



PGIM

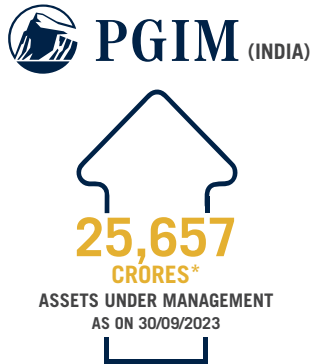
India Portfolio
Management Services

Stable core.
Strong portfolio.

PGIM INDIA
CORE EQUITY PORTFOLIO

September 2023

About us



Source: www.pgim.com and www.prudential.com. *For AUM Breakup please refer slide no. 19
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About us

Global Footprint



Global Depth & Scale

A leading global investment manager	1400+ investment professionals	47 OFFICES	18 COUNTRIES
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Source: www.pgim.com



PGIM India Portfolio Management Services

PGIM India Portfolio Management Services - Overview

- Launched in July 2013
- Experienced investment team
- Offers equity strategies with a focus on Growth at Reasonable Price





PGIM India Core Equity Portfolio

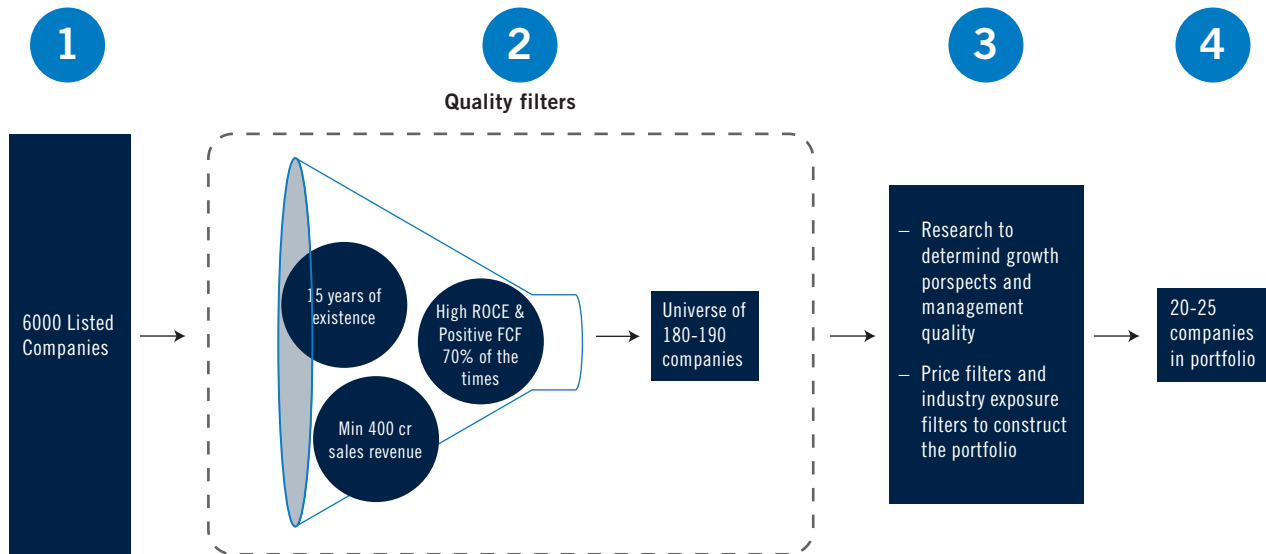
Overview

- Portfolio Proposition
- Investment Process
- Portfolio Construct
- Performance
- Features
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Portfolio Proposition

- We invest in structurally strong companies, that are termed as good quality companies, which have:
 - reached a minimum scale in terms of revenue
 - have gone through at least one downcycle and emerged stronger and has a consistency in cash flows
 - high return on capital employed over the last 10 years
- We focus on always owning companies that are market leaders in a particular domain
- Concentrated portfolio of 20-25 stocks, with a Multi-cap approach
- Low Overlap with benchmark
- Single stock exposure is restricted to 10% of the portfolio and single sector exposure is restricted to 30%
- The holding of cash is a residual strategy:
 - Portfolio manager does not pre-decide the extent of cash. If suitable investment opportunities are not available at that point, cash is held to that extent

Investment Process : Quality Filters



Note: Minimum 75% of the portfolio at all times follows the above-mentioned process. The fund manager may exercise discretion up to 25% of the portfolio for including financial companies, high conviction ideas or companies which meet most of the above criteria but fail on a single parameter

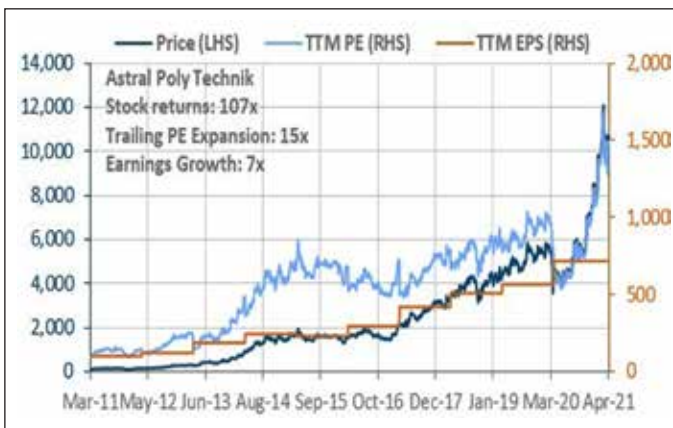
Investment Process : Parameters

- The portfolio manager looks for:
 - The ability of the company to grow its sales and profits greater than industry average, over the next 3-5 years
 - The ability of the company to do this without consistently resorting to additional external funding
 - The track record of the management in capital allocation, and in treating minority shareholders fairly
- Portfolio manager is conscious of prevailing valuations at all times, which should be reasonable considering future growth prospects
- Periodic review of portfolio to establish best choices
- Sell Discipline – when the investment thesis changes fundamentally, we look to exit from the stock

Current Portfolio Construct

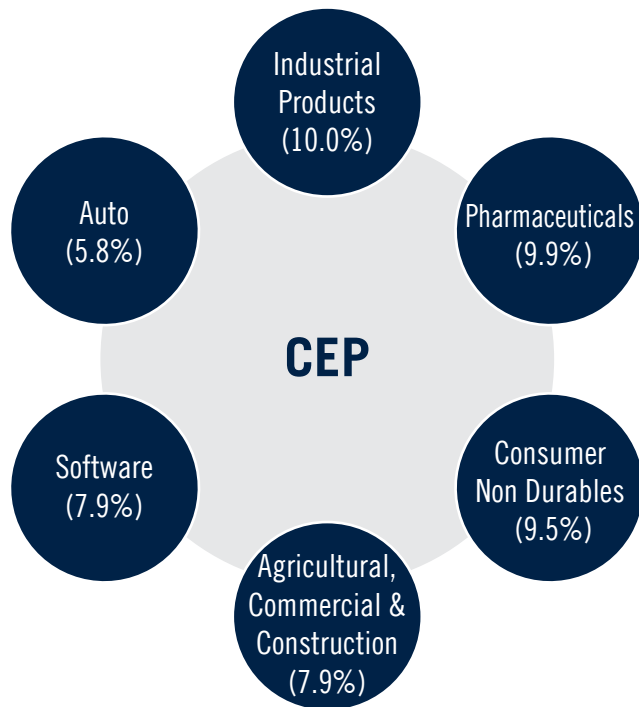
- Concentrated Portfolio - 20-25 stock portfolio
- Single stock exposure limit - 10% of the portfolio
- Single sector exposure limit - 30% of the portfolio
- Portfolio generally constructed in 4 to 6 weeks after receiving the investment

Past examples of quality businesses who have grown sales and profitability consistently



Source: Bloomberg. Stocks mentioned are for illustration purpose only and not meant as a recommendation to buy or sell the securities. The charts have been rebased. The Portfolio may or may not invest in these stocks. Investors are requested to consult their financial, tax and other advisors before taking any investment decision(s).

Core Equity Portfolio (CEP) – Holdings



Company	Portfolio Weightage
VST Tillers Tractors Ltd	7.9%
Maruti Suzuki India Ltd	5.8%
FDC Ltd	5.8%
Timken India Ltd	5.3%
Bharat Electronics Ltd	5.1%
Eureka Forbes Ltd	5.0%
Nestle India Ltd	4.9%
PI Industries Ltd	4.8%
Havells India Ltd	4.8%
ICICI Lombard General Insurance Co. Ltd	4.6%

Classification as per IISL industry. Data represented is for Actual portfolio. Data as on September 30, 2023.

PGIM India Core Equity Actual Portfolio - Metrics

Parameter	Metric	Core Equity Portfolio
Established businesses	Average age of companies	47 years
High quality	ROCE*	21.9%
	Debt to Equity^	11.0%
Valuation	FY25 Portfolio PE	27.3
Multi Cap	Large Cap ~	29.9%
	Mid Cap ~	33.1%
	Small Cap ~	23.7%
Portfolio different from the index	Portfolio overlap with the index ~	7.2%

Data as on September 30, 2023. ^Debt to Equity ratio (ex-Financials) *ROCE (ex-Financials and non-profitable companies)
Source: Internal Research. Past performance may or may not sustain in future.

PGIM India Core Equity Portfolio - Performance

Performance as on September 30, 2023		
Period	Portfolio	NIFTY 50
1 Month	-0.54%	2.00%
3 Months	3.43%	2.67%
6 Months	22.30%	14.02%
1 Year	18.62%	16.06%
2 Years	15.71%	6.85%
3 Years	25.17%	21.88%
5 Years	14.11%	13.77%
Since Inception Date 08/07/2013	15.90%	13.91%
Portfolio Turnover Ratio*	78.07%	

*Portfolio Turnover ratio for the period October 1, 2022 to September 30, 2023

Data as on September 30, 2023 for actual portfolio. Source: Internal Research

Past performance may or may not sustain in future ; w.e.f. April 1, 2023, the benchmark has changed to Nifty 50 TRI from Nifty 500

To view the portfolio's performance relative to other Portfolio Managers, you may [click here](#)

For the full disclaimer on consolidated portfolio performance, please refer slide no. 20

PGIM India Core Equity Portfolio - Performance

Annualised Returns as on September 30, 2023		
Period	PGIM India Core Equity Portfolio	Benchmark - NIFTY 50 TRI
April 1, 2023 to September 30, 2023	22.30%	14.02%
April 1, 2022 to March 31, 2023	4.89%	0.59%
April 1, 2021 to Mar 31, 2022	24.45%	20.26%
April 1, 2020 to March 31, 2021	53.25%	72.54%
April 1, 2019 to March 31, 2020	-23.66%	-25.02%
April 1, 2018 to March 31, 2019	3.79%	16.45%
April 1, 2017 to March 31, 2018	5.44%	11.76%
April 1, 2016 to March 31, 2017	23.05%	20.16%
April 1, 2015 to March 31, 2016	-2.24%	-7.82%
April 1, 2014 to March 31, 2015	41.75%	28.17%
July 8, 2013 to March 31, 2014	30.53%	14.99%

Data as on September 30, 2023 for actual portfolio. Inception date - July 8, 2013. Performance is calculated on Time Weighted Rate of Return (TWRR) basis. Source: Internal Research
 Past performance may or may not sustain in future ; w.e.f. April 1, 2023, the benchmark has changed to Nifty 50 TRI from Nifty 500
 To view the portfolio's performance relative to other Portfolio Managers, you may [click here](#).

Know Your Fund Manager



Surjitt Singh Arora
Portfolio Manager

- Surjitt Singh Arora is Portfolio Manager – Portfolio Management Services at PGIM India Asset Management Private Limited. He is the Portfolio Manager for PGIM India Phoenix Portfolio, PGIM India Core Equity Portfolio and PGIM India Equity Portfolio.
- Surjitt Singh Arora has more than 18 years of rich work experience in the Equity Markets including over 8 years in the asset management industry. In his last stint, Surjitt was Head - PMS and Head - Principal Officer with Tata Asset Management. Prior to that he was with Tata Mutual Fund as Equity Research Analyst.
- Surjitt holds a Bachelor's degree in Management Studies from Sydenham College, Mumbai and a Master's degree in Management Studies from Sydenham Institute of Management and Research (SIMSREE), Mumbai.

Investment Approach

Portfolio Name	PGIM India Core Equity
Investment objective	It seeks to generate returns by investing in a portfolio of quality companies that are available at reasonable valuations and have the potential of superior wealth creation over long term.
Types of Securities	Funds would be predominantly invested in listed equity and equity related instruments.
Basis of Selection	The portfolio will identify and invest in companies with strong fundamentals which are available at a reasonable price when seen in light of business projections, projected cash flows and market value of assets. Such opportunities are available when companies are going through a period of temporary difficulty or are ignored by the market. It is a Multi cap portfolio agnostic to market capitalization. Primary Screening is based on ability to generate free cash flows, high ROCE with filters for vintage and size.
Portfolio allocation	It is a multi cap portfolio. From a risk management perspective, portfolio will be adequately diversified across sectors and across companies. Pending deployment of funds of the portfolio in securities in terms of the investment objective, the funds of the portfolio may be parked in short term deposits of scheduled commercial banks or in the liquid and debt schemes of PGIM India Mutual Fund.
Investment Horizon	Markets usually take time to spot value, and hence, this portfolio requires a longer holding period. Hence, this portfolio is suitable for investors with investment horizon of at least 3 years.
Risk associated	Please refer to Disclosure document at www.pgimindiapms.com
Benchmark Index	Nifty 50 TRI

AUM Breakup

AUM Breakup: Asset class wise disclosure of AAUM: AUM as on September 30, 2023 (Rs in Crores): Income: 571.36, Equity Other than ELSS: 17355.71, Balanced: 0.00, Liquid: 830.14, Gilt: 128.63, Equity ELSS: 568.56, Hybrid: 1793.03, Index Fund: 32.03, GOLD ETF: 0.00, Other ETF: 0.00, Fund of Fund Investing Overseas: 1521.07, Total: 22800.53; **Average AUM for the month:** Income: 670.93, Equity Other than ELSS: 17618.43, Balanced: 0.00, Liquid: 871.63, Gilt: 129.59, Equity ELSS: 572.71, Hybrid: 1859.85, Index Fund: 32.45, GOLD ETF: 0.00, Other ETF: 0.00, Fund of Fund Investing Overseas: 1590.57, Total: 23346.16; **Disclosure of percentage of AUM by geography: % of Total AUM as on September 30, 2023:** Top 5 cities: 52.57%, Next 10 cities: 21.27%, Next 20 cities: 7.50%, Next 75 cities: 7.71%, Other: 10.95%, Total: 100.00%; **Disclosure of AUM by Service Category: AUM as on September 30, 2023 (Rs. in Crores):** Mutual Funds: 22801, PMS: 312, Advisory: 2544, Total: 25657.

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Disclaimer

The holding represents top 10 holdings and the top 6 IISL Industry allocations of PGIM India Core Equity Portfolio - Regular Portfolio based on all client portfolios existing as on September 30, 2023 excluding any temporary cash investments. The said holdings do not represent the model portfolio being offered to the clients (including prospective clients) and hence it is possible that these stocks may not be part of the portfolios constructed for new clients. The above holdings are for illustration purpose only and it should not be considered as investment recommendation or analysis or advice or opinion from the Portfolio Manager on the said stocks. The said portfolio holdings are provided on an "as is" basis, and the Portfolio Manager makes no express or implied warranties or representations with respect to the accuracy, completeness, reliability, or fitness of the said portfolio holdings or any financial results you may achieve from their use. In no event shall the Portfolio Manager, its directors or employees or its affiliates have any liability relating to the use of the portfolio holdings.

Investment objective of PGIM India Core Equity Portfolio:

PGIM India Core Equity Portfolio seeks to generate returns by investing in a portfolio of quality companies that are available at reasonable valuations and have the potential of superior wealth creation over long term.

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Important Disclosures regarding the consolidated portfolio performance:

The performance related information provided herein is not verified by SEBI. Performance depicted as at the above stated date is based on all the client portfolios under the Regular Portfolio of existing as on such date, using Time Weighted Rate of Return (TWRR) of each client. Past performance is no guarantee of future returns. The above portfolio performance is after charging of expenses (as depicted above). Return for period upto 1 year is absolute. Since inception date stated is considered to be the date on which the first live client investment was made under the strategy. Please note that the actual performance for a client portfolio may vary due to factors such as expenses charged, timing of additional flows and redemption, individual client mandate, specific portfolio construction characteristics or other structural parameters. These factors may have impact on client portfolio performance and hence may vary significantly from the performance data depicted above. Neither the Portfolio Manager, nor its directors or employees shall in any way be liable for any variation noticed in the returns of individual client portfolios. The Portfolio Manager does not make any representation that any investor will or is likely to achieve profits or losses similar to those depicted above.

Please note that performance of your portfolio may vary from that of other investors and that generated by the Investment Approach across all investors because of

- 1) the timing of inflows and outflows of funds; and
- 2) differences in the portfolio composition because of restrictions and other constraints



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www.pgimindiapms.com

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