TrustPlutus Family Office and Investment Advisers

SEBI Registered Investment Adviser (Registration No. INA000000557)

TRUSTPLUTUS
Wealth Management with a Conscience

About TRUST Group

Trust Group: Corporate Structure

TRUST CAPITAL SERVICES (INDIA) PVT. LTD.

Member of the BSE

TRUST FINANCIAL CONSULTANCY SERVICES PVT. LTD.

Membership

Wholesale Debt Market segment of the NSE and BSE.

Interest Rate Futures (IRF) segment of the NSE, BSE and MSEI

Capital Market and Derivative Market segment of the NSE, BSE and MSEI

Obtained Certificate of Registration as Research Analyst under SEBI

TRUST INVESTMENT ADVISORS PVT. LTD.

Category 1 Merchant Banking License holder issued by SEBI

Registered as a Portfolio Manager with SEBI.

CHANAKYA CAPITAL PARTNERS

TRUST SECURITIES SERVICES PVT. LID.

Member of the Bombay Stock Exchange with a SEBI registration certificate

SANKHYA FINANCIAL SERVICES PVT. LTD.

RBI registered NBFC

TRUSTPLUTUS WEALTH (INDIA) PVT. LTD.

Registered with AMFI (Association of Mutual Funds of India)

Trust Plutus Family Office Investment and Advisers (India) Pvt. Ltd, a subsidiary of Trust Plutus is registered with SEBI as an Investment Adviser

TRUST ASSET MANAGEMENT PVT. LTD.

Investment Manager for Trust Mutual Fund

Category II AIF License

Trust Group Business Model

Fixed Income Vertical

- Origination
- Distribution
- Intermediation
- Asset Management
- Credit & Rate Research

Equity Vertical

- Institutional & HNI Broking
- Investment Banking
- Asset Management
- Equity Research
- Technical Analysis

Wealth Management & Family Office Advisory

Our Differentiation

TRUSTPLUTUS

Commitment

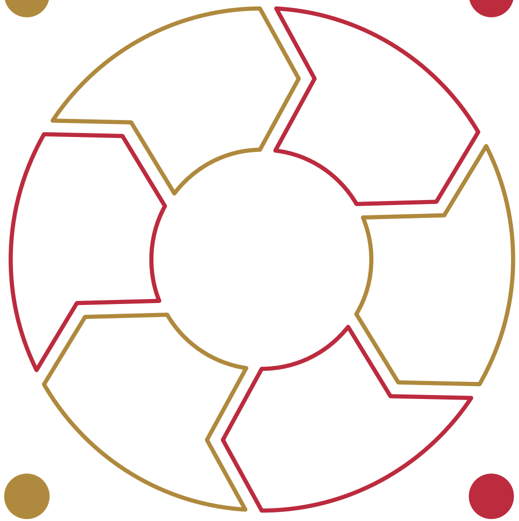
- Our conduct puts the **customer first always**
- We have a fiduciary responsibility towards our clients
- **Our culture eschews the short term quick fix and focuses on building an inter-generational business**
- We strive to run our firm keeping the highest ethical standard as our benchmark- intellectually, financially and morally

Respect

- We respect constructive debates and dissent while acting fearlessly with conviction; **our advisory team is independent from our sales and product teams**
- Our conduct exemplifies respect for the customer through anticipation of customer need and we pay attention to detail
- **Client confidentiality and privacy are non-negotiable**

Integrity

- **Our advise is objective and not based on selling our own asset management solutions; our share of proprietary products is less than 5% of our assets under advise**
- We believe in full disclosure to the client, including all fees that we earn
- Our diligence standards are high and an independent advisory board approves all new products



Delivery

- **Our relationship manager is your primary point of contact and is supported by an independent advisory team, product team and service relationship managers**
- We can integrate your relationship across all advisors and provide you with an objective assessment of the performance of each advisor
- We run a model portfolio and task ourselves to beat the relevant benchmarks

Wisdom

- We have views on each asset class and we do not hesitate to share our convictions
- **We learn every day and pass on the learning to our team through training and certification programs and our standards are higher than anyone else in the industry**

Collaboration

- We work closely with our regulators to improve standards within the industry
- Relationships with our partners are strong and mutually beneficial

Industry Honor Roll

TRUSTPLUTUS

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

Awarded ‘India Bond House’ for the year 2017 by IFR Asia

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

Won the Skoch BSE Award 2017 for Innovation and Market Leadership

Received BSE's Top Performer Award in Wholesale Debt Market (Corporate Bonds) - 8 years in a row (FY 2011-12 - FY 2018-19)

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

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

Ranked No. 5 for debt private placements for the year 2019-20

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

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

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

Received BSE's Top Performer Award in Corporate Bond Settlement for the year 2018-19

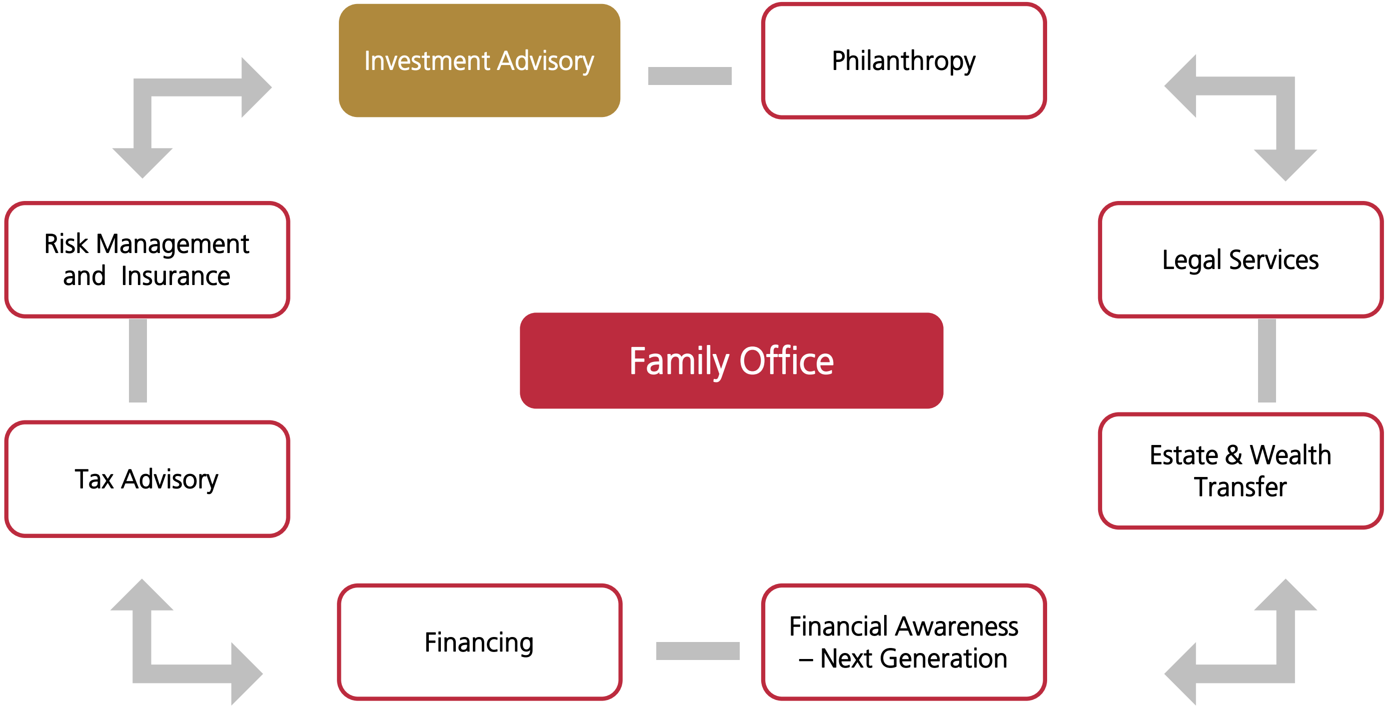
Ranked No. 4 for Commercial Paper placements for the year 2019-20

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

Awarded ‘India Bond House’ for the year 2014 by IFR Asia

Family Office Proposition

Family Office Structure



Service provided by TrustPlutus Family Office

Service provided by specialist

Investment Process

TRUSTPLUTUS

Investment Philosophy

Focus | Conviction | Patience | Discipline

Client Profile

- Risk Profile
- Objectives (risk / return)
- Financial planning

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Investment Policy

- Brief
- Strategic asset allocation
- Restriction
- Benchmark

Investment Management

- Tactical allocation
- Portfolio optimization
- Risk management
- Investment and product Ideas

Portfolio Review

- Risk & Return Analytics
- Drawdown
- Dispersion

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Portfolio Reporting

- Risk adjusted return
- Drawdown
- Dispersion

Feedback

Investment Offerings

TRUSTPLUTUS

TRADITIONAL PRODUCTS

- Mutual Funds

CAPITAL MARKETS

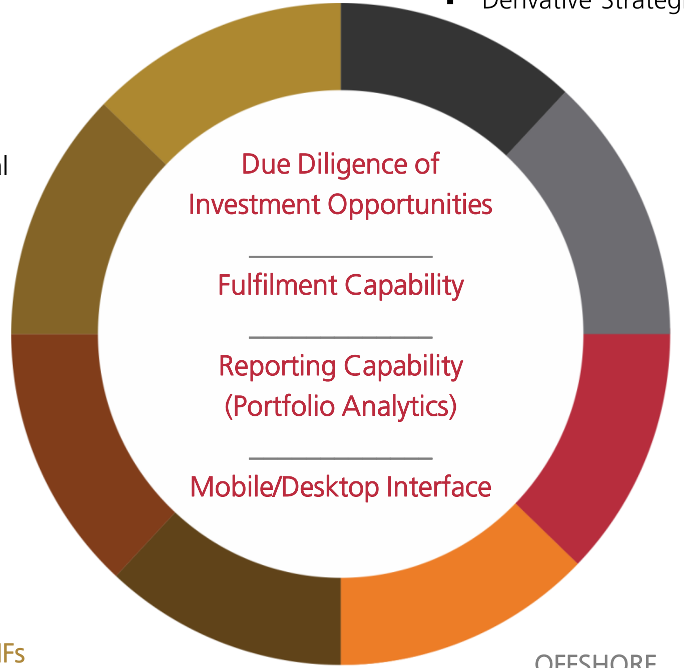
- Equity Services/ Products
- Derivative Strategies

STRUCTURED PRODUCTS

- Fixed Coupon/ PR based
- Principal Protected/Non Principal Protected
- Index/Single Stock/ Stock Basket/Commodity based

FIXED INCOME

- GOI/SOV
- AAA/AA+/A-
- High Yield
- Unrated/Unlisted



REAL ESTATE

- Real Estate Funds
- High Yield NCDs
- Real Estate Broking

ALTERNATE INVESTMENTS

- PE/VC funds
- Distressed Funds
- Structured Credit

PMS/AIFs

- Equity/Debt
- Long-Short Funds
- Long Equity

OFFSHORE

- Investments approved under LRS

Team and Partners

Board of Directors

TRUSTPLUTUS

Utpal Sheth
(Chairman & Chief Mentor)

CEO of Rare Enterprises, Asset Management arm of Rakesh Jhunjhunwala

Former Director of Insight Asset Management (India) Pvt. Ltd. - an equity research and portfolio advisory firm and HRS Insight Financial Intermediaries Pvt. Ltd. – a broking firm.

Former Principal Relationship Manager of Investment Banking with Enam Financial Consultants Pvt. Ltd. Cost Accountant and CFA , ICFAI, India.

Ms. Nipa Sheth
(Director)

Promoter Director of Trust Group

Expanded Trust Group from being a distribution house of Debt Products in 2001 to a full fledged investment bank providing services across Origination, Intermediation, Advisory and Fund Management and Distribution.

Chartered Accountant and CFA, ICFAI, India

Sameer Kaul
(Managing Director & CEO)

Sameer has spent 23 years working with Citibank in various roles across the consumer and institutional bank.

He has had experience in Operations, has run the product management function for investment products, set up the insurance distribution business for the bank, ran the Mortgage business and was the head of the retail branch network for Citi in India covering wealth management and commercial banking products.

In his last stint at Citi, Sameer ran the Private Bank which is the ultra high net worth practice providing coverage to clients across their wealth management and financing needs.

Sameer has a Bachelors Degree in Economics from the University of Delhi and has done his MBA with concentration in Marketing and Finance from the University of Illinois at Urbana Champaign, USA.

Investment Advisory Board

TRUSTPLUTUS

Haresh G. Desai

Haresh G. Desai is a founder-director of A. V. Rajwade & Co. Pvt. Ltd. He is a pioneer in the field of rendering advisory services in foreign exchange and interest rate risk management. He has spent over two decades counseling Indian corporates on foreign exchange risk management. He is a visiting faculty for IIM, Indore and writes weekly column for Business Standard on forex markets.

Rasesh B. Kanakia

Mr. Rasesh Kanakia began his career as a real estate consultant in 1984, and subsequently ventured into real estate development in 1986. He was instrumental in making the 'Kanakia Group' a well-established name in the field of real estate development. In 1997, the group forayed into Cinema exhibition business by retrofitting theatres and setting up theatres with multiple screens.

Abhijit Sen

Mr. Sen is associated with E&Y as a part-time Senior Advisor, to provide broad strategic support for their activities in the Banking and Financial Services Sector. He currently serves on several Boards including IDFC Bank, Kalyani Forge Ltd, Trent Ltd, Ujjivan MicroFinance Ltd, U Gro Capital Ltd, Veritas India Pvt Ltd & Cashpor Microcredit. He recently joined the Risk Committee of the National Stock Exchange. Mr. Sen retired from Citi India in February 2015 after serving as the Chief Financial Officer - India Subcontinent for over 18 years. As CFO, India Subcontinent - Citi, he was responsible for the Finance function in India, Bangladesh and Sri Lanka for the entire Citi franchise. In addition to his CFO role, Mr Sen was Chairman of Citicorp Services India Limited. Mr Sen has a B.Tech (Hons) degree from the IIT, Kharagpur and an MBA from IIM, Calcutta.

THANK YOU