

### Vision



#### Create an organization with core values similar to those of Berkshire Hathaway

Many great investors and money managers across history and geographies inspire us. We have benefited immensely by reading and studying them. But we don't want to mimic any one of them.

However, we do endeavor to emulate Berkshire in terms of how we behave with our investors, with underlying principles being fairness, candor, and by striving to do our best with focus, hard work, & grit.

As has been proven in the case of Amazon, the right behavior toward clients is hugely beneficial to not only clients but also to the long-term employees and owners of the firm.

### Who We Are



Boutique investment firm catering to professionals, HNIs, family offices & NRIs

Mumbai based SEBI registered PMS

Core principles of Margin of Safety and Value Investing

10 year track record of beating benchmarks by a big margin



### Our Performance



#### PastTrack Record of Sarvesh Gupta\*

"An Investment of INR 1 Cr with us in 2013 would have grown to INR 14 Cr Vs INR 3 Cr in NIFTY 500 & INR 5 Cr in BSE Small Cap by 2022"



\*Unaudited returns (including fees and transaction costs)

Maximal Pathfinder Value Fund (MPVF) is a Multicap long-only equity fund with bias towards small and midcap companies. This is the only equity fund we manage.

Note: SEBI reported returns, Returns are net of all fees and transaction costs

۱	Returns	MPVF	BSE 500TRI
J	1 month	3%	1%
	6 months	13%	7%
	1 year	-2%	-6%
	2 years	17%	15%
	3 years	29%	16%
	Since inception	29%	17%

# Key Structural benefits of Maximal



#### MFs / Most other PMS



#### Maximal Pathfinder Value Fund

Most MFs & PMSs are destined to return  $\pm$  2% of NIFTY over the long term Last 3y  $\approx$ 85% of large & mid-cap focused mutual funds and last 5y  $\approx$ 75% of PMS underperformed benchmark



Few ways to handsomely beat the market as seen in case of all supernormal investors in history

Lack of scope of multiple expansion and most investments in fully priced recent high growth stocks



MPVL only invests in companies trading at deep discount to market levels as well as its historical means – scope of both multiples and earnings growth

High diversification to smoothen the journey (20+ stocks), due to liquidity constraints



Larger and fewer allocations — Maximal has <15 stocks with top 10 at >70% allocation

Low allocation per holding — portfolio highly correlated to market with significant risk of multiples compression on many individual stocks



Returns in winning stocks far exceeding losses in losing stocks — returns profile much better than overall market

# **Investment Philosophy**





**Undervalued Compounders**  Businesses run by excellent management teams but currently facing temporary headwinds and at low valuation multiple on low earnings  $\frac{1}{2}$ 

Turn around/ cyclicals

 $Tangible \ turn around \ in \ operations \ leading \ to \ earnings \ growth \ and \ subsequent \ rerating$ 

Capex/Order book driven Increased operational capacities or significant order book providing adequate visibility of value-creating growth

**Active Cash Calls** 

Ability to take active cash calls depending on market opportunities and conditions

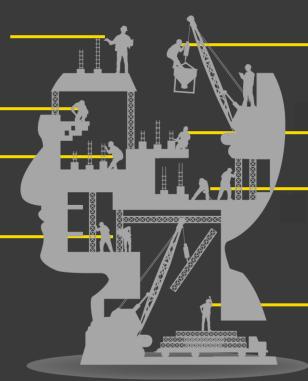
Under-Valued Sectors Sectors at very low absolute valuations that typically massively outperform other sectors once the temporary headwinds go away.

### **Portfolio Construction**



- 1 Concentrated: Top 10 stocks with >60% allocation
- Active portfolio mgmt. –

  Respecting cyclicality in earnings and multiples
- PE style independent primary research & utilization of industry contacts
- Balanced investing Carefully treading the tightrope of value and growth



- Multicap with bias towards small and midcap where value gaps can be higher
- No premature culling out of great companies for valuation reasons alone
- Less focus on blue sky thinking and very long-term scenarios

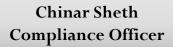
Balance between high beta and low beta sectors to be macro neutral

### **Meet Our Team**



#### Sarvesh Gupta CIO & Founder







Professional Investing Exp. – 13 yrs

Ex Fund Manager, Trivantage Capital PMS

Ex Principal, Gaja Capital Private Equity

MBA, IIM Ahmedabad

B. Tech, IIT Kharagpur



Professional Exp. – 6 yrs

Ex-member fundamental equity team, D. E

Shaw

Buy & Sell side roles at Bank of America and

Wells Fargo.

M.Fin, EDHEC France

**B.Tech, NIT Rourkela** 



Professional Markets Exp. – 11 yrs

Ex Ops & Settlements head at Ventura

Long experience with First Global

Securities and India Infoline

MBA in Finance

### Meet Our Team



#### Ankit Gandhi, CFA, FRM Client Relations



Professional Markets Exp. – 4 yrs

Ex- Sr. Financial planner, Financial Hospital

Ex-Analyst, Wiseowl Wealth Management

CFA® charter holder, Certified FRM®

Bachelor of Commerce – Mumbai University

#### Shrey Chawda Operation Analyst



Professional Experience – 5 yrs

Ex- Ecommerce Team Lead, Pattison

Food Group

Master of Business Administration

Bachelor of Financial Markets

# Summary: Why Us



Skin in the game, lack of conflict of interest

Mono-line business – no conflict of interest or lack of focus

Low overheads, Low fixed fee, High dependence on profit share fees Avoidance of short termism, speculation, momentum, macro, marketing and distribution

Long Term Partnership



"What is good for my family and me, is what we buy for our clients"



#### **Thank You**

For further queries, please reach out to: sarvesh@maximalcapital.com +91 97698 20022

## Disclaimer



Disclaimer: This presentation has been prepared and issued on the basis of internal data, publicly available information and other sources believed to be reliable. The information contained in this document is for general purposes only and not a complete disclosure of every material fact and terms and conditions. The information / data herein alone is not sufficient and shouldn't be used for the development or implementation of an investment strategy. It should not be construed as investment advice to any party. All opinions, figures, charts/graphs, estimates and data included in this presentation are as on date and are subject to change without notice. While utmost care has been exercised while preparing this document, Maximal Capital Private Limited (Maximal) does not warrant the completeness or accuracy of the information and disclaims all liabilities, losses and damages arising out of the use of this information. The statements contained herein may include statements of future expectations and other forward-looking statements that are based on our current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Readers shall be fully responsible / liable for any decision taken on the basis of this presentation. No part of this document may be duplicated in whole or in part in any form and/or redistributed without prior written consent of Maximal. Readers should before investing in the Scheme make their own investigation and seek appropriate professional advice. • Investments in Securities are subject to market and other risks and there is no assurance or guarantee that the objectives of any of the strategies of the Portfolio Management Services will be achieved. • Clients under Portfolio Management Services are not being offered any guaranteed/assured returns. • Past performance of the Portfolio does not indicate the future performance of any of the strategies. • The name of the Strategies do not in any manner indicate their prospects or return. • The investments may not be suited to all categories of investors. • The material is based upon information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied upon as such. • Neither Maximal nor any person connected with it, accepts any liability arising from the use of this material. The recipient of this material should rely on their investigations and take their own professional advice. • Opinions, if any, expressed are our opinions as of the date of appearing on this material only. While we endeavour to update on a reasonable basis the information discussed in this material, there may be regulatory, compliance, or other reasons that prevent us from doing so. • The Portfolio Manager is not responsible for any loss or shortfall resulting from the operation of the strategy. • Recipient shall understand that the aforementioned statements cannot disclose all the risks and characteristics. The recipient is requested to take into consideration all the risk factors including their financial condition, suitability to risk return, etc. and take professional advice before investing. As with any investment in securities, the Value of the portfolio under management may go up or down depending on the various factors and forces affecting the capital market. Disclosure Document shall be obtained and read carefully before executing the PMS agreement. • Prospective investors and others are cautioned that any forward - looking statements are not predictions and may be subject to change without notice. • For tax consequences, each investor is advised to consult his / her own professional tax advisor. • This document is not for public distribution and has been furnished solely for information and must not be reproduced or redistributed to any other person. Persons into whose possession this document may come are required to observe these restrictions. No part of this material may be duplicated in any form and/or redistributed without' Maximal's prior written consent. • Distribution Restrictions – This material should not be circulated in countries where restrictions exist on soliciting business from potential clients residing in such countries. Recipients of this material should inform themselves about and observe any such restrictions. Recipients shall be solely liable for any liability incurred by them in this regard and will indemnify Maximal for any liability it may incur in this respect.