# 360 Z

# Hereford Funds – 360 ONE Focused India Fund (UCITS)

September 2024

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## **Our Business**



### Introduction to 360 ONE Wealth & Asset Management

#### **WEALTH MANAGEMENT**

- Advisory Services
- Broking Services
- Distribution Services
- Lending & Estate Planning

AUM: \$52.9 bn



CONSOLIDATED AUM: \$63.1 bn

#### **ASSET MANAGEMENT**

- Alternate Investment Funds
- Separately Managed Accounts (Portfolio Management Services)
- Mutual Funds
- Global Asset Management

AUM: \$10.2 bn

- 360 ONE WAM Ltd (formerly known as IIFL Wealth Management Ltd) is one of the largest wealth management firms in India managing an AUM of \$52.9 bn across 7,400 families worldwide
- 360 ONE WAM Ltd was listed on Sep 19, 2019 as a result of demerger of IIFL Finance Ltd
- The market capitalization of the firm is ~\$4.4 bn

AUM Figures for 360 ONE WAM Ltd includes custody assets and is as on June 30, 2024 and 360 ONE Asset is as of September 30, 2024. Market capitalization as of October 4, 2024. The overall AUM includes AMC assets which have been distributed by 360 ONE WAM. The same has been added and consolidated in the overall AUM

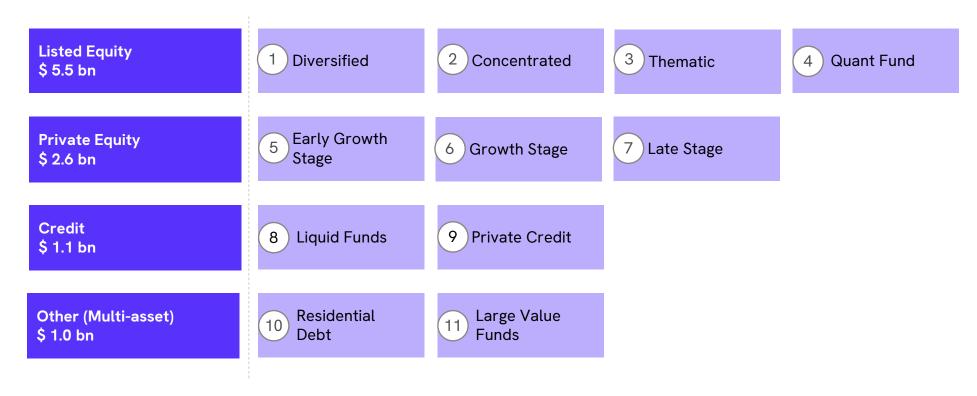
### **Shareholding Pattern**



(Wholly owned subsidiaries of 360 ONE WAM Ltd)

Shareholding on actual basis as on June 30, 2024.

### **Asset Management Capabilities - Asset Class Wise**



Total AUM: \$ 10.2 bn

Source: 360 ONE Asset Management. Data as on 30 September 2024. AUM for each asset class has been rounded off to the nearest decimal.

#### A Trusted Indian Partner

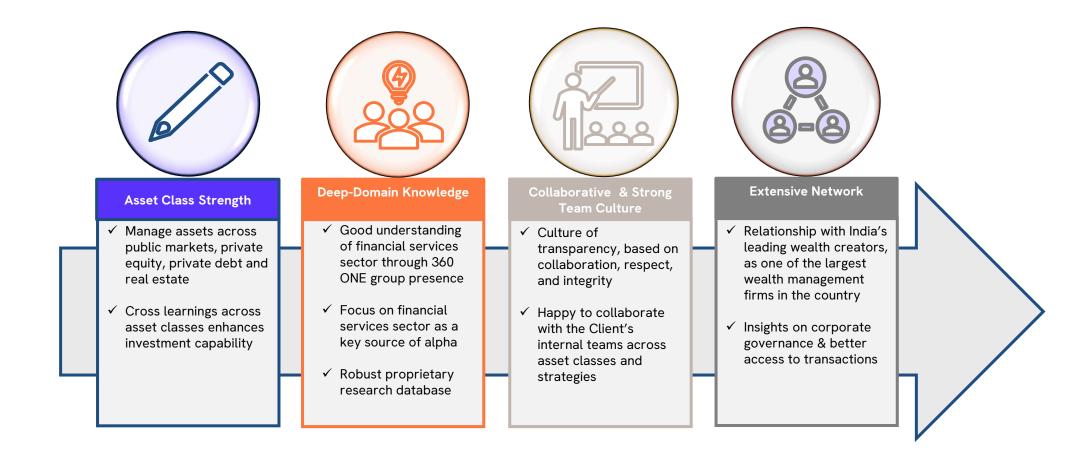
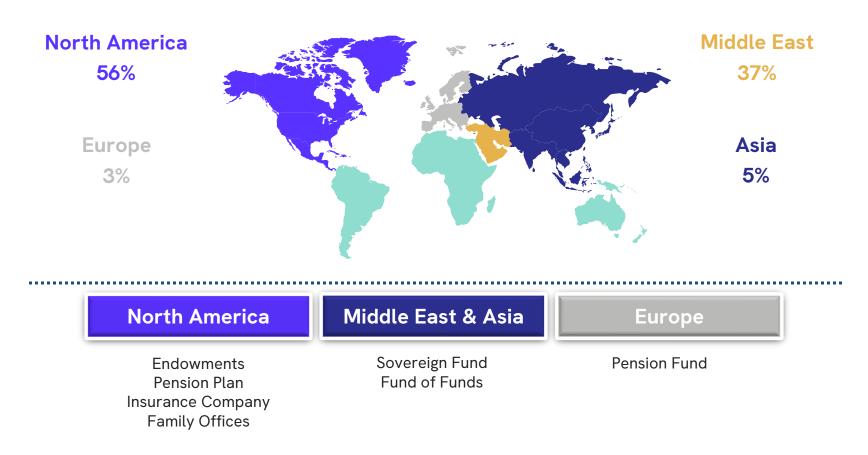


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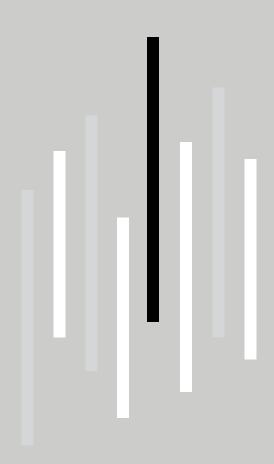
#### Offshore Institutional Presence

#### Institutional Offshore AUM ~\$3.3bn | ~\$3.1bn in Equity Mandates

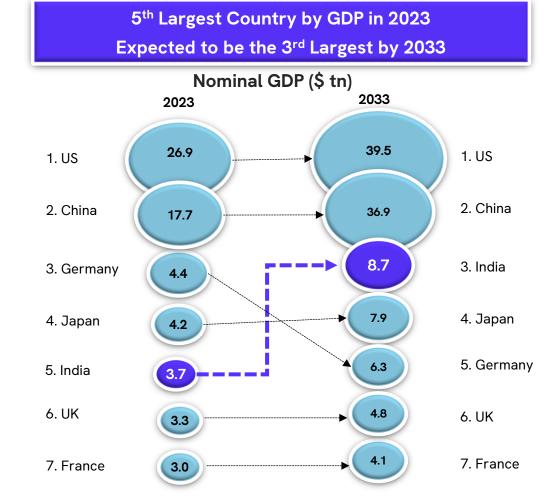


Note: Percentages denote the proportion of the total offshore AUM by region as on 31 August 2024. Percentages have been rounded off to the nearest integer. Numbers in USD

## India Opportunity



#### India's Economy - A Global Comparison

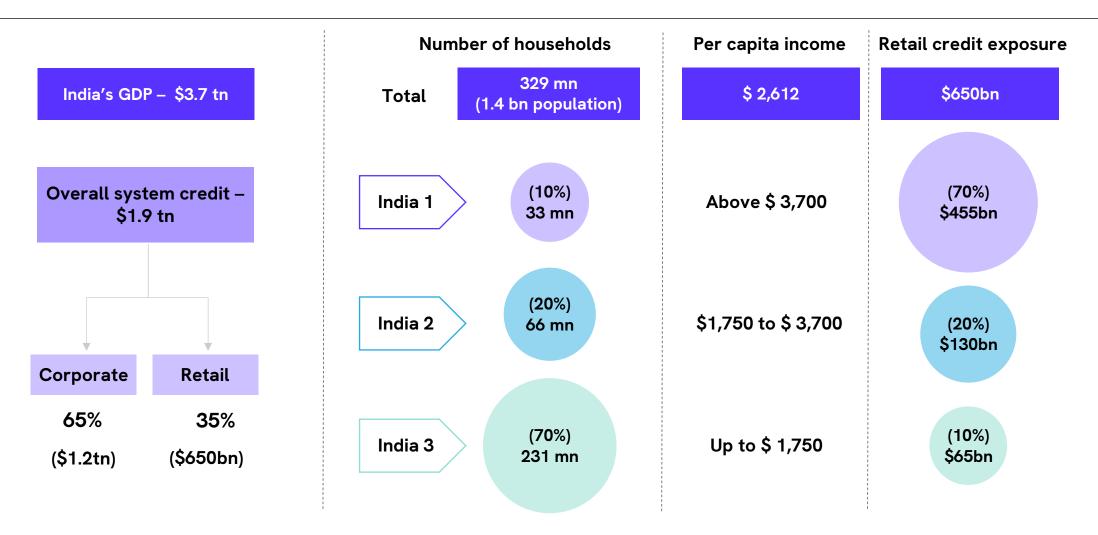






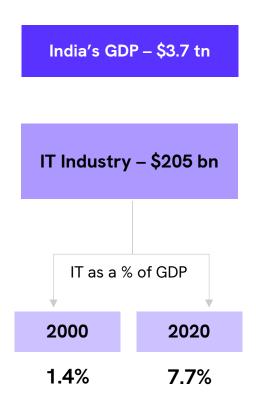
Source: For GDP, IMF World Economic Outlook- October 2023. India's GDP is estimated for FY24. GDP values for other nations are estimates for CY2023. For 2033 numbers - CEBR World Economic League Table 2024. For Market Cap data as of Sept 30, 2024. Historical and past performance are not a guarantee for future performance

### **Consumer Lending Opportunity**

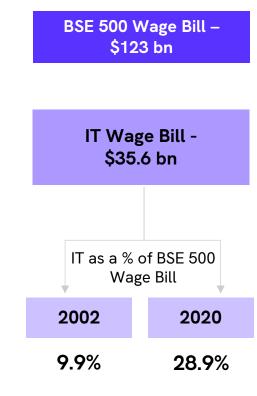


Source: World Inequality Database, UN World Population Prospects 2022, India's GDP as per FY23 2nd Advance Estimates, INR/USD = 82, Internal Estimates

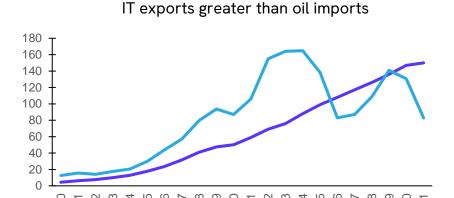
### **IT Sector Opportunity**



By 2030, the IT sector is expected to be close to 10% of India's GDP



Expected to hire 1.35mn people in the next 2 years (> than the total hiring in the last 7 years)



 For every job that is created in the IT sector, four jobs are created in the rest of the economy (NASSCOM-Crisil report).

Oil imports (\$ bn)

——IT Exports (\$ bn)

- Commercial real estate benefits due to an IT boom as the IT sector covers close to 50% of the annual commercial real estate supply.
- The share of women employees in IT work force is on the rise. For instance, Infosys in 2015 had 35% of its employees as women. That has moved to 39% as of 2021.

Source: Spark report on "Knock-on effects of hiring and wage hike in IT sector on consumption" dated Dec 13, 2021, World Bank, NASSCOM Source for India's GDP is World Economic Outlook April 2022 - IMF

#### Global Leaders on Manufacturing in India

We did grow strong double-digit (in India). It was a new March quarter revenue record for us. I see it as an incredibly exciting market and it's a major focus for us. In terms of the operational side or supply chain side, we are producing there, from a pragmatic point of view, you need to produce there to be competitive.

- Tim Cook, CEO, Apple (May 2024)

India is poised to emerge as the new manufacturing centre in the world. Foxconn continues to expand its presence in India in response to customer needs.

- Young Lui, Chairman and CEO, Foxconn (September 2023)

We will increase our manufacturing footprint in India to cater well to the domestic demand. Eventually, we see India manufacturing to help us better serve the rest of the world.

- Enrique Lores, CEO, HP (March 2023)

India is the fastest-growing market globally and offers a huge opportunity for Samsung. We were among the first companies to invest in India, and I am happy that the Noida factory has emerged as one of our biggest facilities, manufacturing not only for India, but for the world.

- JH Han, CEO, Samsung Electronics (July 2024)

We are not only accelerating presence in India from a retail perspective but also from the production perspective. India is the most important market for Decathlon. We expect to continue the high growth.

- Barbara Martin Coppola, CEO, Decathlon (April 2024)

We are working towards exporting \$10B per year from India by 2027 and are committed to strengthening logistics, skill development & supply chains to make India a global export leader in toys, seafood & other goods.

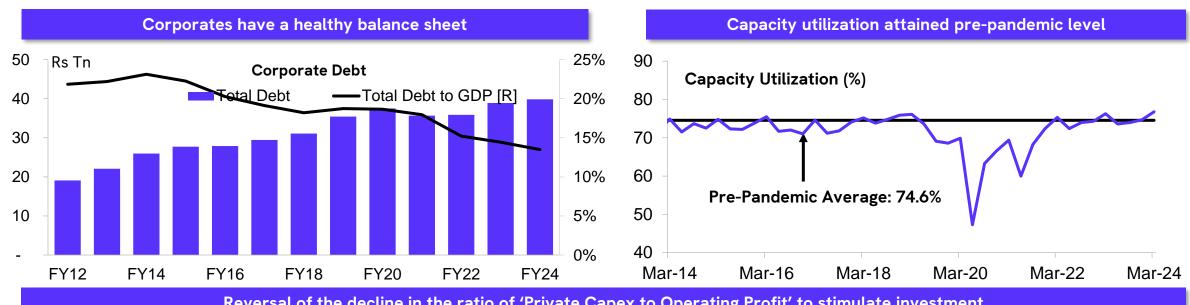
- Doug McMillon, CEO, Walmart Inc. (May 2023)

In recent years, the India (business) growth has been higher than the global worldwide average growth for us. Our India business teams are growing faster. The ongoing bid to expand precision manufacturing and quality manufacturing businesses are big drivers for growth in India. Within precision manufacturing, sectors like spacetech and medtech are really driving demand.

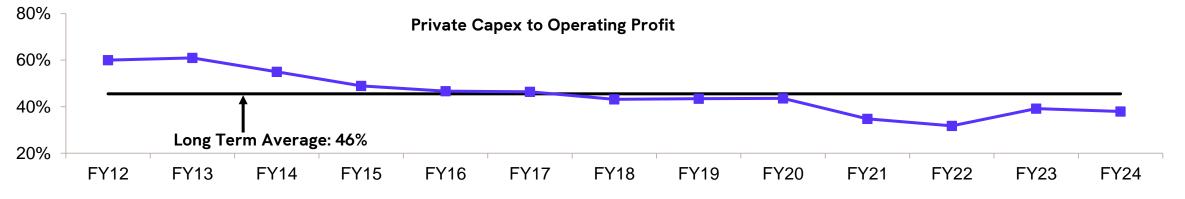
- Bernard Charles, CEO, Dassault Systèmes (October 2023)

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### Private capex is showing signs of revival

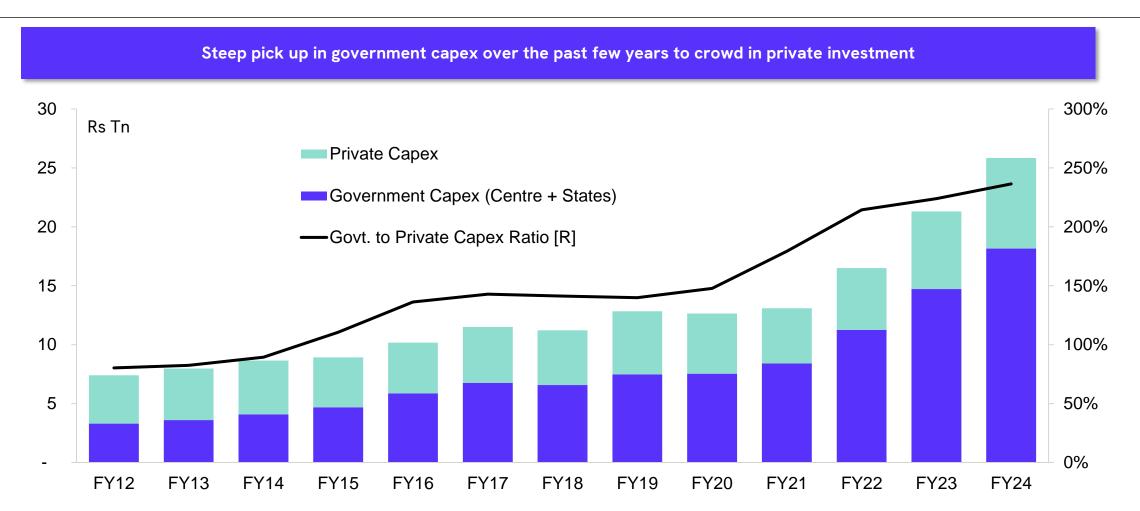






Source: RBI, MOSPI, Ace Equity Note: Total Debt and 'Private Capex to Operating Profit' corresponds to a set of 2500+ listed non-financial companies, internal estimates

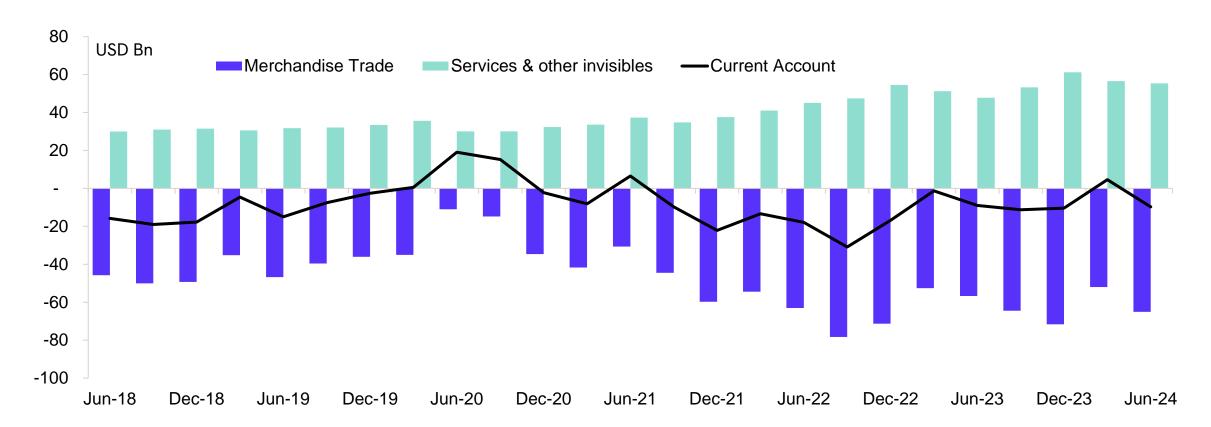
## Government takes the lead in capex, private sector to follow



Source: Budget Documents, RBI, AceEquity, internal estimates Note: Private capex corresponds to a set of 2500+ listed non-financial companies

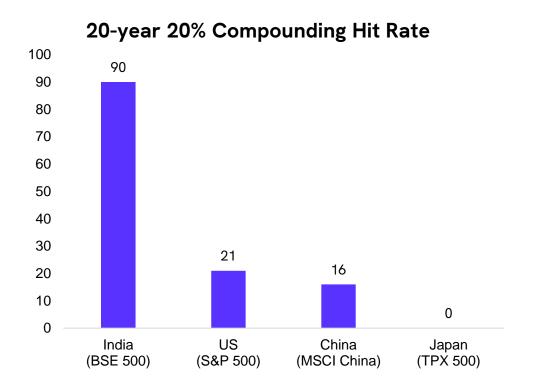
#### Current Account Deficit remains within manageable levels

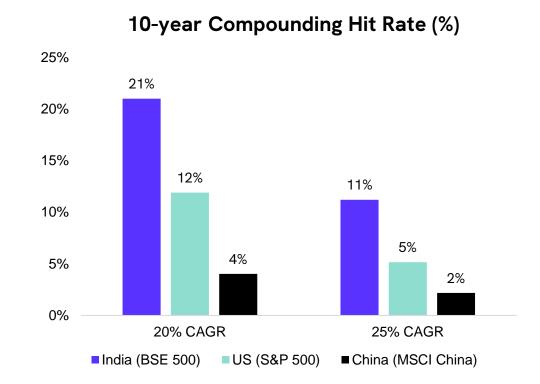
A combination of strong services exports and decrease in commodity prices results in reduction of current account deficit



Source: RBI

#### India's Stock Market - A Compounding Machine



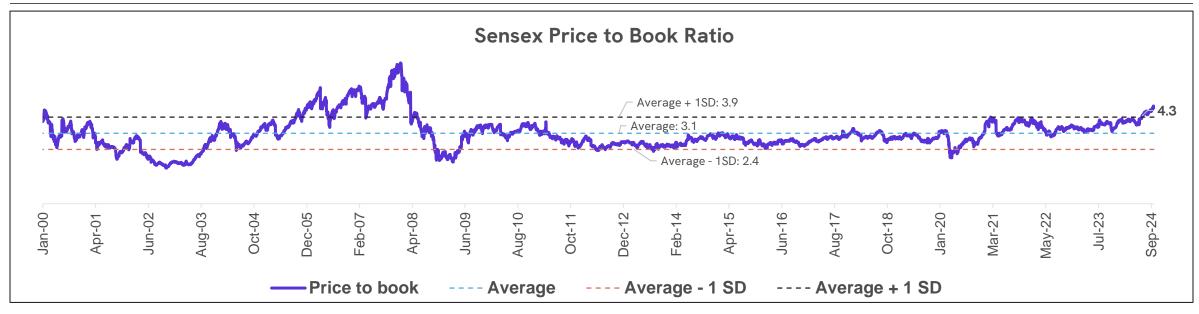


- The importance of investing in compounding stocks is well known
- Indian companies stand out over the long term

Source: Bloomberg. Data as on September 30, 2024.

As on September 30, 2024 there were around 596 stocks in the MSCI China index. Past performance is not a guarantee for future returns

#### **Current Valuations**



P/B range	5 year returns*	Time spent (%)
Less than 2	40%	4%
Between 2 & 3	13%	45%
Between 3 & 4	11%	41%
Above 4	4%	10% ← Currently, Sensex P/B in this range

Source: Bloomberg, BSE India. \*Median 5-year CAGR. Data from Jan 2, 2000 to Sept 30, 2024 Past performance may or may not be sustained in future.

## **Investment Framework**



#### Public Equity Team Structure: Fund Management

Building A Collaborative Team That Brings Together A Unique Set of Skillsets



Anup Maheshwari- Co-founder & CIO (28) MBA







Mehul Jani (19) (Financials & Consumer Staples) MSc, CFA



- Anup brings with him 28 years of investment experience. He joined 360 ONE Asset Management Limited (formerly known as IIFL Asset Management Limited) from DSP Investment Managers Private Limited (formerly known as DSP BlackRock Investment Managers Private Limited) in August 2018.
- He was associated with DSP BlackRock since July 1997 and was last designated as the Chief Investment Officer, Equities.
- For a brief period between December 2005 and May 2006, he was the CIO at HSBC Asset Management before returning to DSP BlackRock. Previously he was also associated with Chescor, a British fund management firm managing three offshore India equity funds. Anup is an alumnus of IIM Lucknow

#### **Fund Managers**



Mayur Patel (18) (Oil & Gas and Industrials) CA, CFA









Nishant Vass (14) (Automobiles, Telecom, Internets) MBA





Parijat Garg (16) (Quantitative Research, ESG) M.Tech, CFA







360 ONE Asset

#### Public Equity Team Structure: Research Team

Building A Collaborative Team That Brings Together A Unique Set of Skillsets

#### **Research Team**

Alpesh Mehta (18)

(BFSI)

**MBA** 





Alok Ranjan (7)

(Capital Goods, Infrastructure, Power & Metals) **MBA** 



Ashish Ongari (5)

(Quant Research and Development) **B.Tech** 





Aniket Sethi (10)

(Consumer Staples, Discretionary)





Akshay Ramnani (6)

(IT) CA







Manu Maharaj. S (1)

(General Research)

MBA

Vikram Chhabra (9) (Senior Economist)

**MBA** 



R. Vaidyanathan (8)

(Cement & Building Material)

**MBA** 



Soumya Turakhia (5)

(BFSI)

CA

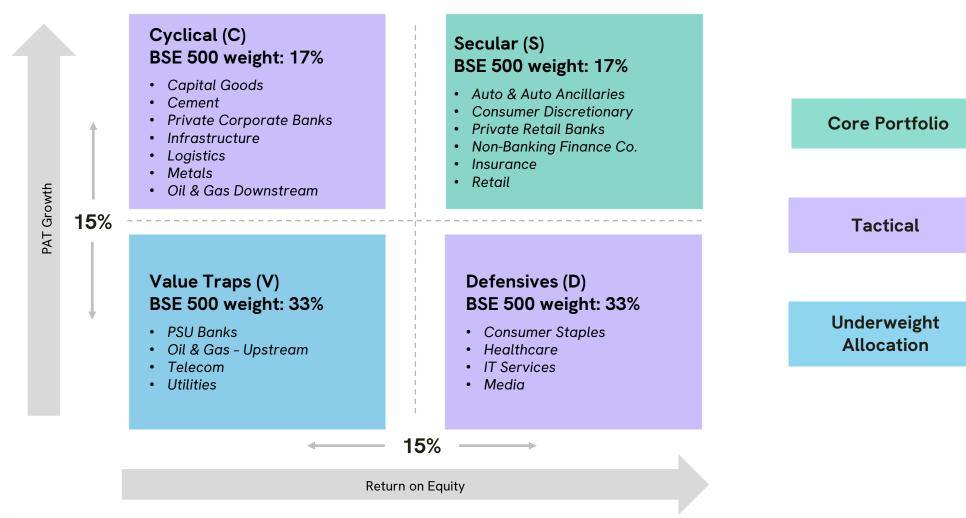
ANEJA ASSOCIATES

Simran Suryawanshi (1)

(General Research)

**MBA** 

#### **SCDV Framework**



Data as on Sept 30, 2024

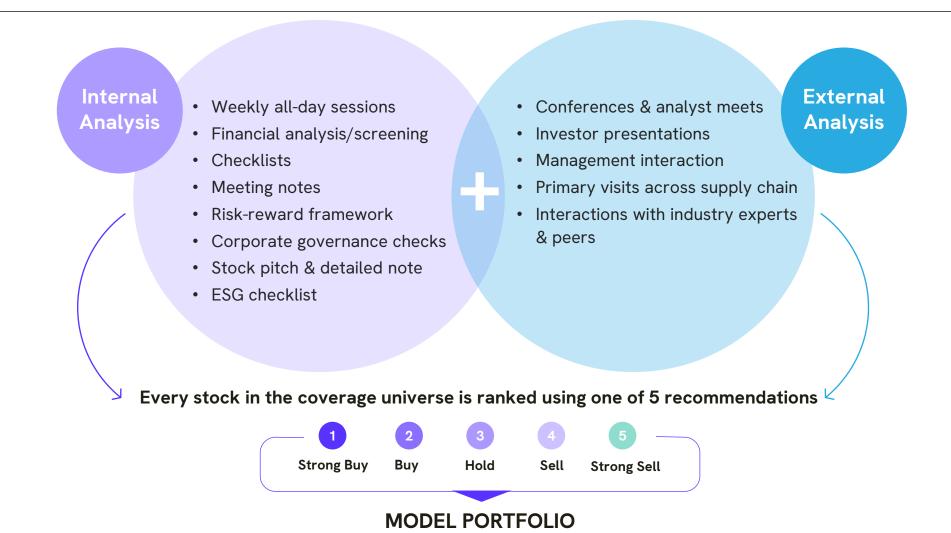
#### **SCDV Historical Performance**

Year	Secular	Defensive	Cyclicals	Value Traps	BSE 200 TRI
2007	44.1%	41.8%	69.3%	110.6%	62.3%
2008	-47.2%	-48.5%	-62.5%	-67.7%	-55.9%
2009	123.0%	108.6%	144.2%	118.0%	90.9%
2010	19.6%	23.7%	10.7%	-2.0%	17.8%
2011	-27.7%	-34.3%	-43.7%	-46.5%	-26.0%
2012	35.8%	31.7%	51.7%	51.9%	33.2%
2013	-2.4%	-1.3%	-18.1%	-12.6%	6.1%
2014	53.6%	50.8%	49.7%	34.5%	37.4%
2015	-0.7%	-5.8%	-4.4%	2.6%	-0.2%
2016	9.1%	0.4%	1.3%	2.5%	5.4%
2017	42.9%	36.2%	39.5%	43.8%	35.0%
2018	-7.0%	-4.6%	-14.1%	-23.5%	0.8%
2019	2.1%	3.3%	-6.5%	-10.2%	10.4%
2020	27.5%	14.1%	6.6%	10.9%	17.9%
2021	34.5%	19.3%	62.8%	57.9%	29.1%
2022	-6.3%	-1.3%	0.4%	18.6%	5.7%
2023	28.6%	41.2%	40.1%	40.6%	24.5%
2024*	21.8%	35.6%	33.8%	36.5%	24.9%
CAGR^	13.9%	10.9%	9.6%	8.8%	12.4%

Returns of equal weighted baskets during calendar years for BSE 200 Index. \*Data as on Sept 30, 2024. ^CAGR is for the period Dec 31, 2006 to Dec 31,2023. Past Performance may or may not be sustained in future. Source: Internal, Bloomberg. Returns for BSE 200 TRI is calculated using the index value

#### **Investment Process**

Above information on stock process is for all equity related strategies of 360 ONE Asset



#### Team Meetings & Research Interactions

Analyse

Learn

Introspect

#### **Daily Morning Calls**

- New ideas or update on work-in-progress ideas
- Material updates on companies or industry
- Regulatory changes affecting the fund or the portfolio companies
- Macro economic updates

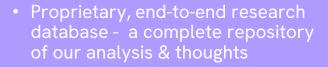
Weekly Wednesday "All Day"
Brainstorming Sessions





- Model portfolio reviews/ recommendations
- Balance sheet analysis
- Discussions with industry experts
- Analysis of interesting reports, annual reports, & investor presentations
- Attribution reports
- Risk reports
- Manager reviews of funds
- Lessons from hits/misses





 The platform is core to the team's collaborative culture and organized according to our investment approach

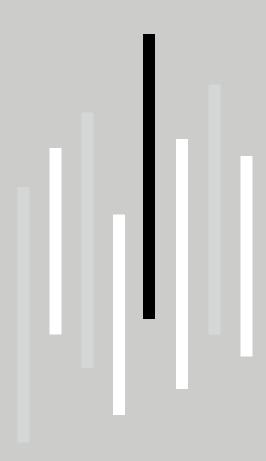
Link to 360 ONE AMC Wiki page

## 360 ONE WIKI - Proprietary Research Management System



- 360 ONE WIKI is a proprietary, end-to-end research management system
- It helps in maintaining analysts' research recommendations & fund actions, running screeners, recording company details, documenting management meetings, maintaining financial models, etc
- This platform is core to the team's collaborative culture and organized according to our investment approach
- It was first implemented across the listed equity team, but now it is being implemented across the teams of the other asset classes

## **Fund Details**



### Hereford Funds - 360 ONE Focused India Fund (UCITS)

#### Performance

#### Monthly Performance of UCITS (%) \*

		2023			2024						Since					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	3m	6m	Inception (Sept 30, 2022)^
360 ONE Focused India Fund (Class L1)	1.7	-3.6	6.8	5.3	1.0	2.2	0.2	6.6	0.5	6.8	3.9	-0.8	0.03	3.1	18.0	23.3
MSCI India IMI Index	1.5	-2.9	7.2	7.7	3.1	2.0	-0.2	3.6	0.5	7.5	4.3	1.0	2.2	7.6	20.5	26.5

#### Track Record – Reference Strategy (%) \*\*

	1 Year	3 Years	5 Years	Since Inception	Inception Date
360 ONE Focused Equity Fund (direct growth series)	38.6	15.3	21.2	15.3	Oct 30, 2014
MSCI India IMI Index	41.6	12.9	18.0	10.6	

#### Important Notes:

- \*Returns for Hereford Funds 360 ONE Focused India Fund (UCITS) are net of taxes; ^CAGR
- \*\*Track record represents the performance (gross of taxes) of the reference strategy (360 ONE Focused Equity Fund) managed by the Investment Manager. The current investment team joined the organization in September 2018. This is provided for information purpose only and shall not be considered as a solicitation for making investments as this strategy are not available for investors in the European Economic Area.
- UCITS's investment strategy is similar to the Reference Strategy except for investment restrictions followed as per Indian and Luxembourg regulations. The performance of Reference Strategy and the UCITS Fund are strictly not comparable. The data for Reference Strategy is provided for information purpose only and shall not be considered as a solicitation for making investments as this strategy is not available for investors in the European Economic Area.

## Hereford Funds - 360 ONE Focused India Fund (UCITS)

Top 10 Holdings

Company	Weight (%)	GICS Sector
HDFC Bank	7.8	Financials
ICICI Bank	7.1	Financials
Infosys	6.1	Information Technology
Tata Motors	6.1	Consumer Discretionary
NTPC	5.7	Utilities
Cholamandalam Investment Finance	5.1	Financials
Bharti Airtel	4.9	Communication Services
Indus Tower	4.4	Communication Services
Larsen & Toubro	4.3	Industrials
Motherson Sumi Wiring India	3.6	Consumer Discretionary

## Hereford Funds - 360 ONE Focused India Fund (UCITS)

#### Portfolio Quants

#### **Sector Allocation**

GICS Sector	Portfolio	Benchmark	
Financials	30%	23%	
Consumer discretionary	15%	13%	
Industrials	15%	12%	
Communication services	10%	4%	
Information technology	8%	11%	
Utilities	6%	5%	
Materials	5%	9%	
Health care	4%	7%	
Energy	3%	8%	
Consumer staples	0%	7%	
Real Estate	0%	2%	
Cash and Cash Equivalent	3%	0%	

#### **Segment Breakup**

Segments	Portfolio	Benchmark
Secular	35%	15%
Cyclical	21%	16%
Defensives	28%	33%
Value Trap	13%	34%

#### **Market Capitalization**

Market cap	Portfolio	Benchmark
Large cap	60%	67%
Mid cap	19%	18%
Small cap	18%	15%
Cash	3%	0%

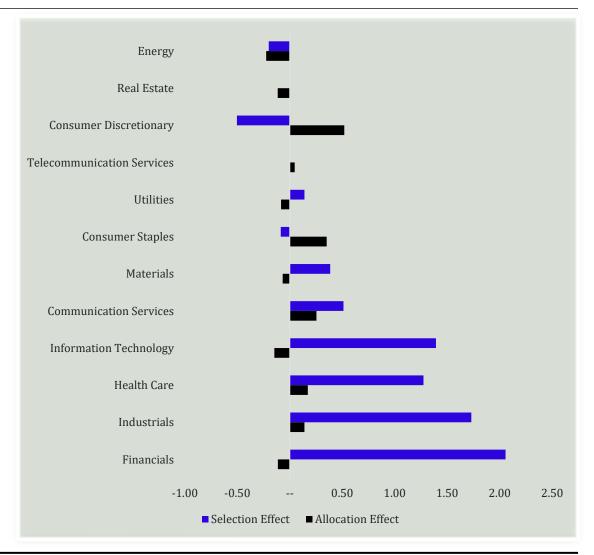
#### **Portfolio metrics**

Metrics	Portfolio	Benchmark
P/E	21.1	24.2
P/B	4.0	3.9
ROE	19.1%	16.0%
EPS Growth (FY24-26E)	26.7%	16.5%

## Gross Performance Attribution Analysis (Sept 2018 - Sept 2024)

Reference Strategy – 360 ONE Focused Equity Fund

	Port	folio	Bench	Benchmark		Attribution		
Sector	Average Weight (%)	Total Return (%)	Average Weight (%)	Total Return (%)	Allocation Effect (%)	Selection Effect (%)	Total Effect (%)	
Financials	34.76	17.26	30.78	12.08	-0.11	2.06	1.94	
Industrials	8.80	47.32	7.86	24.33	0.14	1.73	1.87	
Health Care	8.11	29.30	5.57	17.06	0.17	1.27	1.45	
Information Technology	12.91	26.33	11.72	16.92	-0.15	1.39	1.25	
Communication Services	5.06	32.74	2.71	17.51	0.25	0.51	0.77	
Materials	6.53	27.65	9.53	18.84	-0.07	0.39	0.32	
Consumer Staples	1.83	2.81	8.82	12.72	0.35	-0.09	0.27	
Utilities	2.53	27.83	3.63	26.62	-0.08	0.14	0.06	
Telecommunication Services	0.06	113.13		_	0.05	-	0.05	
Consumer Discretionary	11.34	12.56	9.24	19.26	0.52	-0.50	0.02	
Real Estate		_	0.79	28.53	-0.12	-	-0.12	
Energy	3.51	5.46	9.33	15.67	-0.22	-0.20	-0.43	
Others	4.57	4.09	0.02	18.54	-0.56	-0.07	-0.63	
Total	100.00	23.38	100.00	16.58	0.17	6.63	6.80	



## Hereford Funds – 360 ONE Focused India Fund (UCITS)

Terms and Fees

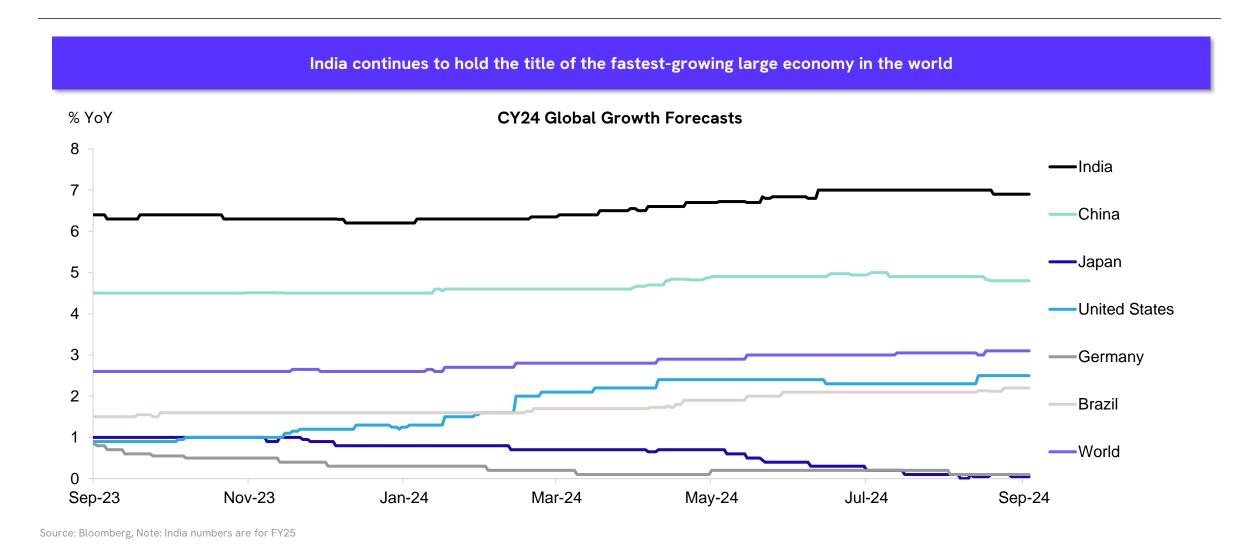
Fund Name	Hereford Funds – 360 ONE Focused India Fund
Investment objective	To provide long term capital growth primarily through investment in equities and equity-linked securities of Indian companies or companies deriving a significant portion of their business from India.
Launch Date	30 <sup>th</sup> September 2022
Fund Structure	UCITS V
Domicile	Luxembourg
Investment Manager	360 ONE Asset Management Ltd, India (formerly known as IIFL Asset Management Ltd)
Management Company	HF Arode Asset Management S.A.
Dealing	Daily
Fund currency	USD
Benchmark	MSCI India IMI Index (USD), only for comparison purpose
Dividend Policy	Accumulation policy across all share classes

Share Class	Al	ВІ
ISIN	LU2444713585	LU2444715366
Investor Type	Institutional	Institutional
Minimum Investment	\$100,000	\$5,000,000
Management Fee p.a.	1.00%	0.75%

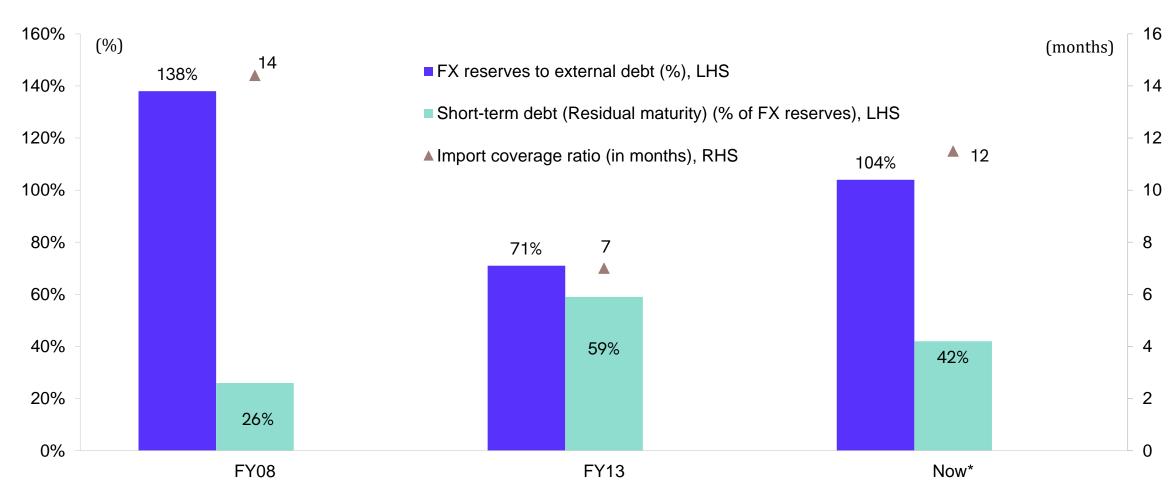
## India's Macro



## India is expected to register strong growth

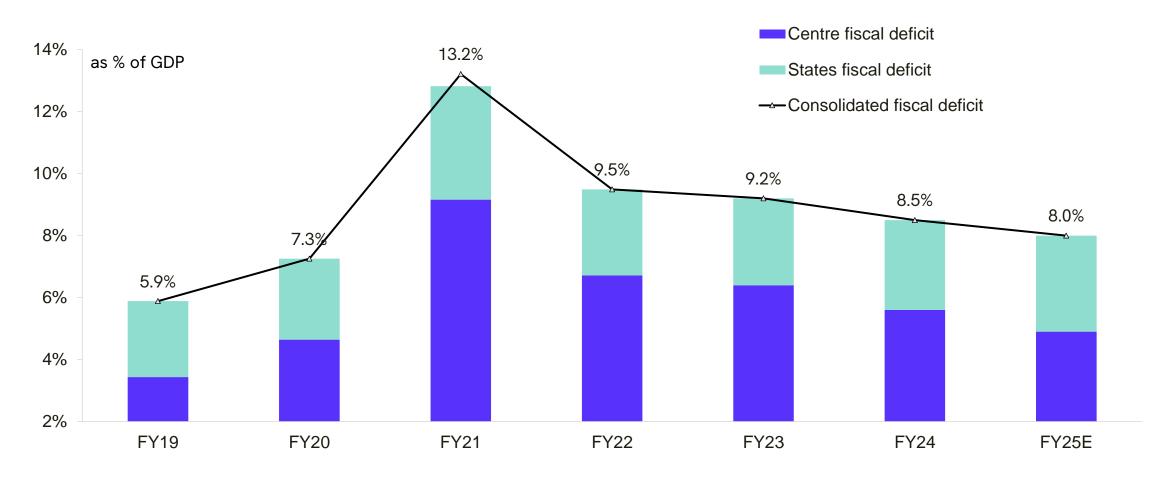


## India's external vulnerability risks



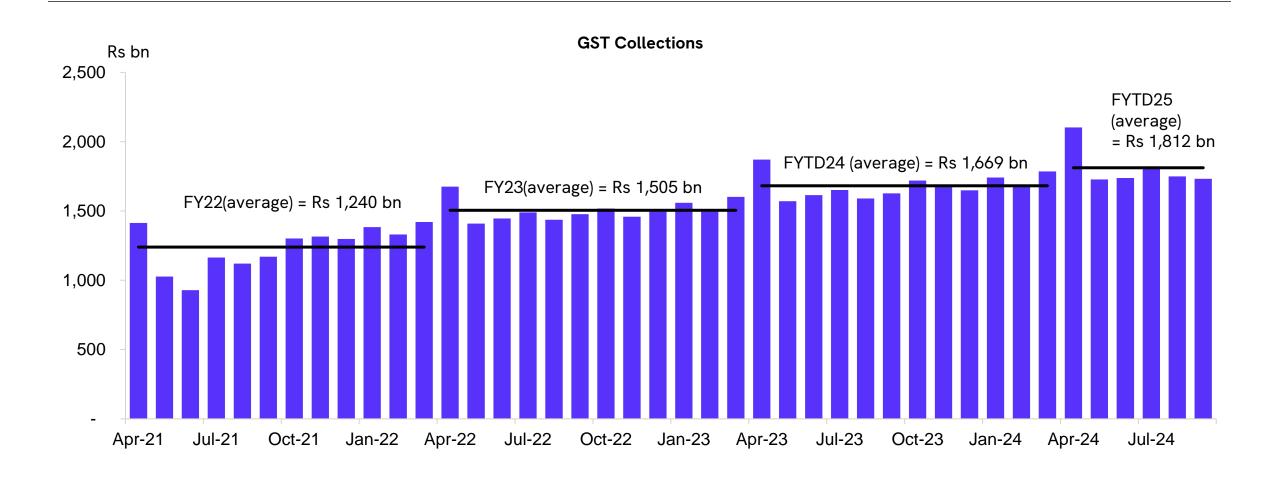
Source: RBI, UBS. Note: FX reserves as of 20 September 2024, import coverage as of August 2024 calculated on a 6-month trailing average basis

#### **Fiscal Deficit**



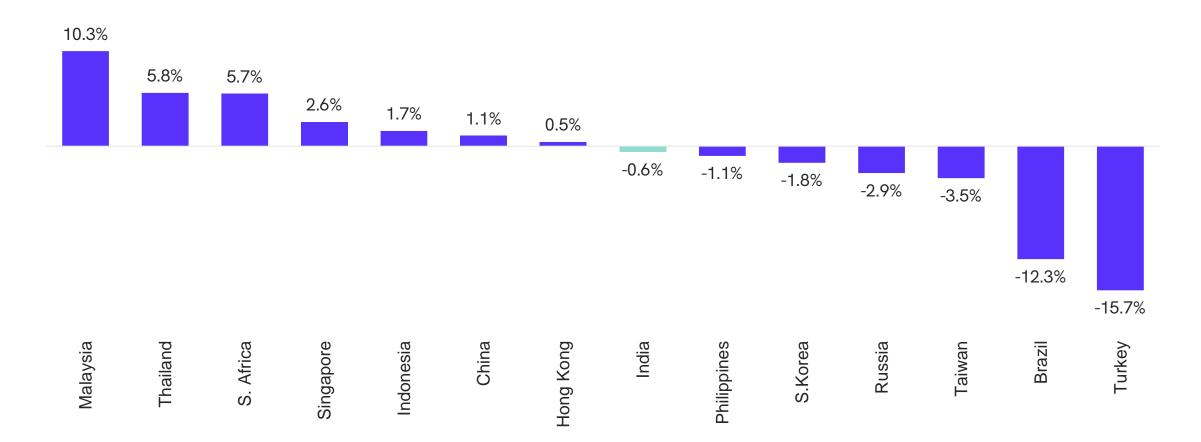
Source: RBI, Budget documents, UBS. Note: FY24 states FD is based on actual data of 27 states. FY25 centre's deficit is based on final budget estimates and States FD is UBS estimates.

## GST collections remain robust



Source: PIB, CGA, UBS. Note: GST collection includes Central GST, State GST, Integrated GST and Compensation cess before tax refunds

# **Currency movement (YTD)**

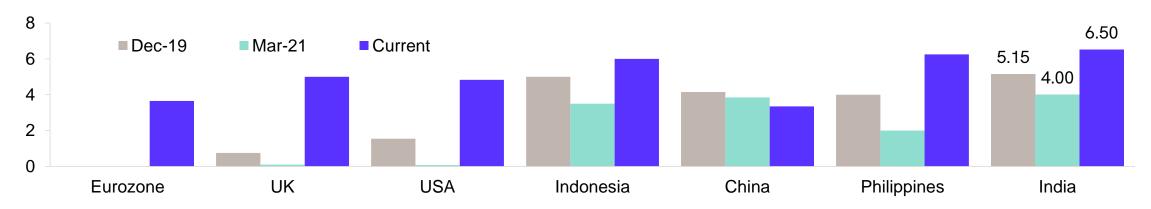


Source: investing.com. Data as of 30<sup>th</sup> September 2024

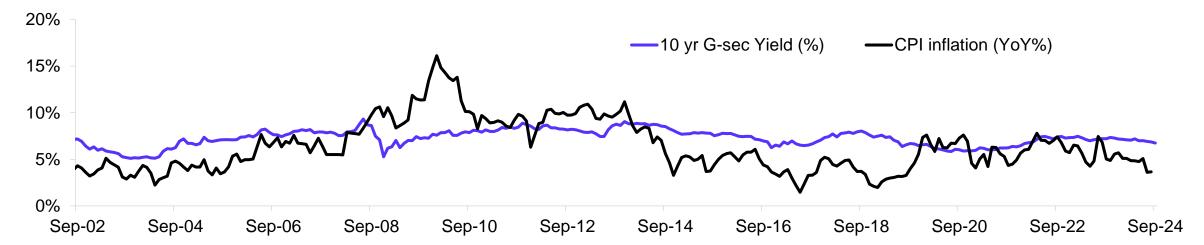
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### **Interest Rates**



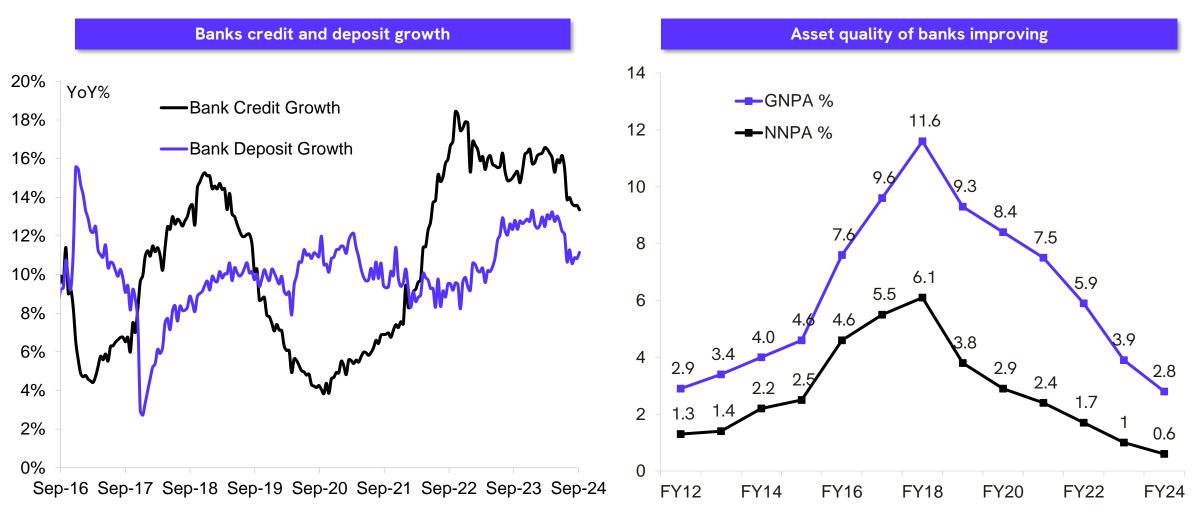


Note: Current rate as of 2<sup>nd</sup> October 2024



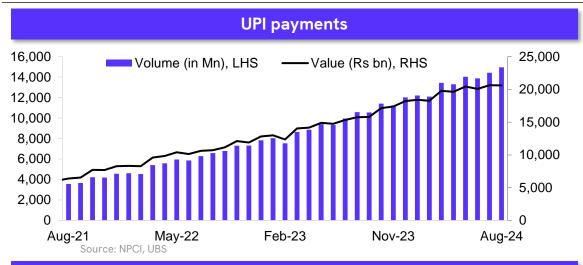
Source: Investing.com, Data as of 30th September 2024

## Credit growth remains robust while asset quality improves

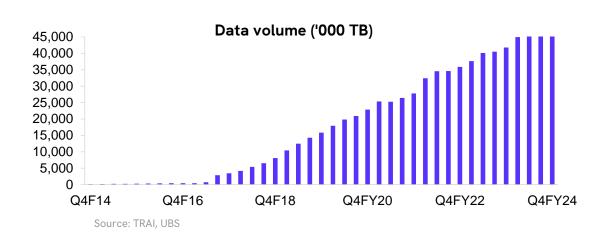


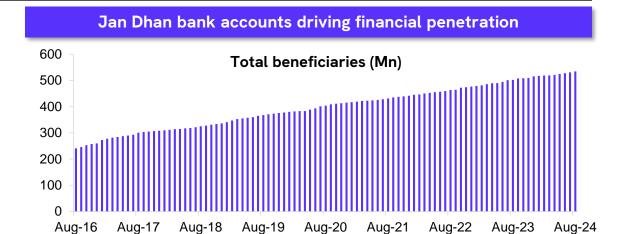
Source: RBI Note: Credit and Deposit growth adjusted for HDFC-HDFC bank merger

## Digitalization & Financial Penetration









Source: Pradhan Mantri Jan Dhan Yojana, UBS

#### Ease of doing business rank has improved

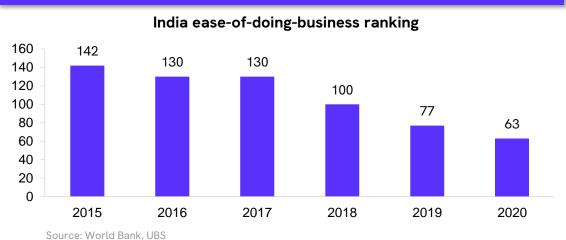
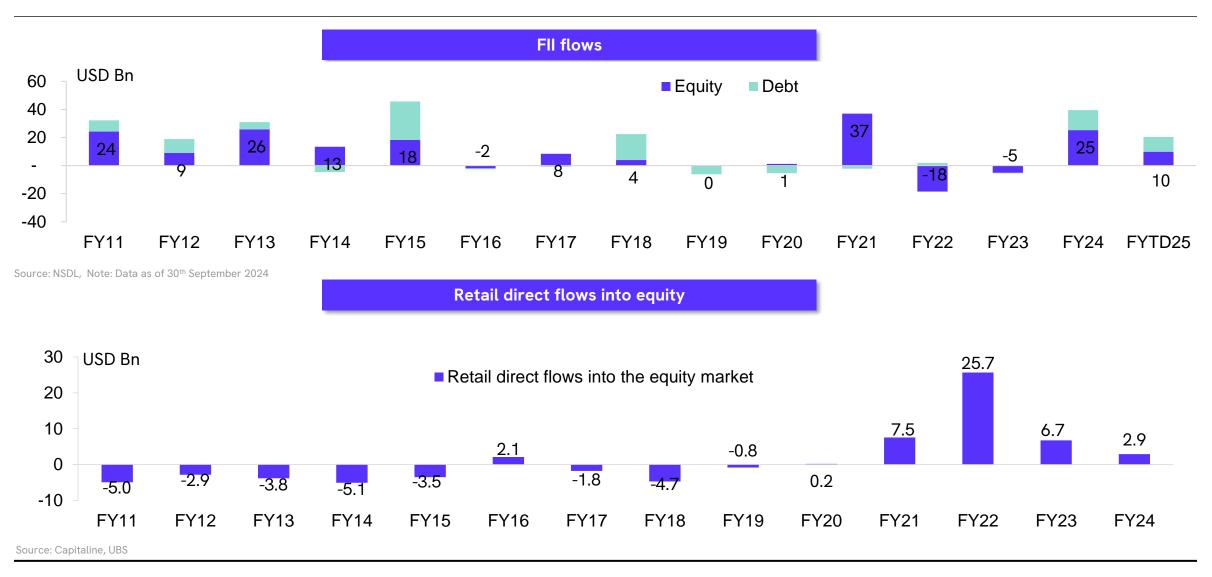


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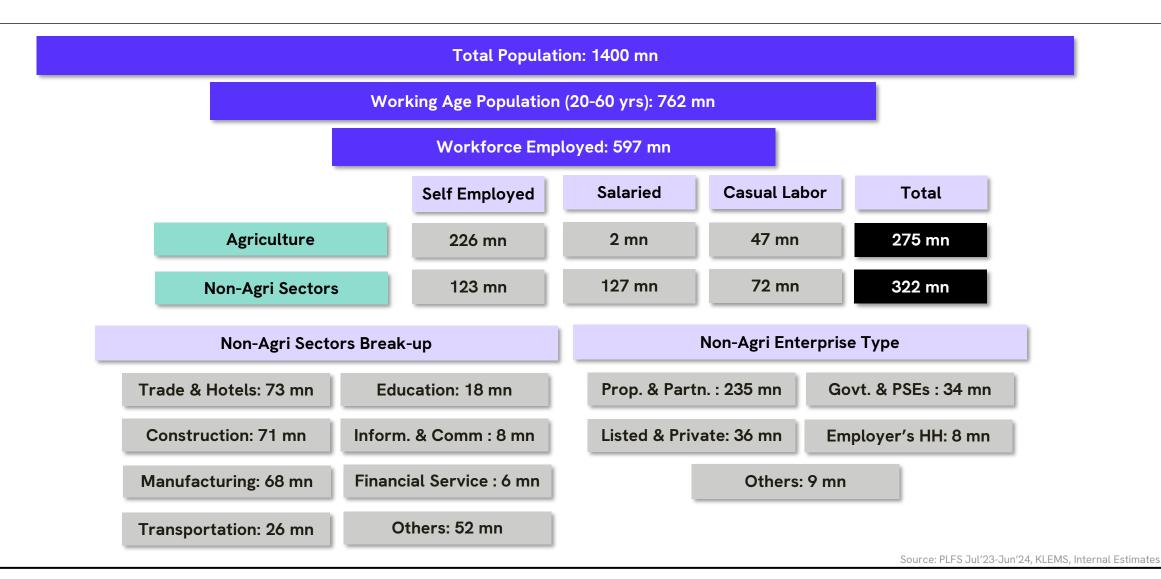
### Flow Trend



# Annexure



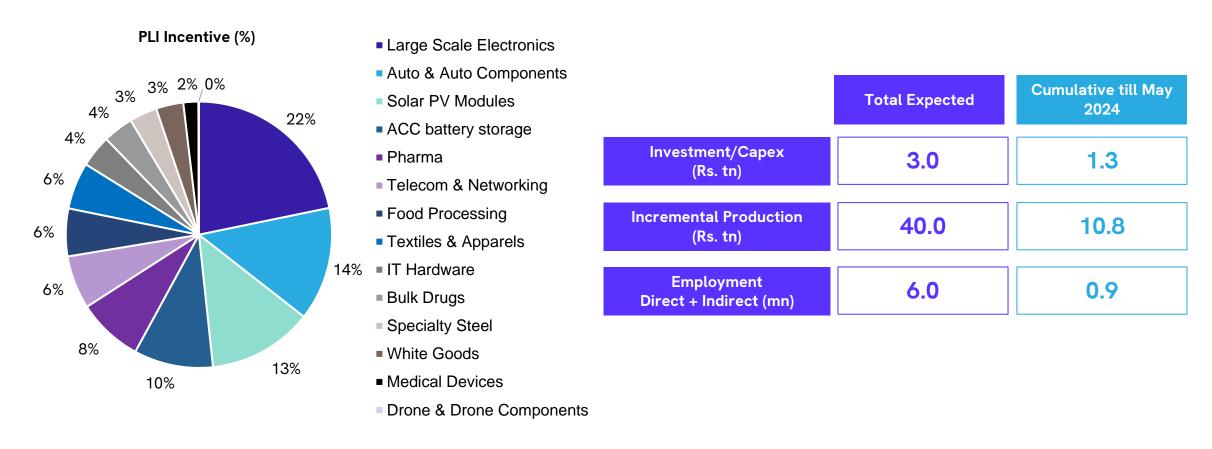
## **India Employment Statistics**



360 ONE Asset

## PLI Scheme - A Catalyst for Private Sector Investments

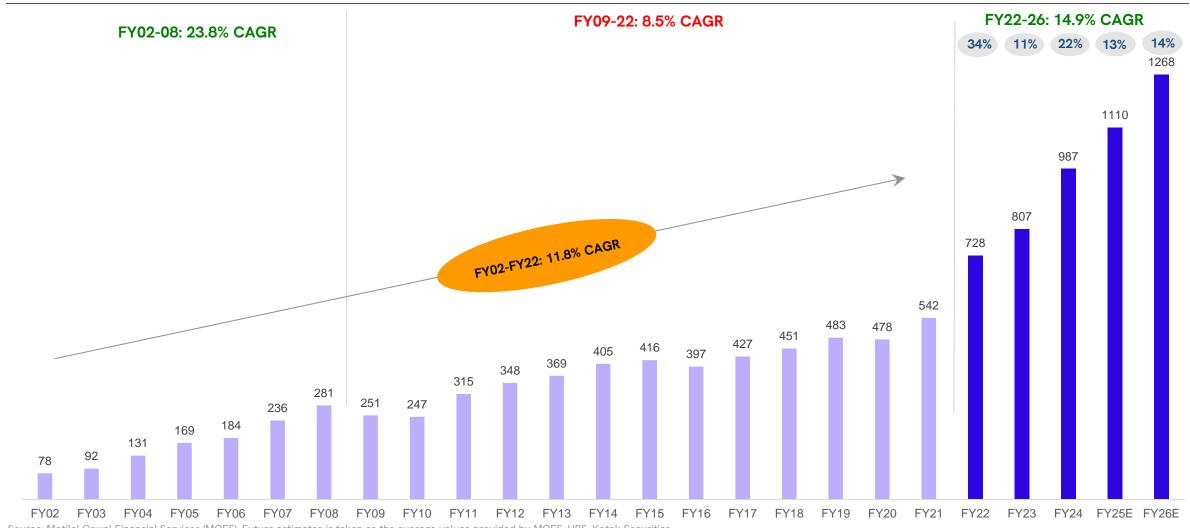
Production Linked Incentive (PLI) Schemes for 14 key sectors were announced with an outlay of Rs 1.97 tn to enhance India's manufacturing capabilities



Source: The Financial Express, Invest India, PIB, 360 ONE Asset Research

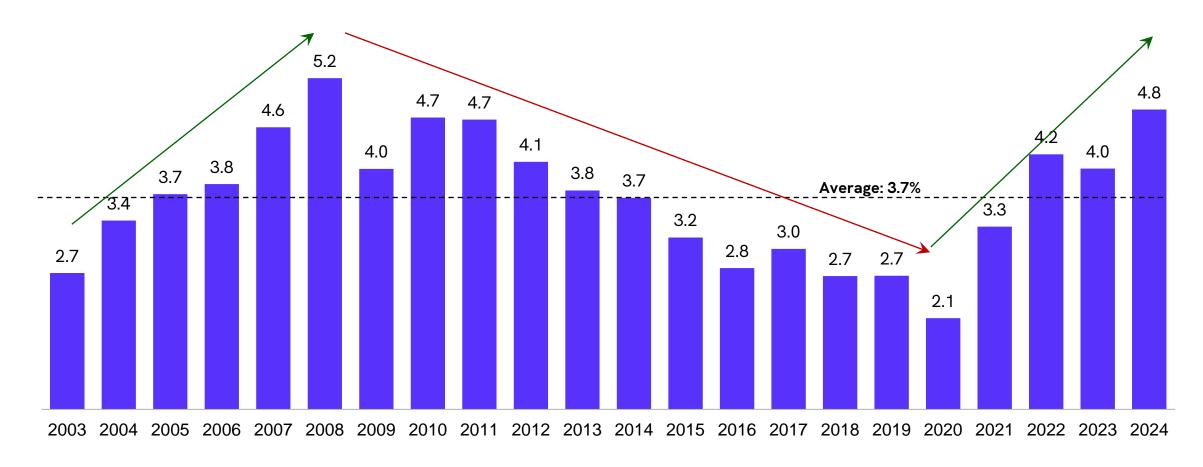
Note: PLI update cumulative till May 2024

# **Nifty EPS Growth**



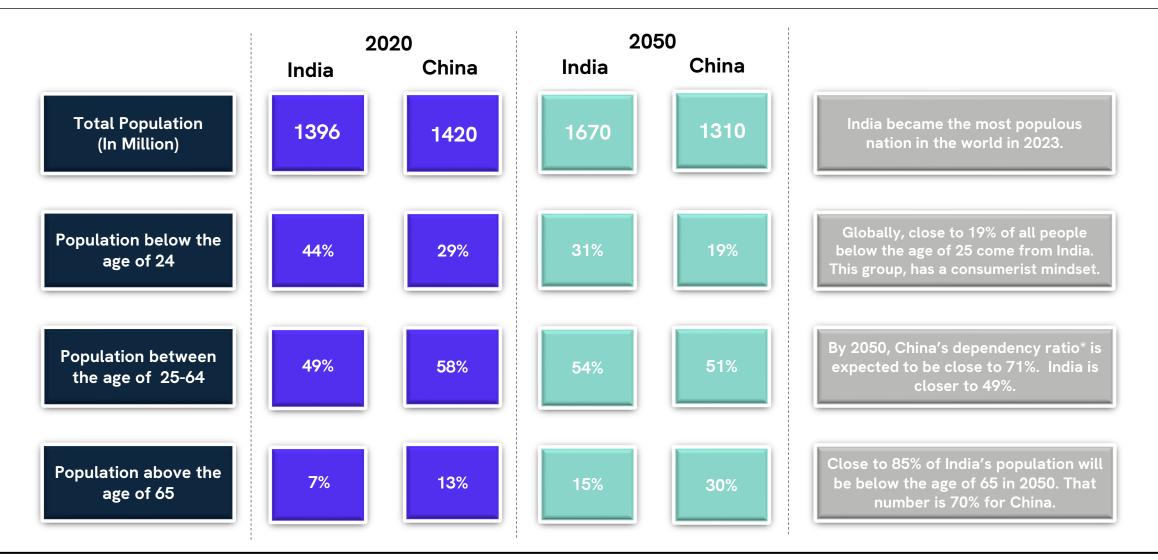
Source: Motilal Oswal Financial Services (MOFS). Future estimates is taken as the average values provided by MOFS, UBS, Kotak Securities. Past performance may or may not be sustained in future.

# Corporate Profits to GDP (%)

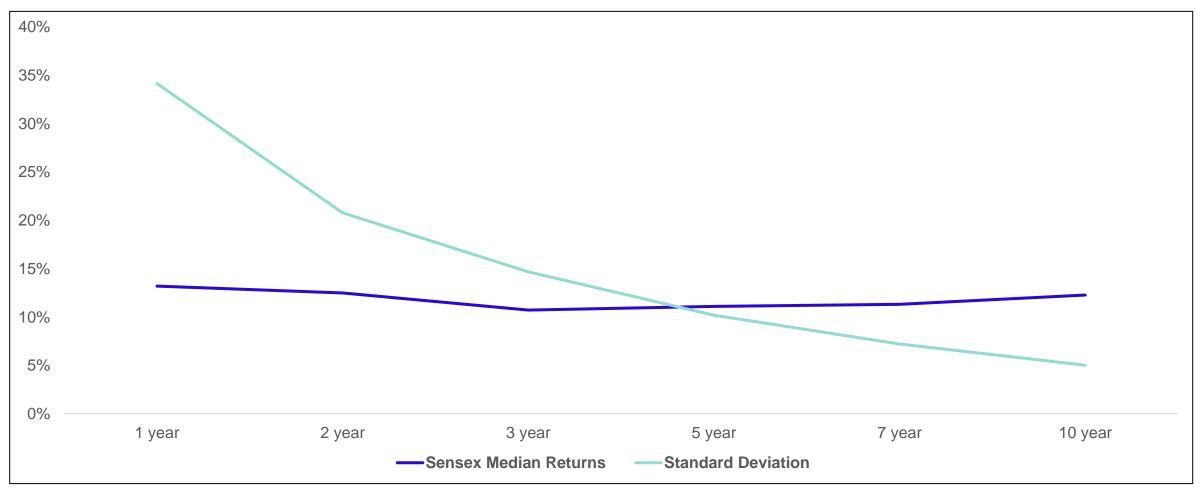


Source: Motilal Oswal, Data is shown for Nifty 500

## **Demographic Edge**

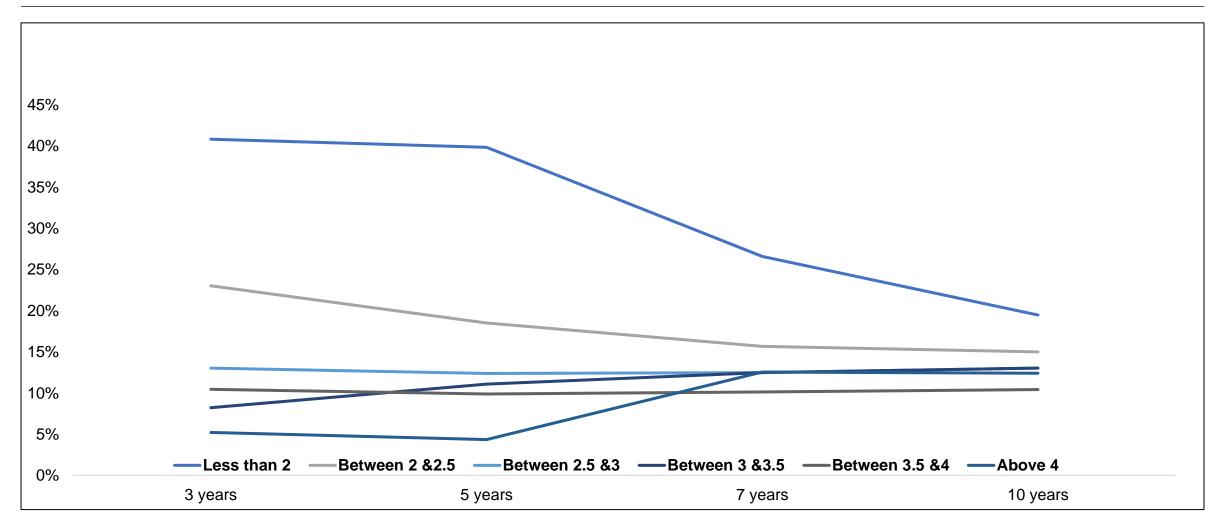


# Relation Between Time, Volatility And Returns



Source: Bloomberg, BSE. Note: The above chart shows the rolling 1yr, 2yr, 3yr, 5yr, 7yr and 10yr returns for Sensex and the volatility in these returns. Volatility has been calculated as the Standard deviation of these returns (dispersion from the mean returns). Data since Jan 2, 1990 to Sept 30, 2024 has been used for this exhibit

# Median Returns - Linked to Valuation (P/B)



Source: Bloomberg. Note: The above chart shows the, 3yr, 5yr, 7yr and 10yr returns for Sensex. Data since Jan 2, 1990 till April 30, 2024 has been used for this exhibit

# **Fund Management Team**

Name	Total years of experience	Years of experience with 360 ONE Asset Management	Qualification	Previous organizations	Current responsibilities	
Anup Maheshwari	28	5	МВА	DSP BlackRock, Chescor Capital	CIO	
Mehul Jani	19	5	MSc, CFA	DSP BlackRock, Morgan Stanley	Fund Manager, Financials & Consumer Staples	
Mayur Patel	18	5	CA, CFA	DSP BlackRock, Spark Capital, CRISIL, Tata Motors	Fund Manager, Oil, Gas & Industrials	
Nishant Vass	14	2	МВА	ICICI Securities	Fund Manager, Automobiles, Select Internet Stocks	
Parijat Garg	16	3	CFA, M. Tech	Tower Research Capital, Third Wave Solutions, Quad eye, Tofler.in	Fund Manager, Quantitative Research	

# **Research Team**

Name	Total years of experience	Years of experience with 360 ONE Asset Management	Qualification	Previous organizations	Current responsibilities	
Alpesh Mehta	18	1	MBA	IIFL Securities, Motilal Oswal Securities	BFSI	
Aniket Sethi	10	1	MBA	ICICI Securities, Kotak Institutional Equities	Consumer Staples, Discretionary	
Rohit Vaidyanathan	9	7	MBA	Centrum Wealth	Cement & Building Material	
Vikram Chhabra	9	1	MBA	Axis Bank	Economist	
Alok Ranjan	7	2	MBA, B.Tech	L&T Mutual Fund	Capital Goods, Infrastructure, Power & Metals	
Akshay Ramnani*	6	-	CA	Axis Capital, HDFC Securities, ICICI Bank	IT	
Soumya Turakhia	5	1	CA, BSc. Economics	Aneja Associates	BFSI	
Ashish Ongari*	5	-	B.Tech	Investmint, Capitalmind	Quant research and Development	
Manu Maharaj S	1	1	MBA, B.E	NA	General Research	
Simran Suryawanshi	1	1	MBA, B.Tech	NA	General Research	

\*Joined recently 360 ONE Asset

#### **Performance Disclosure**

#### Performance (in \$) for 360 ONE Focused Equity Fund

Scheme/Benchmark	1 year	PTP (\$)	3 years	PTP (\$)	5 years	PTP (\$)	Since Inception	PTP (\$)
360 ONE Focused Equity Fund - Reg - Growth	37.26%	13,726	14.10%	14,860	19.86%	24,765	13.93%	36,497
360 ONE Focused Equity Fund - Dir - Growth	38.57%	13,857	15.26%	15,317	21.20%	26,181	15.29%	41,044
Benchmark*	39.83%	13,983	13.70%	14,706	18.35%	23,244	11.88%	30,484
Additional Benchmark**	28.48%	12,848	9.47%	13,123	14.36%	19,576	9.94%	25,611

Past performance may or may not be sustained in future. Different plans shall have different expense structure. As on Sept 30, 2024; Point to Point (PTP) returns are based on standard investment of \$10,000; Since Inception date is Oct 30, 2014; \*BSE 500 TRI; \*\*BSE Sensex TRI; The performance of the scheme is benchmarked to the Total Return variant of the Index. The performance of the scheme is benchmarked to the Total Return variant of the Index. The performance of the scheme is changed to BSE 500 from Dec 1, 2021.

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- Capital appreciation over long term
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#### **Fund Riskometer**



Investors understand that their principal will be at Very High Risk

#### **Benchmark Riskometer**



**BSE 500 TRI** 

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