

Marcellus MeritorQ

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This circulation is NOT intended for US Clients

Some timeless principles for successful investing



Buy Good Companies

- *High return on capital*
- *Solid financial condition*
- *Clean accounts*

At prices below intrinsic value

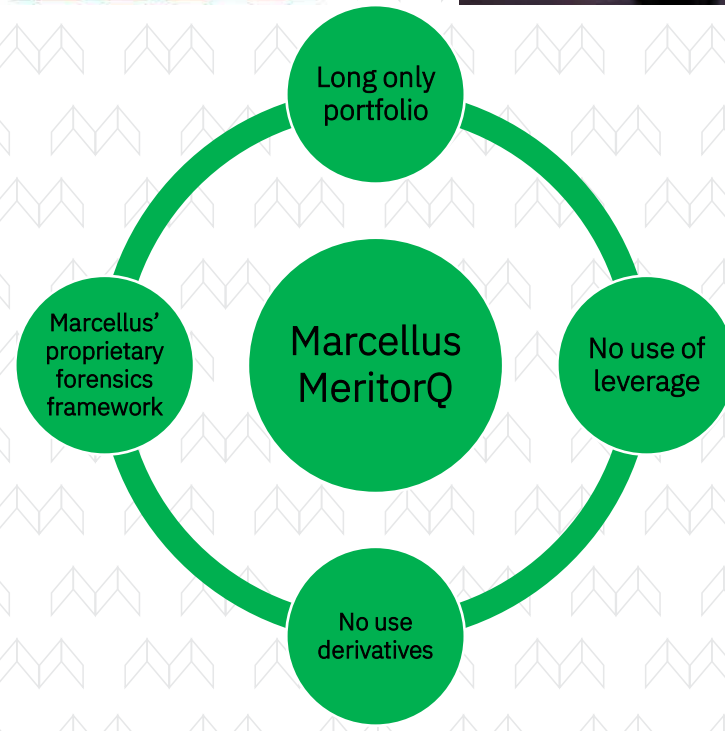
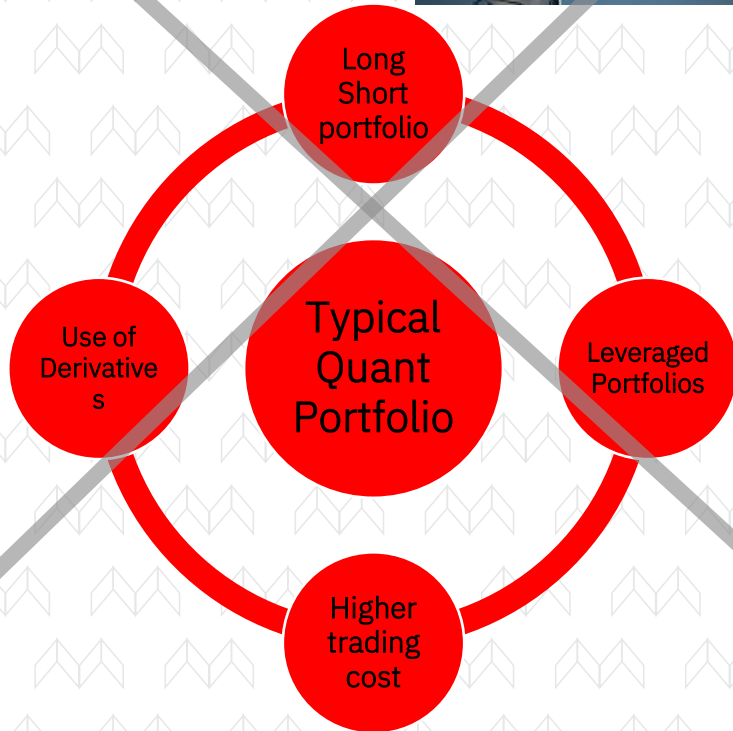
- *Discount to intrinsic value compared to rest of the market*
- *Intrinsic value based on free cash flow*

Mitigate human biases

- *Avoid behavioural biases*
- *Process over discretion**

**Except where Marcellus has concerns over governance issues in selected stocks.*

MeritorQ sticks to good investing principles



Our investment process combines Marcellus' forensic framework with a rules-based approach



Source: Marcellus Investment Managers.

*Life insurance companies not considered

#For debt-equity screening - Financials (Lenders & Non-lenders are considered separately)

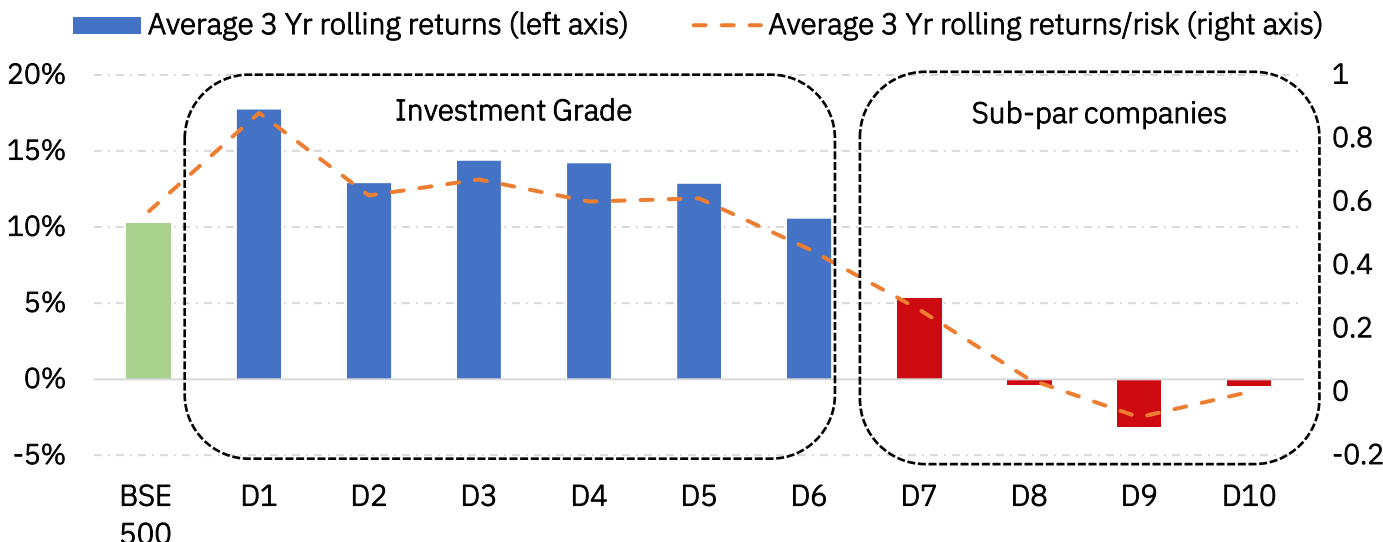


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Forensic screen is the first screening step followed by profit consistency



Accounting quality directly impacts investment returns



Some sample ratios considered for non-financial companies

Income statement checks

- CFO as % of EBITDA: To check aggressive revenue and earning recognition

Balance sheet checks

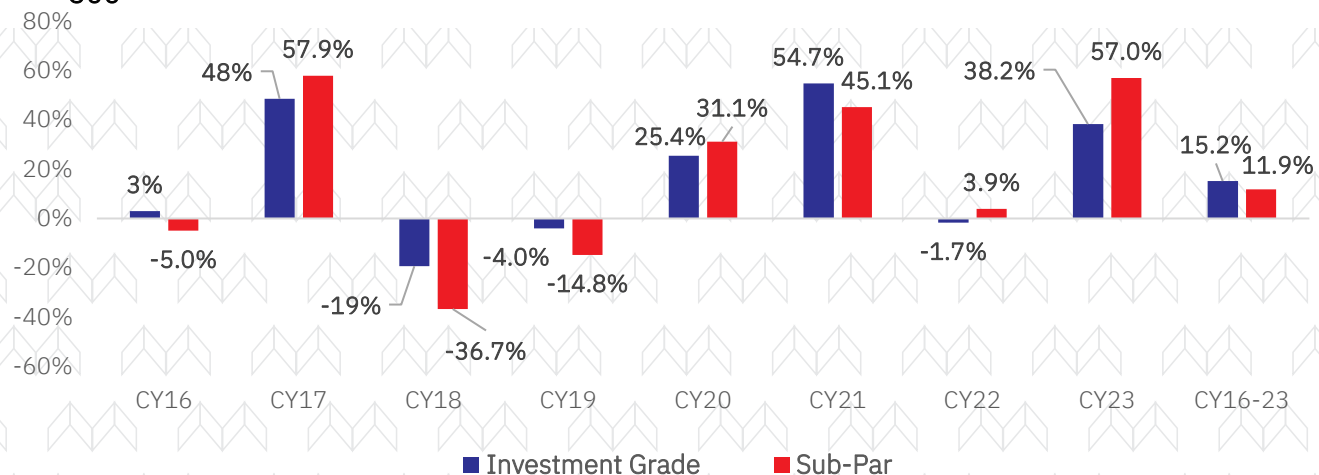
- Contingent liabilities as a % of net worth (for the latest available year): Indicative of the extent of off-balance sheet risks

Cash theft checks

- CWIP to gross block: A high number would indicate unsubstantiated capex

Auditor checks

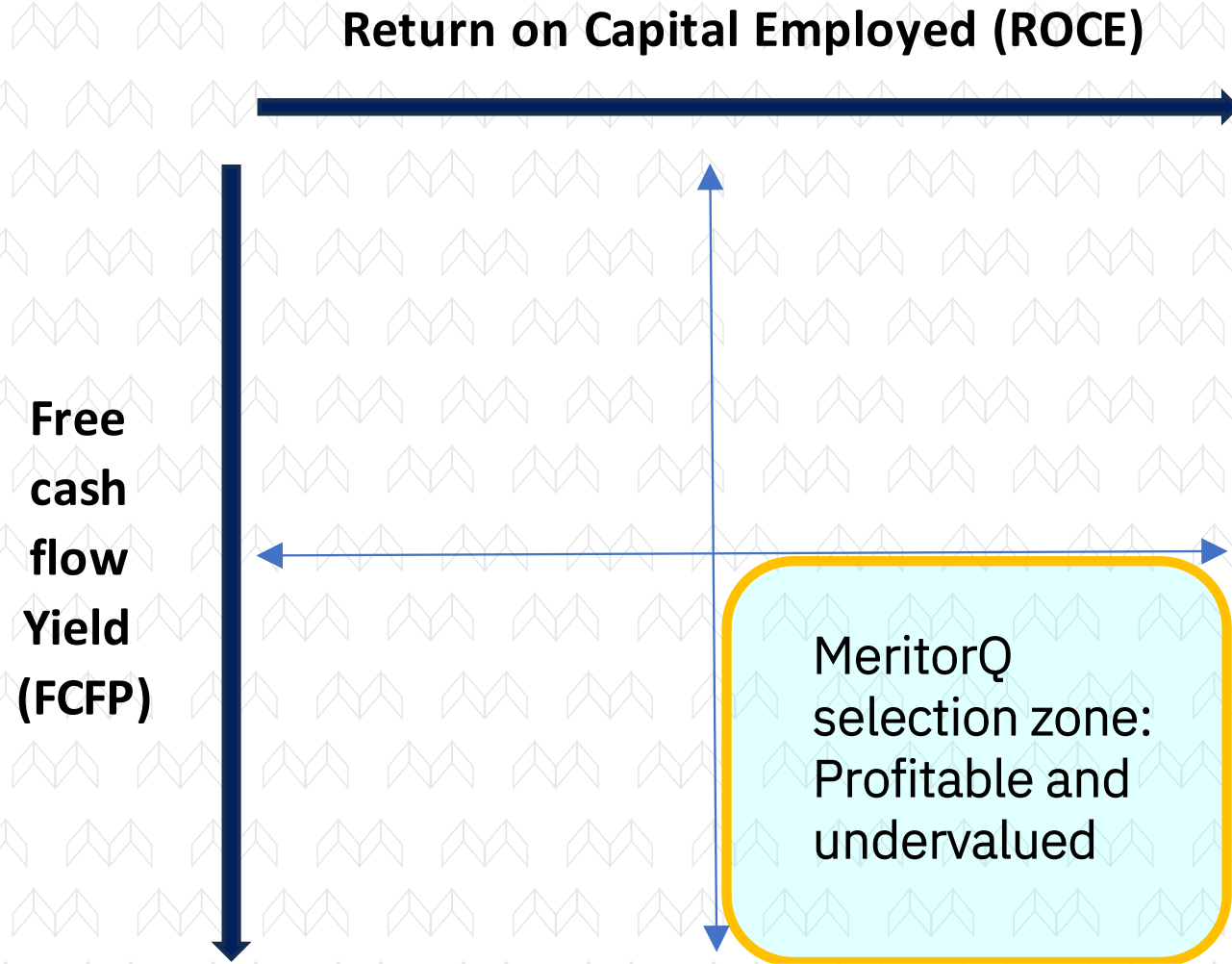
- Growth in auditors' remuneration to growth in revenues: Faster growth in auditors' remuneration vs company's operations raises concerns surrounding auditors' objectivity



Source: Ace Equity, Bloomberg. Analysis period : July 2006 to September 2022; Decile portfolio are formed from BSE 500 universe in September every year over the analysis period and equal weighted.

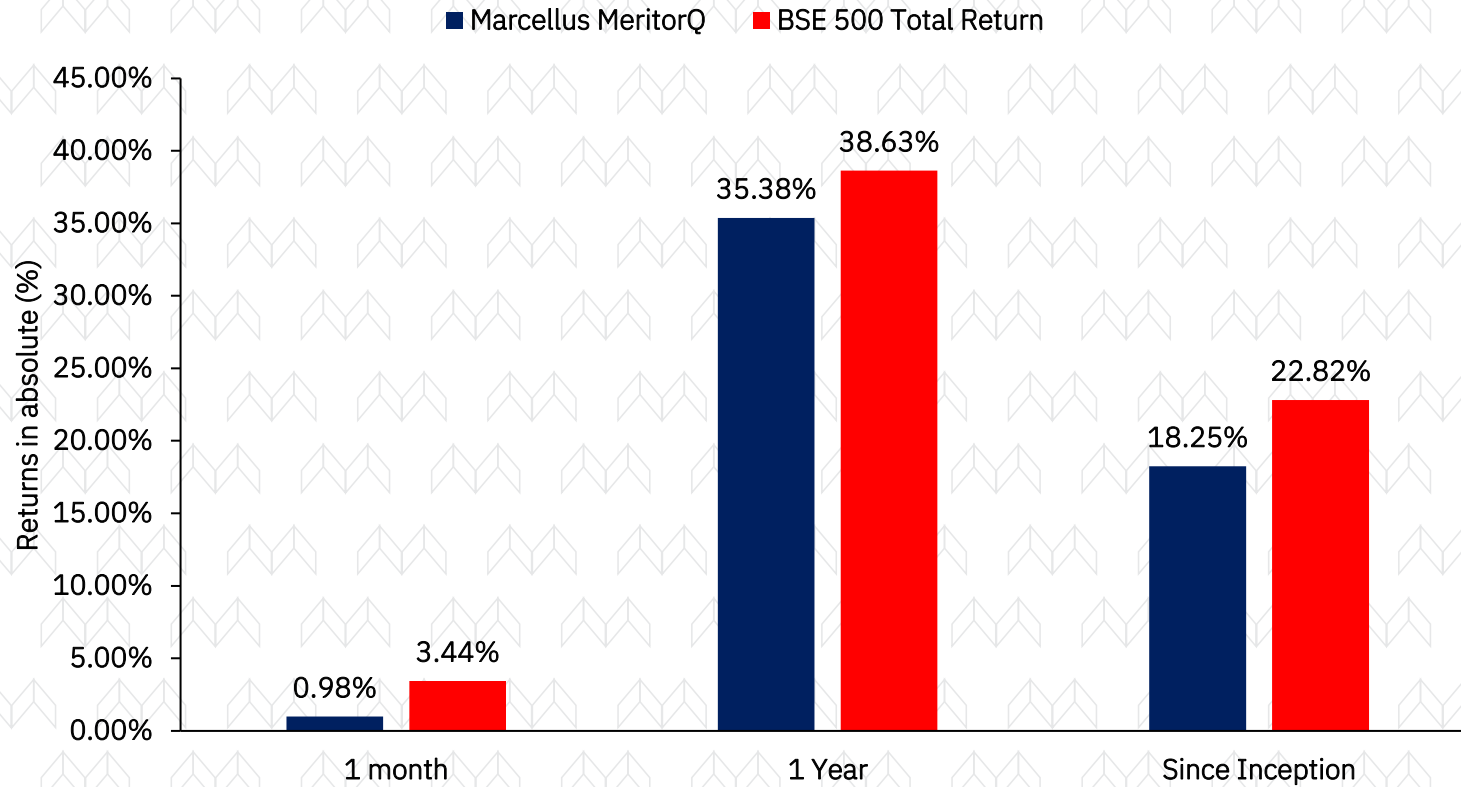


Post-screening, we move to the “selection step”



Source: Marcellus Investment Managers; For financials Return on Equity (ROE) and Book Yield (BP) is considered.

MeritorQ PMS Live performance vs. BSE 500 total return index (till 30th April 2024)*



Source: Marcellus Investment Managers. Note: (i) Portfolio inception date is November 15, 2022. (ii) Returns as of April 30, 2024. (iii) Performance data is net of fixed fees and expenses charged on a quarterly basis, the effect of the same has been incorporated up to Mar 31, 2024. Performance data is not verified either by Securities and Exchange Board of India or U.S. Securities and Exchange Commission. (iv) Total returns index considered for BSE500 above.

*For relative performance of particular Investment Approach to other Portfolio Managers within the selected strategy, please refer this [link](#). Under PMS Provider Name please select Marcellus Investment Managers Private Limited & select your Investment Approach Name for viewing the stated disclosure.=



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Sector and Size distribution: We are underweight smidcaps



Sector Allocation	MeritorQ	BSE 500 Equal Wtd [^]
IT	15%	6%
Consumer Discretionary	14%	15%
Materials	11%	18%
Health Care	16%	9%
Industrials	15%	17%
Consumer Staples	11%	7%
Utilities	6%	4%
Financials	13%	17%
Comm. Svcs	0%	3%
Energy	0%	2%
Real Estate	0%	2%

Size Allocation	MeritorQ	BSE 500 Equal Wtd [^]
Large cap	41%	20%
Mid cap	21%	30%
Small cap	38%	50%

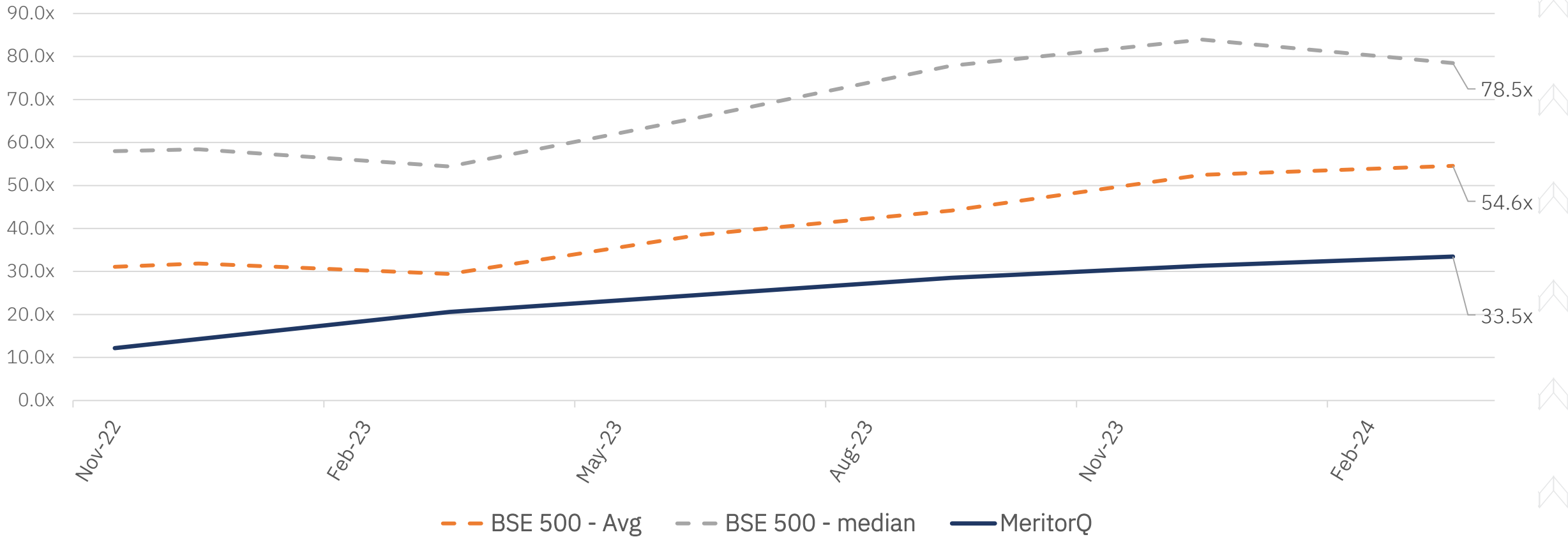
Source: Bloomberg, Ace Equity; BSE 500 constituents as of 20th December, 2023 have been considered for showing BSE 500 Equal weighted allocations. Large, mid and small cap categorization of stocks within BSE 500 is based on membership of BSE 100, BSE 150 mid cap and BSE 250 small cap index respectively.

MeritorQ is consistently cheaper than the benchmark...



Despite screening checks for quality and selecting stocks with higher profitability, MeritorQ is consistently cheaper than benchmark

Price to Free Cash Flow comparison of MeritorQ vs BSE 500



Source: Ace Equity, Marcellus Investment Managers; Price to FCF is calculated as Mkt cap/3- year average free cash flow to firm value; average calculated on MeritorQ and BSE 500 constituents quarterly *MeritorQ portfolio constituents are considered from launch date of Nov-2022 to March-2024 ; only non-lending companies in BSE500 and MeritorQ are considered.



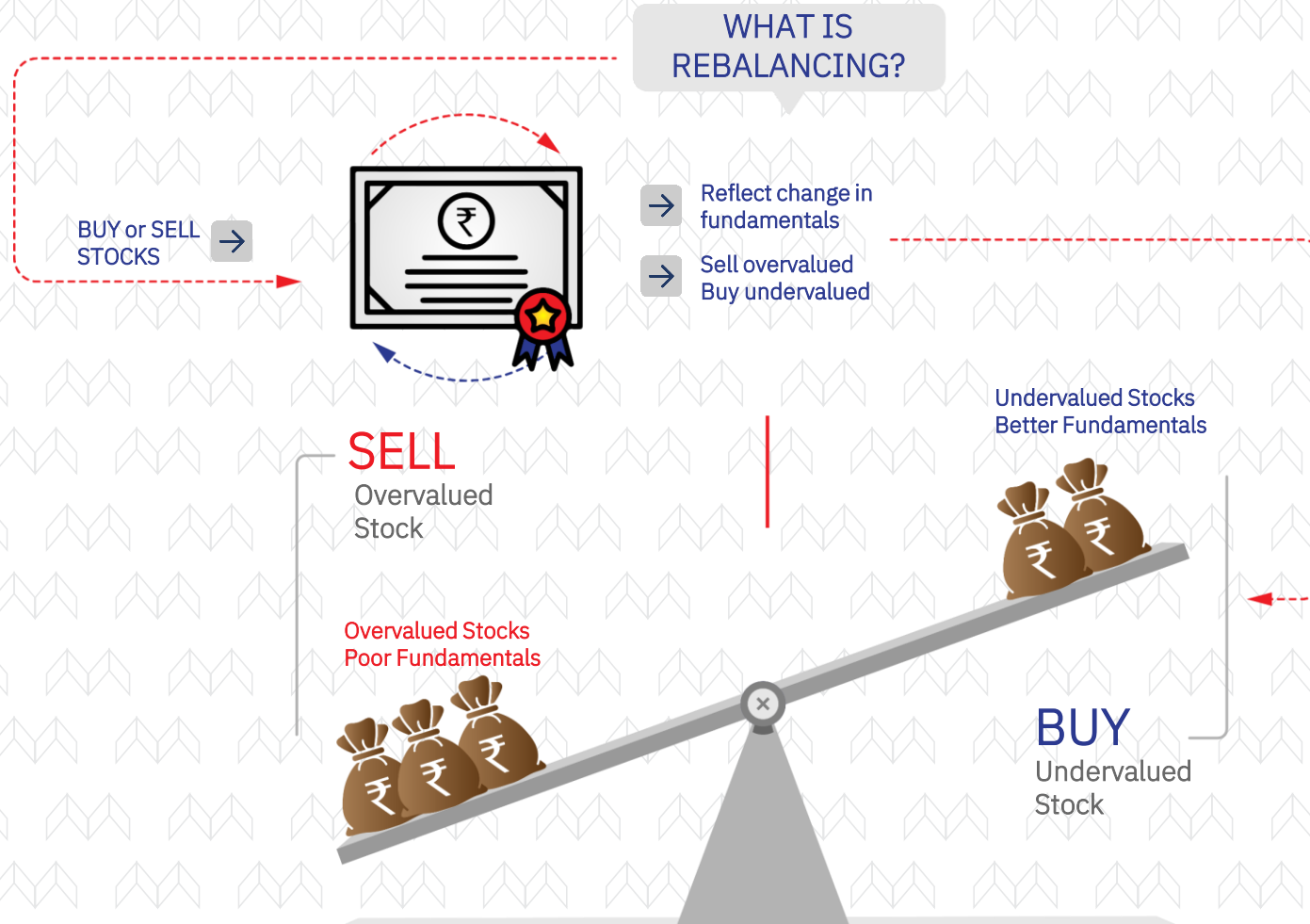
...and yet has significantly stronger fundamentals



Metrics	MeritorQ	BSE 500 Equal Weighted [^]
Number of stocks	35	500
Allocation to top 5	32%	1%
Allocation to top 10	52%	2%
ROCE [*]	30%	21%
ROE	20%	17%
Price/Earnings	25.8x	30.7x
P/FCF [*]	33.5x	54.6x
Dividend Yield	1.3%	1.0%

Source: Bloomberg, Ace Equity; * - data considered only for non-financials; Portfolio Stats are calculated on weighted averages of corresponding metrics for portfolio stocks. [^]BSE 500 constituents considered as of 20th March, 2024

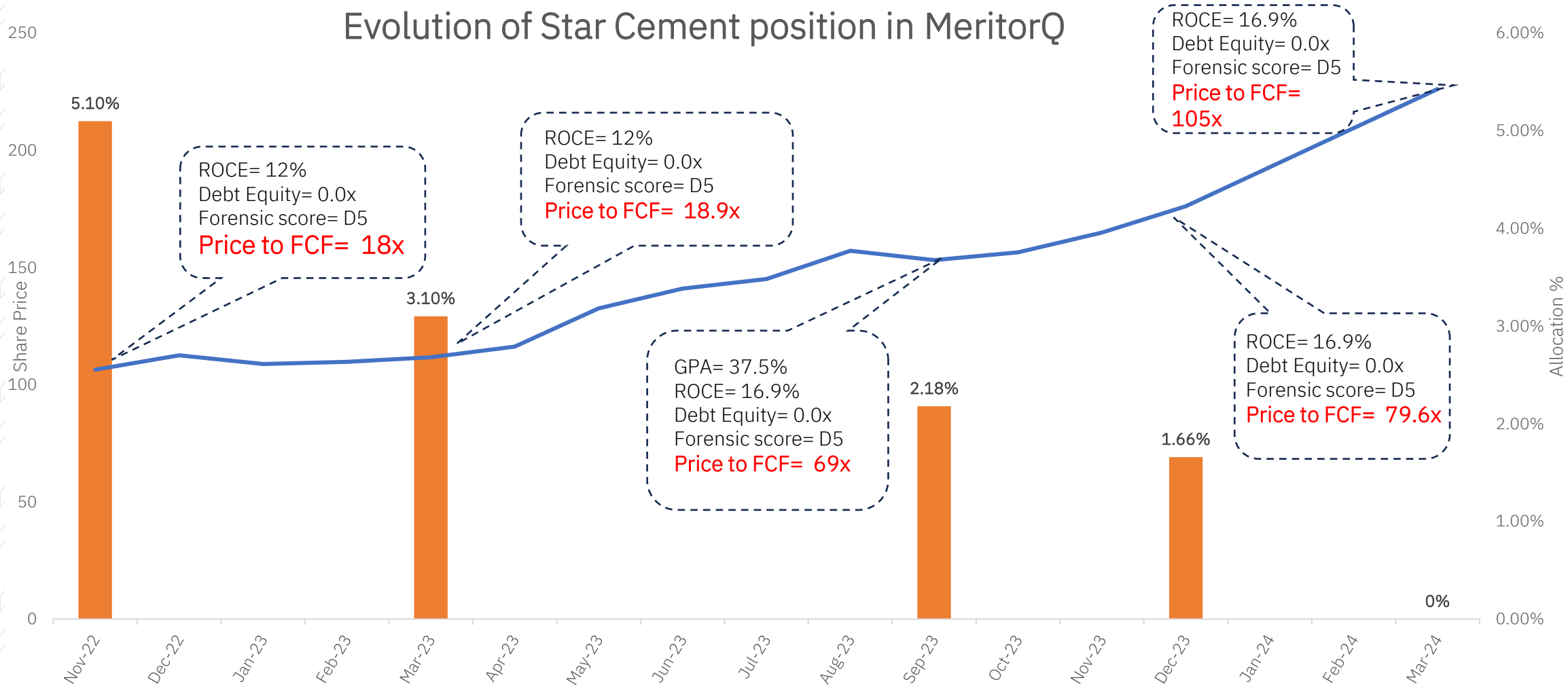
Quarterly rebalancing is an important driver of returns



Rules in action: Benefits of disciplined rules-based investing + regular rebalancing



Evolution of Star Cement position in MeritorQ



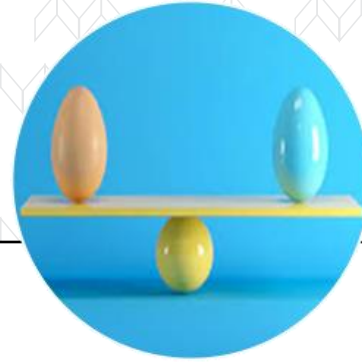
Source: Marcellus investment managers

Closing thoughts



Diversification

- Diversified exposure to uncorrelated factors like value and quality
- Possibility to capture performance from smaller companies. No market cap bias



Periodic Rebalancing

- Quarterly portfolio rebalancing and review according to rules
- Ensures portfolio is aligned to investment objectives
- Balance between portfolio churn and picking up undervalued stocks regularly



Rules based

- Method and portfolio construction tested across ~16 years of history
- Investment process over discretion*
- No portfolio manager risk
- Final portfolio and rules are actively monitored to ensure alignment with investment objectives

**Except where Marcellus has concerns over governance issues in selected stocks.*

Fee Structure



Fixed Fee: 0.75% p.a.

Minimum investment: INR 50 lacs

- We also have an STP (Systematic Transfer Plan) plan using which clients can stagger their investment in tranches spread over 5 months :- <https://marcellus.helpscoutdocs.com/article/96-stp>
- Existing Investors have the option to save and invest regularly in Marcellus Funds through Systematic Investment Plan (SIP) :- <https://marcellus.helpscoutdocs.com/article/100-systematic-investment-plansipfaqs>
- Existing Marcellus PMS investors can start investment in MeritorQ PMS with INR 25 lakhs only. For more details, you can reach out to your relationship manager or email us on invest@marcellus.in

Fund Management Team



Omkar Sawant, CA

Omkar is the Fund Manager of Marcellus' MeritorQ PMS. Prior to joining Marcellus, he worked with a CA firm in statutory audit departments from 2017 to 2020 gaining extensive experience across Indian accounting standards, financial statement analysis & taxation. He is a BCom graduate from Mumbai University. He is a qualified Chartered Accountant (ICAI India).



Thank You!

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Disclosures



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