

# MARCELLUS RISING GIANTS PORTFOLIO

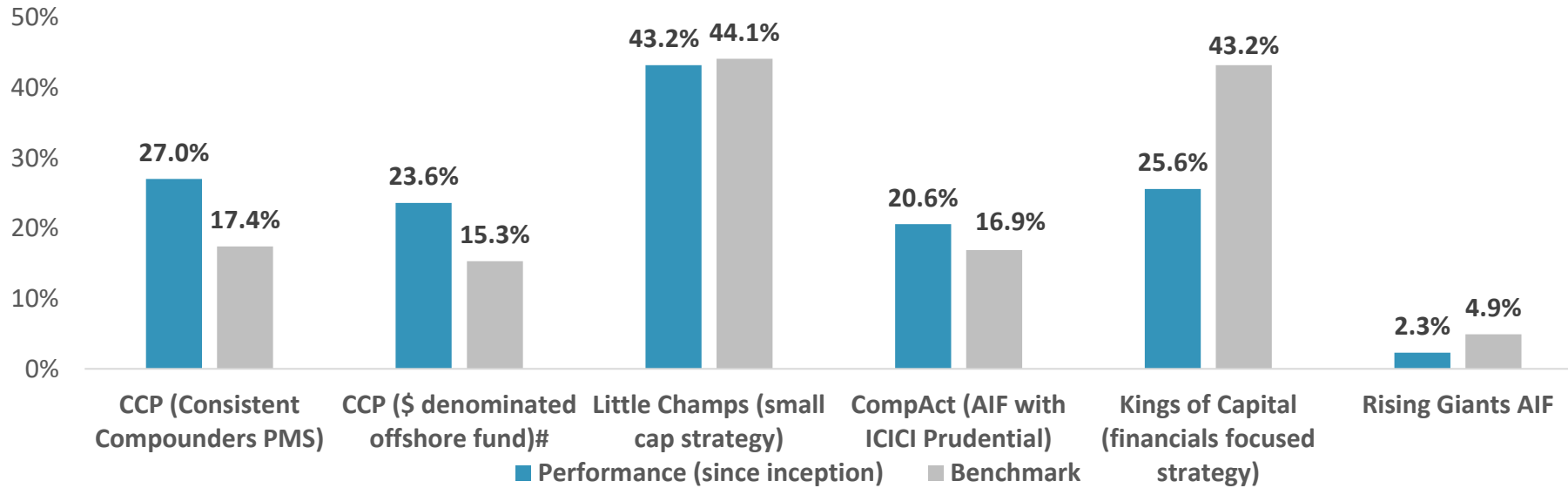
AN INVESTMENT APPROACH FOR INDIAN SMALL-MID CAPS  
FROM MARCELLUS INVESTMENT MANAGERS

DECEMBER 2021



# MARCELLUS MANAGES & ADVISES \$1.5BN OF EQUITY ASSETS IN INDIA

Performance (net of fees & expenses) of our portfolios since inception (as on 30<sup>th</sup> Nov, 2021)



Investment Approach	AUM/ AUA	Inception date	Benchmark
CCP	\$800Mn	1 <sup>st</sup> Dec, 2018	Nifty50 Total Returns Index
CCP (offshore)#	\$26Mn	12 <sup>th</sup> Jun, 2019	Nifty50 Total Returns Index (USD)
Little Champs (small cap)	\$100Mn	29 <sup>th</sup> Aug, 2019	S&P BSE Smallcap index
ICICI Prudential (Advisory)	\$309Mn	5 <sup>th</sup> Apr, 2019	S&P BSE 200 index
Kings of Capital	\$81Mn	28 <sup>th</sup> Jul, 2020	Bank Nifty Total Returns Index
Rising Giants (mid cap)-AIF	\$47Mn	16 <sup>th</sup> Aug, 2021	BSE500 Total Returns Index
Curated SMAs	\$152Mn*	NA	NA

\*Includes advisory, blended and non-discretionary managed accounts of Marcellus clients;

\*\* Includes committed and invested capital of CompAct-I, CompAct-II and Emerging Dominance i.e. the three funds set up by ICICI Prudential AMC to which Marcellus is an exclusive investment advisor

# Returns are denominated in USD

All \$ numbers in this presentation have been converted at Rs. 74.96/\$

Here is how our core approach rank as per PMS Bazaar, a third party provider of portfolio performance data in India:

- On a two year basis, CCP ranks 15 out of 116 PMS (i.e.top quintile) in the large cap/multi-cap category
- If we only include schemes greater than \$100m in AUM, CCP ranks 5 out of 22 (i.e.top quintile) the large cap/multi-cap category
- In a universe of all PMS with 2 year performance data, CCP ranks 35 out of 183 schemes (i.e.top quintile)
- LCP's since inception performance ranks 2<sup>nd</sup> among 49 small & mid cap schemes

# MARCELLUS' EDGE: NETWORKS, IP AND TALENT

## The Team

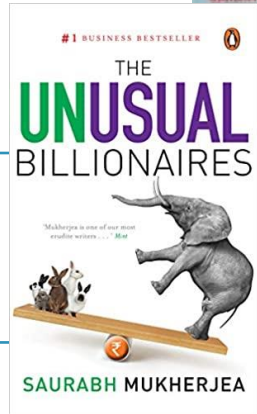
LEADERS

FUND MANAGERS

ANALYSTS

PRIMARY DATA NETWORK

CLIENTS



## The Process

IC

4 highly rated fund managers

10 analysts hired from India's best audit firms and trained in forensics

2,000 strong primary data network including scientists, mgmt. consultants, distributors/dealers of large companies

7,000 HNW clients from across India including owners/CXOs/MDs of over 1,000 companies

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The 'cult' of Marcellus propels it to the top of India's PMS league

By Chiranjivi Chakraborty, ETMarkets.com - Last Updated: Apr 22, 2021, 12:22 PM IST

Synopsis Marcellus' investment philosophy is an extension of Bob Kirby and Peter Thiel's ideas.

MUMBAI: As Nifty50 tanked 24 per cent in March 2020 amid a raging pandemic, Marcellus Investment Managers' own funds fell about 15 per cent. At that time, the asset manager's founder

## OUTCOMES

- Influencing change in India regarding: (a) value creating investment themes; and (b) regulatory reforms

- Core team has worked together for more than 15 years and has been repeatedly rated #1

- Proprietary IP around forensic accounting drives in-house model of the top 1000 listed stocks

- Ability to DD 'on-the-ground' the manufacturing, staffing & supply chains of investee companies

- Assets under our care \$1bn+
- Daily engagement with business leaders across India

# STEP-BY-STEP CREATION OF MARCELLUS' COMPETITIVE ADVANTAGES

Trait	Desired outcome
<p>Patience</p>	<ul style="list-style-type: none"> <li>• Ability to create AND follow the “rules” [for rule based investing]</li> <li>• Tenacity to keep digging, keep searching for outstanding companies</li> </ul>
<p>Forensic accounting skills</p>	<ul style="list-style-type: none"> <li>• 1 in 2 listed Indian companies cook their books. Our skills and our knowledge give us a good chance of avoiding them</li> </ul>
<p>Access to primary data/ insights</p>	<ul style="list-style-type: none"> <li>• We can access many different perspectives on a promoter’s integrity and her work ethic</li> <li>• We can access deep insights into a listed company’s sustainable competitive advantages</li> </ul>
<p>Trust in talent</p>	<ul style="list-style-type: none"> <li>• We know each other’s weaknesses</li> <li>• We believe in each other’s integrity, intelligence, industry and in each other’s rules</li> </ul>

# THE NETWORKING OF INDIA COMBINED WITH TECH CHANGES IS LEADING TO PROFIT POLARISATION IN EVERY SECTOR

The Indian economy has been 'networked' at a rapid pace over the past decade:

- The length of India's national highways has doubled.
- The number of broadband users has increased from 20 million in FY11 to 687 million at the end of FY20 (CAGR of 48%).
- Airline passenger traffic has grown at a CAGR of 16%.
- 15 years ago, only 1 in 3 Indian families had a bank account; now nearly all Indian families have a bank account.

+

The inception of a single Goods & Services Tax in 2017 has allowed companies to consolidate their supply chains (from multiple state-level structures to unified national supply chains)

+

The rise of low cost SaaS (e.g. Salesforce, SAP) alongside RFID tracking and big data gleaned from 400mn internet connected mobile phones is allowing companies to improve working capital cycles, asset turns, profit margins and hence RoCE

=



Source: Marcellus Investment Managers

\*In any given year, three-year average  
†20,200 private and public companies

The Economist

Source: Marcellus Investment Managers, CMIE, Ace Equity, Bloomberg, Ministry of Aviation, TRAI, Ministry of Road Transport.

# CONSISTENT COMPOUNDING OF FREE CASH FLOW FOR MARCELLUS' INVESTEE COMPANIES

Stock Name	Free Cash Flow (FCFE) CAGR							Share Price CAGR						
	5-years				10-years		20-years	5-years				10-years		20-years
	FY01-06	FY06-11	FY11-16	FY16-21	FY01-11	FY11-21	FY01-21	FY01-06	FY06-11	FY11-16	FY16-21	FY01-11	FY11-21	FY01-21
Abbott India	-10%	-1%	48%	24%	-6%	35%	13%	16%	12%	29%	26%	14%	28%	21%
Asian Paints	19%	41%	18%	19%	30%	19%	24%	28%	33%	27%	19%	31%	23%	27%
Berger Paints	24%	-1%	44%	10%	10%	26%	18%	49%	11%	41%	34%	28%	38%	33%
Nestle	17%	15%	10%	15%	16%	12%	14%	11%	32%	9%	26%	21%	17%	19%
Pidilite	42%	4%	83%	1%	22%	40%	30%	40%	23%	32%	25%	31%	28%	30%
Titan	-16%	179%	-21%	62%	54%	13%	32%	82%	35%	12%	36%	57%	23%	39%
Divis Labs	NA	54%	35%	9%	34%	21%	27%	NA	29%	24%	30%	NA	27%	NA
Page Ind	NA	36%	33%	39%	25%	36%	31%	NA	NA	50%	20%	NA	34%	NA
Relaxo	NA	NA	-36%	293%	23%	59%	40%	-7%	51%	67%	37%	18%	51%	34%
Dr. Lal Pathlabs	NA	NA	49%	22%	NA	35%	NA	NA	NA	NA	24%	NA	NA	NA
<b>Weighted Average</b>	<b>15%</b>	<b>40%</b>	<b>29%</b>	<b>39%</b>	<b>24%</b>	<b>28%</b>	<b>25%</b>	<b>33%</b>	<b>29%</b>	<b>30%</b>	<b>26%</b>	<b>30%</b>	<b>28%</b>	<b>28%</b>

Source: Marcellus Investment Managers; Ace Equity; FCFE = Operating cash flow less Capex less Investment in Subsidiaries/Strategic investments /Acquisitions less Net debt repayments less Interest Paid less Lease liabilities; \*In case of Pidilite, high capex on account of Araldite acquisition skews the CAGR % making it incomparable, hence we have taken FY16-20, FY11-20 and FY01-20; ^Divis' FCFE is for FY02-11 and FY02-21 since company was not listed in FY01; \*\*Page's FCFE is for FY04-11 and FY04-21 since company was not listed prior to FY04; @Relaxo's FCFE for FY01-06 and FY06-11 shows NA since company had near ZERO FCFE during those periods

- FCFE compounding for CCP companies has been **healthy, consistent and accelerating** over the last 2 decades
- Market Cap compounding for CCP companies has been broadly in line with FCFE compounding over the last 2 decades

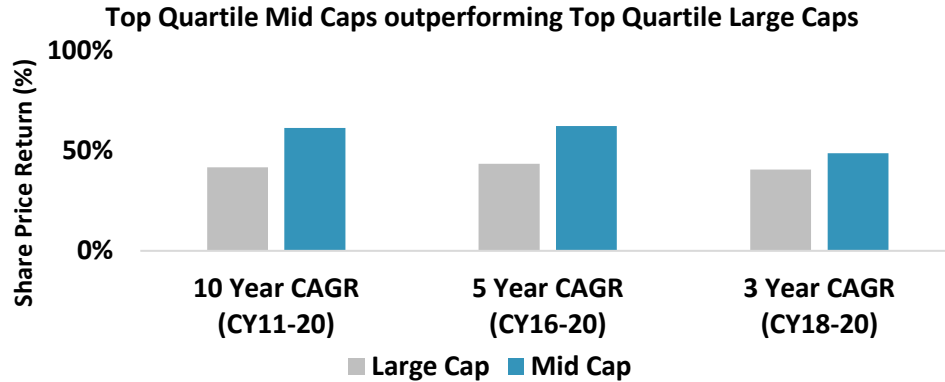
## MARCELLUS RISING GIANTS PORTFOLIO

- Investment universe: Listed companies in India in the USD 500m – 10 bn market cap range.
- Investment Framework:
  1. Clean accounts and governance.
  2. **Strongly moated** dominant companies in niche segments not yet well discovered by the market participants.
  3. Strong track record of capital allocation with high reinvestment in the core business and **continuous focus on adjacencies for growth.**

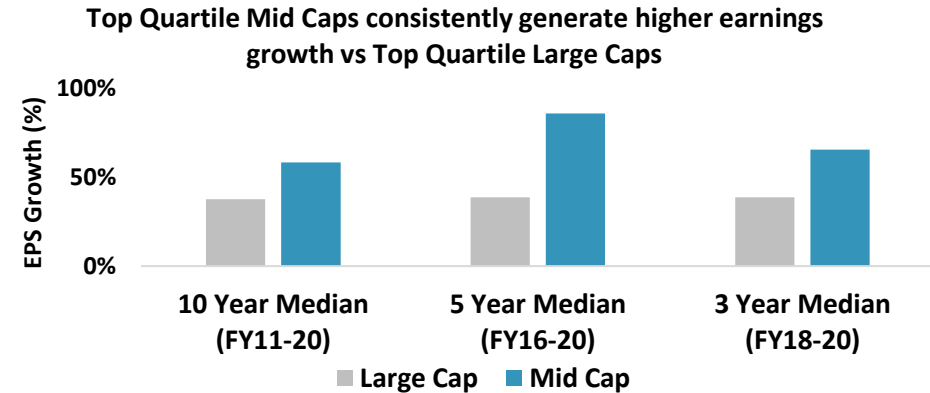


# QUALITY MID-CAPS\*: THE SWEET SPOT IN INDIAN EQUITIES

High quality mid-sized companies have been amongst the largest wealth creators in Indian equities

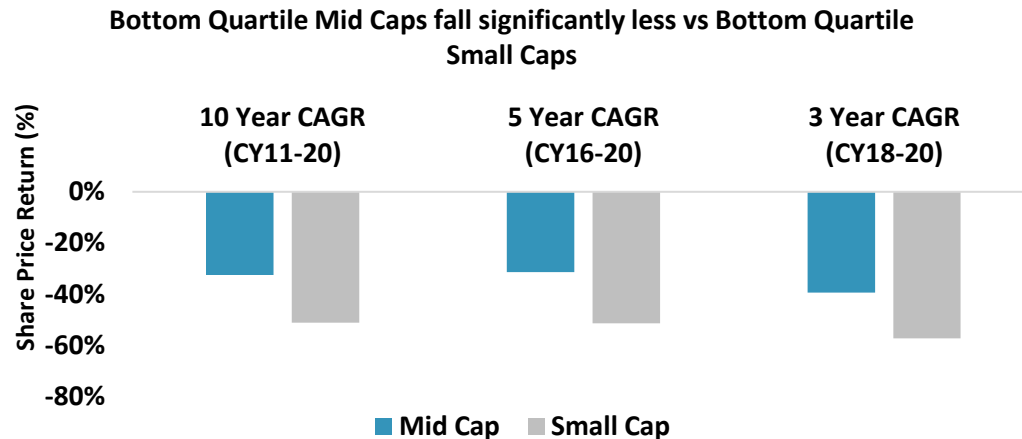


Source: Ace Equity, Marcellus Investment Managers. Note: (1) Calendar Year (CY) returns are calculated using average annual returns and then calculating CAGR of those annual returns over different time-periods. (2) Quartiles are based on annual returns.

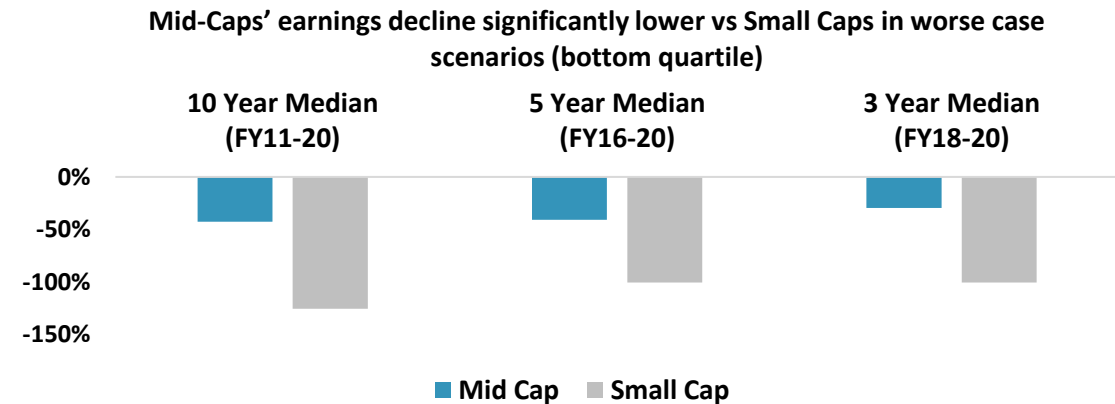


Source: Ace Equity, Marcellus Investment Managers. Note: (1) EPS Growth above is calculated as the median of the annual EPS growth for the different time periods (2) Quartiles are calculated based on annual EPS growth.

Mid-sized companies' earnings and returns are less volatile vs small companies



Source: Ace Equity, Marcellus Investment Managers. Note: (1) Calendar Year (CY) returns are calculated using average annual returns and then calculating CAGR of those annual returns over different time-periods. (3) Quartiles are based on annual returns.

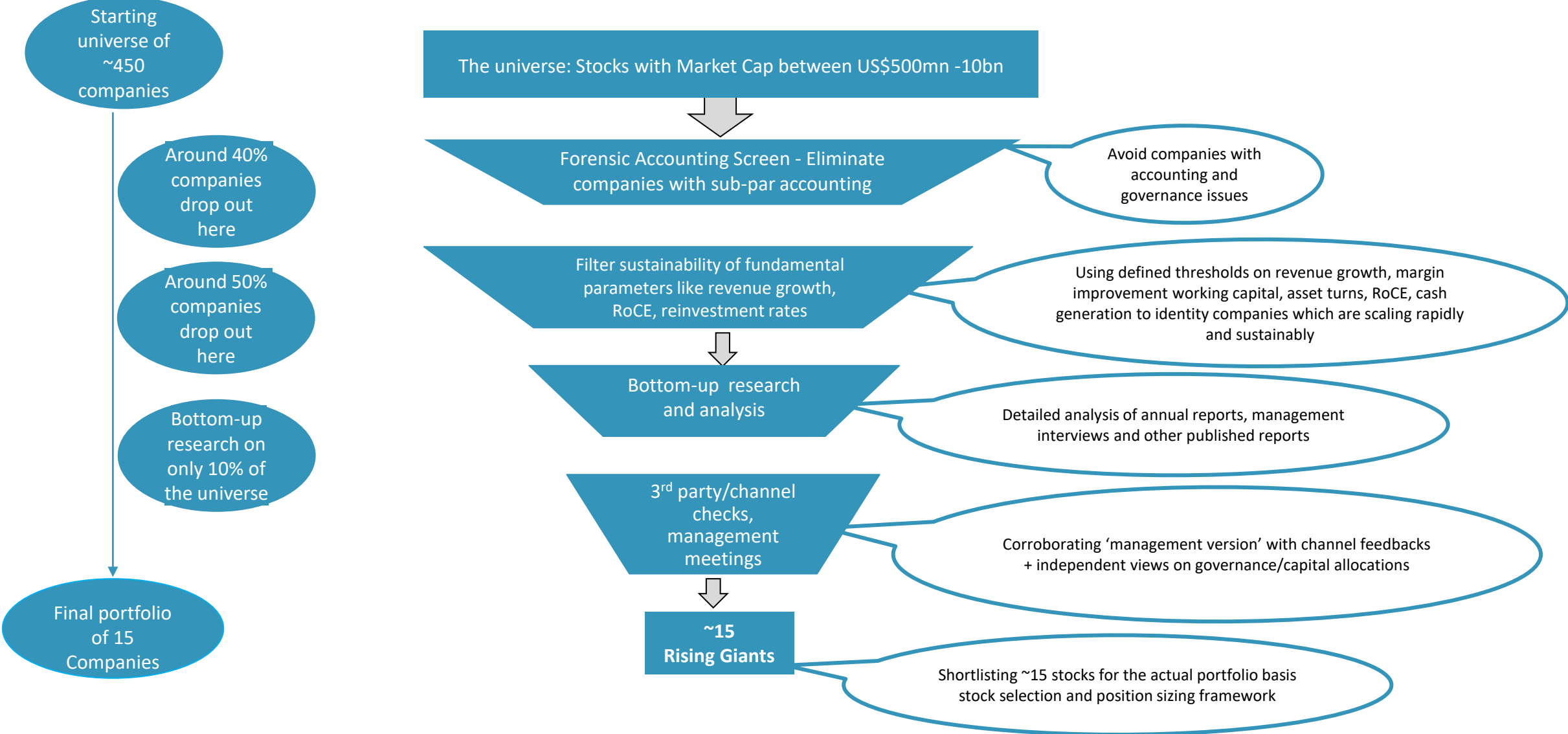


Note: (1) EPS Growth above is calculated as the median of the annual EPS growth for the different time periods (2) Quartiles are calculated based on annual EPS growth.

\* Note: We classify companies with market cap above Rs750bn as large cap, between Rs35 to Rs750bn as mid cap and below Rs35bn as small cap in this presentation.



# RIGOROUS INVESTMENT PROCESS TO IDENTIFY RISING GIANTS



# USE FORENSIC ACCOUNTING TO AVOID MOST COMMON PITFALLS IN SMALL CAPS

## Methodology

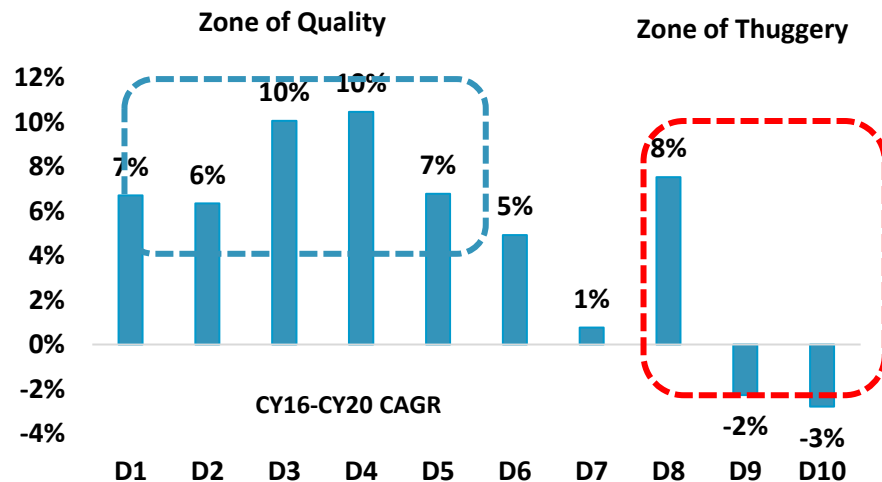
12 accounting ratios covering income statement (revenue/ earnings manipulation), balance sheet (correct representation of assets/liabilities), cash pilferage and audit quality checks.

Six years of historical consolidated financials.

First rank stocks on each of the 12 ratios individually (some examples outlined in the table on the right). These ranks then cumulated across parameters to give a final pecking order on accounting quality for stocks –for instance D1 being the best, D10 being the worst.

Selection of these ratios has been inspired by Howard M. Schilit's legendary forensic accounting book 'Financial Shenanigans'.

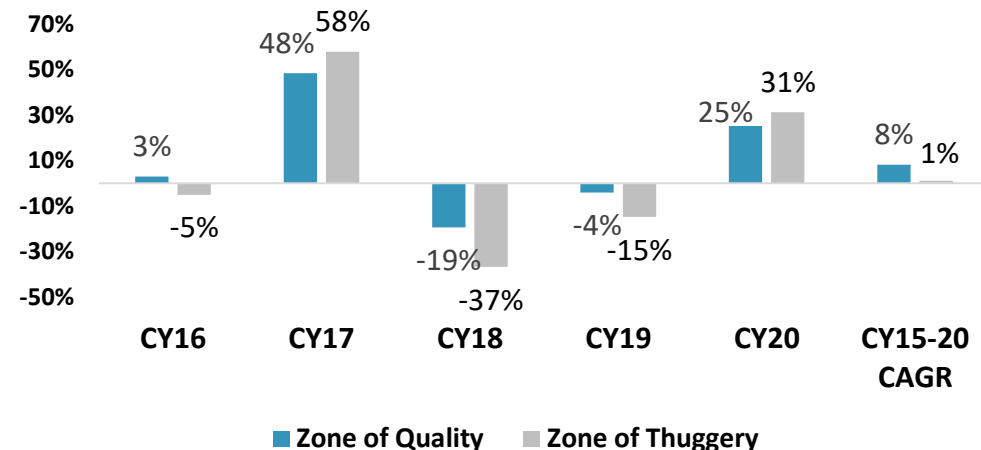
## Strong correlation between accounting quality and shareholders' returns



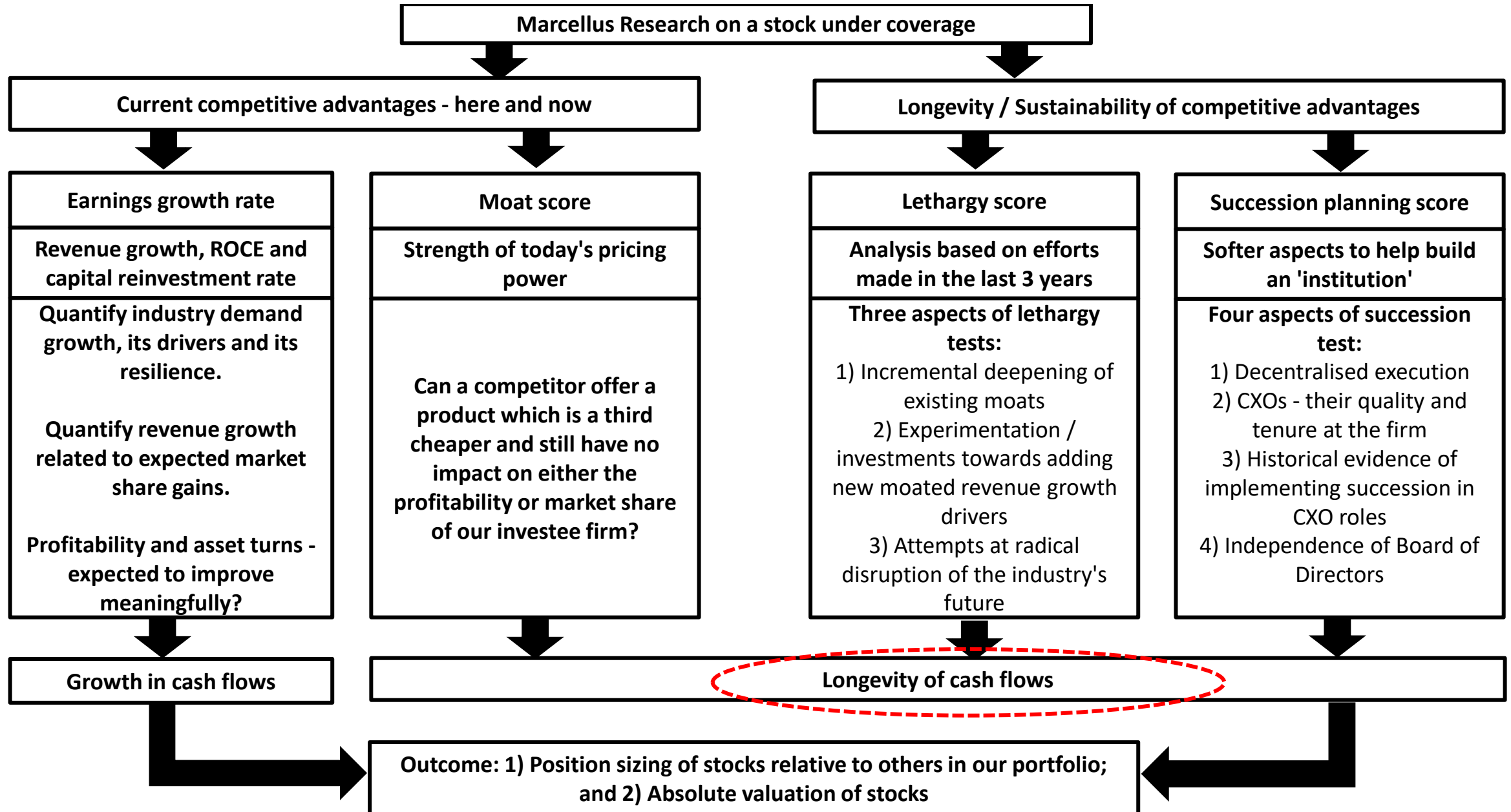
## A few of our forensic ratios

Category	Ratios
Income statement checks	(1) Cashflow from operations (CFO) as % of EBITDA (2) Provisioning for Debtors
Balance sheet checks	(3) Yield on cash and cash equivalents (4) Contingent liabilities as % of Networth (for the latest available year)
Cash theft checks	(5) CWIP to gross block
Auditor checks	(6) Growth in auditors' remuneration to growth in revenues

## Quality wins and wins big over the long term



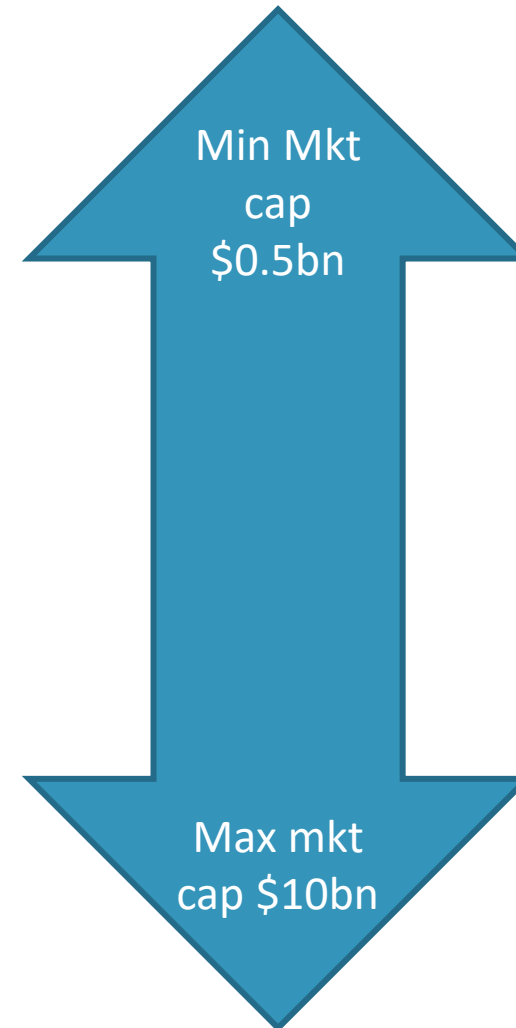
# MARCELLUS STOCK SELECTION AND POSITION SIZING FRAMEWORK



# CONSTRUCT OF THE RISING GIANTS PORTFOLIO

- We prefer to build concentrated 15-stock portfolios with the top 4 stocks accounting for around 40% of the portfolio
- More generally, position sizing:
  - For smallcaps is basis our 'Discovery' framework (growth accompanied by improving profitability and improving FCF thanks to barriers to entry)
  - For large-midcaps is basis our scoring on 'Longevity' (moats, lethargy, succession planning) and EPS growth prospects
- The median free float of stocks in the US\$0.5 to 10bn space is around US\$1bn. Assuming that we account for 5% of this free float, a typical position would US\$50-60mn.
- Assuming a 15 stock portfolio gives us a fund size of US\$1bn (without creating liquidity issues).

## Unique portfolio spanning mkt cap range of \$0.5-10bn



- Use of "Discovery" framework around capital allocation and depth of competitive advantages
- Use of accounting framework to establish confidence in reported numbers
- Extensive engagement with CEO/Promoter to help the franchise with succession planning, efficiency enhancing, comp design, etc
- Use of "Longevity" framework to establish number of years current moats can sustain
- Ongoing engagement with the Board to share 'outside-in' view on capital allocation

## RISING GIANTS PORTFOLIO – ILLUSTRATIVE PORTFOLIO

Portfolio Company *	Market Cap (Rs bn)	EPS CAGR (FY16-21)	Average RoCE FY16-21	FCF CAGR (FY16-21)	Net debt (cash) equity (FY21-end)
GMM Pfaudler	66	37%	23%	48%	0.5
Dr Lal Pathlabs	316	17%	35%	25%	(0.8)
Page Industries	422	8%	59%	29%	(0.5)
Aavas Financiers	221	34%	13%	NM	NA
Stock 5	58	13%	17%	NM**	(0.1)
Stock 6	449	32%	30%	87%	(0.2)
Stock 7	161	43%	55%	26%	(0.2)
Stock 8	321	19%	29%	73%	(0.2)
Stock 9	766	14%	10%	NM**	(0.5)
Stock 10	239	12%	18%	6%	(0.1)
Stock 11	720	24%	26%	17%	0.1
L&T Technology Services	583	10%	30%	26%	(0.5)
Stock 13	459	20%	21%	NM	NA
Stock 14	720	23%	22%	NM	NA
Stock 15	187	18%	27%	23%	(0.1)
<b>Weighted average***</b>	<b>337</b>	<b>21%</b>	<b>28%</b>	<b>24%</b>	<b>(0.2)</b>
<b>Median</b>	<b>303</b>	<b>19%</b>	<b>26%</b>	<b>25%</b>	<b>(0.2)</b>

- Top 5 stocks account for 40% of the portfolio
- The next 5 (sizing ranks 5-10) stocks account for ~30% of the portfolio
- Sizing ranks 11-15 account for the final 29% of the portfolio
- Sizing based on Longevity framework and forward EPS expectation of our analysts

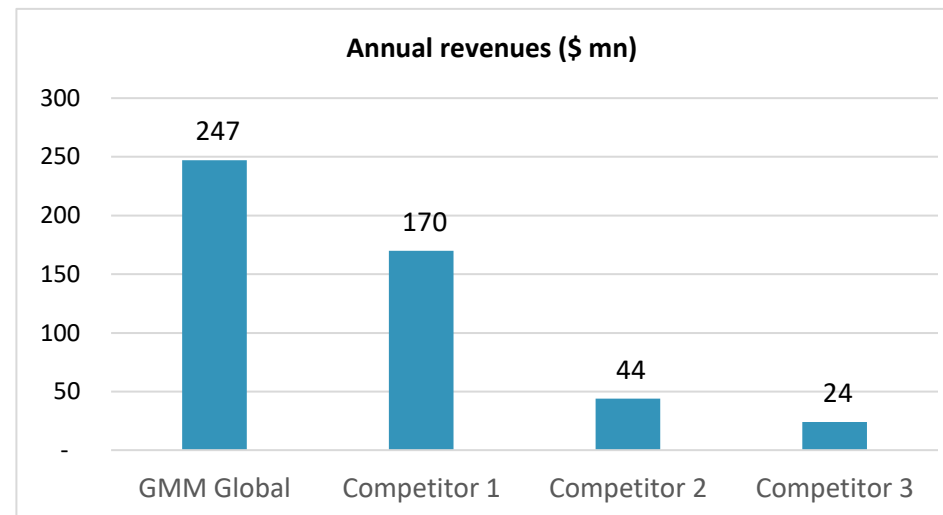
Source: Companies, Marcellus Investment Managers. Note: (i) Portfolio company above is as at November 30, 2021. (ii) Market cap as at November 30, 2021. (iii) RoE instead of RoCE considered for financial stocks (stocks 4,13 and 14 above). Also, FCF column is not applicable for these stocks. (iv) \*\*Not measurable since negative FCF in FY16 (base year). (v) \*\*\* Weighted average based on stock-wise allocation.

## CASE STUDY: GMM PFAUDLER [MKT CAP RS. 66BN]

GMM, a leader in the chemical process equipment space, is the largest glass-lined equipment (GLE) manufacturer in the world. GLE is a critical capital asset in the chemical and pharma industries. These two sectors are seeing a steady capex cycle and GMM is likely to be a key beneficiary of the same.

**GMM's key competitive advantages include:**

- a. Technology edge:** Pfaudler (GMM's subsidiary) was the inventor of the process of lining steel with glass for critical applications. The permanent access to technology that GMM has, is a key advantage. In India GMM is the only company with access to state-of-the-art glass-lining technology.
- b. Long-standing customer relationships:** a large part of GMM's business is from repeat customers and for them, GMM is the default choice in placing orders. The quality of equipment, execution strength and delivery assurance are the key reasons why customer prefer to deal with GMM over peers.
- c. Scale advantage:** GMM is the larger than all other GLE suppliers in India put together. The benefits of scale manifest in better margins as well as the ability to cater to larger orders from increasing project sizes. GMM accounts for 45-48% of GLE revenues of the Indian industry and 75% of the industry EBITDA.
- d. Strong capital allocation track record:** consistent investments in capacity additions, efficiency improvement and smart inorganic expansions, without diluting returns has been GMM's hallmark. The company has built a globally leading business (global mkt share 50%) with debt-equity ratio of just 0.5x.



*Source: Company data; proforma, based on LTM revenues of GMM group as on May-20 and latest available numbers of competitors*

Rs bn	FY15	FY16	FY17	FY18	FY19	FY20	FY21	6-year CAGR
Revenues	3.1	2.9	3.5	4.1	5.0	5.9	10.0	22%
EBITDA	0.35	0.35	0.48	0.62	0.77	1.11	1.39	26%
PAT	0.19	0.20	0.33	0.43	0.51	0.71	0.97	31%
RoCE (pre tax)	19%	19%	26%	29%	29%	29%	24%	
Net debt/Equity	-0.4	-0.4	-0.4	-0.5	-0.5	-0.3	0.5	

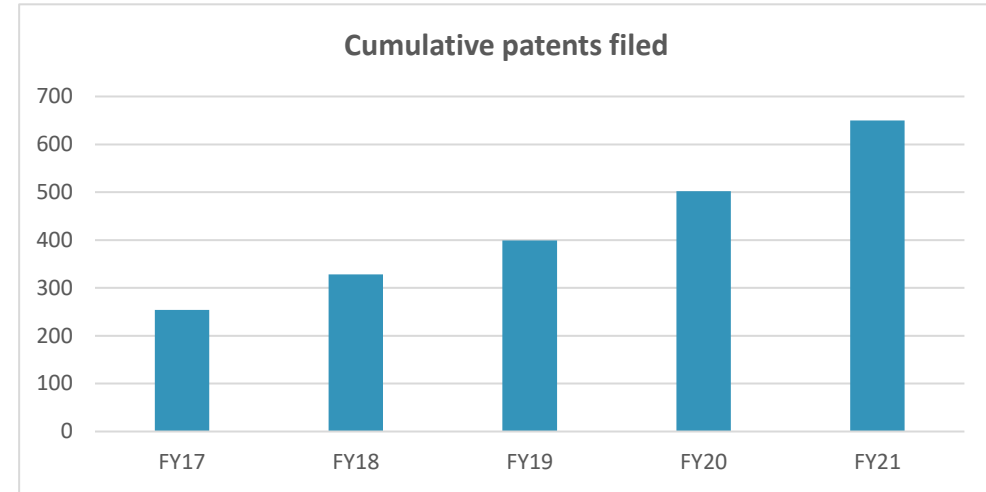
*Source: Marcellus Investment Managers; Ace Equity*

# CASE STUDY: L&T TECHNOLOGY SERVICES [MKT CAP RS. 583BN]

LTTS, a subsidiary of Larsen & Toubro, is an engineering R&D services Co. It provides services in product development & engineering, product lifecycle management and plant engineering. Most of the largest R&D spenders globally are its clients, including 69 of the Fortune 500 companies.

The key drivers of LTTS' competitive advantages are:

- a. **Strong parentage:** L&T parentage brings a core engineering DNA to LTTS, a critical aspect not just for showcasing to potential clients, but also in all areas of operations – from developing proofs of concept (a critical customer acquisition tool) to product lifecycle management.
- b. **Focus on ER&D:** LTTS' focus on ER&D helps it not only to bring deeper expertise to the table, it also helps build a strong ecosystem of attracting the relevant talent interested in pursuing core engineering careers, as well as partnerships with customers in areas central to their business – e.g. setting up a dedicated lab for an auto OEM' Telematics unit in Germany
- c. **Diversified industry presence:** A presence in different industry segments such as auto, telecom, process industries, power utilities etc. allows LTTS not just to diversify revenues and end user industries, but also enables cross pollination of ideas to come up with better solutions as well as cross-selling opportunities to customers. E.g. an autonomous welding robot developed for an Industrial products customer was used for a Plant Engineering manufacturer.
- d. **Innovation and research focus:** LTTS has a portfolio of ~719 patents (the highest amongst peers), including the ones filed in partnership with clients. The company encourages employees to work towards research on a regular basis. These patents are not only to showcased to clients, but will also drive higher-margin revenues over the long term.



Source: Marcellus Investment Managers; Company data

Rs bn	FY15	FY16	FY17	FY18	FY19	FY20	FY21	6-year CAGR
<b>Revenues</b>	26.2	30.7	32.5	37.5	50.8	56.2	54.5	13%
<b>EBITDA</b>	4.0	5.2	5.8	5.8	9.1	11.1	10.0	17%
<b>FCF</b>	2.4	4.0	3.4	2.3	6.3	4.2	11.5	23%
<b>RoCE (pre tax)</b>	49%	43%	41%	38%	45%	43%	30%	41%
<b>Net debt/Equity</b>	-0.55	-0.54	-0.58	-0.58	-0.71	-0.71	-0.79	

Source: Marcellus Investment Managers; Ace Equity



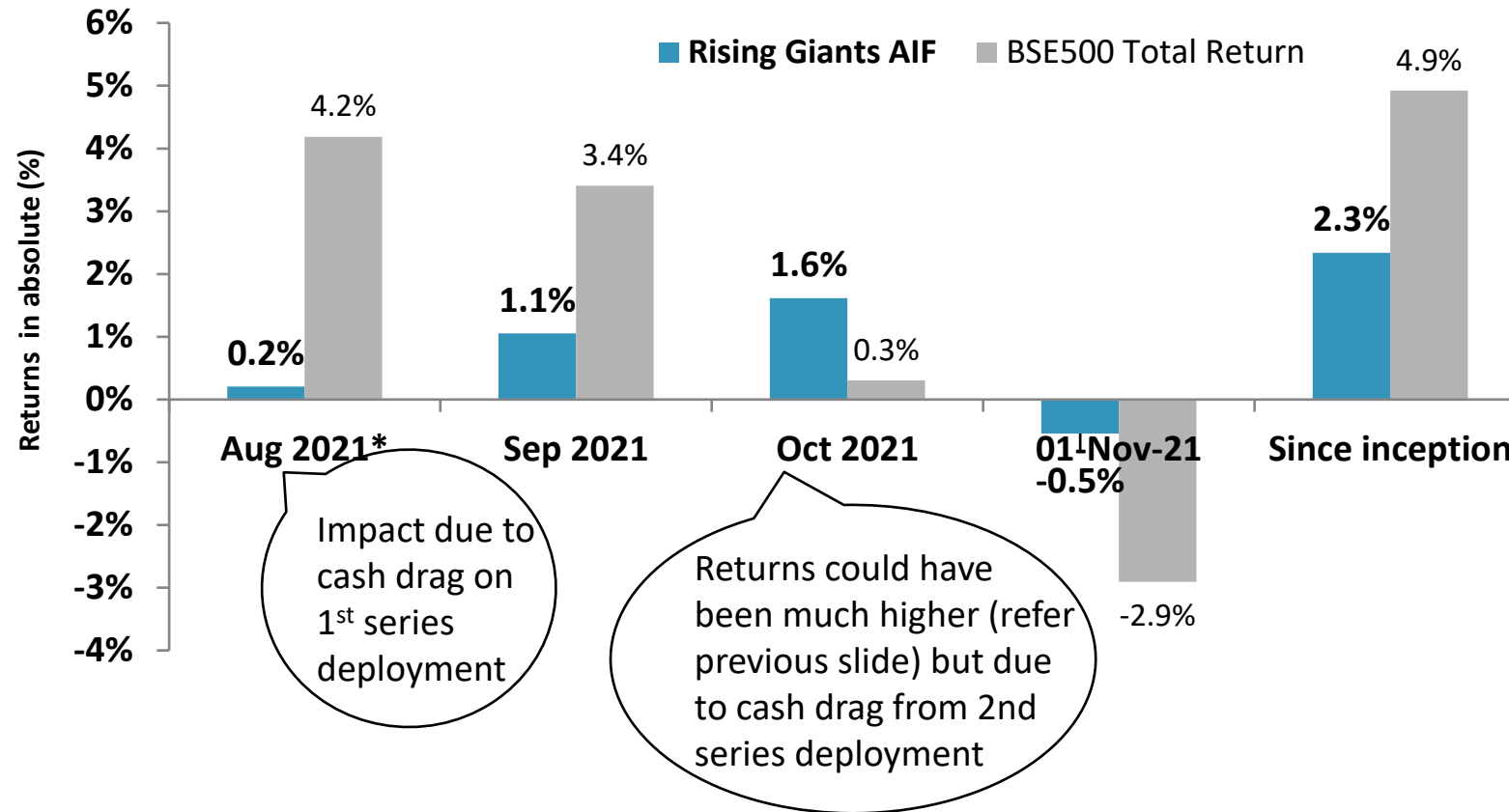
## RETURN ANALYSIS – STOCK-WISE ATTRIBUTION

Portfolio Company	Stock-wise and overall cumulative returns as at			
	31-Aug-21	30-Sep-21	31-Oct-21	30-Nov-21
GMM Pfaudler	-0.80%	-0.50%	0.00%	-0.3%
Dr Lal Pathlabs	0.40%	-0.30%	-0.70%	-0.2%
Page Industries	-0.20%	-0.10%	1.30%	1.3%
Aavas Financiers	-0.50%	-0.10%	0.50%	0.4%
Stock 5	0.20%	0.10%	0.60%	2.0%
Stock 6	0.20%	0.50%	0.50%	0.6%
Stock 7	0.10%	-0.60%	-0.90%	-1.6%
Stock 8	0.20%	-0.10%	0.90%	0.6%
Stock 9*	0.00%	0.00%	-0.50%	-0.6%
Stock 10	-0.20%	-0.40%	0.40%	0.0%
Stock 11	0.20%	0.40%	0.10%	-0.5%
L&T Technology Services	0.40%	1.60%	1.60%	2.6%
Stock 13	0.50%	0.60%	1.20%	0.5%
Stock 14	0.50%	0.50%	0.10%	-0.1%
Stock 15	0.30%	0.60%	1.60%	1.8%
Stock 16*	-0.80%	-0.70%	0.10%	-0.3%
<b>Weighted avg. cum returns since inception</b>	<b>0.2%</b>	<b>1.4%</b>	<b>6.8%</b>	<b>6.8%</b>
<b>BSE500 cum. total returns since inception</b>	<b>4.2%</b>	<b>7.7%</b>	<b>8.1%</b>	<b>4.9%</b>

Source: Marcellus Investment Managers. Note: (i) Portfolio inception date is August 13, 2021. (ii) Returns as of November 30, 2021; (iii) \*Stock 16 above exited in October 2021 and Stock 9 above added in October 2021. (iv) Returns calculated above are without considering any fees and other expenses.

# RETURN ANALYSIS - ACTUAL PORTFOLIO VS BENCHMARK

Rising Giants AIF performance vs. the benchmark BSE500 total return index (till 30<sup>th</sup> Nov 2021)



Source: Marcellus Investment Managers. Note: (i) \*Portfolio inception date is August 13, 2021. (ii) Returns as of November 30, 2021; (iii) Returns for Marcellus Rising Giants AIF shown above are net of applicable fees and transaction costs and includes dividend income; (iv) Total returns index considered for BSE500 above.

# FEE STRUCTURE (DIRECT)

Portfolio Name	Marcellus Rising Giants Portfolio
Minimum Investment	1cr
Exit Load	2% of AUM withdrawn if investments are withdrawn within 15 months from date of investment
Operating Expenses	<a href="https://marcellus.helpscoutdocs.com/article/43-pms-charges">https://marcellus.helpscoutdocs.com/article/43-pms-charges</a>

## Fee Structures

Amount Slab	Structure	% Fixed Fee (p.a.)	Profit Share	Hurdle Rate (p.a.)
>1cr to <5cr	Fixed Only	2.00%	NIL	NIL
>1cr to <5cr	Hybrid	1.25%	10% & 5%	6% plus benchmark
>5cr to <25cr	Fixed Only	1.75%	NIL	NIL
>5cr to <25cr	Hybrid	1.00%	10% & 5%	6% plus benchmark
>25cr	Fixed Only	1.25%	NIL	NIL
>25cr	Hybrid	0.50%	10% & 5%	6% plus benchmark

Performance Fee (where applicable)

- Phase I** - If the appreciation in the pre-tax NAV (before charging performance fee) is above the 6% p.a. hurdle rate of return: 10% with no catch up
- Phase II** - If appreciation in the pre-tax NAV (before charging performance fee) is above the BSE500 TRI rate of return for the relevant performance period, then the Investment Manager shall be entitled to an additional performance fee of 5%

**\*\*High water mark applies for performance fees\*\***

STP (Systematic Transfer Plan)

Clients can opt for STP using which clients can stagger their investment in tranches spread over 5months.  
<https://marcellus.helpscoutdocs.com/article/96-stp>

## INVESTMENT TEAM (1 OF 2)



### **Saurabh Mukherjea, CFA, FRSA**

Saurabh is the CIO at Marcellus. He is the former CEO of Ambit Capital and played a key role in Ambit's rise as a broker and a wealth manager. When Saurabh left Ambit in June 2018, assets under advisory were \$800mn. In London, Saurabh was the co-founder of Clear Capital, a small cap equity research firm which he and his co-founders created in 2003 and sold in 2008. In 2017, upon SEBI's invitation, he joined SEBI's Asset Management Advisory Committee. In 2019, Saurabh was part of the five man Expert Committee created by SEBI to upgrade & update the PMS regulations. Saurabh has written four bestselling books including Gurus of Chaos (2014), The Unusual Billionaires (2016) and "Coffee Can Investing: The low risk route to stupendous wealth" (2018). Saurabh was educated at the London School of Economics where he earned a BSc in Economics (with First Class Honours) and MSc in Economics (with distinction in Macro & Microeconomics). He is Fellow of the Royal Society of Arts.



### **Pramod Gubbi, CFA**

Pramod leads the business development efforts at Marcellus. He also sits on Investment Committee that discusses and approves investment approach of the firm. Pramod was previously the MD & Head of Institutional Equities at Ambit Capital. Prior to that Pramod, served as the head of Ambit's Singapore office. Before joining Ambit, Pramod worked across sales and research functions at Clear Capital. Besides being a technology analyst, Pramod has served in technology firms such as HCL Technologies and Philips Semiconductors. Pramod did his B.Tech from Regional Engineering College, Surathkal and has a Post-graduate Diploma in Management from the Indian Institute of Management – Ahmedabad.

## INVESTMENT TEAM (2 OF 2)



### **Rakshit Ranjan, CFA**

Rakshit is the Portfolio Manager of Marcellus' flagship Consistent Compounders strategy. Rakshit spent 6 years (2005-2011) covering UK equities with Lloyds Bank (Director, Institutional Equity Research) and Execution Noble (Sector Lead analyst). During these six years, he was ranked amongst the top-3 UK Insurance analysts (Thomson Reuters Extel survey) in the mid-cap space. Since 2011, Rakshit led Ambit Capital's consumer research franchise which got voted as No.1 for Discretionary Consumer and within top-3 for Consumer Staples in 2015 and 2016. He launched Ambit's Coffee Can PMS in Mar'17 and managed it till Dec'18. Under his management, Ambit's Coffee Can PMS was one of India's top performing equity products during 2018. Rakshit has a B.Tech from IIT (Delhi).



### **Ashvin Shetty, CFA**

Ashvin is the Portfolio Manager of Marcellus' Little Champs strategy. Ashvin has more than 10 years of experience in equity research. He led the coverage on automobile sector at Ambit Capital from 2010 to 2017. He was ranked in Starmine Analyst Awards 2013 and 2016 for his stock picking abilities during this stint. He thereafter worked as a senior analyst for Ambit's Mid and Small cap PMS funds till November 2018. Prior to joining Ambit, he worked with Execution Noble as an analyst covering consumer and media space. He has also worked with KPMG's and Deloitte's statutory audit departments from 2004 to 2007 gaining extensive experience across Indian accounting standards and financial statement analysis. Ashvin is a BCom graduate from Narsee Monjee College (Mumbai). He is a qualified Chartered Accountant (ICAI India) and Chartered Financial Analyst (CFA Institute, USA).

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