

HSBC India Next Portfolio

PMS Product Note

April 2024

Which themes can benefit the most in economic revival?

CONSUMPTION		GLOCAL		DIGITISATION		HIGH ALPHA
<ul style="list-style-type: none"> Secular growth sector Conventional yet progressive theme 	+	<ul style="list-style-type: none"> Play on MNCs in India Structural, long term theme 	+	<ul style="list-style-type: none"> Disruptive and New age theme 	=	Disruptive themes combined with secular & progressive ones aim to have potential to deliver alpha

Growth themes may have potential to deliver sustainable growth

HSBC India Next Portfolio (HINP)

Focus on Consumption | GLOCAL | Digitisation

Inception Date : 18 February 2021

Minimum Application Amount

For (1) Fixed fee option and (2) Fixed & Performance-linked option = INR 5 million

Investment Objective

HSBC India Next Portfolio aims to generate returns and provide long term capital appreciation by investing in equity and equity related securities across market cap of businesses benefitting from transformation in Indian economy

Benchmark: Primary - S&P BSE 500 TRI, Secondary - BSE 200 Index. Rationale for selection of benchmark – Primary

Benchmark prescribed by APMI as mandated by SEBI to evaluate relative performance of the portfolio. It is as per market cap based methodology for equity strategy. Secondary benchmark – Since its composition is in line with the objective of the investment approach. Index is broad based and is also suited for comparing the performance of the portfolio.

Fund Manager

Sheetalkumar Shah, Total Experience: 27 years, managing this portfolio since 18 February 2021

Indicative tenure or investment horizon

Medium to Long Term (3 years+)

Description of types of securities

- Equity and equity related securities including convertible bonds and debentures and warrants carrying the right to obtain equity shares.
- Derivative instruments as may be permitted by SEBI / RBI.
- Units of liquid funds/overnight funds of HSBC Mutual Fund. Cash and cash equivalents
- Any other instruments as may be permitted by RBI / SEBI / such other Regulatory Authorities from time to time

Investors should note that pursuant to Clause 2.3 of Master Circular for Portfolio Managers dated March 20, 2023, an option to invest directly i.e. without intermediation of persons engaged in distribution services, is available to the investors.

Portfolio Manager's commentary:

Indian markets ended the financial year with one of the best returns in its history. However, the March month was quite volatile especially in mid & small cap universe. SEBI advisories to mutual funds, year-end profit booking and overvaluation in some pockets caused the broader market indices to correct sharply till the middle of the month, the losses were reversed to great extent in the second half led by selective buying by funds and other investors.

Flow-wise, DIIs injected a record \$6.7bn into domestic stocks in March, marking their highest ever buying in a month. So far this calendar year (CY24), DIIs have made a net equity buying of Rs 108000 crore (\$13bn approx.), more than half of the total deployment during 2023 of Rs 1.8 trillion (\$21bn). FIIs have withdrawn \$5.9 bn during the calendar year.

India's GDP growth has surprised on the upside with Q3 growth at 8.4%. For FY25 RBI is projecting 7% GDP growth. India's monthly economic indicators also support robust growth projection with most monthly indicators like PMI's, GST, E-way bills, Auto Sales, Electricity demand, Rail and Cargo volumes showing good traction. Corporate balance sheets and banks are in great shape which can lay a platform for private capex cycle, ideally post elections. Corporate earnings, Inflation, monsoon forecast, rural recovery, policy decisions by central banks and upcoming general elections are key monitorable in the near to medium term.

4Q FY24 corporate earnings season will start and we will keenly analyse this results & management commentary going ahead. So far, FY24 has been a good year for profits despite weak top line owing to margin tailwinds. The markets will take a cue from whether the margin tailwinds continue or fade in FY25. Our portfolio restructuring if at all, will be based on sustenance of long term growth of our portfolio companies and alternate investment ideas from our three themes namely Consumption, Glocal & Digital.

Positive factors such as India's strong economic outlook, falling interest rates, continuation of current political regime in the upcoming election are already well known and discounted. The India story is well known, and the market is already factoring this and more, which itself is the biggest risk. Rising oil prices from the lows of \$ 72 per barrel in early 2023 to @ \$ 90 currently is another risk from Indian market perspective as we import almost 85% of our crude requirement.

We continue to adhere to our investment discipline: cash flow generation, conservative capital structure, durable business model, attractive valuation and quality management. Our HINP portfolio is strongly positioned to build wealth in the medium to long term.

Top 10 Holdings

Name	Weight%	Theme	ROE (FY23) %	EPS CAGR (2Yrs)
STATE BANK OF INDIA	6.12	Consumption + Digital	16.7	7.5
DLF LTD	5.51	Consumption	5.5	29.1
ABB INDIA LTD	5.42	GLOCAL	21.7	29.4
INTELLECT DESIGN ARENA LTD	5.17	Digital	13.8	31.5
INDIAN HOTELS CO LTD	5.11	Consumption	13.3	32.2
PHOENIX MILLS LTD	5.10	Consumption	17.8	1.0
J.B. CHEMICALS & PHARMA LTD	4.93	Consumption	17.8	31.1
MARUTI SUZUKI INDIA LTD	4.91	GLOCAL + Consumption	14.0	42.0
TITAN CO LTD	4.87	Consumption	30.7	20.3
TATA COMMUNICATIONS LTD	4.69	Digital	146.9	(1.9)

Performance#	1 Month	3 Months	6 Months	1 Year	2 Years	3 Years	Since Inception
Portfolio (HINP)	2.58%	10.37%	20.84%	47.87%	21.23%	21.13%	20.18%
BSE 500 TRI ^	0.86%	4.49%	17.40%	40.16%	17.84%	19.30%	17.75%
BSE 200 ^^	1.45%	4.78%	17.26%	36.69%	15.72%	17.09%	15.44%

Source – Bloomberg. Returns upto 1 year are absolute & over 1 year are Compounded Annualized. Returns are adjusted for inflows/outflows. The above information is for general information purpose only and it should not be considered as investment research, investment recommendation or advice to any reader of this content to buy or sell investments. The portfolio may or may not have any future position in these stocks. ^ Regulatory benchmark ^^ Secondary benchmark, Data as on 31 March 2024. #Refer page no. 2 for detailed disclaimer. To view the portfolio's performance relative to other Portfolio Managers, you may click here (APMI (apmiindia.org)).

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Basis of selection of types of securities

The investment approach is to create long term wealth for investors by participating in companies from sectors that are likely to be beneficiaries of transformation in the Indian economy including themes such as, digitization, consumption, GLOCAL i.e. Global companies working in local markets, etc. The portfolio manager intends to do the same by buying equities of these businesses and hence, equity and equity related securities are chosen for investment. The portfolio manager may, from time to time, invest un-deployed funds in units of liquid funds/ overnight funds of HSBC Mutual Fund including cash and cash equivalents for cash management purposes

* For cash management and pending deployment in the portfolio

Why invest in HSBC India Next Portfolio (HINP)?

Fueled by focused themes

The portfolio aims to gain by focusing on the select themes such as Consumption, GLOCAL and Digitisation in a more concentrated manner that can propel growth.

Growth with new age portfolio

HINP's allocation to Discretionary spending can offer above average growth over a long term. Allocation to Digitisation adds new age investment ideas.

Earning visibility

Expected earnings acceleration can offer high alpha generation opportunities effectively.

High conviction and concentration

High conviction and concentrated portfolio of HINP can provide high alpha generation opportunities with our portfolio construction process and TVSQ strategy. (TVSQ – Dominant Themes, Reasonable Valuations, Scalability & Sustainability and Management Business Quality)

Sector Allocation

Sector Name	% of Net Assets
Financials	22.19
Consumer Discretionary	18.12
Information Technology	13.36
Real Estate	10.62
Industrials	9.86
Health Care	7.71
Communication Services	4.69
Energy	4.65
Consumer Staples	3.37

Market Capitalisation

Large Cap:	54.83%
Mid Cap:	29.64%
Small Cap:	10.10%
Avg. Weighted Market Capitalisation Rs.3,12,849 Cr	
Median Market Capitalisation Rs.1,48,789 Cr	
Large Cap: 1st 100 company in terms of full market capitalization. Mid Cap: 101st to 250th company in terms of full market capitalization. Small Cap: 251st company onwards in terms of full market capitalisation.	

Portfolio Fundamentals & Attributes

Dividend yield FY23	0.6%	2 year EPS CAGR	27.7%
P/E FY24 estimates	59.4x	RoE FY23	25.0%
P/E FY25 estimates	39.0x	Beta:	0.90

2 years EPS CAGR: FY23 – 25, Data as on 31 March 2024

Investment Strategy

The portfolio strategy endeavors to capitalize on long term wealth creation opportunity by investing in select high growth potential businesses from sectors that are likely to be beneficiaries of transformation in the Indian economy including themes such as Digitisation, Consumption, GLOCAL i.e. Global companies working in local markets, etc. The portfolio would be market cap agnostic and would focus on select themes with potential to deliver alpha over medium to long term.*

However, it is expressly clarified that clients are not being offered any guaranteed / assured returns and that the Portfolio Manager only endeavors to meet the investment objective

HSBC India Next Portfolio offers high conviction, concentrated investment portfolio focused on sectors that are likely to be beneficiaries of transformation in the Indian economy

* The Portfolio Manager may also participate in the Securities Lending Scheme.

Portfolio Disclaimer: The portfolio attributes of the investment approach mentioned above are based on all clients' portfolios existing as on the date stated above, excluding any temporary cash investments, and does 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 information is for illustrative purpose only and it should not be considered as investment recommendation or advice or opinion from the Portfolio Manager on the above mentioned stocks/ sectors.** In no event shall the Portfolio Manager, its directors or employees or its affiliates have any liability for any financial impact to the recipient on account of use of the above information.

*** Past performance may or may not be sustained in future.** Time weighted - Daily valuation method is used for rate of return calculation. Returns up to 1 year are absolute & over 1 year are Compounded Annualized. The performance disclosed above is based on all clients' portfolios under the investment approach, existing as on the performance calculation date, using Time Weighted Rate of Return (TWRR) of each client. All cash holdings and investments in liquid funds are also considered for calculation of performance and the performance data is net of all fees and all expenses (including taxes). Since inception date stated above is the date on which the first client investment was made under the investment approach. 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 investment restrictions, if any, etc. These factors may have an impact on client's portfolio performance and hence may vary significantly from the performance disclosed above. Neither the Portfolio Manager, nor its directors or employees shall in any way liable for any variation noticed in the returns of individual client portfolios. The performance related information provided herein is not verified by SEBI.

Risk associated with investment approach

Deployment of monies under the investment strategy will be oriented towards equity and equity related securities of companies belonging to themes/sectors that are likely to be beneficiaries of transformation in the Indian economy including themes such as digitization, consumption, GLOCAL i.e. Global companies working in local markets, etc. and hence will be affected by risks associated with these industries as well as any factors that affect the broader macro-economic environment such as interest rate changes, liquidity, cross border fund flows, statutory/regulatory changes etc.

Since the portfolio is expected to be concentrated with exposure to select themes/sectors, it may perform differently from the broader stock markets/ benchmark but may still be impacted by broad market movements. It is likely that the portfolio may also experience period of volatile performance and liquidity challenges in view of the limited number of stocks invested in by the fund manager.

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