



TRUST MUTUAL FUND

CLEAR ★ CREDIBLE ★ CONSISTENT

TRUST ASSET MANAGEMENT PRIVATE LIMITED



TRUST
MUTUAL
FUND

CLEAR ★ CREDIBLE ★ CONSISTENT

Clear Mandate

Credible Investment Process

Consistent Focus on Risk Adjusted Returns

TRUST AMC is an Asset Manager sponsored by TRUST Group, well-known for its **Thought Leadership** and **Financial Innovation** particularly in Fixed Income space.

TRUST AMC is committed to **differentiated, innovative** and **relevant** investment solutions.

UNIQUE INVESTMENT ETHOS

TRUST AMC brings to you :

Structured Investment Approach | LimitedACTIV™ Methodology

Aiming towards

- High quality investible issuer Universe
- Broad-based Model Portfolio creation
- Portfolio construction with **Limited** deviation from Model Portfolio
- Portfolio optimization with **Active** Management
- Comprehensive periodic review by independent credible agency

Goal: Consistent risk adjusted returns with low volatility

STRUCTURED INVESTMENT APPROACH | LimitedACTIV™ METHODOLOGY

- **Philosophy**
 - To deliver consistent risk adjusted returns | Research driven, Validated by Back-testing
- **Investible Universe**
 - Issuers with stable high ratings | Selected on Quality, Stability and Liquidity filters
- **Model Portfolio**
 - Accurate representation of the Universe | Created on outstanding issuance amount
- **Portfolio Creation**
 - To reflect Model Portfolio characteristics | Constructed within predefined deviation limits
- **LimitedACTIV™ Management**
 - Portfolio optimization | Evaluated on relative valuation, spreads, term structure
- **Validation**
 - Periodic review of Universe, Model Portfolio and Active Portfolio | By an independent credible agency

UNIVERSE SELECTION PROCESS: AN ILLUSTRATION

AAA and AAA(CE) rated issuers.....	135
Liquid and semi-liquid Issuers*	70
Issuers with stable outlook.....	64
Issuers with AAA conservative rating.....	55
Issuers with no rating change in last 2 years.....	45



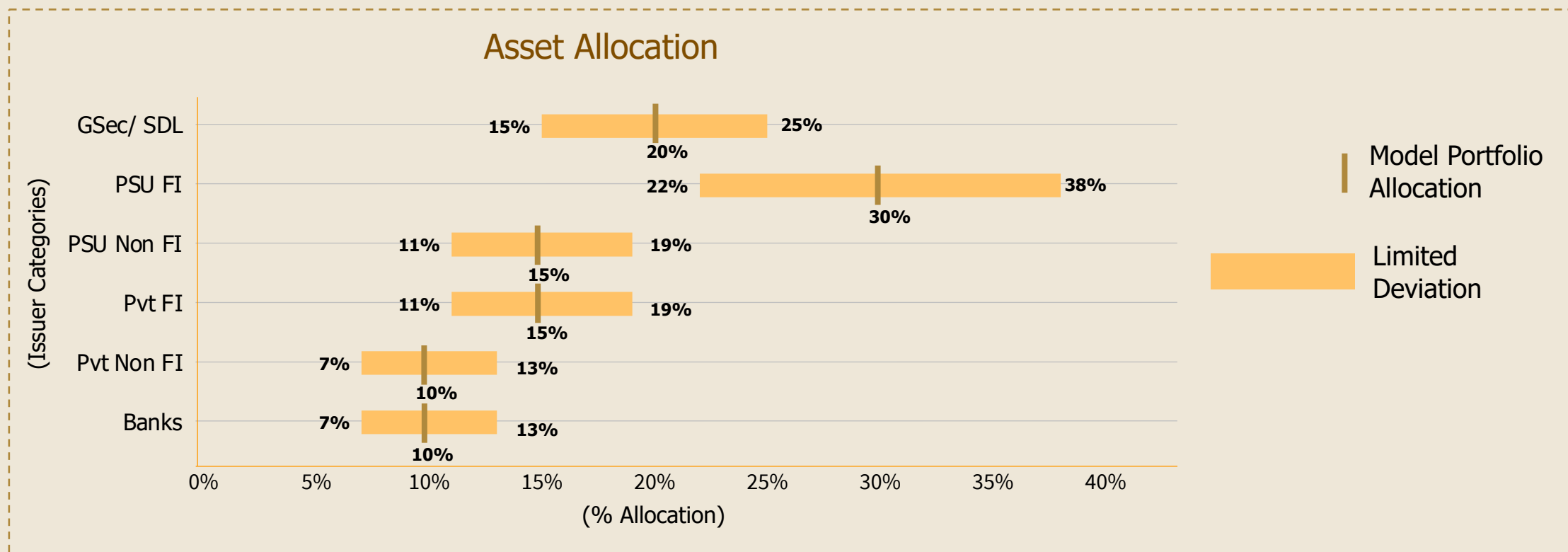
Eligible issuers for the Universe – 45**

Model Portfolio will be created based on the amount outstanding that adequately represents the universe.

*Issuers categorised as liquid, semi-liquid and illiquid based on market volumes and spread over G-Sec
 The investible universe experienced **only 3 instances of single notch downgrade and no defaults in the back tested period of 5 years

Please note that this is an example in order to explain our investment approach and outlook. The analysis may vary due to various micro and macro factors related to securities market. The investment approach is dynamic and not definitive. Actual portfolio construct may vary.

LimitedACTIV™ PORTFOLIO: AN ILLUSTRATION



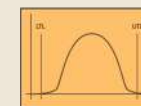
Diversified Asset Allocation

Weightage to various sectors ensuring a well diversified portfolio



LimitedACTIV™ Management

Predefined deviation allowed for portfolio optimization



Deviation Range Backtested

Tolerance limits validated to ensure minimal style risk

Disclaimer - This is an example in order to explain our investment approach and overview. It is not definitive and can be modified. Actual portfolio construct may vary.

SELECT KEY PERSONNEL – TRUST AMC



Mr. Sandeep Bagla
Chief Executive Officer

Honours in Economics,
PGDM in Finance

- 25 years of experience in investment management for fund houses, primary dealers & financial institutions
- With TRUST Group since 2014
- Worked with ICICI Securities Primary Dealership, AIG Mutual Fund, Reliance Mutual Fund, Principal Mutual Fund etc.



Mr. Anand Nevatia
Fund Manager

PGDM in Finance,
CFA (ICFAI)

- 17 years of experience in the Financial Markets
- With TRUST Group since 2003
- Was the Fund Manager of Debt PMS
- Earlier experience includes fixed income research, investment analysis & portfolio advisory



Mr. Abhishek Dev
Chief Business Officer

PGDM Marketing and Finance

- Two decades of experience in Asset and Wealth Management across Sales and Marketing, Product, Strategy and Management across India and South East Asian markets.
- Worked with HSBC Global Asset Management, Pramerica Asset Managers, American Express Bank, HDFC Asset Management and Unit Trust of India in various roles.
- Responsible for Sales, Marketing, Product and Operations in Trust Asset Management.



Mr. Sidhartha Gupta
Head of Operations &
Customer Service

Chartered Accountant

- 20 years of experience in the Financial Markets
- Worked with Morgan Stanley, ING Investment Management in operations, cash management, investor servicing roles

BOARD – TRUST AMC



Mr. Hemant M. Nerurkar
(Independent Director)

Self Employed

- Erstwhile Former CEO & ED, Managing Director – Tata Steel
- Chairman of TRL Krosaki Refractories Limited
- Erstwhile Experience, spanning more than 35 years in Project Execution, Manufacturing, Quality Control, Supply Chain and Marketing



Mr. Utpal Sheth
(Associate Director)

CEO
RARE Enterprises Group

- CFA(ICFAI) with an All-India Gold Medal
- Founder Mentor of TRUST Group of companies focusing on strategy, institutionalization and team building
- Area of expertise: Long-term investing in public and private markets, portfolio construction and stock picking



Mr. Rajeev Agarwal
(Independent Director)

Self Employed

- Ex - SEBI Whole Time Member
- Former Member of Forward Markets Commission
- Long Experience with IRS in Investigation and Enforcement
- Area of Expertise: Policy making and regulatory reforms – Securities / Commodities Market and Taxation



Ms. Nipa Sheth
(Associate Director)

Founder and Managing Director
TRUST Group

- Member of ICAI (Rank Holder)
- Member of the HR Khan Committee Roundtable on developing the corporate bond market
- Member, Advisory Board - NSE
- Member of the ASSOCHAM National Council on Capital Market
- Area of expertise: Fixed income market

BOARD – TRUSTEE COMPANY



Mr. Ameet Hariani
(Independent Director)

Managing Partner
Hariani & Associates

- Advised various corporate clients in several prominent litigations
- Member of the Law Society of Singapore, the Bar Council of Maharashtra and the Bombay Bar Association
- Area of expertise: Real Estate, Finance, Litigation and M&A



Mr. Sanjeev Maheshwari
(Independent Director)

Partner
M/S GMJ & Co. Chartered Accountants

- Sr. Managing Partner at GMJ & Co. Chartered Accountants
- Former Chairman of Accounting Standards Board of ICAI (ASB) and various other statutory bodies
- Area of expertise: Management Consultancy, Project Finance and Audit



Mr. Ragnathan Kannan
(Independent Director)

Director
Sathguru Management Consultants

- Heads the Information Technology practice of Sathguru
- Non-executive chairman Aurobindo Pharma
- Member of ICAI
- Area of expertise: Designing and developing solutions using mobile and handheld technologies

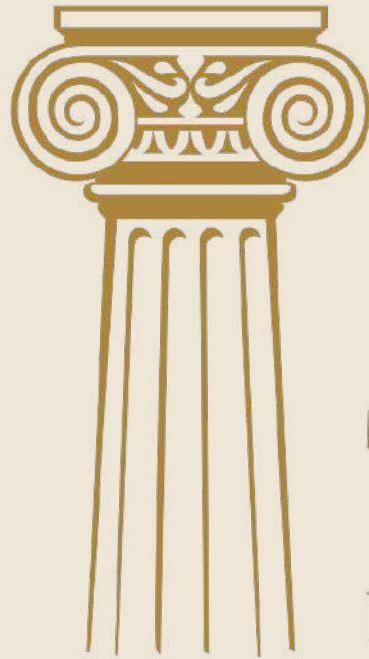


Mr. Abhishek Kedia
(Associate Director)

Director
Trust Capital Services (India) Pvt. Ltd.

- Heads the Distribution business at Trust Capital Services (I) Pvt. Ltd.
- Part of Provident Fund, Advisory and Distribution team
- Area of Expertise: Debt Capital Market, Distribution

ABOUT THE SPONSOR GROUP



TRUST

In Partnership. With Trust.

TRUST GROUP

TRUST Group is one of India's leading full-service financial houses.

With **two decades** of experience, the Group provides solutions & services across multiple asset classes, with **Leadership in Fixed Income space.**

The Group is known for its **Thought Leadership, Financial Innovation, Structuring Expertise** and **Efficient Execution** of large-scale transactions.

Vision

Facilitating Growth | Creating Wealth | For a Sustainable Future |
In Partnership. With TRUST.

KEY BUSINESS AREAS



- **Investment Banking Solutions**
 - Consistently ranked as a leading investment banker in corporate bonds
 - Known for innovation in structuring Debt products
 - Efficient execution of large-scale transactions
- **Capital Market Services**
 - Leading distributor in corporate debt
 - Broking services in Debt and Equities
- **Asset Management and Advisory**
 - Pioneers in Customised Debt PMS
 - Distinctive Equity PMS solutions
 - Corporate Advisory solutions
- **Wealth Management and Family Office Advisory**
 - Bespoke wealth management solutions

Catering to a Large Clientele	
Retirement Benefit Funds	1,300
Institutions	300
Co – Op Banks	650
Corporates	1,200
Individuals	25,000

SUSTAINED LEADERSHIP IN FIXED INCOME

- Amongst Top 5 arrangers for Corporate Bonds for last 10 years
- Amongst Top 5 arrangers for Commercial Papers for last 8 years
- Only Non-Bank Institution to regularly feature in Top 5 of the Bloomberg League Table for privately placed debt
- Expertise in mobilizing debt ranging from shorter-end to the longer-end of the curve
- Financial Innovation – *Key Achievements*
 - **FIRST CREDIT ENHANCED STATE GUARANTEE DISCOM BONDS**
 - **FIRST CMBS BOND TRANSACTION IN INDIA**
 - **FIRST BASEL III TIER 1 BANK BONDS**
 - **FIRST CERTIFIED CLIMATE GREEN BOND**

Funds Mobilised (Rs.)	
NCDs Participated	16.8 lac crs
NCDs Mobilised	2.5 lac crs
CPs Mobilised	9.9 lac crs

**Since 2007 to October 2020 | Source: Prime Database*

ASSET MANAGEMENT & ADVISORY CAPABILITIES



- **Portfolio Management & Advisory**
 - **Fixed Income**
 - Pioneer in customized debt portfolio management
 - Strong research in credits and rates
 - **Equity**
 - Disciplined insightful investments with a long-term perspective
 - Advise global endowment managed accounts
 - **Advisory**
 - Retirement Benefit Fund and Corporate Advisory
 - Customized portfolio across multiple asset classes
- **Wealth Management and Family Office Advisory**
 - Multi family office advisory platform

Group AUM/ AUA <i>(Rs. Crs)</i>	
Debt	13,192
Equity	3,580
Wealth Management	8,700

As of Sep' 2020 | Source: Regulatory Filings

AWARDS & RECOGNITION



Awarded 'Best Bond Adviser - Domestic' by The Asset Country Awards 2018



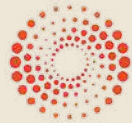
Awarded 'India Bond House' for the year 2017 by IFR Asia



Received BSE's Top Performer Award in Primary Market Segment (Debt Public Issue Bids – Members) and corporate bond settlement for the year 2018-19



Certified as a Great Place to Work for the year 2018-19



THOMSON REUTERS

Ranked No. 3 in the Thomson Reuters India Debt League Table for the year 2019

Bloomberg

Ranked No. 11 in the Bloomberg League Table for domestic INR Corporate Bonds for 2019



Ranked No. 1 for commercials papers & Ranked no. 4 for debt private placements for the year 2017-18



Won the Skoch BSE Award 2017 for Innovation and Market Leadership



Ranked No. 2 in the Global Capital Bookrunners of India Debt Capital Market for 2016-17



Awarded 'India Bond House' for the year 2014 by IFR Asia



Rupee Bonds Deal Maker of the year 2015 by Business World Magna Awards



Recognised by NSE for being amongst the top performing members in 2014 and 2015-16 for NSE Bond Futures

DISCLAIMER

In the preparation of the material contained in this document, the AMC has used information that is publicly available, including information developed in-house. While due care has been taken to prepare this information the AMC does not warrant the accuracy, reasonableness and/ or completeness of any information. This document has been made in order to explain the concept and approach. This document represents the views and must not be taken as the basis for an investment decision.

The information provided is not intended to be used by investors as the sole basis for investment decisions, and they are requested to make their own investment decisions, based on their own investment objectives, financial positions, etc. Investors are advised to consult their own legal tax and financial advisors to determine possible tax, legal and other financial implication or consequences. The information contained herein should not be construed as a forecast or promise nor should it be considered as an investment advice. The AMC (including its affiliates), the Mutual Fund, the trust and any of its officers, directors, personnel and employees, shall not be liable for any loss, damage of any nature, including but not limited to direct, indirect, loss in any way arising from the use of this material in any manner. The AMC will launch a mutual fund scheme and does not have any previous experience in investment management activity in the mutual fund segment. The AMC reserves the right to make modifications and alterations to this statement as may be required from time to time.

Past performance may or may not be sustained in the future.

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



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