



UTI Investment Process & Strategy

July 2022

About Our Equity Investment Team



Vetri Subramaniam Chief Investment Officer



Swati Kulkarni, CFA Fund Manager

Vishal Chopda, CFA



V Srivatsa **Fund Manager**



Ankit Agarwal Fund Manager



Sachin Trivedi Head of Research & Fund Manager



Amit Premchandani Fund Manager & Research Analyst



Sharwan Goyal, CFA Fund Manager



Kamal Gada Fund Manager & Research Analyst Pharma, Chemical Group



Preethi R S Fund Manager & Research Analyst Banks and Financial Services



Parag Chavan, CFA Research Analyst Metals & Mining, Building Materials, Consumer **Durables**



Deepesh Agarwal

Investment & Research

Fund Manager -Overseas Research Analyst Construction, Engineering,



Nitinn Aggarwal Auto OEMs and Auto Ancillaries



Pradnya S. Ganar Research Analyst Cement, Sugar, Hotels, Diagnostics and Hospitals



Lokesh Kulthia Investment Associate



Mahesh Vyas Investment Associate



Ajay Tyagi, CFA Head of Equity & **Fund Manager**



Fund Manager

Nitin Jain Research Analyst IT, Internet Sector, Oil & Gas, Media

Surai Purohit

ESG Analyst



Vicky Punjabi Research Analyst FMCG, QSR, Retail



Akash Shah Investment Associate



Ayush Jain Investment Associate

Environment, Social & Governance (ESG)



Signatory of:



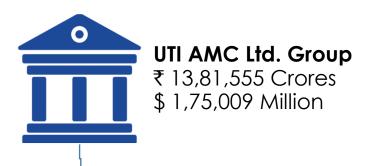


Adoption of **Stewardship Code & Voting Policy**



Dedicated ESG Analyst to build the framework across all the stocks and sectors in our coverage universe

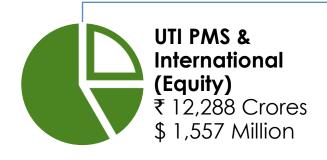
Assets Managed by the Equity Investment Team

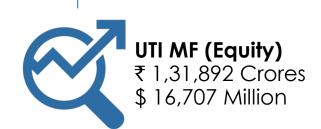




Equity Team

₹ 1,69,882 Crores \$ 21,520 Million







UTI MF (Hybrid)* ₹ 25,702 Crores \$ 3,256 Million

If you can't describe what you are doing as a process, you don't know what you're doing.

- W. Edwards Deming









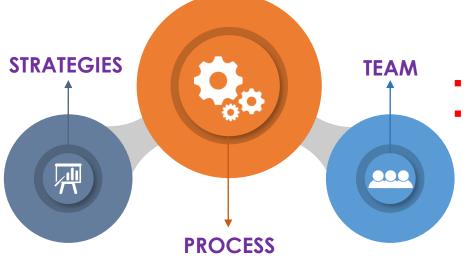
PRESENTING





Investment Process

- Support diverse strategies
- Style discipline



- Team driven approach
- Discussion & Review

- Standardized research methodology
- Identifying good stocks, avoiding poor stocks
- Consistency over time

Research Methodology

Driven by **Research Analysts**



Portfolio Construction

Driven by Fund Managers



Responsibility Framework



Chief Investment Officer

- Design & implementation of the process
- Oversight of all strategies & risk management
- Management & development of talent
- Responsible for overall investment performance



Fund Managers

- Responsible for performance of the fund relative to its benchmark
- Decides on stock and sector allocations as well as trade decision for each fund subject to risk limits & strategy discipline
- Restricted from buying stocks outside the universe and 'Not Rated' companies
- Evaluation covers multiple periods (1 to 7 years) of performance relative to benchmark as well as peer group



Head of Equity

- Final approval of all companies in the UTI Universe along with Head of Research
- Monitoring and review of all strategies & funds
- Evaluation encompasses all funds and strategies including thematic & sector funds



Research Analysts

- Responsible for company research, typically arranged by sectors
- Expected to regularly interact with companies and other sources
- Manages a model portfolio for their respective sector/s to demonstrate relative preferences
- Scan their sector for new ideas
- Evaluated on the model portfolio over a 1 to 3 year period & their high-conviction ideas







Research Methodology

Factors

Why it matters?



Profits are an opinion based on accounting principles, cash is a fact



When RoCE > Cost of Capital, the business creates wealth

Operating Cash Flow (OCF) is the fuel for growth

- Profits could be distorted by accrual, amortization, non cash items & does not account for changes in working capital
- In the absence of OCF a business has to reduce its growth plans or rely on fund raising Equity / Debt

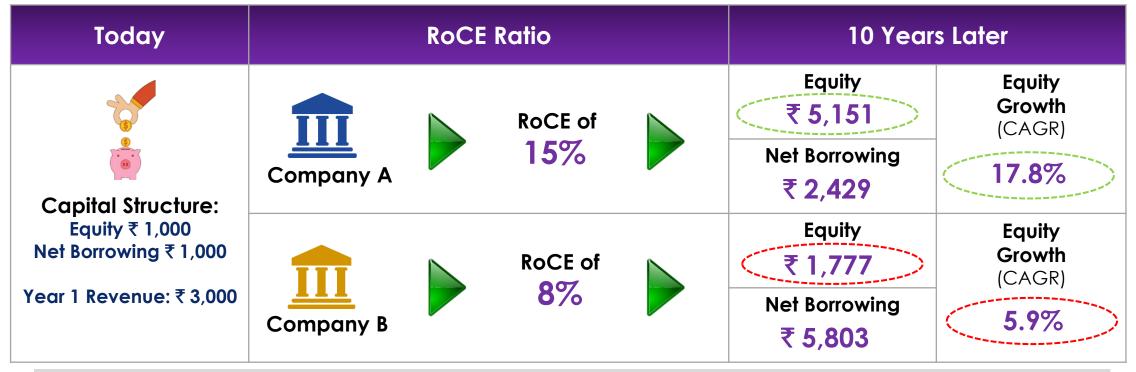
Today	Receivables Terms		10 Years Later		
		Receivables of 30 Days		Cumulative EBITDA ₹ 9,137 Cumulative OCF	Equity ₹ 4,040 Net Borrowing
Capital Structure: Equity ₹ 1,000 Net Borrowing ₹ 1,000	Company A			₹ 6,967	₹ 1,806
		Receivables of		Cumulative EBITDA ₹ 9,137	Equity ₹ 2,953
Year 1 Revenue: ₹ 3,000 Profit Margin: 15%	Company B	120 Days		Cumulative OCF ₹ 4,830	Net Borrowing ₹ 5,495

OCF is a Hygiene factor



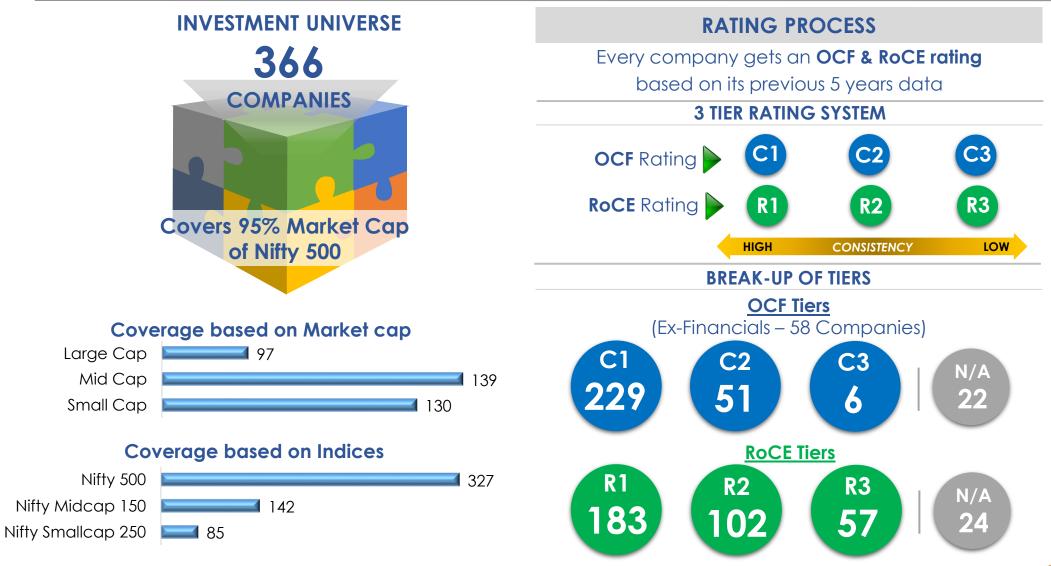
Growth creates wealth, only if Return on Capital (RoCE) is healthy

- A business that has a healthy OCF has the ability to reinvest in its business
- When RoCE > Cost of Capital, the business creates wealth by reinvesting
- If a business cannot earn returns in excess of its cost of capital, it destroys value



OCF is Hygiene, RoCE creates Wealth

Research Methodology – Rating System



Operating Cash Flow Tiers (C)- 3 Tiers based on the number of years in which they have generated positive operating cash flows in the previous 5 years (for manufacturing companies). RoCE/Implied RoE Tiers (R) - 3 Tiers based on the previous 5-year average return on capital (for manufacturing companies & non-lending nonbanking finance companies (NBFCs)) & based on the previous 5-year average return on asset for banks & NBFCs (including housing finance companies).

Portfolio Characteristics are calculated based on full market cap using weighted average methodology at aggregation.

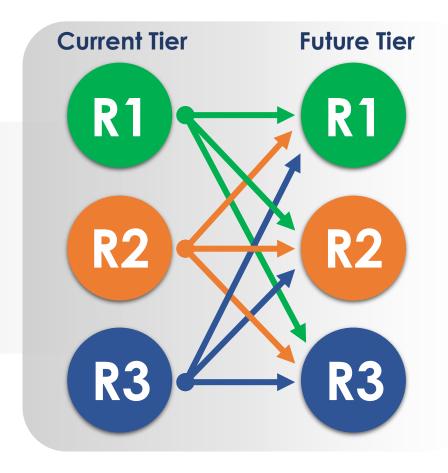
All data as of June 30, 2022

Research Methodology – Investment Argument

- Detailed financial models for each company with 10-year history
- Checklist Assumptions v/s History

Investment argument is built on the tiers

- Current & Past tier ranking of the company
- Reasons why the company would in the future maintain its tier ranking
- Reasons why the company might undergo an upgrade/ downgrade in tier rankings
- No investment in 'Not Approved' companies
- Management quality
- Growth prospects
- Valuations



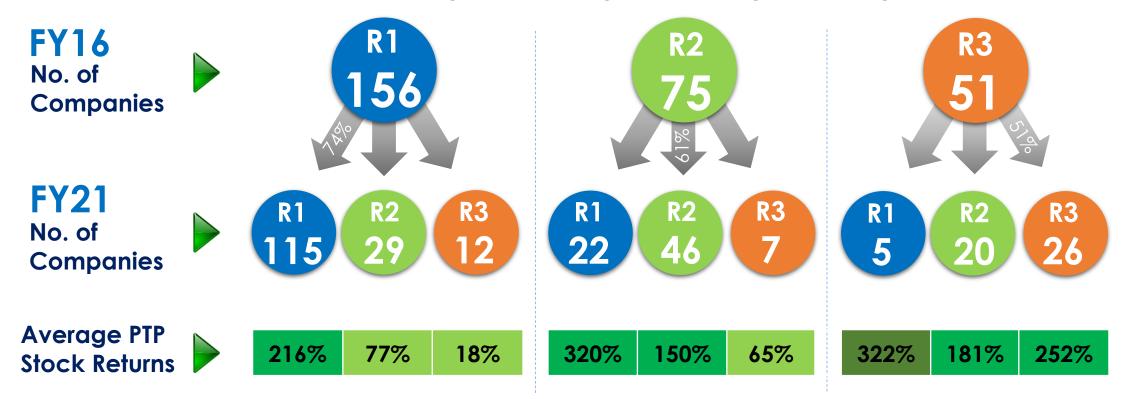
Potential migration across tiers underpins the investment argument



Example: Tier Migration (RoCE) from FY16 to FY21 & Price Returns

Probability of Migration v/s Returns

UTI INVESTMENT UNIVERSE



OCF is Hygiene, RoCE creates Wealth







Portfolio Construction

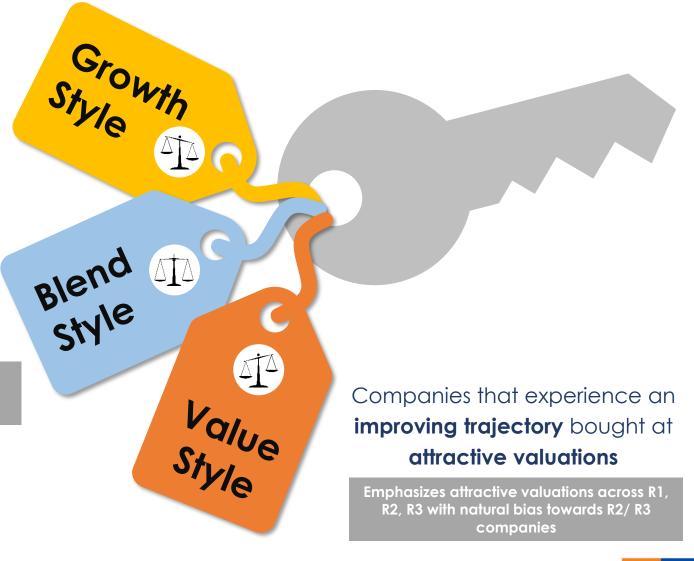
Portfolio Construction: Diversity & Discipline

Companies that can **self-sustain**their growth and have the **ability to invest** at high rates of return

Emphasizes R1, C1 Companies

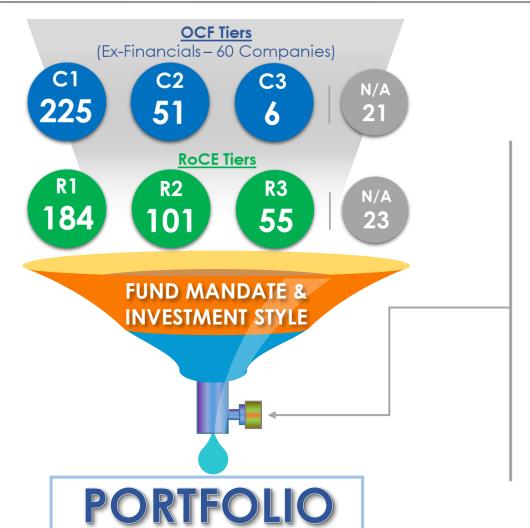
Blend of Growth & Value in varying proportions

Built around a core of R1, C1 companies but also includes allocation to R2/R3 companies





Portfolio Construction



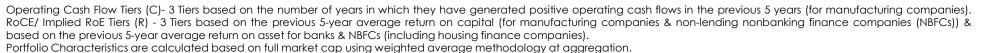
Portfolio Construction driven by

- Investment Strategy as per SID
- Bottom-up / Top-down
- Stock selection mandate & style drive choice of stocks across the OCF & RoCE tiers
- Sector view wherever applicable
- Market cap allocation
- Risk parameters single stock/ sector/ concentration/ off benchmark



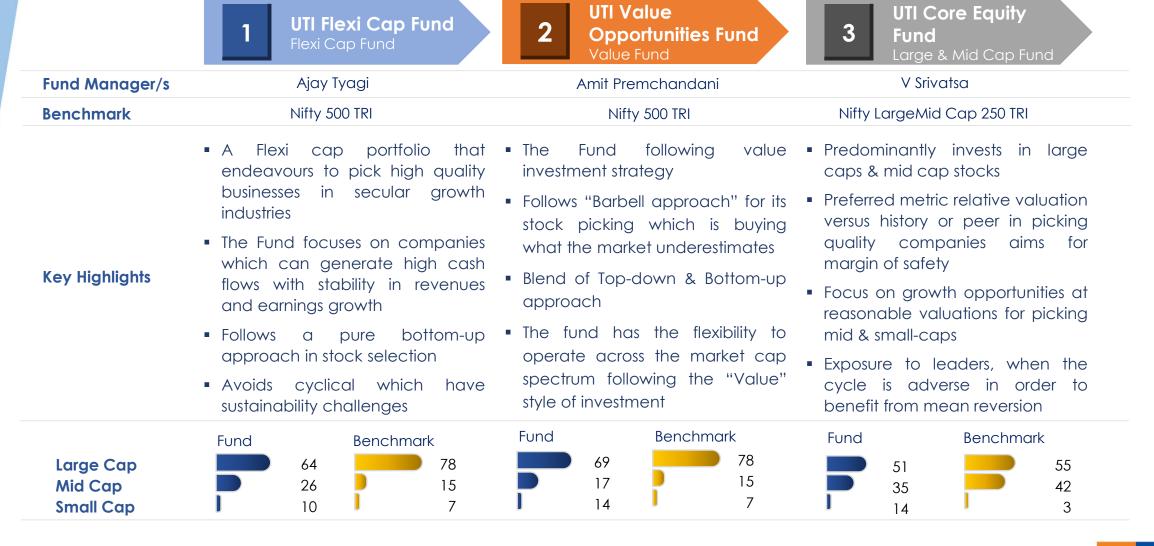
Diverse Strategies

SCHEME	OCF / ROCE	ACTIVE SHARE	INVESTMEN'	T STYLE
UTI FLEXI CAP FUND Flexi-cap Fund	R1 85% C1 95%	66%	Growth/ High Quality	GROWTH
UTI SMALL CAP FUND Small-cap Fund	R1 70% C1 75%	73%	Blend – Growth Tilt	
UTI MID CAP FUND Mid-cap Fund	R1 60% C1 87%	66%	Blend – Growth Tilt	
UTI FOCUSED EQUITY FUND Focused Fund	R1 58% C1 94%	75%	Blend – Growth Tilt	
UTI MASTERSHARE UNIT SCHEME Large-cap Fund	R1 57% C1 92%	38%	GARP	
UTI LTEF (TAX SAVING) ELSS	R1 56% C1 96%	65%	Blend Approach	
UTI VALUE OPPORTUNITIES FUND Value Fund	R1 54% 93%	65%	Barbell Approach	
UTI CORE EQUITY FUND Large & Mid-cap Fund	R1 48% C1 80%	69%	Relative Value	VALUE

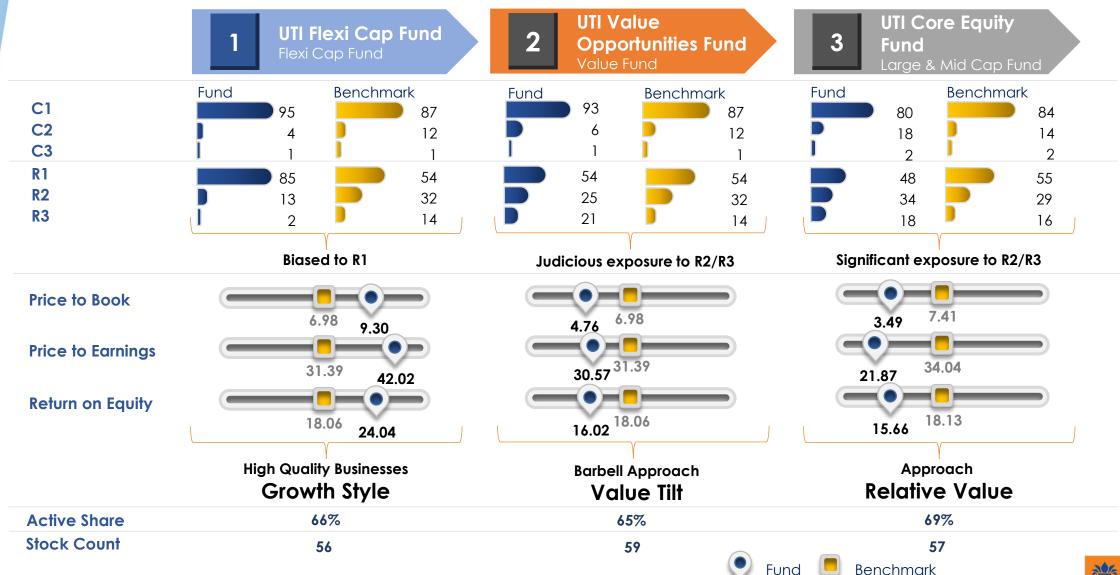


All data as of June 30, 2022

Agnostic to market cap strategies



Agnostic to market cap strategies (contd.)



Operating Cash Flow Tiers (C)- 3 Tiers based on the number of years in which they have generated positive operating cash flows in the previous 5 years (for manufacturing companies).

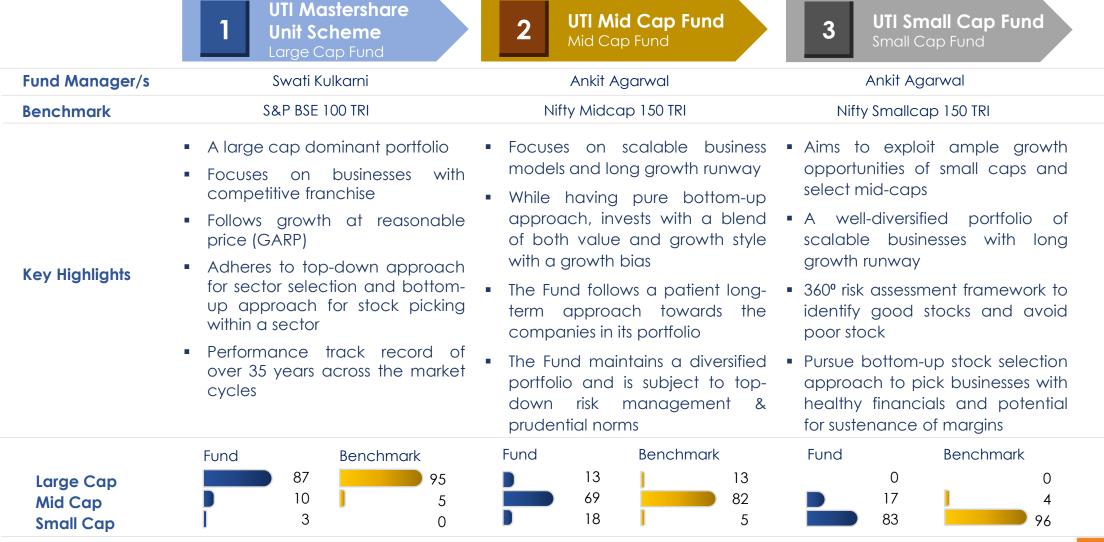
RoCE/ Implied RoE Tiers (R) - 3 Tiers based on the previous 5 year average return on capital (for manufacturing companies & non-lending non banking finance companies (NBFCs)) & based on the previous 5 year average return on asset for banks & NBFCs (including housing finance companies).

Portfolio Characteristics are calculated based on full market cap using weighted average methodology at aggregation.

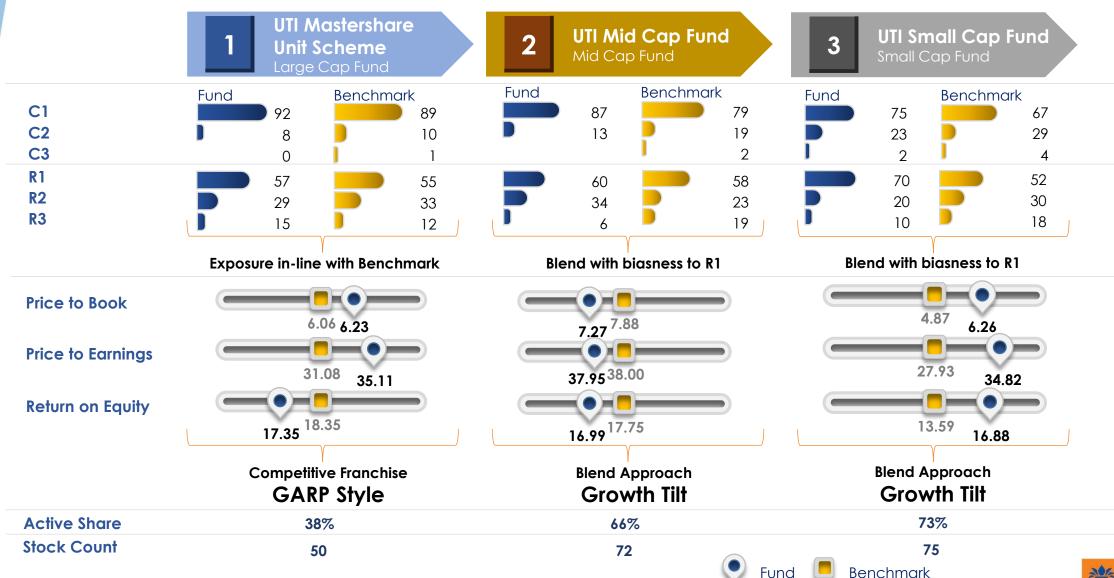


All data as of June 30, 2022

Market cap based strategies



Market cap based strategies (contd.)



Operating Cash Flow Tiers (C)- 3 Tiers based on the number of years in which they have generated positive operating cash flows in the previous 5 years (for manufacturing companies).

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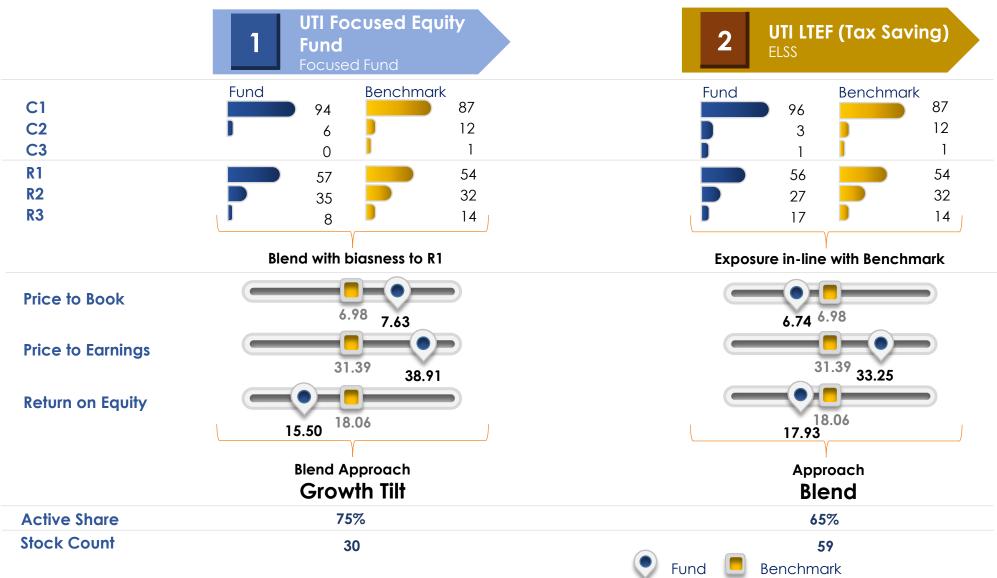
All data as of June 30, 2022

Other strategies

	1 UTI Focused Equity Fund Focused Fund	2 UTI LTEF (Tax Saving) ELSS		
Fund Manager/s	Vishal Chopda	Vishal Chopda		
Benchmark	Nifty 500 TRI	Nifty 500 TRI		
	 Exposure to hand-picked high- conviction ideas 	 The Fund is agnostic to market capitalisation and follows a strategy which is blend of growth & value style The Fund intends to keep large cap in 55-65% range and mid small cap in 35-45% range 		
Key Highlights	 Maximum of 30 stocks across sectors and market capitalization enables optimal portfolio diversification 			
	 Uniquely positioned with distinct portfolio relative to broader market indices with potential for alpha creation 	 The Fund looks to generate alpha by stock selection across large, mid and small caps with less reliance on sector positioning 		
		 Investments eligible for tax benefits under Section 80C of the Income Tax Act, 1961 		
	Fund Benchmark	Fund Benchmark		
Large Cap Mid Cap Small Cap	65 32 3 7	63 78 20 15 17 7		



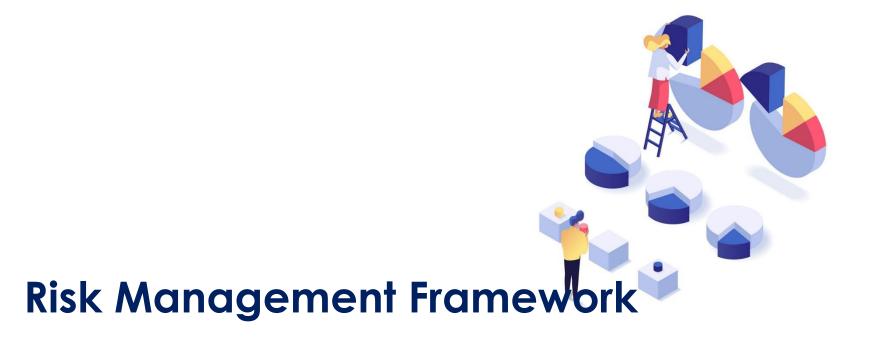
Other strategies (contd.)





UTI Mutual Fund

Operating Cash Flow Tiers (C)- 3 Tiers based on the number of years in which they have generated positive operating cash flows in the previous 5 years (for manufacturing companies). RoCE/ Implied RoE Tiers (R) - 3 Tiers based on the previous 5 year average return on capital (for manufacturing companies & non-lending non banking finance companies (NBFCs)) & based on the previous 5 year average return on asset for banks & NBFCs (including housing finance companies).



Portfolio – Sector & Stock Limits

		Stock level			
Category	Sector level	Forming part of Benchmark (MAX)	Not forming part of Benchmark (MAX)	Top 10 holdings (MAX)*	Minimum Number of Stocks
Diversified	35% or BM plus 12% (Whichever is lower)	10.00%	5.00%	55%	30
Mid Cap	35% or BM plus 12% (Whichever is lower)	6.00%	3.50%	35%	35
Small Cap	35% or BM plus 12% (Whichever is lower)	5.50%	3.00%	30%	35
Thematic	40% or BM plus 20%, (Whichever is higher)	10.00%	10.00%	60%	25
Focused	40% or BM plus 20%, (Whichever is higher)	10.00%	10.00%	70%	20
Sector	N/A	10% or BM Weight (Whichever is higher)	9.50%	N/A	15 or stocks in BM (Whichever is lower)
SEBI prescribed	N/A	10% In case of Index/ Sector funds: Up to index weight			

^{*}specified number in the column or weightage of Top 10 in benchmark, whichever is higher

Company Exposure: Not more than 7% of company's equity

Cash Limit: 10% of the portfolio (not applicable for hybrid/ solution funds investing in equity)

Above limits are not applicable to Arbitrage Fund / Passive Funds / Arbitrage Positions

Note: Above limits are internal prudential norms



Risk Management – The Process

Stock specific risk

- Quality of primary research
- OCF & RoCE emphasis

Selling discipline

- Fundamentals deteriorate
- Better alternatives available
- Stock is 'Not Approved'

Portfolio risk

- Single stock/ sector/ concentration/ off benchmark limits
- Consistency in tier allocation
- Consistency in Portfolio positioning vs Benchmark



Risk Management – Review

- Monthly risk report from Risk management team
- Steering Committees, comprising of Head of Equity, Senior Fund Manager/s along with representative of strategic partner/s, formally oversee
 - Investment (Funds & Research) strategy
 - HR policy & related issues in the team
 - Performance measurement metrics
 - Fund performance attribution
- Periodic Review Meetings with Investment Committee /Managing Director
- Regular Reporting and Presentation to the Board of UTI Asset Management Company
 Limited and UTI Trustee Company Private Limited



Product Label

Name of the Scheme	This product is suitable for investors who are seeking*	Scheme Riskometer#	Benchmark Riskometer#
UTI Mastershare Unit Scheme (Large Cap Fund - An open ended equity scheme predominantly investing in large cap stocks)	 Long term capital appreciation Investment predominantly in equity instruments of large cap companies 	Tensor such as well for the large private so the end points and a private so the end points and a private so the end points are so the end points and a private so the end points are so that ar	S&P BSE TOO TRI
UTI Core Equity Fund (Large & Mid Cap Fund - An open ended equity scheme investing in both large cap and mid cap stocks)	 Long term capital appreciation Investment predominantly in equity instruments of both large cap and mid cap companies 	Transactive of the state of the	Tifty LargeMid 250 TRI
UTI Mid Cap Fund (Mid Cap Fund - An open ended equity scheme predominantly investing in mid cap stocks)	Long term capital appreciationInvestment predominantly in mid cap companies	THE CONTROL OF THE CO	Nifty Midcal 150 TRI
UTI Value Opportunities Fund (Value Fund - An open ended equity scheme following a value investment strategy)	 Long term capital appreciation Investment in equity instruments following a value investment strategy across the market capitalization spectrum 	THE STATE OF THE PROPERTY OF T	Niffy 500 TRI
UTI Flexi Cap Fund (Flexi Cap Fund - An open ended dynamic equity scheme investing across large cap, mid cap, small cap stocks)	 Long term capital appreciation Investment in equity instruments of companies with good growth prospects across the market capitalization spectrum 	and the state of t	THE SOUTH THE THE THE THE THE THE THE THE THE T
UTI Small Cap Fund (Small Cap Fund - An open ended equity scheme predominantly investing in small cap stocks)	 Long term capital appreciation Investment predominantly in equity and equity related securities of small cap companies 	THE CONTROL OF THE PROPERTY OF	Nifty Smallcap 250 TRI
UTI Focused Equity Fund (Focused Fund - An open ended equity scheme investing in maximum 30 stocks across market caps)	 Long term capital appreciation Investment in equity and equity related securities across market capitalisation in maximum 30 stocks 	THE CONTROL OF THE PROPERTY OF	Niffy 500 TRI
UTI Long Term Equity Fund (Tax Saving) (ELSS - An open ended equity linked saving scheme with a statutory lock in of 3 years and tax benefit)	 Long term capital growth Investment in equity instruments of companies that are believed to have growth potential 	TESTICIES ST. Testing and the state of the	Nifty 500 TRI

^{*}Investors should consult their financial advisers if in doubt about whether the product is suitable for them.

#Risk-o-meter for the fund is based on the portfolio ending June 30, 2022. The Risk-o-meter of the fund/s is/are evaluated on monthly basis and any changes to Risk-o-meter are disclosed vide addendum on monthly basis, to view the latest addendum on Risk-o-meter, please visit addenda section on https://utimf.com/forms-and-downloads/



Reference Slide

Assumptions: Illustration on OCF & RoCE analysis (slide 12 & 13)

Common Assumptions

Gross Block - ₹ 2,000
 Gross Assets Turnover - 1.5
 Interest Cost - 10%

Investment Income - 8%
 Tax Rate - 30%

• Revenue Growth - 15%

Specific to OCF

■ EBITDA Margin - 15%

Specific to RoCE

Working Capital Days - 90 days

Period of Analysis – 24 years (FY 1997 to 2020)

Universe of companies analyzed - **1280 companies** (includes MF industry holdings, S&P BSE 500 Index companies since 2002)

OCF – Operating Cash Flows

RoCE – Return on Capital Employed (EBIT/Avg. capital employed)

RoA – Return on Asset

RoE – Return on Equity

Rating Process (slide 12)

Sectors		C1	C2	C3
All companies (excluding Financials)	Positive OCF	In all previous 5 years	in 3 or 4 of the previous 5 years	In 2 or less of the previous 5 years
		R1	R2	R3
	RoCE	> 18% (5 year average)	10% - 18% (5 year average)	<=10% (5 year average)
		R1	R2	R3
Banks & HFCs	RoA	> 1.2% (5 year average)	0.8% - 1.2% (5 year average)	<=0.8% (5 year average)
NBFCs (excluding HFCs)	RoA	> 2.4% (5 year average)	1.8% - 2.4% (5 year average)	<=1.8% (5 year average)
Non-lending Financials	RoE	> 15% (5 year average)	> 10% - 15% (5 year average)	<=10% (5 year average)

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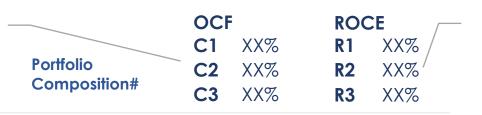
REGISTERED OFFICE: UTI Tower, 'Gn' Block, Bandra Kurla Complex, Bandra (E), Mumbai - 400051. Phone: 022 6678 6666. UTI Asset Management Company Ltd (Investment Manager for UTI Mutual Fund) Email: invest@uti.co.in. (CIN-L65991MH2002PLC137867). For more information, please contact the nearest UTI Financial Centre or your AMFI/ NISM certified Mutual Fund Distributor (MFD) for a copy of the Statement of Additional Information, Scheme Information Document and Key Information Memorandum cum Application Form.

Mutual Fund Investments are subject to market risks, read all scheme related documents carefully.



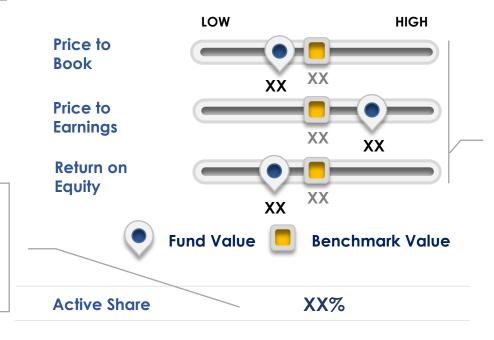
Portfolio Construction – Monitoring Consistency & Style Discipline

All strategies have a bias towards C1 rated companies but allocation to C2/C3 companies could increase in value oriented strategies



A portfolio with significant R1 share implies a growth preference and a portfolio with significant R2 / R3 companies is tilting towards value

Percentage of portfolio that is distinct from the Benchmark; higher active share implies greater portfolio uniqueness and potential for higher alpha generation



Metrics Vis., P/B, P/E, RoE, lower to the Benchmark implies portfolio has a value bias and emphasizes attractive valuations; likewise metrics that are higher to the Benchmark implies portfolio has a growth & quality bias that is reflected in the premium valuations

Style discipline measured through continuous monitoring of values vis-à-vis Benchmark



Portfolio Construction – Style Check

