tolerance:** High
- **Number of Stocks:** Typically 35-45 stocks
- **Benchmark Index:** BSE 500 TRI

About JM Apex: JM Apex PMS's is a discretionary PMS. APEX has an Investment Philosophy which underscores the three tenets of Discipline, Persistence and Consistency. The essence of its underlying philosophy is to pursue growth opportunities while it manages risk. Apex is an actively managed portfolio with an endeavour for long term capital appreciation & alpha generation. The portfolio is managed in two parts **~65% buy & hold and ~35% opportunistic.**

Portfolio Construction:

Stalwarts – At least 40% Allocation

Index heavy weights with proven track record and favourable long term trend.

Core portfolio following a buy and hold strategy, unless long term trend changes

Stars – 10%-40% Allocation

Large and Large-midcap stocks with quality management and good earnings track record that are showing positive momentum

Attractive from a medium-term point of view.

Satellite – 0%-30% Allocation

Fundamentally strong Mid and small cap companies with high earnings growth momentum & attractive risk/reward. Held in portfolio till trend and momentum supportive.

Buy & Hold



60%-65%

- High Quality Large, Mid & Small cap stocks with good corporate governance and high growth track record.
- Attractive from Long term point of view.
- Core portfolio following a buy and hold strategy.
- Tends to outperform benchmark in a trending market.

Opportunistic



35%-40%

- Good Quality fundamentally strong stocks bought at right time for opportunistic move.
- Attractive from a medium-term point of view.
- Tends to provide alpha.

Risk Management



- Hedges are initiated at times when market threatens for a large draw-downs.
- We hedge the portfolio partially or fully by buying out of the money puts.
- Reduces portfolio drawdowns in falling market scenario.

JM Apex PMS	Returns (%)	BSE 500 TRI (%)
3M	0.64	-1.42
6M	13.54	10.89
SI	17.19	16.52

Returns as of 30th September 2023.

Source - The aforesaid Content/Data/Details are as provided by JM Financial Services Limited (SEBI Registration no - INP000000621). JMFS is a distributor of this product.

Please read the Disclosure document and agreement carefully before availing the aforesaid services to get more insight about the services and to understand the nature of investment and the various risk factors mentioned therein. Also refer the Disclaimer at the end of this presentation. "For existing customer only and not for circulation"

JM India Resurgent Portfolio III

EXCLUSIVE

Investment Team

Rakesh Parekh

Vinaj Jaising

Amish Kanani

Key Scheme Features

- The focus will be on the sectors and companies that could benefit due to structural reforms, government thrust, resurgent in demand, benefiting out of R&D, new products and/or related diversification or renewed thrust by the management.

Investment Selection Process

- India listed stocks ~5200 (Market capitalization – Over \$3.5 Tn)
- JM Coverage Universe ~300 (\$ 3 Tn)
- Deep Dive ~150 (\$2.7 Tn)
- Portfolio Stocks ~20-25 stocks

Portfolio Risk Matrix

Measures	IRP III	BSE 500 TRI
Standard Deviation	13%	14%
Sharpe Ratio	0.5	0.5

JM IRP III PMS	Returns (%)	BSE 500 TRI (%)
3M	1.5	-1.4
6M	11	10.9
1Y	11.4	9.6
3Y	26.5	22.0
5Y	15.8	15.4
SI	10.6	11.5

Returns as of 31st October 2023.

Themes	Portfolio Positioning in Growth and Value Portfolio
High Growth companies: Consistent Pat growth of over 20%	At least 40%
Stalwarts: Consistent ROE growth in excess of 15%	At least 20%
Opportunities	~30%

Source - The aforesaid Content/Data/Details are as provided by JM Financial Services Limited (SEBI Registration no - INP000000621). JMFS is a distributor of this product. Please read the Disclosure document and agreement carefully before availing the aforesaid services to get more insight about the services and to understand the nature of investment and the various risk factors mention therein. Also refer the Disclaimer at the end of this presentation. "For existing customer only and not for circulation"

PMS Performances as on 31st October 2023

PMS Investment Approaches		Category	Benchmark	3 Months (%)	6 Months (%)	1 Year (%)	3 Years (%)	5 Years (%)	Incep Return (%)	Inception Date
JM Financial Services Ltd (INP000000621)	Growth & Value	Largecap	BSE 500 TRI	-4.48	5.72	3.74	10.98	12.90	13.04	Mar-05
	Focus	Multicap	BSE 500 TRI	-3.95	8.10	6.92	12.19	13.61	14.71	Oct-12
	IRP 3	Midcap	BSE 500 TRI	1.47	11.02	11.36	26.48	15.79	10.58	Mar-15
	Apex	Multicap	BSE 500 TRI	0.64	13.54	-	-	-	17.19	Feb-23
Abakkus Asset Manager LLP (INP000006457)	All Cap	Multicap	BSE 500 TRI	1.42	20.99	25.19	-	-	31.80	Oct-20
	Emerging Opportunities	Small & Midcap	BSE 500 TRI	2.45	31.48	43.69	41.31	-	38.44	Aug-20
ASK Investment Managers Ltd. (INP000000043)	ASK Indian Entrepreneur Portfolio	Multicap	BSE 500 TRI	-3.17	11.21	4.29	17.73	14.12	16.99	Jan-10
Alchemy Capital Management Pvt. Ltd. (INP00000365)	Alchemy High Growth	Multicap	BSE 500 TRI	-0.87	14.08	7.00	17.37	7.22	19.58	May-02
	Alchemy Ascent	Multicap	BSE 500 TRI	-0.43	21.38	16.12	27.68	-	16.63	Sep-19
White Oak Capital Management Consultants LLP (INP000005865)	White Oak India Pioneer Equity	Flexicap	BSE 500 TRI	-2.08	10.63	5.53	18.11	17.26	16.50	Sep-18
Motilal Oswal Asset Management Co. Ltd. (INP000000670)	MOSL NTDOP	Multicap	BSE 500 TRI	6.90	13.10	8.10	16.10	10.00	14.40	Aug-07
	MOSL Founders Portfolio	Multicap	BSE 500 TRI	7.60	25.80	-	-	-	33.90	Mar – 23
	MOSL Value Migration	Largecap	BSE 500 TRI	8.40	26.90	21.60	21.00	15.60	19.30	Feb-03
	MOSL Focused Midcap Strategy	Midcap	BSE 500 TRI	12.10	34.80	30.80	23.40	-	24.90	Dec-19
ICICI Prudential Asset Management Co Ltd. (INP000000373)	ICICI Prudential Contra	Multicap	BSE 500 TRI	-1.04	14.98	21.58	30.62	20.44	18.68	Sep-18
	ICICI Prudential Growth Leaders	Multicap	BSE 500 TRI	-1.47	11.89	10.51	21.75	15.78	11.22	Dec-00
	ICICI Prudential PIPE	Small & Midcap	BSE 500 TRI	5.41	31.49	40.26	42.01	-	30.49	Sep-19
Sundaram Alternate Asset Ltd (INP000006271)	Sundaram SISOP	Multicap	BSE 500 TRI	-3.29	7.12	4.37	17.53	16.11	16.85	Feb-10
	Sundaram SELF	Midcap	BSE 500 TRI	-2.59	12.08	5.72	20.36	17.56	16.68	Jun-10
Ambit Investment Advisors Pvt. Ltd. (INP000005059)	Ambit Coffee Can	Large Cap	Nifty 50 TRI	-3.78	4.84	0.19	12.10	13.09	12.99	Mar-17
	Ambit Emerging Giants	Smallcap	BSE 500 TRI	3.95	18.27	19.30	28.07	21.89	17.21	Dec-17
	Ambit Good & Clean India	Midcap	BSE 500 TRI	3.95	16.75	13.46	18.98	15.69	11.90	Mar-15
Purnartha Investment Advisers Pvt Ltd. (INP000007021)	Dynamic Midcap Strategy	Midcap	BSE 500 TRI	-1.88	7.62	-	-	-	8.14	Feb-23
Marcellus Investment Managers Pvt. Ltd. (INP000006183)	Marcellus Consistent Compounder	Multicap	Nifty 50 TRI	-1.87	8.66	1.46	12.30	-	15.21	Dec-18
Emkay Investment Managers Ltd (INP000004458)	Emkay's 12	Large Cap	Nifty 50 TRI	-1.78	4.84	5.34	14.45	-	10.98	Aug-19
	Emkay Pearl	Midcap	BSE Midcap TRI	-0.49	15.68	17.73	28.62	19.02	19.80	Apr-12
360 ONE Asset Management Limited (INP000004565)	360 ONE Multicap PMS	Multicap	BSE 500 TRI	-2.24	8.95	9.55	19.65	15.83	21.77	Nov-13
	360 ONE Phoenix Portfolio	Multicap	BSE 500 TRI	2.36	18.95	21.52	-	-	20.46	Jan-21
Unifi Capital Pvt. Ltd. (INP000000613)	Unifi Blended Rangoli	Multicap	BSE 500 TRI	-0.76	15.52	13.55	27.55	24.53	20.15	Jun-17
	Unifi BCAD2: Breakout 20	Multicap	BSE 500 TRI	-0.15	18.23	13.78	-	-	15.01	Jan-22
Renaissance Investment Managers Pvt Ltd (INP000005455)	Renaissance Opportunities Portfolio	Large Cap	Nifty 50 TRI	-1.59	10.58	11.76	28.05	15.61	11.75	Jan-18
	Renaissance Mid Cap Portfolio	Mid Cap	Nifty Midcap 100	2.63	24.34	19.09	31.75	18.66	12.38	Jan-18
	Renaissance Indianext Portfolio	Thematic	Nifty 50 TRI	-1.00	11.36	15.52	44.13	18.46	13.92	Jan-18

Returns are calculated as on 31 October 2023 on TWRR basis. “The performance related information provided herein above is not verified by Securities and Exchange Board of India (“SEBI”)” Please read the Disclosure document and PMS agreement carefully before availing the aforesaid services to get more insight about the services and to understand the nature of investment and the various risk factors mention therein. Also refer the Disclaimer at the end of this presentation. “For existing customer only and not for circulation”

Purnartha Investment Advisory - 'Sampurna'

Investment Team

Rahul Rathi
(Chairman)

Prof Raghu Sundaram

Hemant Vispute

Devendra Phadke
(Principal Officer)

- **Minimum Ticket Size** – 10 lacs
- **Maximum Ticket Size** – No Limit
- **Tenure** – 3 Years / 1 Year
- **Fees** – Rs. 125000 + GST / 55000 + GST (Flat for any corpus)

- **Investment Objective** - “To build a multi-cap, sector agnostic portfolio of stocks based on proprietary quantitative model which selects stocks with fundamentals, showing early recovery from drawdowns, are net cash and offer opportunities for delivering better returns.”
- **Investment Philosophy**
 - Stocks that meet the guidelines of Purnartha’s robust and selective proprietary algorithm based quantitative model that endeavors to select stocks that display a balance of good returns with an acceptable level of risk.
 - Companies that display margin expansion and net profit growth across cycles
 - Net Cash companies (zero net debt) i.e. growth funded by clients & internal accruals rather than debt
 - Companies with lower drawdowns and potential to recover quick
 - Companies that have shown strong fundamentals over a 10 year period and have potential to witness robust growth in revenue.
- **Review:** A continual review process also flags off early signals to the Research team, spotlighting attention to particular stocks that show a retardation in growth and seeking a more worthy replacement if warranted. This process helps spot stocks that may be past their prime and turn attention to new potential winners to be added to the portfolio.
- Portfolio will be **diversified in 12 – 18 stocks**.
- Expected Churn of 3 – 6 stocks in a year
- Recommendations would be rolled out twice every quarter and the focus would be to pick recovery stocks during their up move

Source - The aforesaid Content/Data/Details are as provided by Purnartha Investment Advisory (SEBI Registration no - INP000007021). JMFS is a distributor of this product. Please read the Disclosure document and agreement carefully before availing the aforesaid services to get more insight about the services and to understand the nature of investment and the various risk factors mention therein. Also refer the Disclaimer at the end of this presentation. “For existing customer only and not for circulation”

List of Alternative Investment Funds

CAT 3 — Alternative investment Fund

Sr. No	Scheme Name	Category
1	360 ONE Equity Opportunities Fund – Series 2	Multicap - Hedging
2	Motilal Oswal Growth Anchors Fund – Series 2	Multicap
3	Sundaram ATLAS – Series 2	Multicap
4	Nippon Series 9 Undiscovered India	Multicap
5	Motilal Oswal Multifactor	Multicap - Hedging
6	Motilal Oswal NTDOP	Multicap
7	Old Bridge Long Term Equity Fund	Multicap
8	ICICI Long Short Fund Series 2	Long Short
9	Alchemy LOT	Multicap
10	Alchemy ELOT Series 2	Mid & Small Cap
11	ICICI Prudential Equity Opportunities Fund	Mutlicap
12	ICICI Prudential Growth Leaders Fund – Series 3	Multicap

CAT 2 — Alternative Investment Fund

Sr. No	Scheme Name	Category
1	Mirae Asset Late Stage Fund	Private Equity
2.	Sundaram Alternates Opportunities Series – High Yield Secured Real Estate Fund IV	Real Estate
3.	Motilal Oswal India Realty Excellence Fund VI	Real Estate

LRS Schemes

Sr. No	Scheme Name	Category
1.	Black Oak Life Settlement Fund	LRS Scheme

Note - JMFS is a Distributor of all the above AIF Strategy. Please read the private placement memorandum agreement carefully before availing the aforesaid services and to understand the nature of investment and the various risk factors mention therein.

Focus – Category III Alternative Investment Funds

AMC Name		ICICI Prudential Asset Management Co Ltd.	Sundaram Alternates Assets Limited	Nippon India Equity Opportunities
Fund Name		Growth Leaders 3	ATLAS II	Undiscovered India Opportunity
Year of Inception		2023	2023	2023
Fund Manager		Anand Shah, Chockalingam Narayanan and Geetika Gupta	Madangopal Ramu	Varun Goel
Investment Objective		The Scheme endeavors to achieve long-term capital appreciation by predominantly investing in listed securities across market capitalization. The Scheme aims to invest in domestic companies across all sectors that have potential for meaningful growth and which have a certain sustainable competitive advantage.	Sundaram ATLAS II strategies, target is to create meaningful alpha in long term and identify and invest in big return generating ideas and avoid momentum.	<ul style="list-style-type: none"> Predominantly investing (> 51%) in small cap* companies High Growth Potential to drive higher returns Large Universe - ideal for stock picking ~2,000 traded companies post AMFI rank 251 Scope for P/E expansion as ideas are yet undiscovered Scope for identifying tomorrow's Multibaggers!
Investment Philosophy		<ol style="list-style-type: none"> Companies having sustainable growth Dominant in a product or service Having a sustainable competitive advantage Leaders in Competence & Governance Specialized in products they offer Focused on growing market share Emphasis to launch new & innovative products 	<p>4x4 Wealth Multiplier Themes</p> <ol style="list-style-type: none"> Financial Inclusiveness Consumption Czars Phygital 'Blue Chips' Export 'Voyagers' <p>Flexibility to allocate across cap curves and in both structural & opportunistic ideas.</p>	<ul style="list-style-type: none"> High capital efficiency with massive headroom to grow Strong visibility of earnings growth over next 3-5 years Run by dynamic and ethical entrepreneurs Negligible Debt (Low D/E ratio)
Investment Structure		<p>Evaluation, Selection and Sizing</p> <ol style="list-style-type: none"> Initial in house screening process ~2500 Active Coverage of company ~450 Applying the BMV filtration ~100-125 Strategy Level filter ~40-45 Portfolio Construction ~25-30 	<p>Two buckets of Stocks:</p> <ul style="list-style-type: none"> Structural stories – 20% growth models <ul style="list-style-type: none"> Quality of Business Quality of Financials Quality of Management Opportunistic Equities (Cyclical & Turnaround) <p>Number of Stocks: 15-25</p>	<ul style="list-style-type: none"> Focused portfolio of ~ 25-30 stocks (listed + pre-IPO). At least 51% of the portfolio will be in companies with AMFI market capitalization rank of 251 and below Minimum Market Cap (at the time of investment) will be ~ Rs. 1,000 crore (~ Top 1000 companies) Portfolio may have some exposure to Pre-IPO stage stocks (upto 15% of commitment amount) on an opportunistic basis. Companies with high visibility of IPO within the next 6-12 months

AIF Performances as on 31st October 2023 – (Category III)

AIF Investment Approaches		Category	Benchmark	1 Month (%)	3 Months (%)	6 Months (%)	1 Year (%)	3 Years (%)	Incep Return (%)	Fund Manager	Inception Date
Alchemy Capital Management Pvt. Ltd.	Alchemy Leaders of Tomorrow	Category III	S&P BSE 500 TRI	-0.40	4.50	26.20	14.20	27.20	12.80	Hiren Ved	Jan-18
ICICI Prudential Asset Management Co Ltd.	ICICI Prudential Emerging Leaders Fund	Category III	Nifty Mid-Smallcap 400 TRI	-3.02	4.45	28.25	37.11	-	33.75	Anand Shah Geetika Gupta	Aug-22
Motilal Oswal Asset Management Co. Ltd.	Motilal Oswal Growth Opportunities Fund - Series II	Category III	Nifty 500	-2.30	4.40	17.70	15.10	-	15.00	Atul Mehra	Apr-21
	Motilal Oswal India Excellence Fund	Category III	Nifty Midcap 150	0.70	10.40	32.70	27.50	-	2.60	Rakesh Tarway	Jul-21
	Motilal Oswal Next Trillion Dollar Opportunity Fund	Category III	Nifty 500	-0.10	7.20	17.30	13.60	-	6.80	Vaibhav Agarwal	Feb-22
	Motilal Oswal Hedged Multifactor Equity Fund	Category III	Nifty 500 TRI	-3.30	8.60	26.50	22.20	-	9.80	Sankaranarayana nan Krishnan	Feb-21
	Motilal Oswal India Excellence Fund - Series II	Category III	Nifty Midcap 150	0.40	9.40	29.40	26.80	-	20.10	Rakesh Tarway	May-22
	Motilal Oswal Vision 2030 Fund	Category III	Nifty 500	4.50	12.80	25.90	23.80	-	16.00	Vaibhav Agarwal	May-22
Nippon India Alternate Investments	Big Switch	Category III	Nifty Midcap 100	1.50	14.80	29.40	22.70	26.30	14.60	Varun Goel	Jan-18
	Financial Services	Category III	Nifty Financial Services	-2.90	5.90	16.70	18.20	22.40	9.10	Varun Goel	Jan-18
	India Millennial Opportunity	Category III	Nifty 500	-0.40	8.10	18.30	13.60	25.10	14.00	Varun Goel	Jun – 13
	The Next Billion	Category III	Nifty 500	0.20	11.40	21.60	13.60	23.90	14.50	Varun Goel	Jul-18
	The 5 Trillion Dollar Opportunity	Category III	Nifty 500	-0.30	11.50	22.60	16.30	24.70	22.80	Varun Goel	Jan-20
	Champions of the 21st Century	Category III	Nifty 500	0.20	11.60	21.50	19.10	-	20.20	Varun Goel	Feb-21
	Reimagine India Opportunity	Category III	Nifty 500	-1.10	9.40	18.10	15.00	-	13.00	Varun Goel	Feb-22
Sundaram Alternate Asset Ltd.	Sundaram Atlas	Category III	Nifty 500	-2.30	-2.20	9.00	4.20	-	9.60	Madanagopal Ramu	May-22
	Sundaram Atlas II	Category III	Nifty 500	-2.90	-3.00	6.00	-	-	7.90	Madangopal Ramu	Feb-23

Given list is that of "Category – III Alternative Investment Funds". "The performance related information provided herein above is not verified by Securities and Exchange Board of India ("SEBI")" Please read the Disclosure document and PMS agreement carefully before availing the aforesaid services to get more insight about the services and to understand the nature of investment and the various risk factors mention therein. Also refer the Disclaimer at the end of this presentation. "For existing customer only and not for circulation"

BlackOak Life Settlement Fund (LRS Scheme)

EXCLUSIVE

What is Life Settlement?

- A Life Settlement is the sale of an existing U.S. life insurance policy to a third-party buyer.
- In exchange for payment to seller, the buyer becomes the legal owner and beneficiary of the policy.
- The purchaser is responsible for future premium obligations and ultimately collects the policy maturity value when the policy matures.
- The policies have no investment component attached to them and offer a fixed maturity value upon maturity.

Portfolio key information

Weighted Average Age	80.6 Years
Weighted Average Life Expectancy	5.4 Years
Weighted Average AM Best Rating	A+
Number of issue and residency shares	40
Number of Insurance Company Holdings	67
North America	100%
Strategy AUM	682.6m

BlackOak's Investment Features

- **High Returns:** In a Life Settlement transaction the life insurance policies are purchased at a significant discount to the maturity amount (Net Death Benefit, NDB). This offers attractive returns typically around 8%-12% per annum, net of fees. Active management through tertiary market trading can enhance returns.
- **Secure Assets:** The counterparties for NDB payments are US insurance companies with investment grade ratings typically A+ and above.
- **Low Correlation:** Returns are largely dependent upon the timing of maturity of the policy. Consequently, an investor is exposed to the 'longevity risk' of an insured life surviving longer than projected
- **Low Volatility:** With a suitably diversified pool of life settlements returns are smoothed.

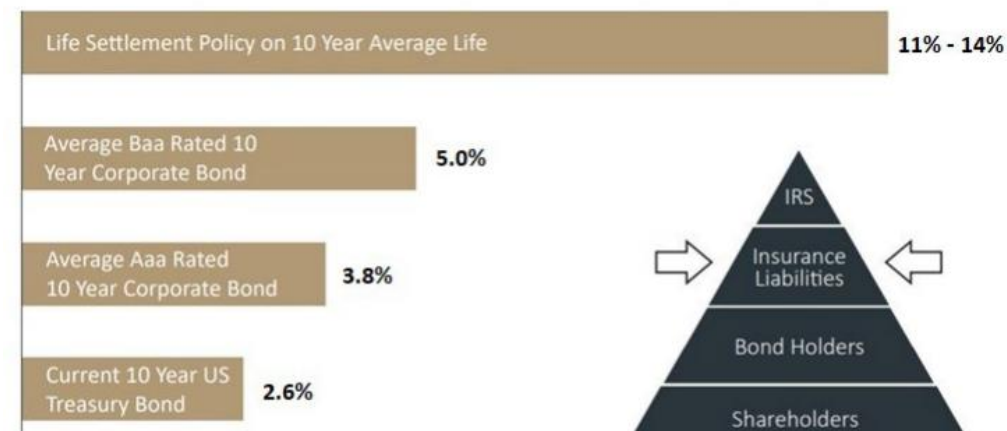
Investment Strategy

Active Portfolio Management – Analysis enables exploitation of short-term market opportunities aimed at optimizing returns at exit.

Insurance Backed Assets – Insurance liabilities rank above an insurance company's commitments to equity and bond holders.

Low Volatility – Life Settlement portfolio investments held to maturity are less volatile than traditional investments such as equities

Risk/return Profile



source: US Federal Reserve and Moody's; August 2022
note: chart is not to scale

Sundaram Alternatives – High Yield Secured Real Estate Fund IV (CAT II AIF)



Investment Objective:

The main investment objective of the Fund is to undertake activities of a Category II AIF and invest in high yielding debentures and mezzanine securities (including equities), of Indian entities involved with real asset industries that may include (but not limited to) real estate (residential, commercial, retail), logistics (warehouses, supply chain facilities, data centers, etc.), hotels (including hostels, resorts) and healthcare facilities (hospitals, senior care homes, etc.).

Key Underwriting Philosophy:

- **Downside protected investments** by low LTVs, cash flow priorities and regular coupons to de-risk
- **Multi layered security structures** – designed to incentivize timely repayments
- **Returns** by way of coupons, redemption premiums, dividends, and / or equity warrants in select cases
- Exits via
 - **Self-liquidating** assets / projects
 - **Upside case exits** from pre-repayments, expected to be a feature of the book
- **Secondary sales** of listed and unlisted debentures to interested private lenders.



Security Structure

- Mortgage of underlying project land / development rights
- Escrow of project receivables
- Pledge of shares / Guarantee (corporate / personal) of borrowing entity, as applicable
- Post-dated cheques
- Key covenants on sales, liquidity events, project costs, etc. to ensure close asset monitoring.



Deal Tenors

- ~3-4 years (lower average durations)
 - Repayment schedule
- Typically, quarterly repayments
Moratoriums: ~6-18 months
Predominantly amortizing; selectively repayments, redemptions

Real Estate Credit Business Overview

39 deals generating ~19%+ across three AIFs.

FACTORS	AIF HY RE Credit Series I (2018 vintage)	AIF HY RE Credit Series II (2020 vintage)	AIF HY RE Credit Series III (2021 vintage)
Fund Size	~ INR 404 cr	~ INR 435 cr.	~ INR 558 cr.
Portfolio Status	100% returned to investors within fund maturity	100% invested; now recycling capital	>90% invested; reaching the end of portfolio build
Portfolio IRR	~ 19.3%	~ 19%	~ 19%
Fund Tenor	4 Years	5 Years	5 Years
Deals Deployed	12	15	12



Fund Manager

- Arjun Sarkar
- Manoj Mahadevan



Locations

- Predominantly South India – Tamil Nadu, Karnataka, Telangana, Kerala, Andhra Pradesh
- Opportunistic Investments – Mumbai & Pune

Focused Mutual Funds

Focused Equity Funds with Returns	1yr	3yr	5yr	Since Inception
LARGE CAP FUND				
Canara Rob Blue-chip Equity Fund-Reg(G)	8.67	15.02	15.14	12.27
Mirae Asset Large Cap Fund-Reg(G)	6.61	14.86	12.99	14.81
Kotak Blue-chip Fund(G)	9.30	16.41	14.66	16.23
ICICI Pru Bluechip Fund (G)	13.37	19.71	14.64	14.05
LARGE & MID CAP FUND				
Kotak Equity Opp Fund(G)	17.02	21.88	17.63	18.15
Canara Rob Emerg Equities Fund-Reg(G)	10.45	18.61	16.16	16.83
SBI Large & Mid Cap Fund (G)	12.40	24.21	17.00	17.34
Mirae Asset Emerging Bluechip Fund (G)	9.25	20.17	17.86	19.44
MULTI CAP FUND				
ICICI Pru Multicap Fund(G)	19.42	24.32	16.33	14.63
Invesco India Multicap Fund(G)	20.34	22.82	15.83	15.13
Quant Active Fund (G)	12.00	30.35	23.46	18.68
FLEXI CAP FUND				
Canara Robeco Flexi Cap Fund (G)	9.47	16.25	15.07	17.07
Parag Parikh Flexi Cap Fund (G)	23.72	22.20	21.27	18.52
JM Flexi Cap Fund (G)	25.81	26.64	19.08	13.44
UTI Flexi Cap Fund-Reg(G)	4.60	12.97	14.04	14.28

Focused Equity Funds with Returns	1yr	3yr	5yr	Since Inception
FOCUSED FUND				
Kotak Focused Equity Fund (G)	8.21	17.65	NA	14.80
SBI Focused Fund (G)	12.96	18.21	15.72	18.36
Mirae Asset Focused Fund-Reg(G)	5.88	15.19	NA	16.35
MID CAP FUND				
Mirae Asset Midcap Fund	20.39	27.88	NA	24.60
Kotak Emerging Equity Fund (G)	20.36	28.17	20.69	14.08
Invesco India Midcap Fund(G)	22.16	24.92	18.42	15.24
SMALL CAP FUND				
Axis Small Cap Fund-Reg(G)	25.44	31.00	25.01	22.83
Nippon India Small Cap Fund	35.91	41.80	25.57	20.87
Edelweiss Small Cap Fund-Reg(G)	29.72	35.39	NA	27.77
ELSS FUNDS				
Parag Parikh Tax Saver Fund	14.52	22.04	NA	21.32
Mirae Asset Tax Saver Fund-Reg(G)	12.36	18.73	16.69	17.06
Canara Robeco Equity Tax Saver Fund (G)	10.17	18.80	17.20	18.70

* Returns are calculated as on 16th October, 2023

Please refer to the Scheme Information Document/Key Information Memorandum for detailed information and risk factors related to the Mutual Fund Scheme. Investors are advised to consult their own tax advisor on the tax implications of the ownership and sale of Fund and income. Refer the Disclaimer at the end of this Presentation.

Life Insurance

HDFC Life Insurance

Plans	Category
HDFC Life Click to Protect Life	Term
HDFC Life Sanchay Fixed Maturity Plan	Traditional
HDFC Life Sanchay	Traditional
HDFC Life Sanchay Plus	Traditional
HDFC Life Sanchay PAR Advantage - Immediate	Traditional
HDFC Life Sanchay PAR Advantage - Deferred	Traditional
HDFC Life Click2Inves	ULIP
HDFC Life Classic One	ULIP
HDFC Life Pension Guaranteed Plan - Immediate	Pension
HDFC Life Pension Guaranteed Plan - Deferred	Pension
HDFC Life Pro Growth Flexi	ULIP
HDFC Life Systematic Retirement Plan	Pension

NEW

Future Generali India Life Insurance

Plans	Category
FGI New Assured Wealth Plan	Traditional
FGI Assured Income Plan	Traditional
FGI Life Time Partner	Par
FGI Long Term Income Plan	Traditional
FGI Money Back Super Plan	Traditional

ICICI Prudential Life Insurance

Plans	Category
ICICI Prudential Life Time Classic	ULIP
ICICI Prudential Signature Plan	ULIP
ICICI Prudential Guaranteed Income for Tomorrow	Traditional
ICICI Prudential Guaranteed Income for Tomorrow LT	Traditional
ICICI Prudential Guaranteed Income for Tomorrow - Assured Income	Traditional
ICICI Prudential Future Perfect Plan	Traditional
ICICI Prudential Gold Plan	Traditional
ICICI Prudential iProtect Smart	Term

General & Health Insurance

❖ We have General & Health Insurance Plans offered by:

• HDFC Ergo

Bajaj Allianz

Iffco Tokio

ENGINEERING

Machinery Breakdown

Contractors All Risk

MARINE

Open Policy (Inland Transit)

Marine Cargo - Export - Sea Voyage

Marine Cargo - Import - Air/Post/Courier/Road/Rail

MOTOR CV

Commercial Vehicle - Package Policy

PROPERTY

Bharat Sookshma Udyam Suraksha

Standard Fire & Special Perils Policy New

Bharat Laghu Udyam Suraksha

TRAVEL

GROUP MEDICLAIM

Group Mediclaim (Foster)

MOTOR 2W

Two Wheeler - Package Policy

Two Wheeler -Liability Only Policy

Two Wheeler - Long Term

Motor Roadside Assistance Fee - Two Wheeler

Two Wheeler - OD only

Two Wheeler Package Policy - 5 years

PROPERTY

Burglary Insurance

Jewellers Comprehensive Protection Policy

Commercial Package Policy

Shopkeepers Package Policy

Office Package policy

Money Insurance

Jeweller's Block Insurance Policy

LIABILITY

Professional Indemnity

Professional Indemnity Insurance - Multi year

Individual Cyber Safe

MOTOR 2W

Private Car - Package Policy

Private Car - OD only Policy

Private Car - Liability Only Policy

PERSONAL ACCIDENT

Personal Accident - Individual

Group Personal Accident

RETAIL HEALTH

Individual Health

Family Floater

TRAVEL

Health Insurance

Care Health Insurance	
Care Advantage	Health
Care	Health
Care Supreme	Health
Care Senior	Health
Care Joy	Health
Care Plus	Health
Care Cancer Medium	Health
Care Freedom	Health
Care Classic	Health
Care Heart	Health
Care Explore	Travel
Super Medclaim	Critical Illness
Care Enhance	Super Top-up

Corporate Fixed Deposits & Bond Trading

❖ **Corporate Fixed Deposits:** You can invest in various private corporate fixed deposits through us such as in corporate fixed deposits offered by:

- HDFC Ltd
- Bajaj Finance
- Mahindra & Mahindra Finance Service Ltd

❖ **Bond Trading:** You can invest in various AA above rated Tax Free, Taxable Government/PSB/Corporate Bonds & G-Sec. Presently, Bonds issued by the following are available for investment through us:

- Muthoot Finance
- Andhra Pradesh Bank
- UP Power Corporation Limited 9.95%

❖ **Secondary Bonds Desk**

CATEGORY: PRIVATE BONDS				
Coupon	Security	Maturity	IP	Rating
6.75%	Piramal Capital & Hsg Finance Ltd 2031 (Secured) **	28-Mar-2022 (Partial redemption of 2.5% every coupon payment till 28-Sep-2026 and redemption of 7.5% thereafter till 26-Sep-2031)	28th Sep/28th Mar	AA by ICRA & CARE
11.95%	Ujjivan Small Finance Bank Ltd 2028 (Unlisted, Tier- II)	26-Apr-28	26th of Every Month	A+ by CARE
9.45%	Credit Access Grameen Limited 2024 (Secured)	23-Nov-24	23rd of every Month	AA- by IND Ratings
10.75%	MAS Financial Services Limited 2028 (Sub-Debt, Tier-2)	27-Oct-28	Last Day of Every Month	A+ by CARE
8.20%	INDIA GRID TRUST 2031 (SECURED)	06-May-31	06TH MAY	AAA BY CRISIL & IND RATINGS
8.25%	HDFC Credila Financial Services 2028 (Secured)	29-Mar-28	29-Mar Annual	CRISIL AAA, CARE AAA

CATEGORY: PSU BONDS				
Coupon	Security	Maturity	IP	Rating
8.25%	Bank of Baroda Perp	Call : 17-Jul-25	17th Jul	AA+ by CRISIL & IND Ratings
8.70%	Bank of Baroda Perp	Call : 28-Nov-24	28th Nov	AA by CRISIL & India Ratings
8.50%	State Bank of India Perp	Call : 22-Nov-24	22th Nov	AA+ by CRISIL & ICRA
7.59%	MTNL 2033 (GOI GUARANTEED)	20-Jul-33	20TH JAN/20TH JUL	AAA (CE) BY CARE & IND RATINGS

"For existing customer only and not for circulation"

Note – Investment in corporate fixed deposit and bond trading are facilitated by Third party and JMFS role is limited to providing referral services to such Third party Service Provider(s)
For latest rates and stock availability kindly get in touch with us.

Unlisted Shares

List of Unlisted
Shares we can
facilitate

- ❖ HDB Financial Services
- ❖ Hero Fincorp Ltd:
- ❖ HDFC Securities Ltd
- ❖ Pharmeasy
- ❖ Reliance Retail
- ❖ Studd Accessories
- ❖ Tata Technologies
- ❖ Care Health
- ❖ Kurlon Enterprise
- ❖ Capgemini Technologies
- ❖ Xerox
- ❖ Philip India
- ❖ Motilal Oswal Home Finance Ltd
- ❖ Tata Refractories Limited (TRL Krosaki)
- ❖ SBI Funds Management Pvt. Ltd.

For latest rates and stock availability kindly get in touch with us.

Note – Investment in unlisted shares are facilitated by Third party and JMFS role is limited to providing referral services to such Third party Service Provider(s)

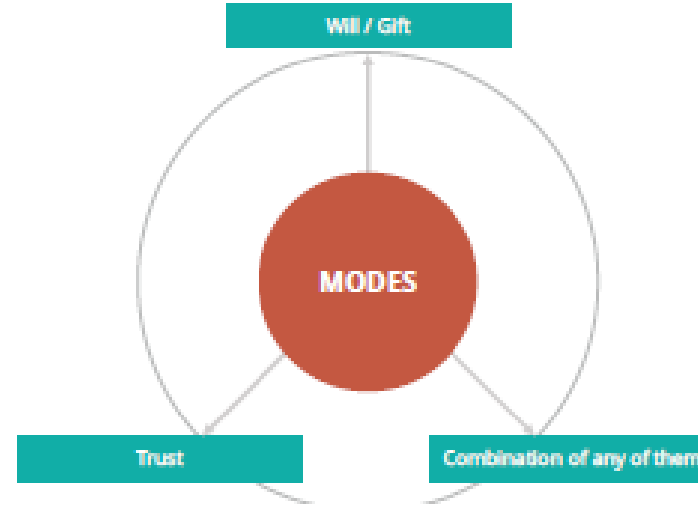
Estate & Succession Planning

Estate planning is the process of anticipating and arranging for the disposal of your estate during and after your lifetime.

An Estate Plan include –

Estate Management
Estate Preservation
Estate Legacy

Typical N



Who Needs a Succession Planning

- Business Houses, Entrepreneurs & Professionals;
- Nuclear family or Joint family;
- Family with no legal heir
- Family with beneficiaries across globe with different residential status;
- NRI family with assets in India;
- Inheritance tax planning;
- Protection from any unforeseen events;
- Any person who would like to distribute his asset as per his/her wish and not as per the governed law.

“In other words, every person needs a succession plan”

Advantages of Succession Planning

- Avoid disputes within or outside the family;
- Asset protection –against claims/litigation from within or outside the family;
- Asset protection during divorce & separation;
- Smooth distribution of wealth as per one’s wishes;
- Safeguard interests of the dependents;
- Efficient and uninterrupted management;
- Preservation of assets & Succession planning;
- Demarcation of personal & business income;
- Inheritance Tax planning;
- Planning for Old age/Medical emergencies
- Philanthropic aspirations.

Disclaimer

The investment in securities market are subject to market risks, read all the related documents carefully before investing. The information contained herein are strictly confidential and are meant solely for the information of the recipients of this document only and shall not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of JM Financial Services Ltd. ("JMFS"). The contents of this document are for information purpose only. This document is not an investment advice and must not alone be taken as the basis for an investment decision. This should not be construed as an offer to sell or buy the securities or other financial instruments and/or to avail any services of JMFS/ any service Provider. The information/details provided herein above have been provided by the Portfolio Manager to JMFS who is Distributor to the said Portfolio Manager and the said details have been shared on "as is" basis by JMFS. The recipient of this document must read all the product related documents including all the risk factors mentioned in the respective documents carefully before making any investment. Investments in securities market including, without limitation, investment through portfolio management services ("PMS") are highly risky and are subject to market risks including, without limitation, price, volatility, liquidity and capital risks. Recipients should not make any investments unless they can afford to take the risk of losing their entire investment. All recipients of this document must apply their independent judgment based on their specific investment objectives and financial position and using own independent legal and tax consultants, advisors, etc. as to the risks and the suitability of such investment to the recipient's particular circumstances before making any investment or disinvestment decision. The Recipient is solely responsible for any action taken based on this document. JMFS shall not be liable for any direct or indirect losses arising from the use of the information contained in the document and accept no responsibility for statements made otherwise issued or any other source of information received by the investor and investor would be doing so at his/her/its own risk. The information contained herein should not be construed as forecast or promise or guarantee or assurance of any kind. The investors are not being offered any assurance or guaranteed or fixed returns. In rendering this information, JMFS assumed and relied upon, all the information which was available to its disposal. JMFS does not warrant the accuracy, reasonableness and/or completeness of any information mentioned in this document. JMFS takes no responsibility of updating any data/information in this document from time to time. JMFS, its affiliates/associates and any of its directors, officers, employees and any other persons associated with this shall not be liable for any loss, damage of any nature, including but not limited to direct, indirect, punitive, special, exemplary, consequential, as also any loss of profit in any way arising from the use of the information given in this document in any manner whatsoever and shall not be liable for updating the same. The performance related information provided herein above is not verified by Securities and Exchange Board of India ("SEBI"). The investment objectives, allocation mentioned herein are indicative and there are no assurances/guarantee that the same would be achieved. The securities quoted, if any, are exemplary and are not recommendatory. In case of **Portfolio Management Services ("PMS")**, the information/details provided herein above with respect to the portfolio managers and their PMS products has been prepared solely based on the information/details provided by the respective portfolio managers whose PMS products are referred in this document and distributed by JMFS. The recipient of this document must read all the product related documents, PMS Agreement/ Disclosure Document including all the risk factors mentioned in the respective document carefully before making any investment under PMS to understand the nature of investment and various risks involved in the said investment. Past performance of the Portfolio Manager/Fund Manager/Investment Approach is not necessarily indicative of future performance of the Portfolio Manager/Fund Manager/Investment Approach; the actual returns/performance may materially vary from the past performances. The investment objectives, allocation mentioned herein are indicative and there are no assurances /guarantee that the same would be achieved. **The performance related information provided herein above is not verified by Securities and Exchange Board of India ("SEBI").**

In case of **Unlisted Shares** as stated above, there is no certainty that the said shares will be listed/publicly traded in future. JMFS neither represent nor give any assurance or guarantee of these shares getting listed on the exchanges. Since shares of unlisted companies are not listed on the exchanges, there is no market price. Unlike listed shares, the investor won't get information very easily for the Unlisted Shares. Hence, it would be difficult to ascertain the intrinsic value of the Unlisted Share and arrive at a fair value before investing. Unlisted Shares are inherently illiquid in nature and carry a larger liquidity risk in comparison to the securities that are listed on the exchanges. The availability of the buyer and seller for the Unlisted Shares may or may not be available. The disposal of the Unlisted Shares would entail longer than the required amount of time. As a result, the investor may not be able to sell such Unlisted Shares when he/she/it desires to do so or to realise what he/she/it perceives to be their fair value in the event of a sale. There is no assurance that the investor would get an exit. In case if the issuer company of an Unlisted Share gets their shares listed in future and the buyer holds the Unlisted Share of such issuer company as on the date of allotment under the IPO of the said issuer company, then the shares held by the buyer will be under lock-in for one year or such other period as may be specified by the regulator. This will restrict the buyer to sell/liquidate the said shares during the lock-in period. JMFS has not carried out any due diligence on any of the companies stated above.

Disclaimer

Any information about the said companies and prospective buyer(s)/seller(s) is provided without any liability or responsibility on JMFS to verify the factual accuracy of the same and shall not have any other responsibility or liability in that regard. The investor shall do their own independent enquiry/assessment/verification in this regard before they enter into transaction. Investments in Unlisted Securities are suitable for those investors who are willing to take high risk. It is not suitable for an investor with limited resources. Since the shares are not listed on the exchange, any buying/selling activity in the said shares are not administered, monitored and controlled by the exchanges. Any disputes/grievances in this regard will not be covered under investor protection or grievance redressal measures of the exchanges. “For existing customer only and not for circulation”

Note:

This document is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject JMFS and/or its affiliated company(ies) to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to a certain category of investors. Persons in whose possession this document may come, are required to inform themselves of and to observe such restrictions.

“For availing Portfolio Management Services of JMFS, investor can reach JMFS directly without any intermediation of third party engaged in distribution services, by emailing JMFS at nicky.joshi@jmfi.com.”

Note: The disclosure with respect to the PMS Distribution Commission to be received from the Portfolio Managers whose products/services are being distributed by JMFS is posted on its website www.jmfinancialservices.in. The recipient may access the same by clicking on this link <https://www.jmfinancialservices.in/updates/disclosures> .

JM Financial Services Ltd.

AMFI Registration No. ARN – 0002 AMFI Registered Mutual Fund Distributor

Corporate Identity Number : U67120MH1998PLC115415

Corp. Office: 5th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025. Tel: No.: (91 22) 6704 0404, Facsimile: (91 22) 6704 3136

Regd. Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025. Tel: No.: (91 22) 6630 3030, Facsimile: (91 22) 6630 3223