

Grassroots India Tour IV



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Grassroots India Tour III participants meet Sanjeev Sanyal, member of economic advisory council to the PM

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ABOUT US

India Avenue Investment Management (IAIM) welcomes you as a participant of the Grassroots India Tour IV, February 2024. After hosting three previous tours over the last five years, we continue our pledge to provide knowledge and education to those in the Australian and New Zealand investing diaspora through grassroots awareness and insights on India's economic and corporate landscape.

The Grassroots India Tour is like no other. We seek to provide a true localised experience, allowing you as the investor to form your own conclusions about investing in and benefitting from India's growth story. By providing an authentic and hands-on event, we further aim to clear up any preconceived ideas surrounding the myths of investing in India.

We are excited to share the experience of Grassroots India Tour IV with you. In this iteration, we will be visiting the cities of Mumbai, Chennai and Bengaluru. We hope by the end of this tour you will have experienced the beauty of India.

THE IA ADVANTAGE

Local Insights

Our team of advisers on the ground have a pedigree of investing in local markets. Apart from this, their presence provides a significant value addition to our stock selection due to their detailed insight and experience.

Portfolio Construction

Our portfolio construction considers typical Australian/NZ investor portfolio and incorporates a deep understanding on how to best access the India growth story for long-term success.

Exposure to Growth

Accessing India through only large and liquid companies is a less than optimal way to access the true growth story of India. Most developing markets have greater levels of inefficiencies, allowing for exposure to under-researched, superior compounding growth businesses at an early stage in their life cycle. India Avenue's portfolio embodies this value to allow for maximised growth.

Singular Focus

There are no other investment / wealth businesses domiciled in Australia or NZ that have a pure and singular focus on India. This places us in a great position to invest in education and knowledge transfer for the betterment of the Australian and NZ investing public

Operational Excellence

Our presence in India allows us to speedily navigate any operational changes in Indian markets. This we see as crucial in an evolving capital market and allows us to optimise for our client base in Australia and NZ

Customisation

Our singular focus allows us to customise solutions for clients in Australia and NZ. We can work in partnership to build white label solutions whilst embedding our vast experience of the landscape.



Sunday 18/02/24 - Mumbai

DAY 1	Time	Session	Speaker
	7:00PM	Hotel Meet + Greet (Kebabs and Kurries - ITC Grand Central)	
	7:30PM	Dinner	Mugunthan Siva



Monday 19/02/24 - Mumbai

DAY 2	Time	Session	Speaker
	8:00AM	Motilal Oswal - Head of Research	Gautam Duggad
	9:00AM	PwC Infrastructure Expert	Manish Sharma
	10:00AM	Motilal Oswal - Analysts Banking and Auto analysts	Nitin Aggarwal Amber Shukla
	11:30AM	Polycab	Gandharv Tongia Chirayu Upadhyaya
	12:30PM	Lunch at Motilal Oswal Towers	
	2:30PM	InCred Asset Management	Mrinal Singh
	4:30PM	Old Bridge Capital Management	Kenneth Andrade
	5:30PM	Marksans Pharma	Jitendra Sharma
	7:00PM	Dinner at Maharaja Bhog	



Tuesday 20/02/24 - Mumbai to Chennai

DAY 3

Time	Session	Speaker
10:00AM	Reserve Bank of India	Dr. Rajiv Ranjan
11:30AM	DSP Investment Managers & Lunch	Vinit Sambre Jay Kothari
2:00PM	Axis Bank	Rajiv Anand Puneet Sharma Abhijit Majumder
7:15PM	Flight to Chennai & Dinner on Plane	



Wednesday 21/02/24 - Chennai to Bengaluru

DAY 4	Time	Session	Speaker
	9:00AM	VA Tech Wabag - Plant Visit	
	12:30PM	Lunch	
	2:00PM	Syrma Plant Visit	Nikhil Gupta
	3:30PM	Avalon Plant Visit	Suresh VR
	7:15PM	Flight to Bengaluru & Dinner on Plane	



Thursday 22/02/24 - Bengaluru

DAY 5

Time	Session	Speaker
9:30AM	Stovekraft Plant Visit	Rajendra Gandhi Ramakrishna Pendyala Hemant Kumar
1:00PM	Barbeque Nation + Lunch	Rahul Agrawal
3:00PM	Swiggy (Meeting in Hotel)	Abhishek Agarwal
4:30PM	Brigade Enterprises	Pradyumna K Ramachandran
7:00PM	Dinner + Drinks	



Friday 23/02/24 - Bengaluru

DAY 6	Time	Session	Speaker
	10:30AM	Infosys	Sweta Shah Ganesh R
	12:30PM	Lunch	
	2:00PM	Logos Logistics Park	Mehul Shah
	6:00PM	Tour Over	





WHY GRASSROOTS?

The Grassroots Tour aims to directly address any concerns that Australian and New Zealand investors express surrounding the potential risks of investing in India. These questions range from:

- Will corruption in India impact investor returns?
- Doesn't my Emerging Markets or Asia Fund give me exposure to India's growth?
- What about geopolitical issues. Is India safe to invest in? Will I get my money back in adverse economic circumstances?
- Isn't India's stock market predominantly held by promoters who don't care about minority stakeholders?

This tour focuses upon debunking these and many other myths, by providing confidence and transparency as well as justification on why separate India investments make sense in your portfolio. Whilst we can educate you in Australia and New Zealand, there is no experience like our Grassroots Tour to allow you to understand and believe via "immersion."

REFLECTIONS

"The 2023 India Avenue Grassroots Tour was an incredible eye-opener into the powerhouse that India currently is. The privilege of insight that I got from the companies we met with were instrumental to me in driving further investment into India." – Andrew Jeffery, Wealth Advisor, Bell Potter

CITIES OF GRASSROOTS TOUR IV

Mumbai

Mumbai, formerly known as Bombay, is India's most densely populated city on its west coast. It is the capital of the state of Maharashtra. The Mumbai metropolis is estimated to have a population of 23 million people. As India's financial centre, the city is host to both the National and Bombay Stock Exchanges as well as the capital markets regulator in SEBI (Securities Exchange Board of India). It also is the epicentre of the India's Banking system, featuring the Reserve Bank of India as well as the corporate quarters to several of India's large private and government owned banks, fund managers and insurance firms. The city's also famous as the heart of the Bollywood film industry, often described as India's Big Apple.



Chennai

Chennai, formerly known as Madras, is the capital city of Tamil Nadu, India's southernmost state. It's currently the sixth-most populous city in India and is actually the second oldest municipal corporation in the world, after London. Chennai holds a significant role in India's economy as a major industrial and commercial hub, hosting a significant amount of automobile industries and housing major manufacturing units. Other than its economic merit, Chennai is known for its rich culture, boasting as a major centre for classic arts, music and dance.



Bengaluru

Bengaluru, formerly known as Bangalore, is the capital of the State of Karnataka. The city hosts a population of over 10 million people and has the highest altitude of any of the major Indian cities. It is multi-religious and cosmopolitan in character given the significant influence of technology on the city. Bengaluru is sometimes referred to as the Silicon Valley of India because of its role as the nation's leading information exporter. Bengaluru boasts one of the most educated workforces in India and is home to many educational and research institutions.



TOUR ESSENTIALS

- The Tour commences on 6pm, Sunday 18th of February at ITC Grand Central.
- Attire for this event is business (unless instructed)
- Pack lightly as there is lots of domestic travel (internal flights and buses). Your check-on bag should be less than 15kg
- The weather is likely to be cool for India (between 20 – 30 C) depending on the city
- During the Tour sessions, business attire must be worn unless instructed by India Avenue staff. This does not include dinner sessions.
- India Avenue will cover and arrange for your lunches and dinners on the Tour. Breakfasts are inclusive in the accommodation that you have paid for. Any room incidentals will be covered by participants.
- Minimal cash is required as India is largely digital

HOTELS

ITC Grand Central - Mumbai

287, Dr Babasaheb Ambedkar Road, Parel, Mumbai
+91 22 24101010
itc-hotels.com/in/en/itcgrandcentral-mumbai

Trident - Chennai

1/24, Grand Southern Trunk Road, Kannan Colony,
Meenam Bakkam Chennai, 6000027
044 2234 4747
tridenthotels.com/hotels-in-chennai

ITC Gardenia - Bengaluru

No.1 Residency Road, Bengaluru 560025
+91 80 22119898
itc-hotels.com/in/en/itcgardenia-bengaluru



Mark Mobius is an investor who has over 40 years of experience working in and travelling throughout emerging and frontier markets. With experience in actively managing over \$50 billion in assets, Mobius has played a key role in developing international policy in emerging markets as well as currently, playing a significant role in shifting investor views surrounding India.

Below we list some of the observations of Mr Mobius on India

“India’s diversity is its strength, along with its creativity, young population and adoption of technology.”

“Given my optimism for India’s future, I’m often asked about the right time to invest in this market, currently labelled as ‘overvalued’ by some analysts. Traditional stock valuation metrics often overlook the future growth potential of many Indian companies as they primarily reflect past performances”

“To me, India is the real future. Of course, the market has done very well and we’re near the top of the recent past, but nevertheless we are finding big bargains in wonderful companies.”

“India is sweeping investors off their feet with its allure and promises of great rewards. I, for one, am fascinated by the country’s huge growth potential. But instead of diving in head-first, it’s crucial to do your research and get a solid grasp of the market’s nuances before going all in.”



Contact Details

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