



Haq, ek behtar zindagi ka.

HANDPICKED STOCKS FOR
A SPARKLING FUTURE.

PRESENTING
UTI FEF SERIES IV[#]



**NFO OPENS
SEPT 13, 2017**

**NFO CLOSSES
SEPT 25, 2017**

UTI FOCUSSED EQUITY FUND SERIES-IV (1104 DAYS)

Contact your financial advisor or
give a missed call on **8655019940**.

SMS "UTIFEF" to 5676756

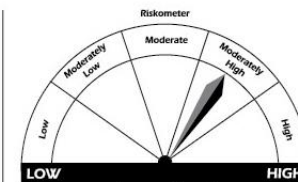
*UTI Focussed Equity Fund Series-IV (1104 days)

UTI Focussed Equity Fund Series-IV (1104 days)

This product is suitable for investors who are seeking*:

- Long term capital growth
- A close ended scheme that aims to provide capital appreciation by investing in equity and equity related securities

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



Investors understand that their principal will be at moderately high risk

About Our Investment Managers



Head Equity &
Fund Manager

Vetri Subramaniam

Total Work Exp: 25 Years
UTI MF: Less than a year

Mr. Vetri Subramaniam is Group President & Head-Equity at UTI AMC Ltd. Vetri is an MBA from IIM, Bangalore and has been associated with Research and Fund Management for over two decades. He has worked with various Institutions like Invesco Asset Management, Kotak Mahindra Asset Management, Motilal Oswal Securities etc.



Head Research &
Fund Manager

Sachin Trivedi, CFA

Total Work Exp: 16 Years
With UTI: 16 Years

Mr. Sachin Trivedi is a Senior Vice President at UTI Asset Management Company Ltd. and Fund manager in the Equities team of the Mutual Fund operations. He also leads the equity research initiative in the capacity of Head (Research). He holds a Bachelor's degree in Commerce from Narsee Monjee College of Commerce & Economics, University of Mumbai and holds a Post-graduate degree in management (MMS) from K.J. Somaiya Institute of Management Studies and Research, University of Mumbai. Sachin has also earned the CFA charter awarded by the CFA Institute, USA.

Backed by a strong Research Team



Amit Premchandani, CFA
FM – Domestic Equity
& Sr. Analyst
Total Work Exp: 12 Years
With UTI: 8 Years
Tracks Banks , NBFCs, Cement



Ritesh Rathod, CFA
FM – Domestic Equity
& Sr. Analyst
Total Work Exp: 11 Years
With UTI: 11 Years
Tracks Technology ,
Pharmaceuticals, Real Estate



Sharwan Goyal, CFA
FM – Overseas Investments &
Portfolio Analyst
Total Work Exp: 11 Years
With UTI: 11 Years



Kamal Gada, CFA
Research Analyst
Total Work Exp: 12 Years
With UTI: 9 Years
Tracks Energy, Fertilizer,
Chemicals, Media and
Infra construction



Vishal Chopda, CFA
Research Analyst
Total Work Exp: 9 Years
With UTI: 6 Years
Tracks FMCG (Staples),
QSR, Retail, Consumer
Durable, Telecom

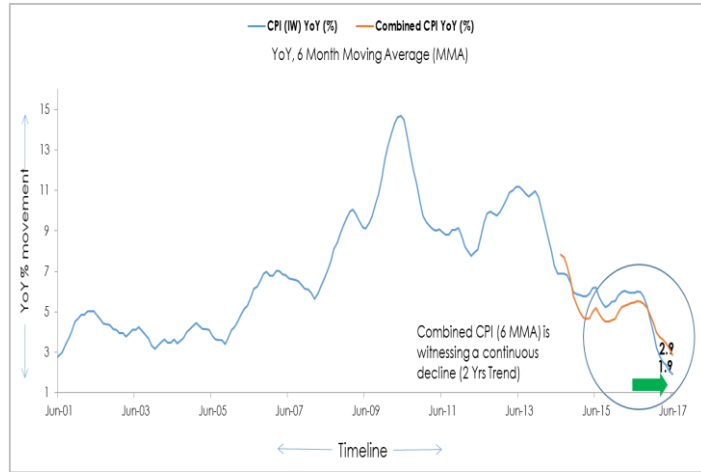


Parag Chavan, CFA
Research Analyst
Total Work Exp: 7 Years
With UTI: 5 Years
Tracks Metals & Mining,
Utilities, Building Materials,
Sugar, Healthcare, Hotels

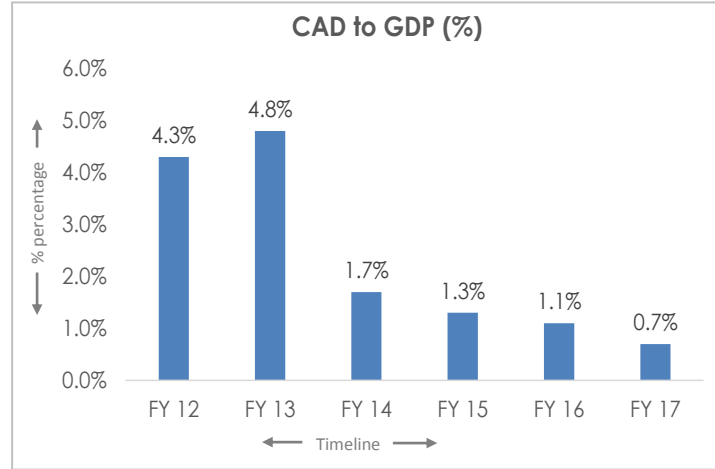


Preethi R S
Research Analyst
Total Work Exp: 5 Years
With UTI: 5 Years
Tracks Auto Ancillaries,
Insurance, HFC & NBFCs

Key Macro Factors Supportive of Indian Equities



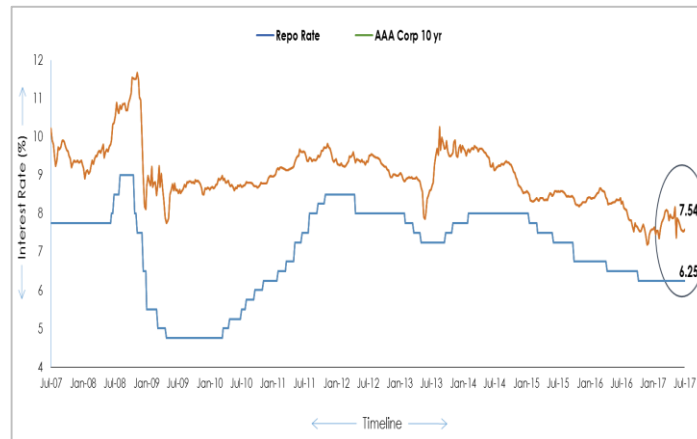
Low inflation supportive of consumption



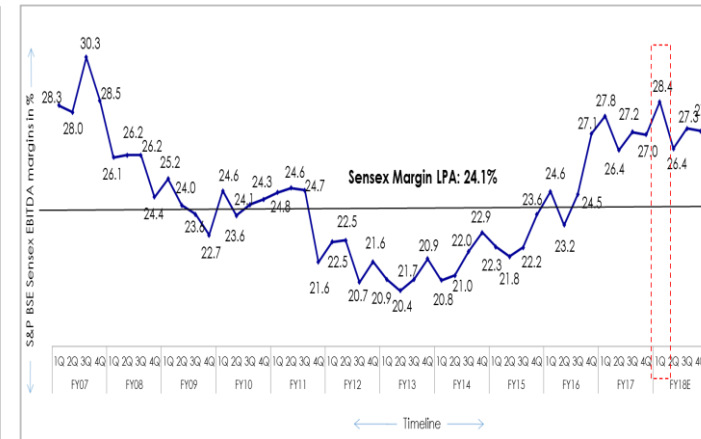
An improving CAD reduces vulnerability from Global Capital shocks



Margin Improvement and Sales Growth is key to driving Earnings Recovery

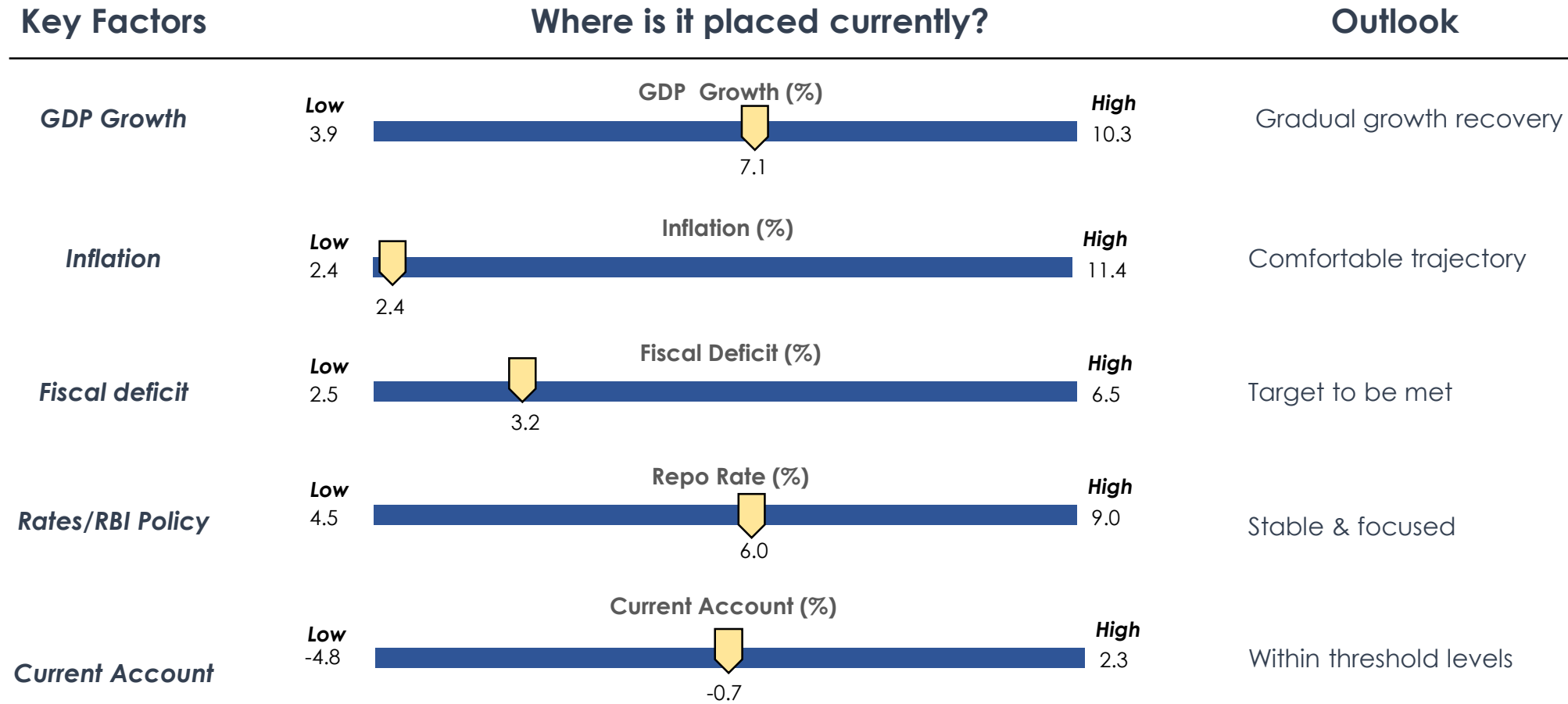


Lower interest rates benefits growth



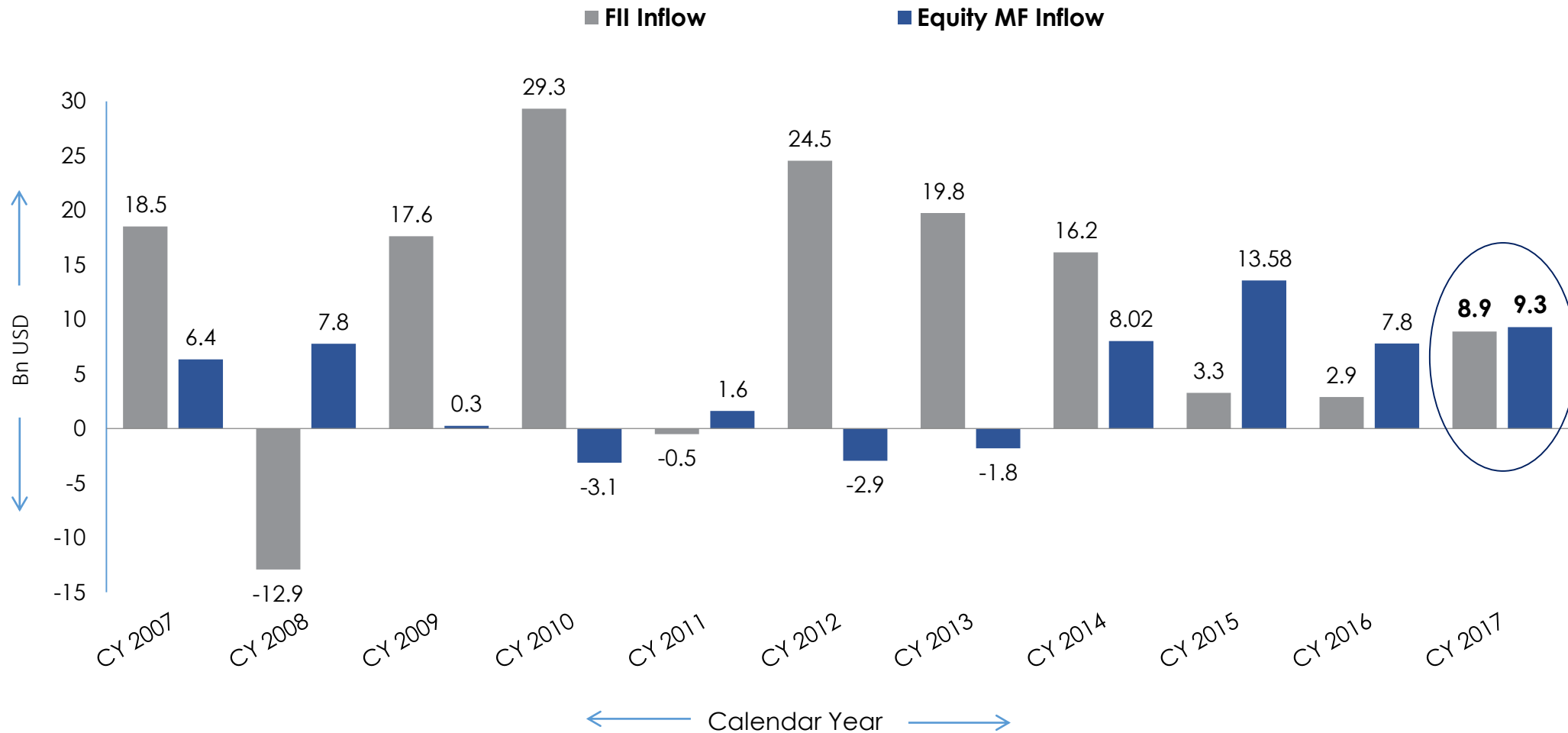
Margins have room to improve as capacity utilization rises

Favorable Macro Drivers



Indian Economy has achieved significant progress in its macro, which will support the growth for many years to come

Fund flows : FII Inflow and Equity MF Inflow trend



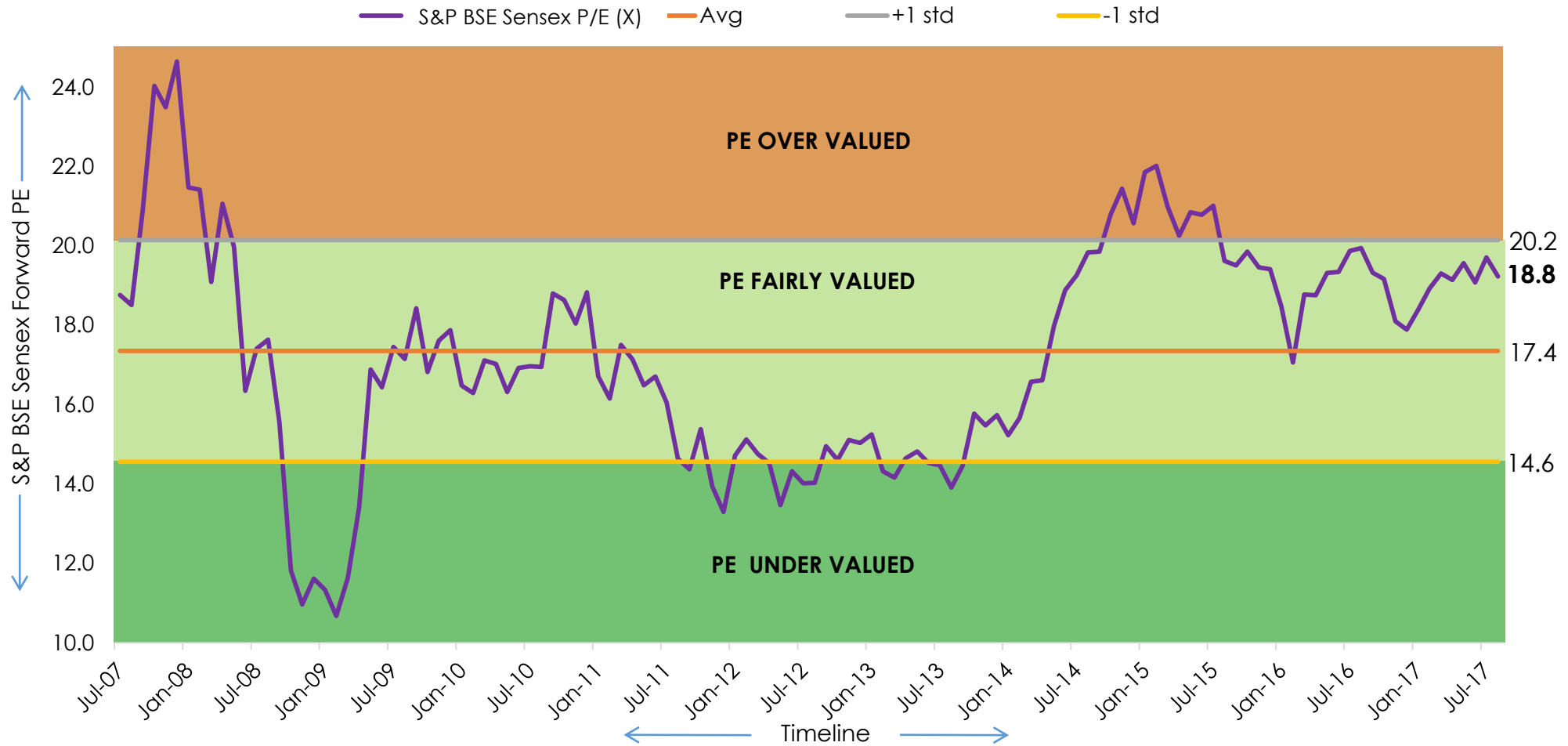
Equity Mutual Fund Inflows include Arbitrage Funds, Equity Mutual Fund Inflows in CY 2017 till July 2017
 Data Source: AMFI. Mutual Funds (Equity & ELSS Schemes)
 FII (Foreign Institutional Investors)



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Valuations

Earnings growth recovery essential for valuations to sustain



Potential Themes



Financial Services

Peaking of Stressed Assets will lead to gradual reduction in Credit Cost



Pharmaceutical

Secular growth in domestic market



Logistics

Opportunity in Logistic Space post DFC/ GST



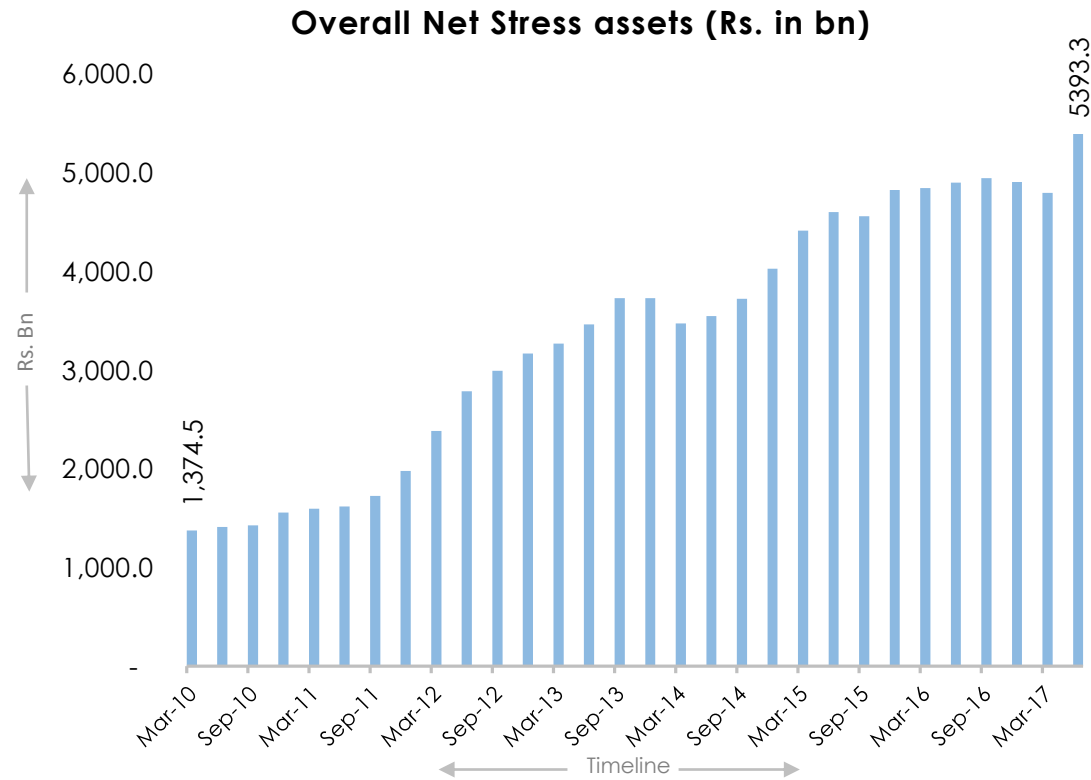
Consumer Goods

Rising income level, improving lifestyle and a move from unorganised to organised post GST to improve opportunity

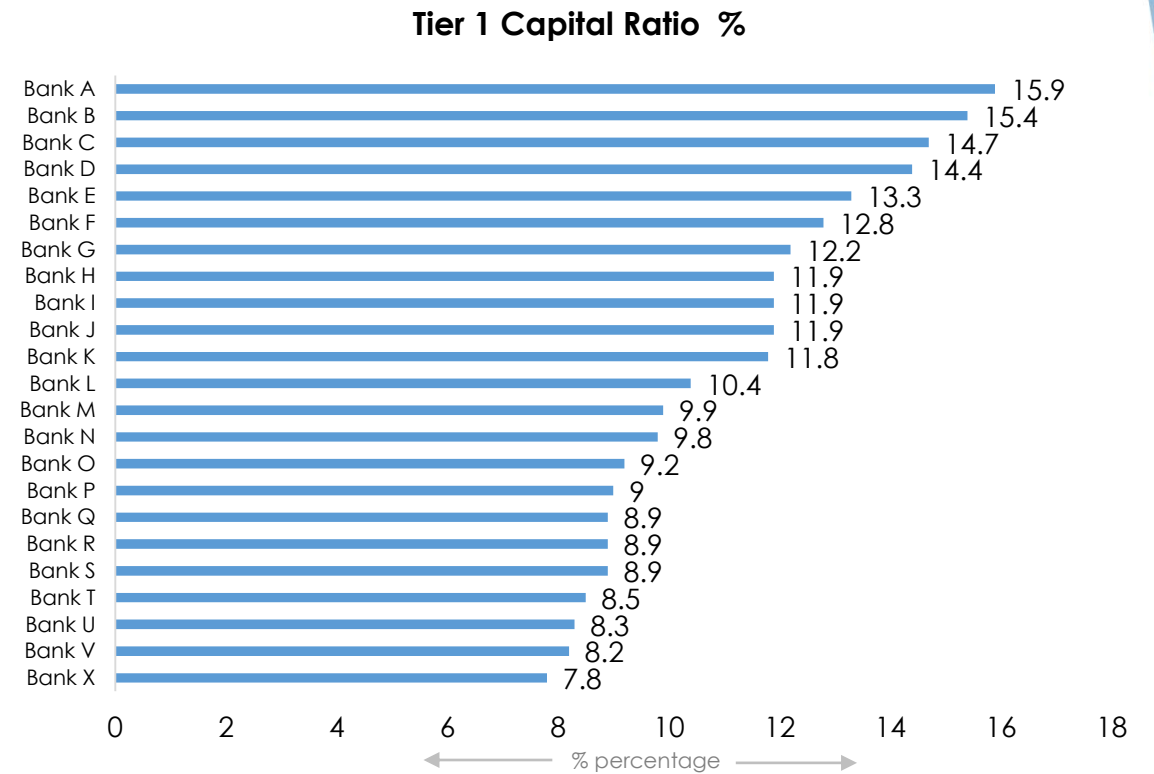
Overall strategy will be a diversified approach and will be investing across sectors and market capitalization

Financials: Peaking of Stressed Assets will lead to gradual reduction in Credit Cost

Stressed Asset level in the Banking System



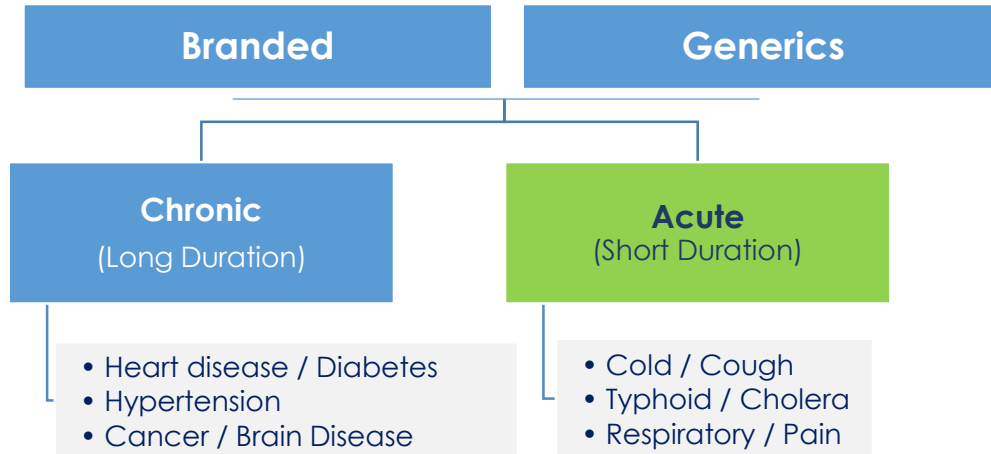
Tier-1 Capitalization of Indian Banks



Recognition of stressed assets is peaking, well capitalized banks likely to see improved growth

Pharmaceuticals: Secular Growth in Domestic Market

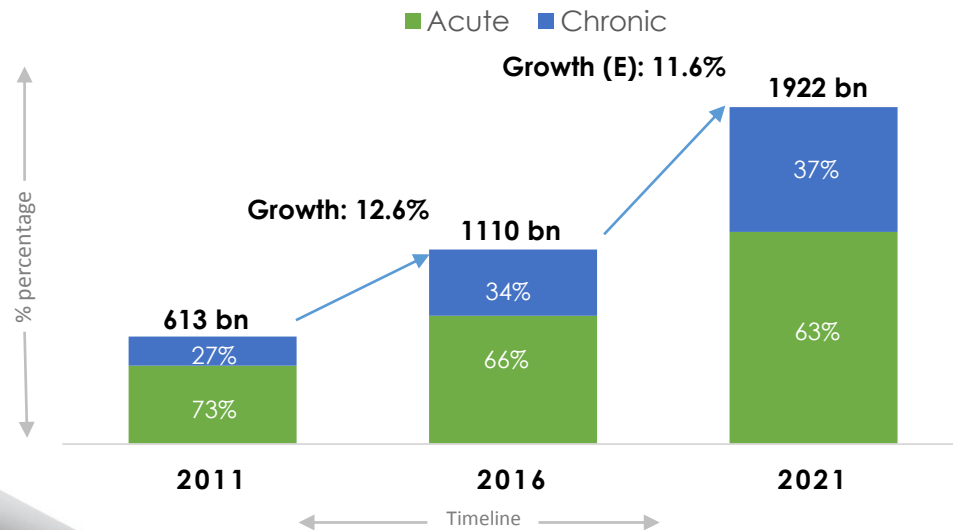
Pharmaceutical (Formulations)



Key Growth Drivers

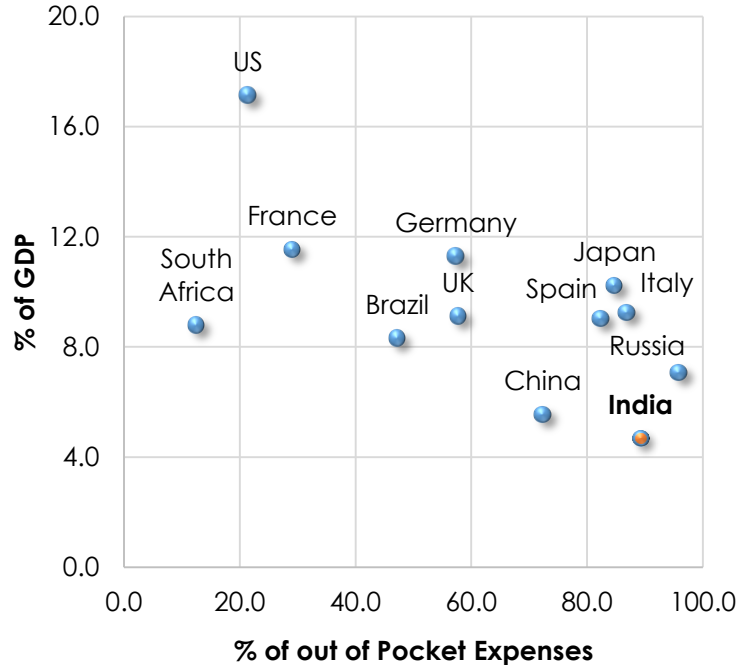
- Demographics
- Rising income level
- Greater health awareness
- Increased precedence of lifestyle diseases
- Improved access to insurance and under-penetration of medical infrastructure

INDIAN PHARMACEUTICALS MARKET (IPM)



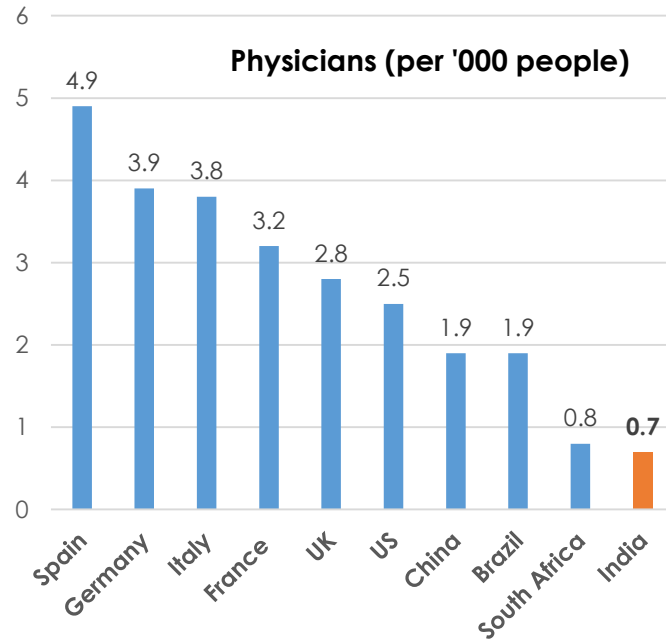
Domestic Healthcare is favorably placed for Potential Growth

Health care Expenditure



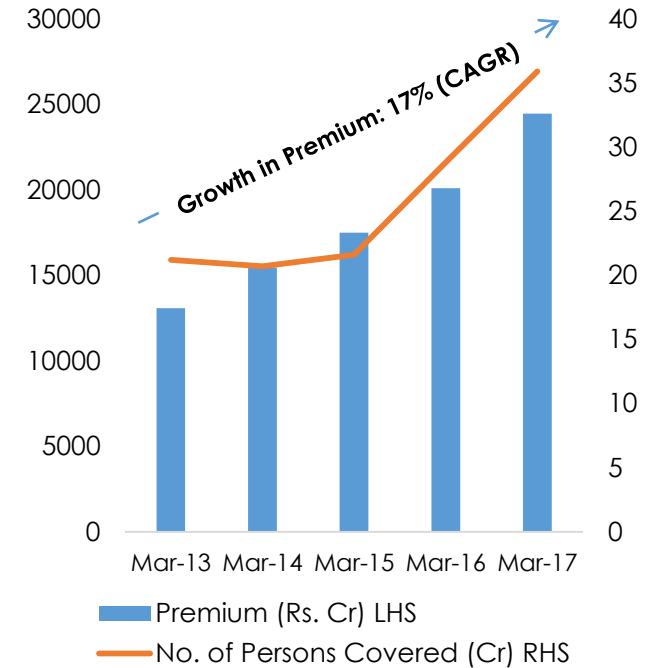
Healthcare expenditure is one of the lowest as % of GDP amongst the large economies

Underpenetrated doctor reach



Ratio of Doctors is low and access to allopathy itself is limited, but growing

Increasing penetration of Health Insurance



Increasing penetration is likely to be driven by government-sponsored initiatives

Logistics: DFC & GST leading to Potential Opportunities

Implementation of GST

- Higher aggregation of cargo to lead to scale benefits for transporters
- Consolidation of warehouses
- Fewer Tax incidence will drive focus towards turnaround time rather than freight cost arbitrage
- Possible shift from unorganized sector to organized sector
- Positive for domestic transportation focused players

Dedicated Freight Corridor

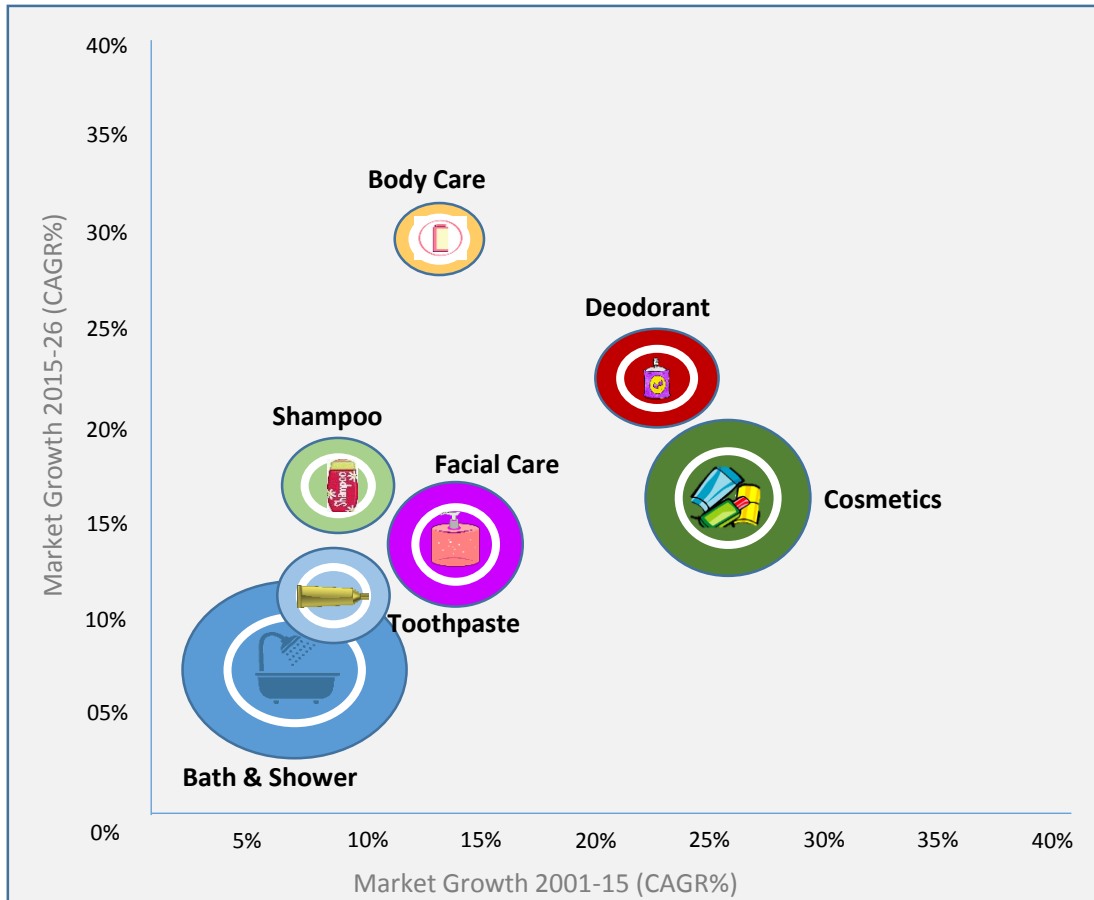
- Biggest rail freight capacity addition exercise ever done in history of India
- Road to Rail shift likely on WDFC route (Delhi – Mumbai)
- Higher movement of double-stack containers leading to efficiency gains
- Huge impetus for container rail operators

Indian Logistics sector at an inflection point

Lifestyle: Increasing income levels, improving Lifestyle & GST implementation

Rising income levels and improving lifestyle created potential for nascent categories in consumption products

Implementation of GST will trigger a move towards a formal economy resulting in an increased share for the organized sector



Organised Penetration across key categories			
Categories	FY12	FY16	FY20E
Food & Grocery	1.5%	3.0%	5.0%
Apparel & Accessories	20.0%	22.0%	32.5%
Footwear	38.0%	40.0%	43.5%
Jewelry & Watches	26.0%	27.0%	30.0%
Pharmacy & Wellness	8.0%	10.0%	12.0%
Consumer Electronics	23.0%	25.0%	32.0%
Home & Living	8.0%	10.0%	12.0%
Others	10.0%	12.0%	14.0%

Organized Retail (USD BN)	27	55	115
Overall Retail (USD BN)	386	616	960
% of overall retail	7%	9%	12%

Source: Avendus Supermart IPO Prospectus

Source: Citi Research, Euromonitor – Data for CY 2015 (FY 2016), Size of bubble = market size

UTI Focussed Equity Fund – Series IV (1104 Days)

Name of the scheme	UTI Focussed Equity Fund – Series IV (1104 Days)
Type of Scheme	A Close ended equity scheme
Scheme Objective	The primary objective of the scheme is to generate long term capital appreciation by investing predominantly in equity and equity related securities of listed companies. The scheme will without any capitalization bias endeavor to invest in either growth stocks or value stocks or both. The Scheme will normally hold upto 30 stocks in the portfolio. The Scheme does not guarantee/indicate any returns. There can be no assurance that the Scheme's objectives will be achieved.
Fund Manager	Vetri Subramaniam & Sachin Trivedi
Benchmark	S&P BSE 200
NFO Period	Wednesday, September 13, 2017 to Monday, September 25, 2017
Tenure	1104 Days
Minimum Application Amount (Rs.)	5,000/-
Plans Available	Regular & Direct
Load Structure	Entry Load: NIL Exit Load: NIL at maturity (premature withdrawal is not allowed).
Options Available	Growth & Dividend option with payout option only

Investment Framework

No. of stocks (Maximum): 30

Diversified across sectors

No style bias

No capitalization bias

Single stock limit: 9.5%

Sector limit: 35%



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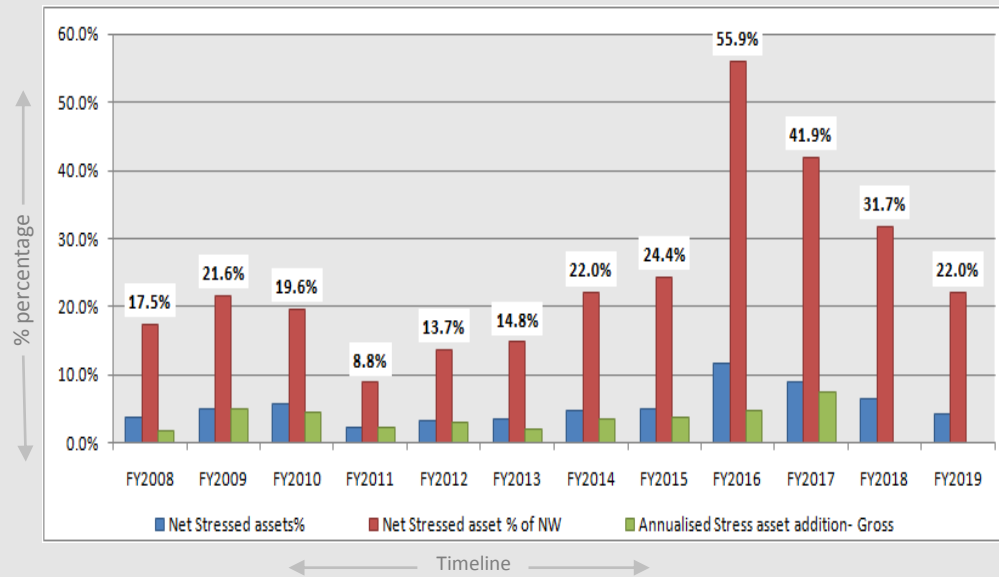
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**A few illustrative
stock ideas...**

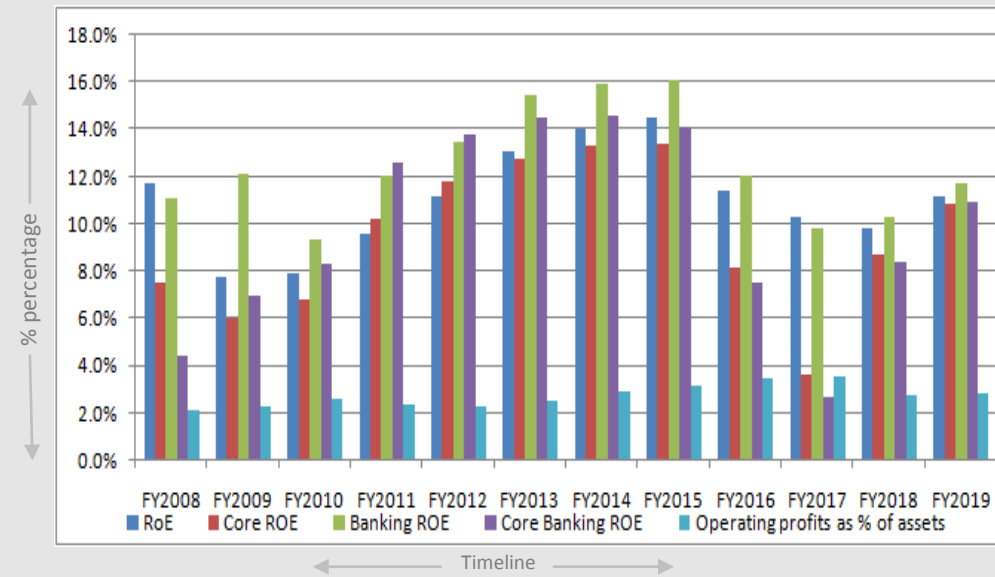
Banking Story: Core RoE likely to Rebound

- One of the proxies to play India's cyclical recovery theme in the financials space
- Diversified loan book with ~50% share of retail
- Improving and strong deposit franchise (over last 10 years CASA share moved from 26% to 50%)
- Adequately capitalized, 14% Tier 1 capital, last capital raising in FY 2008
- Stress assets and credit cost have peaked, Core RoE have bottomed
- Profitable franchise leadership in Insurance, AMC and capital markets

Overall stress have peaked



Core RoEs deteriorated sharply, likely to rebound



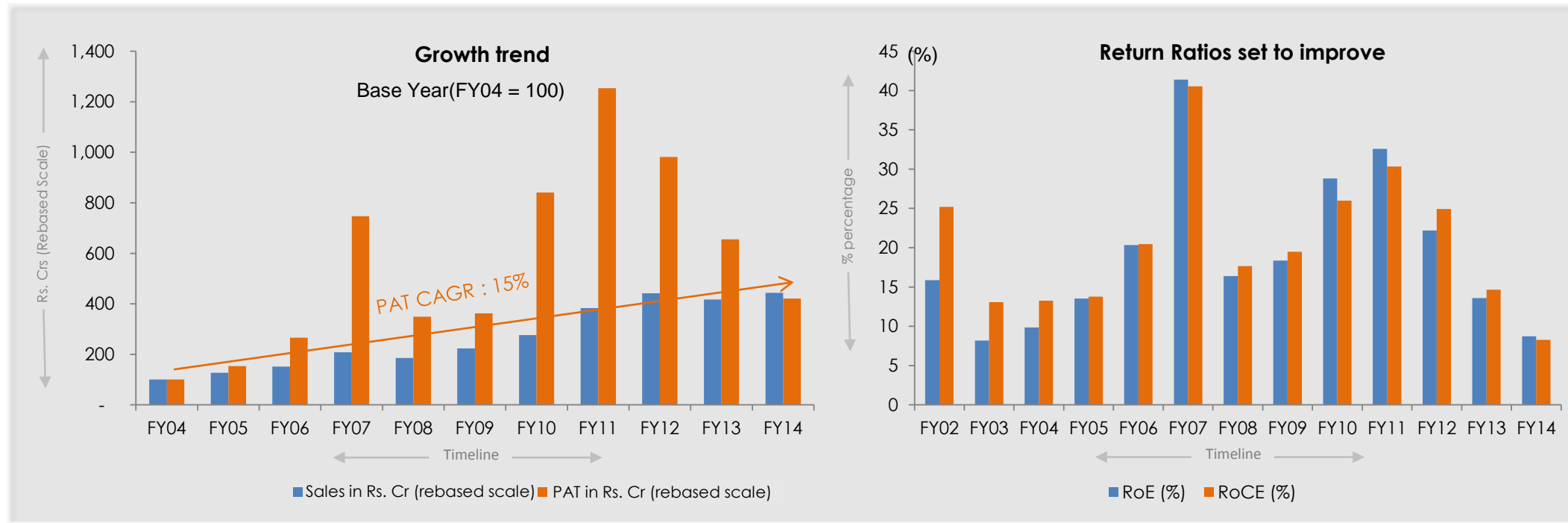
Data Source: Bloomberg and company reports. The chart above is for illustrative purposes only and should not be construed as advise. The above is to illustrate the concept of identifying stocks in the market. There is also a possibility of the expected event not happening or some other unforeseen event that may affect performance of the company. The performance of stocks would ultimately depend on various factors such as prevailing market conditions, global political scenario, exchange rate etc. Investors are requested to note that there are various factors (both local and international) that can have impact on the future performance and expectations of any company. Information given is available in public domain. There is no assurance or guarantee of any company being able to sustain its performance in future. There is no assurance or guarantee that the scheme would invest in this stock.



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Pharma Player: “Chronic” specialist in branded market

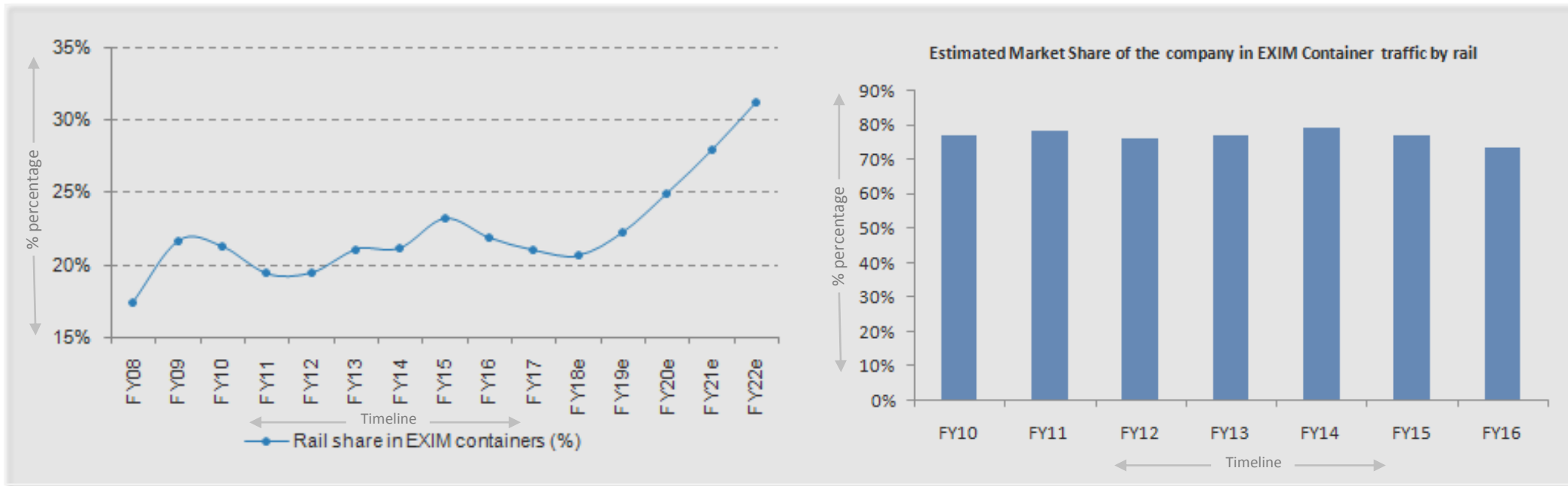
- A Chronic segment specialist with Leadership in CVS (3rd rank), CNS (4th) & Vitamin (5th) therapies of Indian Pharmaceuticals market
- Largest Indian player in Brazilian market and plans to scale up further
- Scaling up of Brands and Field Force productivity to expand operating margins
- High ROCE business with stable growth from branded generic market



Data Source: Bloomberg and company reports. The chart above is for illustrative purposes only and should not be construed as advise. The above is to illustrate the concept of identifying stocks in the market. There is also a possibility of the expected event not happening or some other unforeseen event that may affect performance of the company. The performance of stocks would ultimately depend on various factors such as prevailing market conditions, global political scenario, exchange rate etc. Investors are requested to note that there are various factors (both local and international) that can have impact on the future performance and expectations of any company. Information given is available in public domain. There is no assurance or guarantee of any company being able to sustain its performance in future. There is no assurance or guarantee that the scheme would invest in this stock.

Beneficiary of Dedicated Freight Corridor (DFC)

- Company commands 73% share in container rail freight transport with largest network
 - Company operates 66 Terminals across India spread over 21 States
 - Scale and access to key production / consumption centre provide advantage to the company
- Post DFC efficiency would go up multiple times
 - Average speed is expected to improve from ~25km/hr to maximum of 100 km/hr
 - New freight corridor would improve load carrying efficiency of train by ~4x
- Double stacking would improve margins



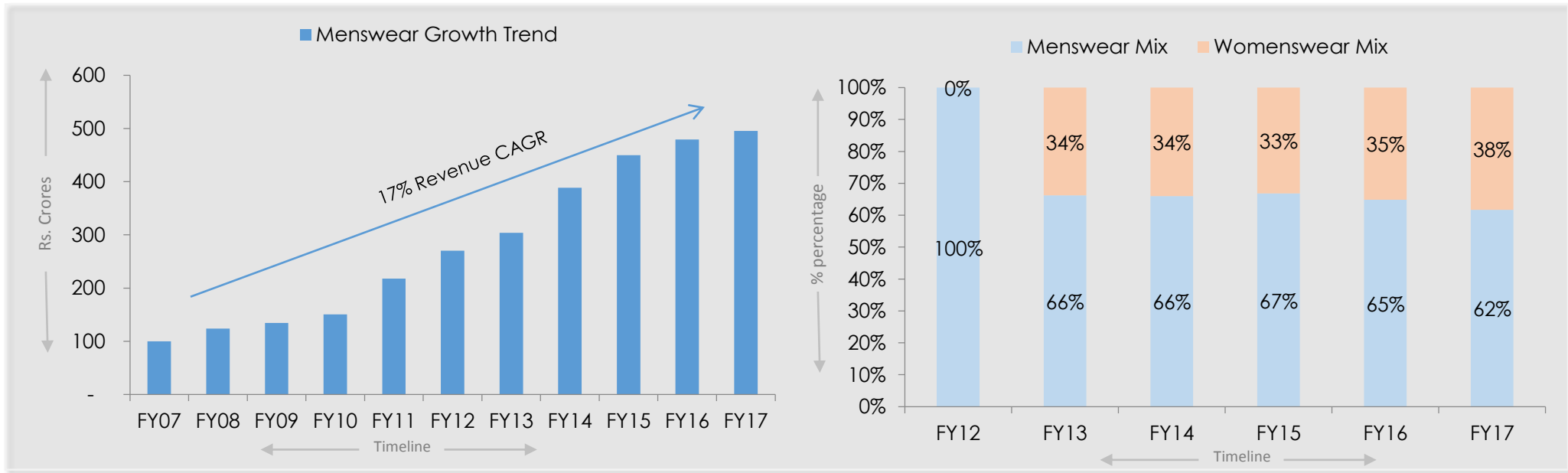
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Leading Fashion Brand & Retailer

- Established itself as the largest men's wear portfolio by growing 5x from FY 07 to FY 17
- Increased presence in women's wear by acquiring largest value fashion retailer
- Play on fast fashion with a popular fast fashion brand in the portfolio
- Focus on working capital resulting in healthy operating ROIC
- Combined managerial experience of top 3 executives is the highest in the industry



Data Source: Bloomberg and company reports. The chart above is for illustrative purposes only and should not be construed as advise. The above is to illustrate the concept of identifying stocks in the market. There is also a possibility of the expected event not happening or some other unforeseen event that may affect performance of the company. The performance of stocks would ultimately depend on various factors such as prevailing market conditions, global political scenario, exchange rate etc. Investors are requested to note that there are various factors (both local and international) that can have impact on the future performance and expectations of any company. Information given is available in public domain. There is no assurance or guarantee of any company being able to sustain its performance in future. There is no assurance or guarantee that the scheme would invest in this stock.

Thank You

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REGISTERED OFFICE: UTI Tower, 'Gn' Block, Bandra Kurla Complex, Bandra (E), Mumbai - 400051. Phone: 022 – 66786666. UTI Asset Management Company Ltd (Investment Manager for UTI Mutual Fund) Email: invest@uti.co.in . (CIN-U65991MH2002GOI137867). For more information, please contact the nearest UTI Financial Centre or your AMFI/NISM certified UTI Mutual Fund Independent Financial Advisor (IFA) for a copy of the Statement of Additional Information, Scheme Information Document and Key Information Memorandum cum Application Form.

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



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Glossary

FM	Fund Manager
CFA	Chartered Financial Analyst, USA
CAD	Current Account Deficit
GDP	Gross Domestic Product
FY	Financial Year
CAGR	Compounded Annualized Growth Rate
LPA	Long Period Average
NBFC	Non Banking Financial Corporation
RBI	Reserve Bank of India
CASA	Current Account, Savings Account
DFC	Dedicated Fright Corridor
WDFC	Western Dedicated Fright Corridor
GST	Goods and Service Tax
AMC	Asset Management Company
CVS	Cardio Vascular System
CNS	Central Nervous System
RoE	Return on Equity
RoCE	Return on Capital Employed
RoIC	Return on Invested Capital