



# **Invesco Asset Management (India)**

Delivering an investment experience  
that helps people get more out of life

For quarter ending December 2020





# Overview



# We are a leading independent global investment firm



## **Invesco Ltd. global resources include:**

- \$1.2 trillion in assets under management around the globe.
- Specialized investment teams managing investments across a wide range of asset classes and investment styles.
- More than 8,000 employees worldwide.
- On-the-ground presence in more than 25 countries, serving clients in more than 120 countries.

## **Our clients benefit from our:**

- Commitment to investment excellence
- Depth of investment capabilities
- Organizational strength

Source: Invesco Ltd. AUM of \$1,218.2 billion, client-related data, investment professional and employee data as of September 30, 2020. AUM includes all assets under advisement, distributed and overseen by Invesco. Please consult your Invesco representative for more information.

# Our strategic objectives help us deliver for our clients over the long term

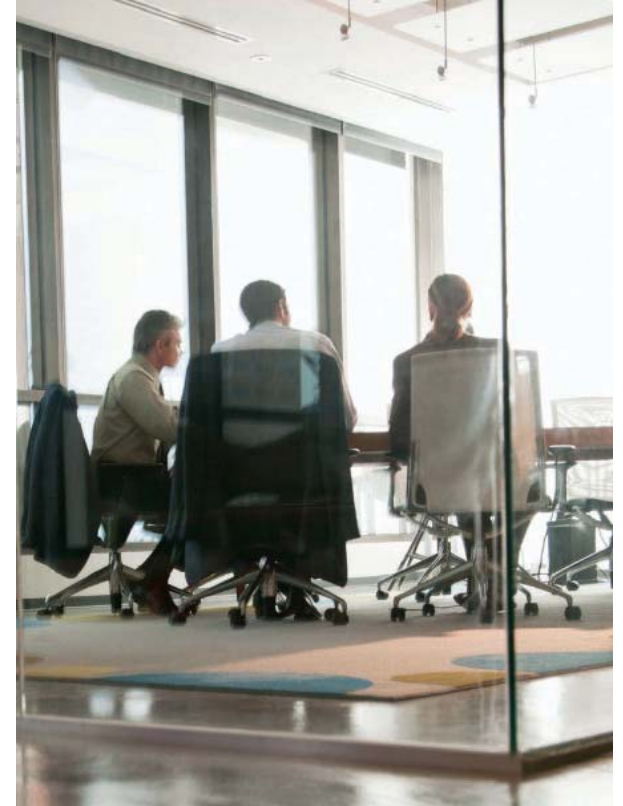


## Strategic objectives

- Achieve strong investment performance
- Be instrumental to our clients' success
- Harness the power of our global platform
- Perpetuate a high-performance organization

## Our Purpose

- Delivering an investment experience that helps people get more out of life.



# We've built Invesco with a single focus: to help clients achieve their investment objectives



- Our investment in the business is designed to **position us ahead of client demand trends**, which we deliver across channels, asset classes and geographies to help meet client needs.
- We start with understanding each **client's unique set of investment objectives**.
- Our **comprehensive range of active, passive and alternative investment capabilities** has been constructed over many years to help clients achieve their investment objectives.
- We draw on our comprehensive range of capabilities to **provide customized solutions designed to deliver key outcomes** aligned to client needs (our most important benchmark).
- Our ability to draw on our comprehensive range of capabilities to provide solutions to clients **enables us to provide an investment experience that helps people get more out of life**.

# Depth of investment capabilities

Our wide range of investment capabilities is designed to support a variety of financial objectives



Invesco offers a wide range of single-country, regional and global capabilities across major equity, fixed income and alternative asset classes, delivered through a diverse set of investment vehicles.

## A wide range of investment capabilities

Equity	Fixed Income and Money Market	Balanced	Alternative	
<b>AUM: \$592.9 B</b> <ul style="list-style-type: none"> <li>Market cap</li> <li>Investment style</li> <li>Global/regional/single country</li> <li>Developed/emerging</li> <li>Sector</li> <li>Quantitative</li> <li>Directional long/short (130/30)</li> </ul>	<b>AUM: \$385.7 B</b> <ul style="list-style-type: none"> <li>Cash management</li> <li>Duration</li> <li>Sector</li> <li>Investment grade/high yield</li> <li>Global/regional</li> <li>Developed/emerging</li> <li>Tax-free bonds</li> </ul>	<b>AUM: \$68.1 B</b> <ul style="list-style-type: none"> <li>Active balanced</li> <li>Risk parity (risk premia capture)</li> <li>Target maturity</li> <li>Target risk</li> <li>Traditional balanced</li> </ul>	<b>AUM: \$172.0 B</b> <ul style="list-style-type: none"> <li>Absolute return                             <ul style="list-style-type: none"> <li>Market neutral</li> <li>Multistrategy</li> </ul> </li> <li>Global macro</li> <li>Private equity                             <ul style="list-style-type: none"> <li>Fund of funds</li> <li>Buyout, emerging</li> </ul> </li> <li>Commodities</li> </ul>	<ul style="list-style-type: none"> <li>Financial structures                             <ul style="list-style-type: none"> <li>Bank loans</li> <li>Credit arbitrage</li> <li>Opportunistic</li> </ul> </li> <li>Real estate                             <ul style="list-style-type: none"> <li>Listed real assets</li> <li>Private direct</li> <li>US, Asian, European, global</li> </ul> </li> </ul>

## Delivered to investors through diverse investment vehicles

<ul style="list-style-type: none"> <li>Institutional separate accounts</li> <li>Private placements</li> </ul>	<ul style="list-style-type: none"> <li>Collective trusts</li> <li>Sub-advised</li> </ul>	<ul style="list-style-type: none"> <li>Funds (open/closed end, on/offshore)</li> <li>Separately managed accounts/unified managed accounts</li> </ul>	<ul style="list-style-type: none"> <li>Exchange-traded funds (ETFs)</li> <li>Variable insurance funds</li> </ul>	<ul style="list-style-type: none"> <li>Unit investment trusts (UITs)</li> <li>Customized solutions</li> </ul>
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Source: Invesco Ltd. All data as of September 30, 2020. AUM figures include all assets under advisement, distributed and overseen by Invesco. Vehicles listed are available via indirect, wholly owned subsidiaries of Invesco Ltd. Not all investors are eligible to invest in each investment vehicle. Specific residency restrictions apply to offshore funds. Invesco's variable insurance funds are used solely as investment vehicles by insurance company separate accounts to fund variable insurance products. Invesco Distributors, Inc. does not offer any variable products. For more information, contact your Invesco representative.



# Commitment to investment excellence

High-quality results begin with specialized insight and disciplined oversight



Invesco believes the best investment insights come from specialized investment teams with discrete investment perspectives, operating under a disciplined philosophy and process with strong risk oversight and quality controls.

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## Investment-centric culture

- Invesco has investment professionals around the globe.
- Investment teams have access to advanced investment technology, proprietary tools and platforms.
- On-the-ground presence and administrative platforms provide scale and best practices, minimizing non-investment distractions.
- Competitive rewards system aligns pay with investment performance and recognizes talent.

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## Disciplined, repeatable investment philosophies and processes

- Each discrete investment team has a clearly articulated investment philosophy and process, aligned with client expectations.
- Tested strategies have been developed through experience of deep investment teams through multiple market cycles.
- Chief investment officers (CIOs) have clearly defined accountability to manage investment disciplines and develop talent.

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## Performance measurement and risk assessment

- Independent risk management controls and processes are in place within each investment team and across Invesco.
- Investment performance reporting and risk management drive transparency throughout the organization.
- Institutionalized oversight seeks to ensure quality:
  - Investment team CIOs
  - Executive management
  - Fund boards
  - Invesco Ltd. board

# Invesco is a leading independent global investment management firm



We are privileged to manage **\$1.2 trillion** in assets on behalf of clients worldwide.

**Invesco is an independent investment management firm dedicated to delivering an investment experience that helps people get more out of life.**

## **We have:**

- Specialised investment teams managing investments across a comprehensive range of asset classes, investment styles and geographies
- More than 8,000 employees focused on client needs across the globe
- Proximity to our clients with an on-the-ground presence in more than 25 countries
- Solid financials, investment-grade debt rating, and strong balance sheet

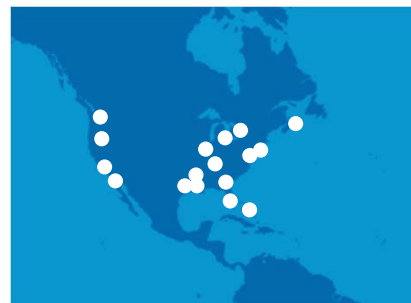
UK & Ireland



Continental Europe



US & Canada



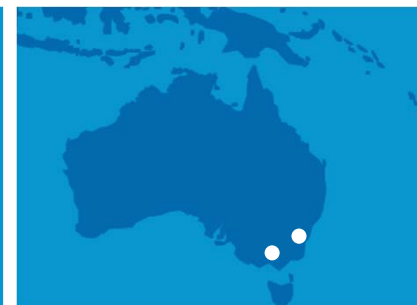
Middle East and Africa



Asia



Australia



Source: Invesco Ltd. AUM of \$1,218.2 billion as of September 30, 2020. Locations shown indicate offices hosting Portfolio Manager, Analyst, Trader, Economist, Strategist and/or Distribution staff. AUM figure includes all assets under advisement, distributed and overseen by Invesco. Please consult your Invesco representative for more information.



# We are well positioned to help clients achieve their investment objectives



Success driver	Invesco position
<b>Deep understanding of client needs</b>	<ul style="list-style-type: none"><li>– Deep knowledge of clients and their evolving needs</li><li>– Comprehensive, high-conviction, fundamental and factor investing product line</li><li>– Demonstrated ability to combine a broad range of capabilities to construct portfolios aligned with client investment objectives by channel and by region</li></ul>
<b>Pure focus on investment management</b>	<ul style="list-style-type: none"><li>– No competing lines of business to support</li><li>– Strong investment reputation</li><li>– Independence</li><li>– Infrastructure and client support platforms that enable our investors to spend more time focused on investing</li></ul>
<b>Experienced, stable and accountable investment leadership</b>	<ul style="list-style-type: none"><li>– Specialized, stable investment teams with discrete investment perspectives and experience across diverse market cycles</li><li>– Disciplined, repeatable investment philosophy and processes</li><li>– Strong risk management and oversight</li><li>– Compensation aligned with performance and client interests</li></ul>
<b>Organizational strength</b>	<ul style="list-style-type: none"><li>– Broad and deep global presence in key markets</li><li>– Solid margins, financial strength, and resources to ensure long-term investment in the business</li><li>– 8,000+ highly engaged and motivated employees focused on client needs</li><li>– Proven management team with a solid track record</li></ul>

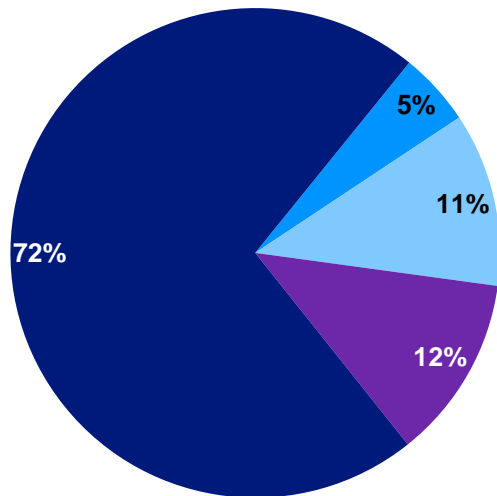
Source: Invesco Ltd. data as September 30, 2020.

# We are diversified as a firm

Delivering a diverse set of solutions to meet client needs

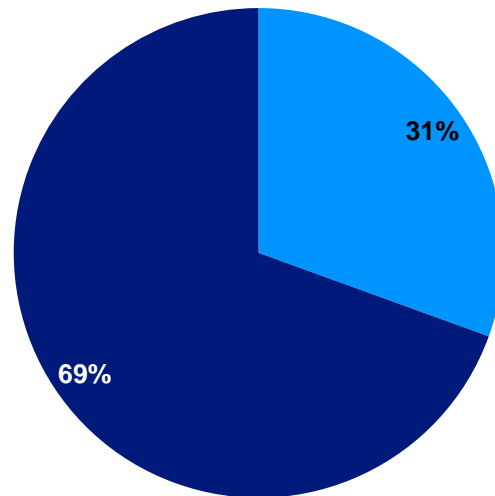


**By Client domicile**



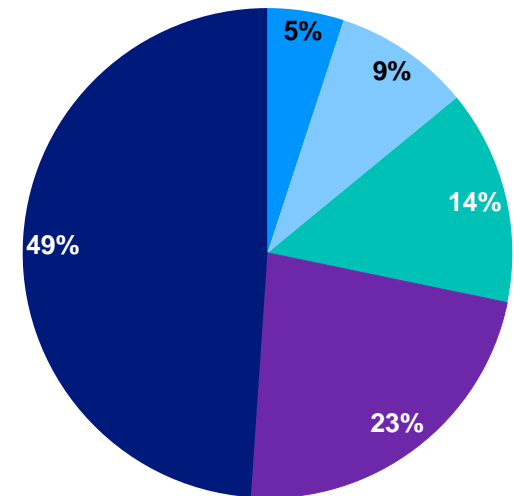
	(\$ billions)
Americas	871.6
U.K.	59.0
EMEA Ex UK	139.9
Asia	147.7
<b>Total</b>	<b>1,218.2</b>

**By Channel**



	(\$ billions)
Retail	846.1
Institutional	372.1
<b>Total</b>	<b>1,218.2</b>

**By Asset class**



	(\$ billions)
Equity	592.4
Balanced	68.1
Money Market	109.3
Fixed Income	276.4
Alternatives	172.0
<b>Total</b>	<b>1,218.2</b>

Source: Invesco data as of September 30, 2020.

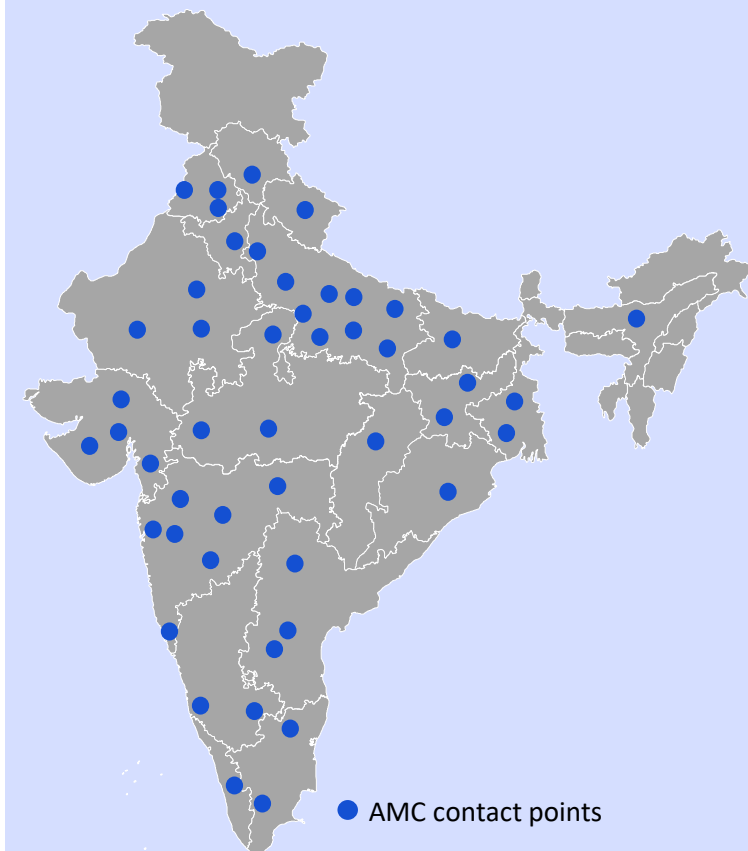
# Invesco Asset Management (India)



# Invesco Asset Management (India): Business Overview



## Presence in India



## Business Overview

- Average AUM of INR 44,776 crores (US\$ 6.05 bn) (mutual fund, portfolio management and offshore advisory services)
  - MF AUM – INR 32,743 crores (US\$ 4,424m)
  - PMS – Domestic – INR 1,183 crores (US\$ 159m)
  - PMS – Offshore – INR 10,849 crores (US\$ 1,466m)
- 16<sup>th</sup> largest asset manager in the country<sup>1</sup>
- 1,183,815 active customer folios
- 30,331 empanelled distributors
- Present across 46 cities in India with total of 47 branches
- 222 employees
- Our service providers
  - Custodian & Fund Accountant: Deutsche Bank
  - Custodian for Gold: Deutsche Bank
  - Registrar: KFIN Technologies Pvt. Ltd.
  - Auditors: Deloitte Haskins & Sells – MF, PwC (AMC/TC) and S.Panse & Co. (Internal)

Note: All data as of 31 Dec 2020 unless stated otherwise; AUM represents Average AUM for quarter ending Dec 20. Exchange Rate US\$1 = INR 74. Decimals have been rounded of.

<sup>1</sup> Source: AMFI – Based on 3QFY21 Average AUM



# Our Investment Capabilities



- Expertise across equity, fixed income and gold investments with assets under management & advisory mandates<sup>1</sup> of **INR 44,776 crores (US\$ 6.05 bn)**
- More than **32 investment strategies** across fixed income, equity and gold
- **Proprietary** stock selection process for Equity. Stocks under Active Coverage: 243<sup>2</sup>; ~ **95%** of total market cap<sup>2</sup>
- **Proprietary** Credit Appraisal process for Debt. Credit Coverage: **117** companies<sup>3</sup>
- Believe in being **True to Mandate**
  - Follow consistent philosophy and process
  - Stay focused on potential return relative to risk
  - Focus on long term wealth creation
- Experienced Investment Management Team. Broad, deep and stable research platform. Team with combined experience of over **300 + years**

Equity: 12 member team<sup>4</sup>      Fixed Income: 7 member team

**Clear segregation of fund manager, equity/credit analysts and dealers**

- Defined and robust Risk Management Processes

<sup>1</sup> Under PMS division, <sup>2</sup> As of Jan 01, 2021 (of BSE), <sup>3</sup> As of Dec 31, 2020 <sup>4</sup> Includes 2 members of PMS Investment team; All data as on Dec 30, 2020 unless otherwise specified; Note: AUM represents Average AUM for the quarter ending Dec 2020. Exchange Rate US\$1 = INR 74; Decimals have been rounded off.

# Broad Product Portfolio



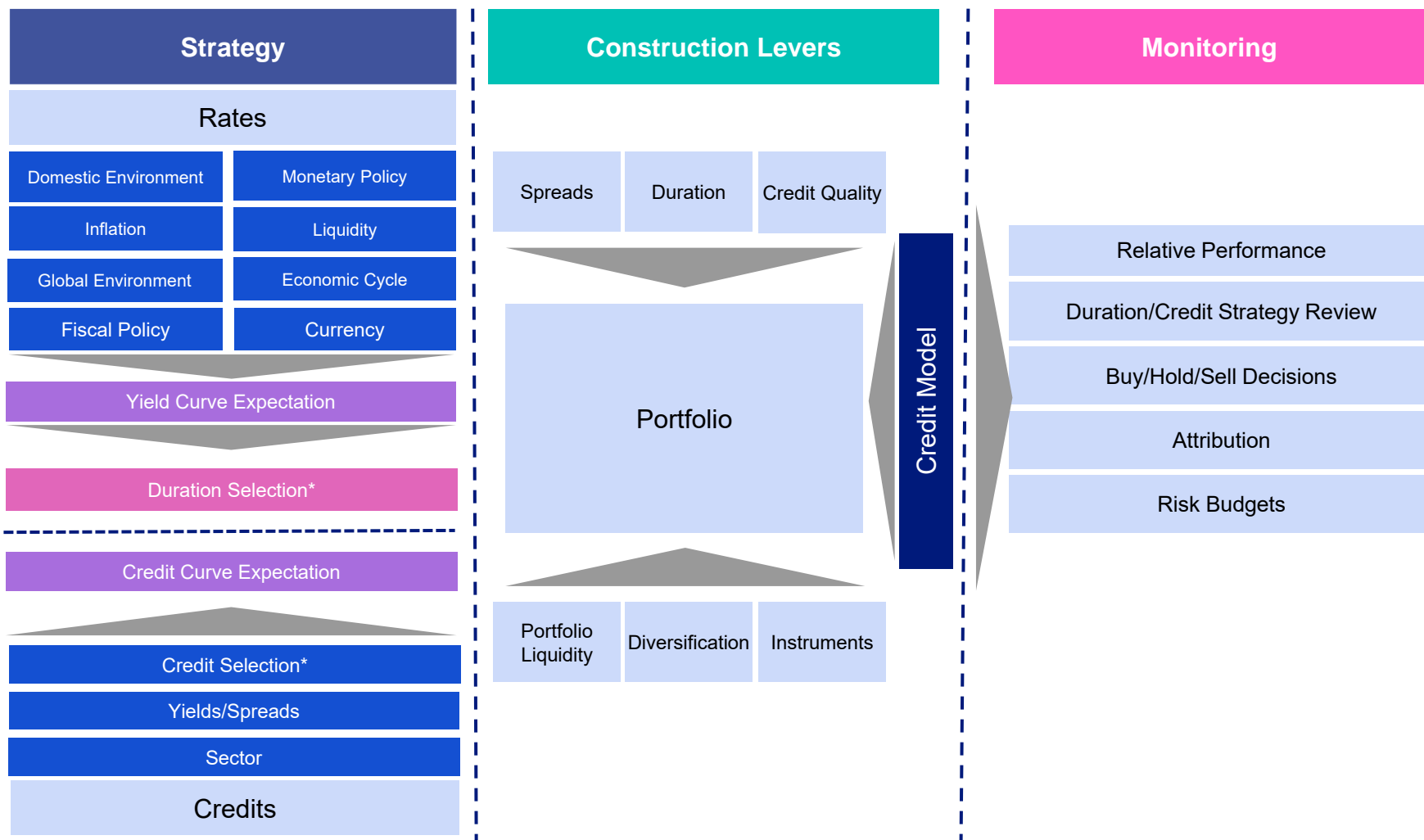
Equity (11)	Fixed Income (11)	Hybrid/ETFs/ Alternatives (7)	Fund of Funds (3) (Investing Overseas)
<ul style="list-style-type: none"> <li>▪ Invesco India Tax Plan</li> <li>▪ Invesco India Growth Opportunities Fund</li> <li>▪ Invesco India Midcap Fund</li> <li>▪ Invesco India Multicap Fund</li> <li>▪ Invesco India Infrastructure Fund</li> <li>▪ Invesco India Contra Fund</li> <li>▪ Invesco India Largecap Fund</li> <li>▪ Invesco India Financial Services Fund</li> <li>▪ Invesco India PSU Equity Fund</li> <li>▪ Invesco India Smallcap Fund</li> <li>▪ Invesco India Focused 20 Equity Fund</li> </ul>	<ul style="list-style-type: none"> <li>▪ Invesco India Overnight Fund</li> <li>▪ Invesco India Liquid Fund</li> <li>▪ Invesco India Ultra Short Term Fund</li> <li>▪ Invesco India Short Term Fund</li> <li>▪ Invesco India Treasury Advantage Fund</li> <li>▪ Invesco India Corporate Bond Fund</li> <li>▪ Invesco India Money Market Fund</li> <li>▪ Invesco India Gilt Fund</li> <li>▪ Invesco India Banking &amp; PSU Debt Fund</li> <li>▪ Invesco India Credit Risk Fund</li> <li>▪ Fixed Maturity Plans of various maturities</li> </ul>	<ul style="list-style-type: none"> <li>▪ Invesco India Arbitrage Fund</li> <li>▪ Invesco India Dynamic Equity Fund</li> <li>▪ Invesco India Equity &amp; Bond Fund</li> <li>▪ Invesco India Equity Savings Fund</li> <li>▪ Invesco India Nifty ETF</li> <li>▪ Invesco India Gold ETF</li> <li>▪ Invesco India Gold FoF<sup>1</sup></li> </ul>	<ul style="list-style-type: none"> <li>▪ Invesco India Feeder – Invesco Pan European Equity Fund<sup>1</sup></li> <li>▪ Invesco India Feeder – Invesco Global Equity Income Fund<sup>1</sup></li> <li>▪ Invesco India – Invesco Global Consumer Trends Fund of Fund<sup>1</sup></li> </ul>

**Note: Please refer slide on Product Labelling. Data as on December 31, 2020**

<sup>1</sup> The investor will bear the recurring expenses of the scheme, in addition to the expenses of underlying scheme.

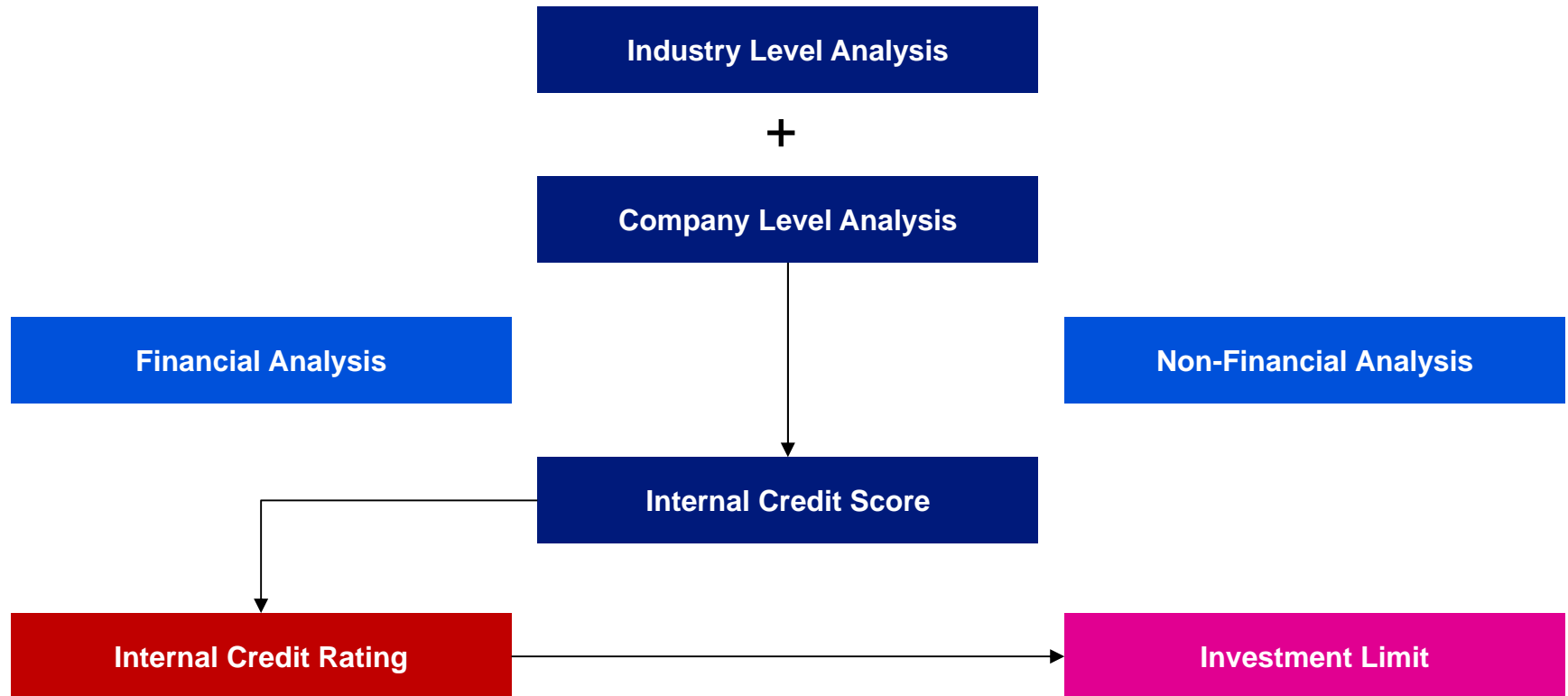
# Investment Process

“The philosophy for managing fixed income portfolios revolves around optimizing risk adjusted returns for the investor by investing in quality assets, managing interest rate risk and minimizing liquidity risk”



\* As per Individual Fund Mandate.

# Credit Appraisal – Proprietary Model





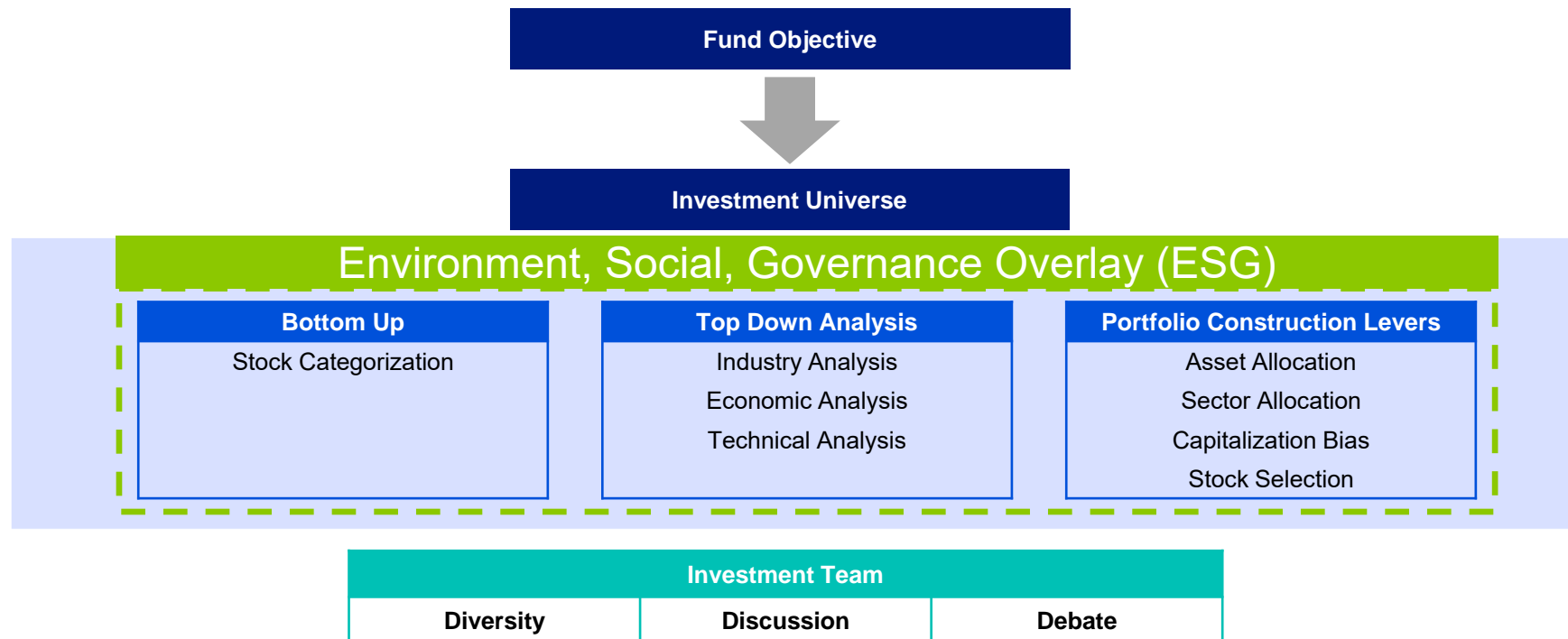
# Equity – Investment Philosophy & Process

## Active Fund Management

- Our core investment premise is that the equity markets are not completely efficient
- A well-organized and thorough research effort combined with a disciplined portfolio management approach will enable outperformance of the market index over time

## Being True to Mandate

- The fund's investment objective is paramount
- Stock selection, industry and asset allocation flow from the fund objective
- No style ideology; use stock appropriate measures



# Equity – Stock Categorization Framework



Stock Category	Descriptions (e.g.)	Growth Prospects (e.g.)	Company Attribute (e.g.)	Financial Parameter (e.g.)	
<b>Star</b>	Young companies	High growth	Entrepreneur vision, scalability	Operating Leverage	} <b>Growth</b>
<b>Leader</b>	Established companies	In line or better than industry	Track record of leadership, globally competitive	Industry leading margin/ROE	
<b>Warrior</b>	Young/established companies	Better than industry	Unique proposition and/or right place, right time	Margin & ROE expansion	
<b>Diamond</b>	Company with valuable assets	Low growth	Management intent to unlock value	Value of asset/business	} <b>Value</b>
<b>Frog Prince</b>	Company in a turnaround situation	Back to growth	Intrinsic strengths in core business	P2P, ROE expansion	
<b>Shotgun</b>	Opportunistic investment	Positive surprise	Corporate event, restructuring, earnings news	Event visibility	} <b>Event</b>
<b>Commodities</b>	Call on the cycle is paramount	Positive	Integration, cost efficiency, globally competitive	Profit leverage	

P2P: Path to Profit; ROE: Return on Equity. The above table is internal proprietary stock categorization



## Board of Directors

### Trustee Company

#### Independent

Mr. Satyananda Mishra  
Mr. G. Anantharaman  
Mrs. Bakul Patel

#### Associate

Mr. Jeremy Simpson

### Asset Management Company

#### Independent

Mr. Paresh Parasnis  
Mr. Sanjay Kumar Tripathy

#### Associate

Mr. Andrew Lo  
Mr. Terry Pan



# Directors – Trustee Company



## Independent Directors



**Mr. Satyananda Mishra**

A career civil servant and member of the IAS, has more than 4 decades of experience in Public Service. He has held various important positions in the Government of Madhya Pradesh, such as, Principal Secretary of Departments of Public Works, Revenue and Housing Environment. He also held the positions of Development Commissioner of Small Scale Industries, Establishment Officer and Secretary, Department of Personnel Training in the Government of India before he retired in September 2008. Mr. Mishra was the Chief Information Commissioner of India (December 2010 to September 2013). After retirement from public service, he also served as the Chairman of the Multi Commodity Exchange (MCX) of India and as an Independent Director on the Board of Small Industries Development Bank of India (SIDBI). Currently, he is an Independent Director on the Board of UGRO Capital Limited and SME Mavens Foundation and is associated with National Foundation of India as a Trustee, New Delhi and the Reva University, Bangalore as a Member of its Board of Governors.



**Mr. G. Anantharaman, I.R.S (retired)**

Mr. Anantharaman has more than 4 decades of experience. He worked in various senior capacities in the Income Tax Department of the Government of India since 1968 and retired as Chief Commissioner of Income Tax, Mumbai in June 2004. During his tenure with income tax department, he handled several tax fraud cases and matters relating to income tax administration. Post retirement, he acted as a Whole-Time Member of Securities Exchange Board of India (SEBI) (December 2004 - March 2008) overseeing the administrative and functional roles of various departments of SEBI. As Whole Time Member of SEBI, he passed orders on checking market manipulation, explored new jurisprudential remedies like disgorgement, cease and desist etc. He was also chairman of Board of Trustees of Canara Robeco Mutual Fund (June 2011 - October 2018) and acted as a Director (Vigilance) of Hindustan Petroleum Corporation Limited. Mr. Anantharaman played pivotal role in introduction of On-line tax accounting system. He was also involved in developing groundwork for Anti-Money Laundering legislation in India. ;Currently, he is an Independent Director of PIEM Hotels Limited, SHCIL Services Limited, CDSL Insurance Repository Limited, Shriram General Insurance Company Limited and also associated as a Trustee with SCHIL Foundation Trust and Union Bank Social Foundation.



**Mrs. Bakul Patel**

Mrs. Bakul Patel has more than 4 decades of experience. She is a Chartered Secretary from the Chartered Institute of Companies Secretary, U.K. She was also the Sheriff of Mumbai from 1992 - 1993. She was associated with IDFC Asset Management Company Limited as Independent Director, Life Insurance Corporation of India as a Member of Zonal Advisory Board (Western Zone), Industrial Development Bank of India as a Member of Western Regional Advisory Committee. She was also a member on the Indian Advisory Board, Standard Chartered Grindlays Bank Limited and the Chairperson of Maharashtra State Financial Corporation. She has also been associated as Trustee with Rajni Patel Memorial Foundation, Vasant Rao Naik Pratishthan, Bombay Community Public Trust (B.C.P.T.) and Nehru Centre. She is also Director on the Board of NEO-INDCOM Consultancy Pvt. Ltd, Bay Petroplast Pvt. Ltd., Merchant Media Ltd. and Vinyl Processors & Co.

# Directors – Trustee Company (CONTINUED)



## Associate Directors



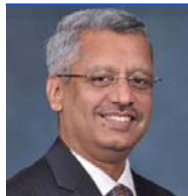
### **Mr. Jeremy Simpson**

Jeremy Simpson is a Chief Financial Officer Asia Pacific, Invesco Hong Kong Limited and is responsible for overseeing all finance related matters for Invesco in Asia Pacific. He is associated with Invesco Group since 1999 and held various positions. From January 2006 to December 2010, Mr. Jeremy Simpson was a Chief Administration Officer, Asia Pacific of Invesco Hong Kong Limited and provided strategic and administrative support to Senior Managing Director in Asia Pacific. ;Prior to joining Invesco, he was a manager in the audit and advisory division for PricewaterhouseCoopers in both London and Hong Kong. Jeremy is a director of Invesco Hong Kong Limited, Invesco Australia Limited, Invesco Asset Management Singapore Limited, Invesco Asset Management (Japan) Limited, Invesco Hyderabad Private Limited and Invesco Asset Management Pacific Limited. Jeremy received a Bachelor of Science (Honors) degree in Mathematics and Psychology from Durham University. He is a Fellow of The Institute of Chartered Accountants in England and Wales and is an Associate of the Hong Kong Society of Accountants.

# Directors – Asset Management Company



## Independent Directors



### **Mr. Paresh Parasnis**

A Fellow of the Institute of Chartered Accountant of India and a graduate from Mumbai University, has more than 3 decades of experience in various aspects of finance and finance related activities with major strengths in strategy formulation, project management, building robust and customer-friendly servicing models. He worked with largest housing finance company, HDFC Limited, for close to 16 years in various capacities viz. Branch Manager, Chief of Management Services, Regional Manager where his last assignment was business development and overseeing operations in Maharashtra, Gujarat and Madhya Pradesh. He was also involved in setting up of first life insurance company in the private sector as a Project Manager, HDFC Standard Life Insurance Company. In November 2008, Mr. Parasnis was appointed as a full time member on the Board of Directors of HDFC Standard Life Insurance Company and served as the Executive Director and COO for close to three and half years. He was also a member of Board Committees and Chair / Member of internal Management Committees of HDFC Standard Life Insurance Company Ltd. ; ;Currently, Mr. Parasnis is a Chief Executive Officer of Piramal Foundation handling overall responsibility for governance, stakeholder management, development implementation of social impact projects implemented by Piramal Foundation. He is also an Independent Director on the Board of Kotak Mahindra Life Insurance Company Limited and associated with Collective Good Foundation and Shoshit Seva Sangh as a Trustee.



### **Mr. Sanjay Tripathy**

Mr. Sanjay Tripathy, an alumnus of Stanford University, USA and IRMA, Gujarat, has more than 27 years of experience across industries and geographies in India & South East Asia. He worked for companies as diverse as GCMMF (Amul), Frito-Lay, Mattel and Reliance Infocom before joining HDFC Standard Life Insurance Company Limited in 2004. A part of the executive committee at HDFC Life, he, as Senior Executive Vice President, headed various functions like Marketing, Products, Direct Sales, Digital, E-commerce, Corporate Communication, etc. Mr. Tripathy quit HDFC Life in 2017 to start on his entrepreneurial journey and is the Co-Founder and Chief Executive Officer of Agilio Labs Private Limited and Agilio Digital Solutions Private Limited. For the last 2 years, Mr Tripathy has been working as a consultant for digital transformation of large BFSI players and Fintech companies as well as helping startups in strategy, market access, fund raising, growth advisory and product market fit. He is also an Advisor to Internet & Mobile Association of India (IAMAI).

## Associate Directors



### **Mr. Andrew Lo**

Mr. Lo is responsible for Invesco's businesses in the Asia Pacific region, which includes Greater China, Japan, Australia and India. Mr. Lo has been in the investment management industry since the 1980s. He joined Invesco Asia Ltd., a subsidiary of Invesco Ltd., as Managing Director in 1994 and became Chief Executive for Asia in 1998. Since 2001, he was appointed Chief Executive Officer for the Asia Pacific region. Before joining Invesco, Mr. Lo was Managing Director of Capital House Asia between 1990 and 1994, responsible for its operations in Hong Kong. Prior to that, he served as Vice President of Citicorp's Investment Management Group between 1988 and 1989.

Mr. Lo also served on a number of industry bodies during his career. He was a member of the Advisory Committee of the Securities and Futures Commission in Hong Kong between 1997 and 2001. He was also a past member of the Council to the Stock Exchange of Hong Kong from 1997 to 2000. Between 1996 and 1997, he was Chairman of the Hong Kong Investment Funds Association. Mr. Lo received a Bachelor of Science degree in Statistics and a Master of Business Administration degree from Babson College in the US.

# Directors – Asset Management Company (CONTINUED)



## Associate Directors



### **Mr. Terry Pan**

Terry Pan joined Invesco in February 2015 as Chief Executive Officer, Greater China, Singapore and Korea, responsible for driving the overall growth and coverage of Invesco's Greater China business, spanning across Hong Kong, China (offshore business), Singapore and Taiwan, as well as the other emerging markets in Asia. He provides strategic leadership and drives strong execution of Invesco's multi-year strategies to further establish Invesco's leadership position across these key markets. Mr. Pan has more than 21 years of industry experience in asset management and financial services, with a proven track record in sales and relationship management across the key Greater China markets. He joins Invesco from J.P. Morgan Asset Management, where he was Managing Director, Head of the Hong Kong and China QDII funds business. Mr. Pan began his career in 1994 at J.P. Morgan Asset Management and held a number of roles across different functions, including client advisory services, investment communications and marketing. In 2000, he joined 2cube Securities as Vice President, Sales and played a key part in launching one of the first online trading portals in Hong Kong. He rejoined J.P. Morgan Asset Management as Head of Intermediary Sales in 2003 and was promoted to Head of Retail Business in Hong Kong and Macau. Mr. Pan obtained a BBA in Finance and Real Estate from Southern Methodist University and an MBA from Royal Holloway, University of London. He is also a holder of the CFA designation.



# Invesco India – Senior Management Team



## **Mr. Saurabh Nanavati – Chief Executive Officer**

As the Chief Executive Officer, Saurabh oversees all functions, including strategy, investments, operations and sales in India and has been instrumental in the successful establishment and growth of the mutual fund business, since its inception in 2008. Under his astute leadership, the AMC acquired the operations of Lotus Mutual Fund at the peak of the global crisis in November 2008, turned around the operations successfully and expanded the business manifold, both in domestic and global markets during 2009–2012. Saurabh also piloted the AMC's joint venture (JV) with the global leading independent asset manager, Invesco in March 2013 and within a span of three years has successfully steered the JV to a full-fledged ownership by Invesco in India. His last assignment was with HDFC Standard Life Insurance as Chief Investment Officer; overseeing USD2bn across asset classes. Prior to HDFC Standard Life Insurance, he was with Deutsche Asset Management for 4 years. He spent the first 20 months with Deutsche Asset Management in India, as Head of Institutional Sales, when they started their operations. He subsequently moved to Singapore as the Business Manager for their Asia (Ex-Japan) region, primarily focused on general management and overseeing day-to-day operations. He played a pivotal role in establishing Deutsche's Asset Management Joint Venture in China with Harvest Asset Management. His earlier assignments include stints with multinational institutions like Reuters and HSBC India. Saurabh holds an Electronics Engineering degree and is an MBA in Finance from Jamnalal Bajaj Institute of Management Studies. He is also the Vice Chairman on the Board of Association of Mutual Funds of India (AMFI) and the Chairman of MF Utilities India Pvt. Ltd.



## **Mr. Taher Badshah - Chief Investment Officer (Equities)**

Taher has over 24 years' of experience in the Indian equity markets. In his role, Taher is responsible for the equity management function at the firm. He joins Invesco Asset Management from Motilal Oswal Asset Management where he was the Head of Equities, responsible for leading the equity investment team. In the past, he has also worked with companies like Kotak Investment Advisors, ICICI Prudential Asset Management, Alliance Capital Asset Management etc. Taher holds Masters in Management Studies (MMS), with specialization in finance from S.P. Jain Institute of Management and a B.E. degree in Electronics from the University of Mumbai.



## **Mr. Vikas Garg– Head of Fixed Income**

Vikas heads the Fixed Income investment function at Invesco India and also serves as a fund manager for various debt schemes at Invesco India. He has over 15 years of experience, of which 13 years are in the asset management industry spanning across credit research and portfolio management. In his last assignment, Vikas was working with L T Mutual Fund as a Portfolio Manager where he was responsible for managing the Debt funds in various categories, including the high yield-oriented funds. In the past, he has worked in the credit research team with companies like FIL Fund Management Pvt. Ltd. and ICRA Ltd. Vikas holds B. Tech M. Tech in Chemical Engineering from IIT- Delhi, PGDBM from XLRI -Jamshedpur and a CFA charter holder- USA



## **Mr. Ketan Ugrankar – Chief Operating Officer & Chief Financial Officer**

Ketan joined the AMC during its start-up phase and has over 24 years' work experience in asset management business across Finance, Fund Accounting Operations, Secretarial, Audit, Taxation, Administration and Technology. He was involved in laying down company-wide systems and processes. He oversees all aspects of finance, operations, investor servicing, technology and administration. Ketan's last assignment was with ING Investment Management as Chief Operating Officer. Prior to this, he was working with Alliance Bernstein (formerly Alliance Capital) as Vice President – Corporate Accounting and Administration. Ketan holds a Commerce degree and is a qualified Chartered Accountant. He is also an Associate Member of the Institute of Company Secretaries of India and a Graduate of The Institute of Cost Accountants of India.

# Invesco India – Senior Management Team (CONTINUED)



## **Mr. Suresh Jakhotiya – Head (Compliance and Risk)**

Suresh is part of the AMC start-up team and has over 25 years' experience in Compliance, Legal and Finance. In his last assignment at HDFC Asset Management, he was Senior Manager – Compliance. Prior to this, he was working as Vice President – Compliance with Benchmark Asset Management, responsible for monitoring compliances and reporting to Regulators, AMC and Trustee Board and also responsible for the secretarial function. Suresh has also worked with Tata Liebert and Hiranandani Developers. Suresh holds a Commerce degree and is a Chartered Accountant and Company Secretary.



## **Mr. Rohit Goyal – Head (Institutional Sales)**

Rohit has over 19 years' experience in Institutional Sales and Business Development and is responsible for Institutional Sales. His last assignment was with JM Financial Mutual Fund as Manager for Corporate Sales. Rohit has also worked with Sun F&C Mutual Fund as Assistant Manager – Sales. Rohit holds a degree in Biology and a Masters of Financial Analysis & Control (MFC).



## **Mr. Sandhir Sharma – Head (Retail Sales)**

Sandhir heads Retail Sales business for Invesco, India. Sandhir has over 19 years' experience in business development and sales. In his last assignment, Sandhir was working as Head - Alliances and Banking & PCG Sales with Tata Asset Management Ltd. He also worked with Franklin Templeton Asset Management (India) Pvt. Ltd., Principal PNB AMC, ICICI Bank Ltd., JM Financial Asset Management India Ltd. and Birla SunLife Distribution Company Ltd. Sandhir is B.B.S. from College of Business Studies, University of Delhi and M.B.A. from BVIMR, University of Pune



## **Mr. Haresh Sadani – Head (Marketing & Products)**

Haresh is part of the AMC start-up team and has over 24 years' experience in Marketing, Communications and Product Development. His last assignment was with DBS Cholamandalam Asset Management where he was working as Assistant Vice President – Marketing; responsible for Marketing, PR and new product development. Prior to DBS Cholamandalam Asset Management, he was working as Marketing Manager with Fidelity Fund Management. Haresh has also worked with Outlook Money and Sesa Seat Information Systems Limited. Haresh holds a Commerce degree and is an MBA with specialisation in Marketing.

# Invesco India Asset Management

## Mutual Fund Business



### Average Assets under Management report for the quarter ending Dec 2020.

<b>Asset-wise</b>	
<b>Category</b>	<b>Average AUM for the Quarter (INR lakhs)</b>
Liquid Fund/Money Market Fund/Floater Fund	720,300.02
Gilt Fund/ Glit Fund with 10 year constant duration	3,161.25
Remaining Income/ Debt Oriented Schemes	969,158.14
Growth/ Equity Oriented Schemes (Other than ELSS)	1,280,070.74
ELSS Funds	124,489.92
Hybrid Schemes	164,041.14
Solution Oriented Schemes	0.00
Index Funds	0.00
GOLD ETF	7,335.64
Other ETF	227.36
Fund of Fund investing overseas	5,577.87
<b>Total</b>	<b>3,274,362.08</b>

<b>City-wise</b>	
<b>Category</b>	<b>% of Total AUM as on the last day of the quarter</b>
Top 5 Cities	68.22%
Next 10 Cities	16.27%
Next 20 Cities	7.35%
Next 75 Cities	6.06%
Others	2.09%
<b>Total</b>	<b>100.00%</b>

Source: Invesco Mutual Fund.

# Product Labelling

## Suitable for investors who are seeking\*

### Invesco India Overnight Fund

(an open ended debt scheme investing in overnight securities)

- income over short term with low risk and high liquidity
- Investment in overnight securities having residual

#### RISKOMETER



### Invesco India Liquid Fund

(an open ended liquid scheme)

- income over short term
- investments predominantly in money market and debt instruments commensurate with low risk and high liquidity

### Invesco India Money Market Fund

(an open ended debt scheme investing in money market instruments)

- income over short term
- investment in money market instruments

### Invesco India Treasury Advantage Fund

(an open ended low duration debt scheme investing in instruments such that the Macaulay duration<sup>^</sup> of the portfolio is between 6 months to 12 months)

- income over short term
- investment in debt and money market instruments

### Invesco India Arbitrage Fund

(an open ended scheme investing in arbitrage opportunities)

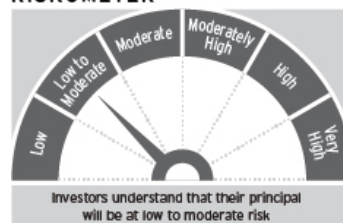
- income over medium-term
- income through opportunities emerging out of difference in pricing between cash and derivatives markets and through deployment of surplus cash in fixed income instruments

### Invesco India Ultra Short Term Fund

(an open ended ultra-short term debt scheme investing in instruments such that the Macaulay duration<sup>^</sup> of the portfolio is between 3 months to 6 months)

- income over short term
- investments in a portfolio of short term money market and debt instruments

#### RISKOMETER



### Invesco India Corporate Bond Fund

(an open ended debt scheme predominantly investing in AA+ and above rated corporate bonds)

- income over medium to long term
- investments in AA+ and above rated corporate bonds

### Invesco India Short Term Fund

(an open ended short term debt scheme investing in instruments such that the Macaulay duration<sup>^</sup> of the portfolio is between 1 year to 3 years)

- income over short to medium term
- investments in short term debt and money market instruments

### Invesco India Gilt Fund

(an open ended debt scheme investing in government securities across maturity)

- credit risk free returns over medium to long-term
- investments primarily in securities issued and guaranteed by the Central and the State Government across maturities

### Invesco India Banking & PSU Debt Fund

(an open ended debt scheme predominantly investing in Debt instruments of banks, Public Sector Undertakings, Public Financial Institutions and Municipal Bonds)

- returns over short to medium term
- investments primarily in debt & money market instruments issued by Banks, PFIs, PSUs and Municipal Bonds

### Invesco India Credit Risk Fund

(an open ended debt scheme predominantly investing in AA and below rated corporate bonds (excluding AA+ rated corporate bonds))

- income and Capital appreciation over medium to long term
- investments primarily in corporate debt securities of varying maturities across the credit spectrum

### Invesco India Equity Savings Fund

(An open ended scheme investing in equity, arbitrage and debt)

- Capital appreciation and current income
- Investments in equity and equity related instruments, arbitrage opportunities and fixed income instruments (including debt, government securities and money market instruments)

#### RISKOMETER



\* Investors should consult their financial advisers if in doubt about whether the product is suitable for them

<sup>^</sup>Macaulay duration of a bond is the number of years taken to recover the initial investment of a bond. It is calculated as the weighted average number of years to receive the cash flow wherein the present value of respective cash flows is multiplied with the time to that respective cash flows. The total of such values is divided by the price of the security to arrive at the duration

# Product Labelling

## Suitable for investors who are seeking\* (CONTINUED)



### **Invesco India Equity & Bond Fund**

(an open ended hybrid scheme investing predominantly in equity and equity related instruments)

- Capital appreciation and current income over medium to long term
- Investments in equity and equity related instruments and fixed income securities

### **Invesco India Focused 20 Equity Fund**

(An open ended equity scheme investing in maximum 20 stocks across market capitalization (i.e Multicap))

- capital appreciation over long-term
- Investments primarily in equity & equity related instruments across market capitalization subject to maximum 20 stocks

### **Invesco India Smallcap Fund**

(Small Cap Fund – An open-ended equity scheme predominantly investing in small cap stocks)

- Capital Appreciation over long term
- Investments predominantly in equity and equity-related instruments of Smallcap companies

### **Invesco India Tax Plan**

(an open-ended Equity Linked Saving Scheme with a statutory lock-in of 3 years and tax benefit)

- capital appreciation over long-term
- investment in equity and equity-related instruments

### **Invesco India Financial Services Fund**

(an open ended equity scheme investing in financial services sector)

- capital appreciation over long-term
- investment predominantly in equity and equity-related instruments of companies engaged in the business of banking and financial services

### **Invesco India Largecap Fund**

(Large Cap Fund - An open ended equity scheme predominantly investing in large cap stocks)

- capital appreciation over long-term
- investments predominantly in equity and equity-related instruments of largecap companies

### **Invesco India Contra Fund**

(an open ended equity scheme following contrarian investment strategy)

- capital appreciation over long-term
- investments predominantly in equity and equity related instruments through contrarian investing

### **Invesco India Dynamic Equity Fund**

(an open ended dynamic asset allocation fund)

- capital appreciation over long-term
- investments in equity and debt securities which are managed dynamically

### **Invesco India – Invesco Global Consumer Trends Fund of Fund**

(An open ended fund of fund scheme investing in Invesco Global Consumer Trends Fund)

- Capital appreciation over long term
- Investment in units of Invesco Global Consumer Trends Fund, an overseas equity fund

### **Invesco India Growth Opportunities Fund**

(Large & Mid cap Fund - An open ended equity scheme investing in both large cap and mid cap stocks)

- capital appreciation over long-term
- investments predominantly in equity and equity-related instruments of large and midcap companies

### **Invesco India Infrastructure Fund**

(an open ended equity scheme following Infrastructure theme)

- capital appreciation over long-term
- investments predominantly in equity and equity-related instruments of infrastructure companies

### **Invesco India Feeder - Invesco Global Equity Income Fund<sup>1</sup>**

(an open ended fund of fund scheme investing in Invesco Global Equity Income Fund)

- capital appreciation and/or income over long-term
- investment in units of Invesco Global Equity Income Fund, an overseas equity fund

### **Invesco India Feeder - Invesco Pan European Equity Fund<sup>1</sup>**

(an open ended fund of fund scheme investing in Invesco Pan European Equity Fund)

- capital appreciation over long-term
- investment in units of Invesco Pan European Equity Fund, an overseas equity fund

### **Invesco India Midcap Fund**

(Mid Cap Fund - An open ended equity scheme predominantly investing in mid cap stocks)

- capital appreciation over long-term
- investments predominantly in equity and equity-related instruments of Midcap companies

### **Invesco India Multicap Fund**

(Multi Cap Fund - An open ended equity scheme investing across large cap, mid cap, small cap stocks)

- capital appreciation over long-term
- investments in equity and equity related instruments across market capitalization

### **Invesco India PSU Equity Fund**

(an open ended equity scheme following PSU theme)

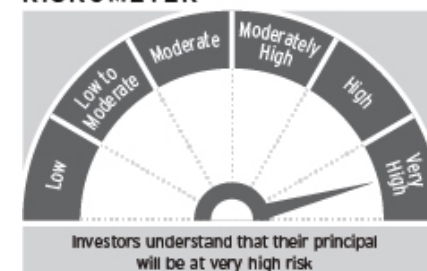
- capital appreciation over long-term
- investment in predominantly equity and equity-related instruments of Government companies (PSU's)

### **Invesco India Nifty Exchange Traded Fund**

(an open ended scheme replicating Nifty 50 Index)

- capital appreciation over long term
- generate returns that closely correspond to the returns generated by the securities represented by the Nifty 50, subject to tracking error, if any

## **RISKOMETER**



\* Investors should consult their financial advisers if in doubt about whether the product is suitable for them

<sup>1</sup> The investor will bear the recurring expenses of the scheme, in addition to expenses of the underlying scheme

# Product Labelling

Suitable for investors who are seeking\* (CONTINUED)



## **Invesco India Gold Fund<sup>1</sup>**

(an open ended fund of fund scheme investing in Invesco India Gold Exchange Traded Fund)

- regular income and capital appreciation over medium to long term
- investment in units of Invesco India Gold Exchange Traded Fund, which in turn invests in physical gold

## **Invesco India Gold Exchange Traded Fund**

(an open ended scheme tracking returns provided by investment in physical gold)

- capital appreciation over long-term
- generate returns that closely correspond to the returns provided by investment in physical gold in the domestic market, subject to tracking error

## **RISKOMETER**



\* Investors should consult their financial advisers if in doubt about whether the product is suitable for them

<sup>1</sup> The investor will bear the recurring expenses of the scheme, in addition to expenses of the underlying scheme



# Disclaimer



This presentation is for information purposes only and is not an offer to sell or a solicitation to buy any mutual fund units/securities. The information alone are 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 figures, charts/graphs and data included in this document are as on date and are subject to change without notice. The content of this presentation is intended solely for the use of the addressee. If you are not the addressee or the person responsible for delivering it to the addressee, any disclosure, copying, distribution or any action taken or omitted to be taken in reliance on it is prohibited and may be unlawful. The data used in this presentation is obtained by Invesco Asset Management (India) from the sources which it considers reliable. While utmost care has been exercised while preparing this presentation, Invesco Asset Management (India) 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. Neither Invesco Asset Management (India) nor any person connected with it accepts any liability arising from the use of this information. The recipient(s) before acting on any information herein should make his/their own investigation and seek appropriate professional advice before making any investment decision or entering into any financial obligation based on information, statement or opinion which is expressed herein.

Disclosure of Risk-o-Meter - Risk-o-meter disclosed in the product label of the Scheme is based on the Scheme portfolio as on December 31, 2020. The AMC will evaluate the Risk-o-Meter on a monthly basis and shall disclose the same along with the portfolio disclosure. Any change in the risk-o-meter will be communicated by way of Notice-cum-Addendum and by way of an Email /SMS to the Unit holders of the Scheme.

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

# Get in touch



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