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**CANARA ROBECO  
MANUFACTURING FUND**

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Nov '2024



In the above image, Toys being assembled at a plant of one of the largest Toy exporters in India.

Image Source: Forbes India

INDIA MANUFACTURING – IN RETROSPECT

WHY FOCUS ON MANUFACTURING SECTOR

INDIA MANUFACTURING – GROWTH DRIVERS

RECENT TRENDS IN INDIA MANUFACTURING

ABOUT CANARA ROBECO MUTUAL FUND

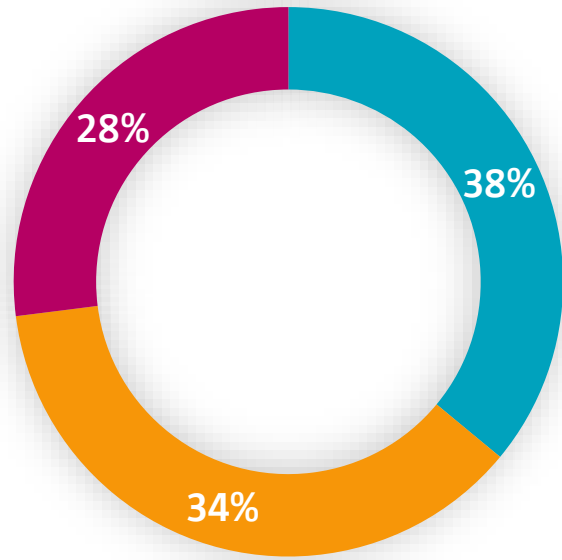
INTRODUCING CANARA ROBECO MANUFACTURING FUND

PRODUCT LABEL & DISCLAIMER

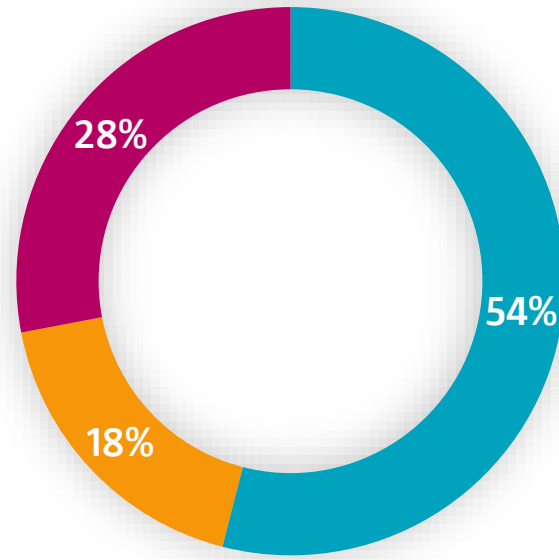
## INDIA MANUFACTURING – IN RETROSPECT

# India's Manufacturing – A Retrospective View

India Nominal GVA Breakup - FY1980

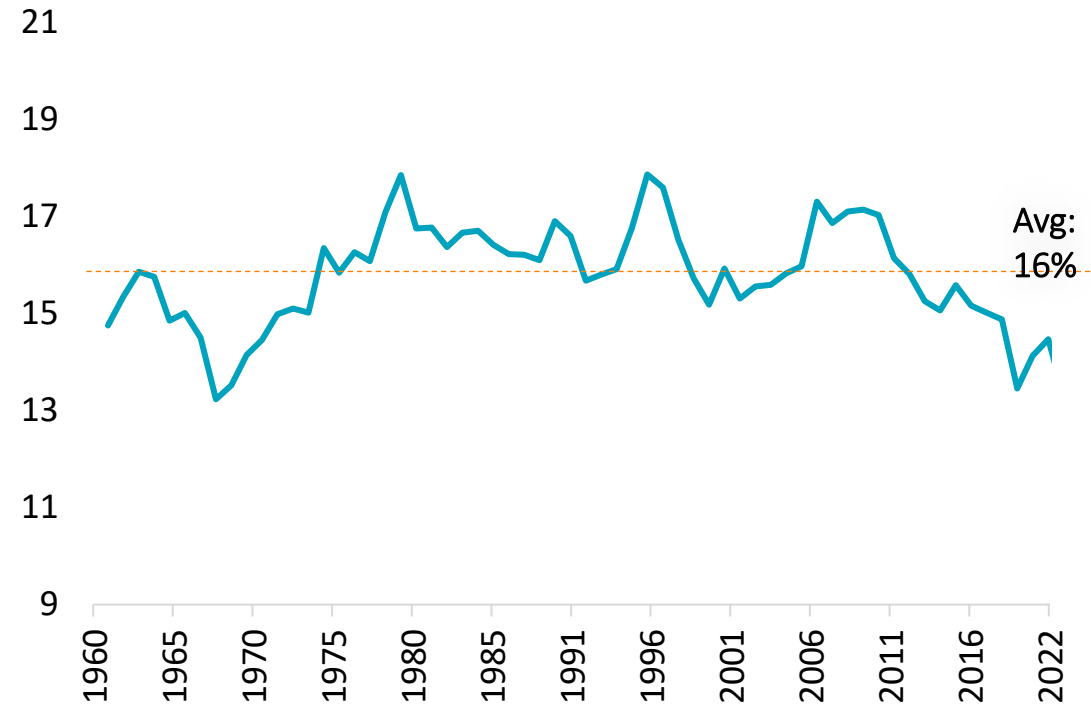


India Nominal GVA Breakup - FY2023



■ Services   ■ Agriculture   ■ Industry

Manufacturing as a % of GDP



- The Industry sector composition in GVA has been flat within which Manufacturing has declined over the past four decades.
- Share of Manufacturing Sector in GVA (Nominal) has been rangebound for more than 6 decades. Currently, it stands at 14.7% as on FY 2023.

Note: Industry represents Manufacturing, Mining and Quarrying, Electricity, Water Supply and Gas sectors.

Note: GVA stands for Gross Value Added

Source: Motilal Oswal, Macrotrends

# Reasons For Slower Growth



## Structural Issues

### Relatively Poor Infrastructure

- Challenges with regards to timely and constant availability of infrastructure

### High Logistics Cost

- Poor connectivity leading to higher logistic and transportation cost



## Policy Related Issues

### License Raj

- Production efforts were government determined rather than market forces

### Restrictive Labour Laws

- Limitations on hire and fire
- Restriction on temporary workforce in core production

### Inverted Duty Structure

- Importing final products cheaper than domestic manufacturing

### Capital and Interest Subsidies over Production

- Inefficiency in Capex
- Sub-par return ratios

Source : Internal Assessment

Disclaimer - Above opinions/views are of personal nature and for information purpose only and do not constitute any guidelines or recommendation on any course of action to be followed by the reader.

# WHY FOCUS ON MANUFACTURING SECTOR

## EXTERNAL SECTOR IMBALANCE

1. Intermittent challenges to fund Current Account Deficit
2. Currency Weakness
3. High Inflation

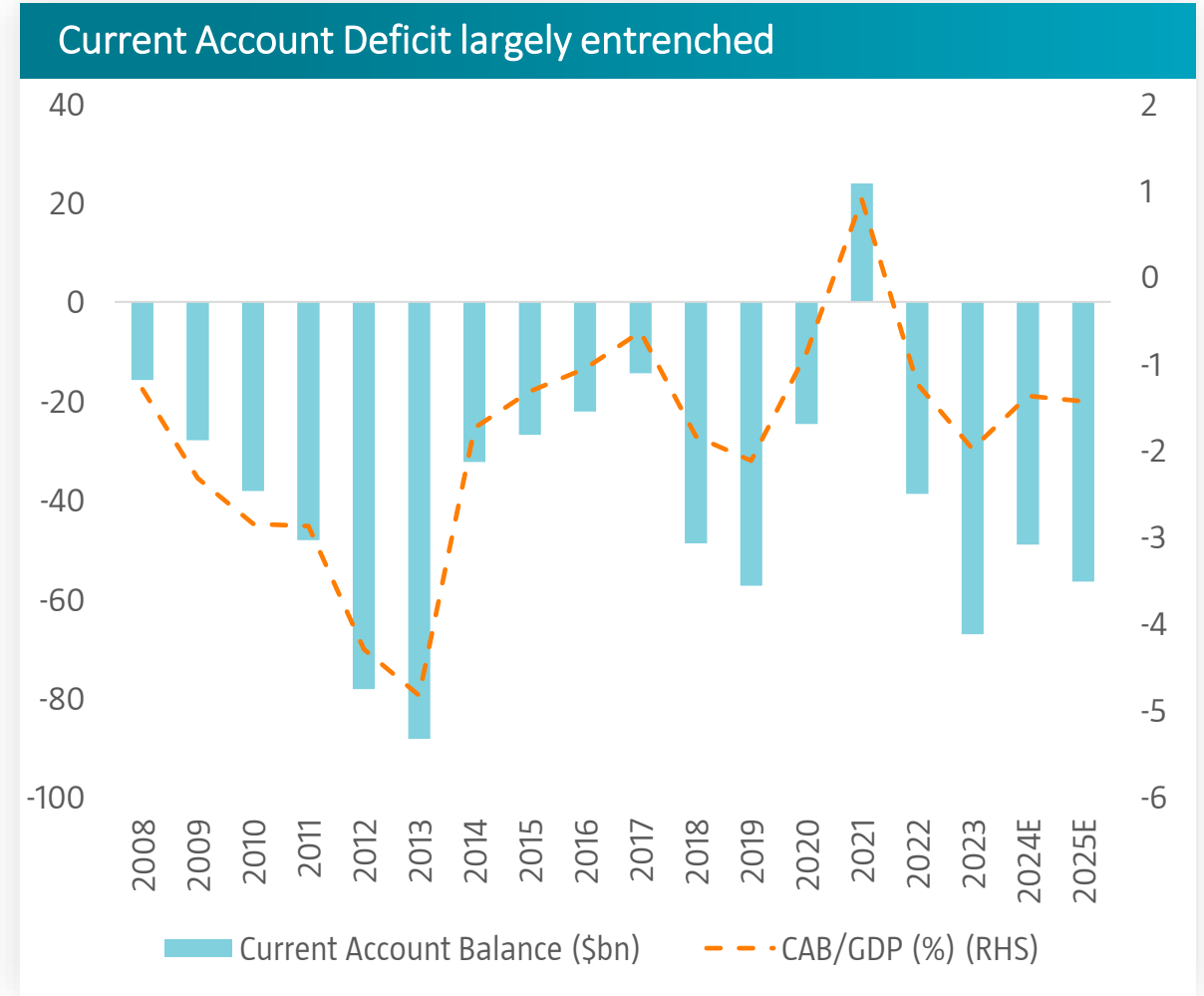
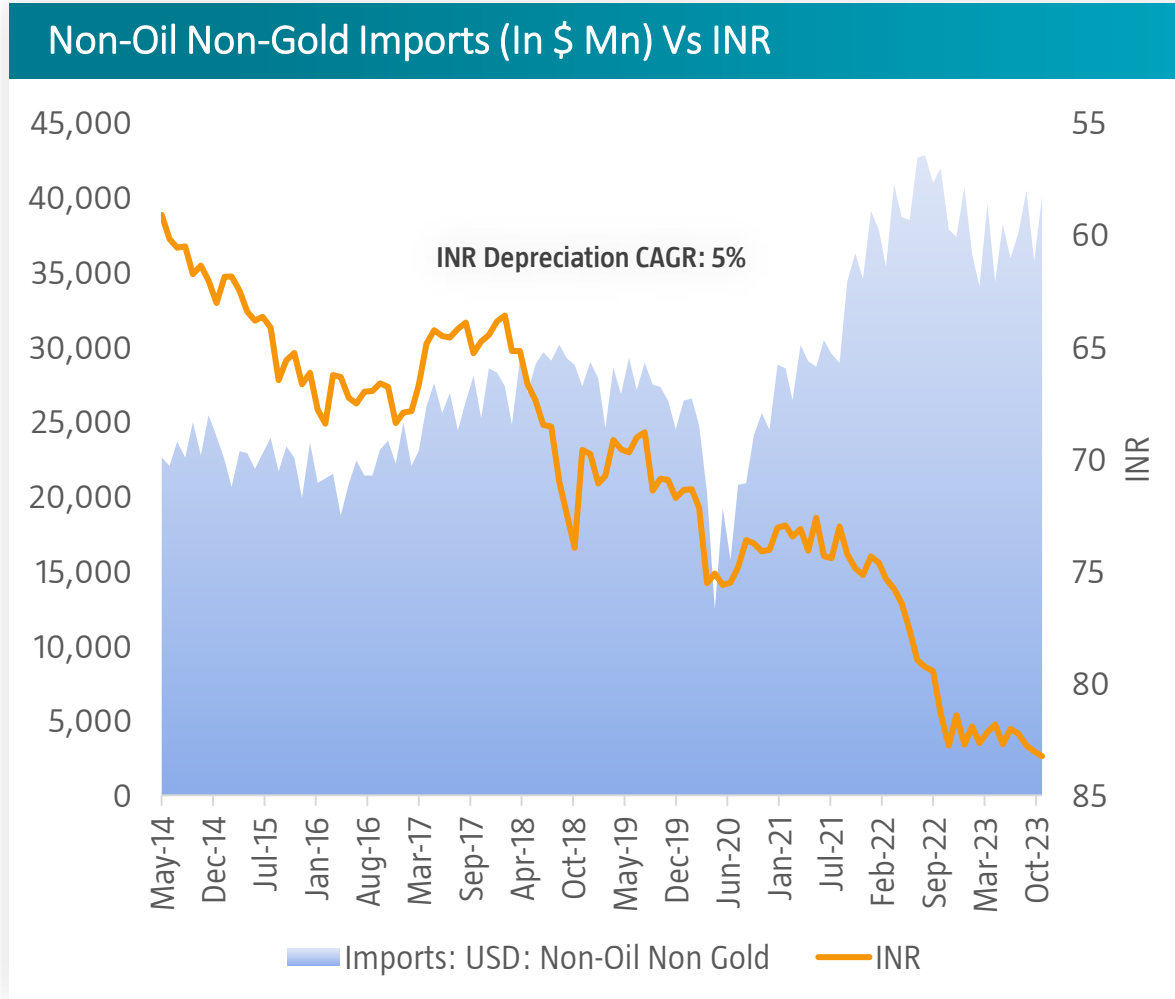
## INDIA'S DEMOGRAPHIC SITUATION

1. High Unemployment rate
2. Rising Working Age Population



# Macro-Economic Imbalances

Increasing Non - Oil Imports leading to Current Account Imbalance resulting in a weaker currency



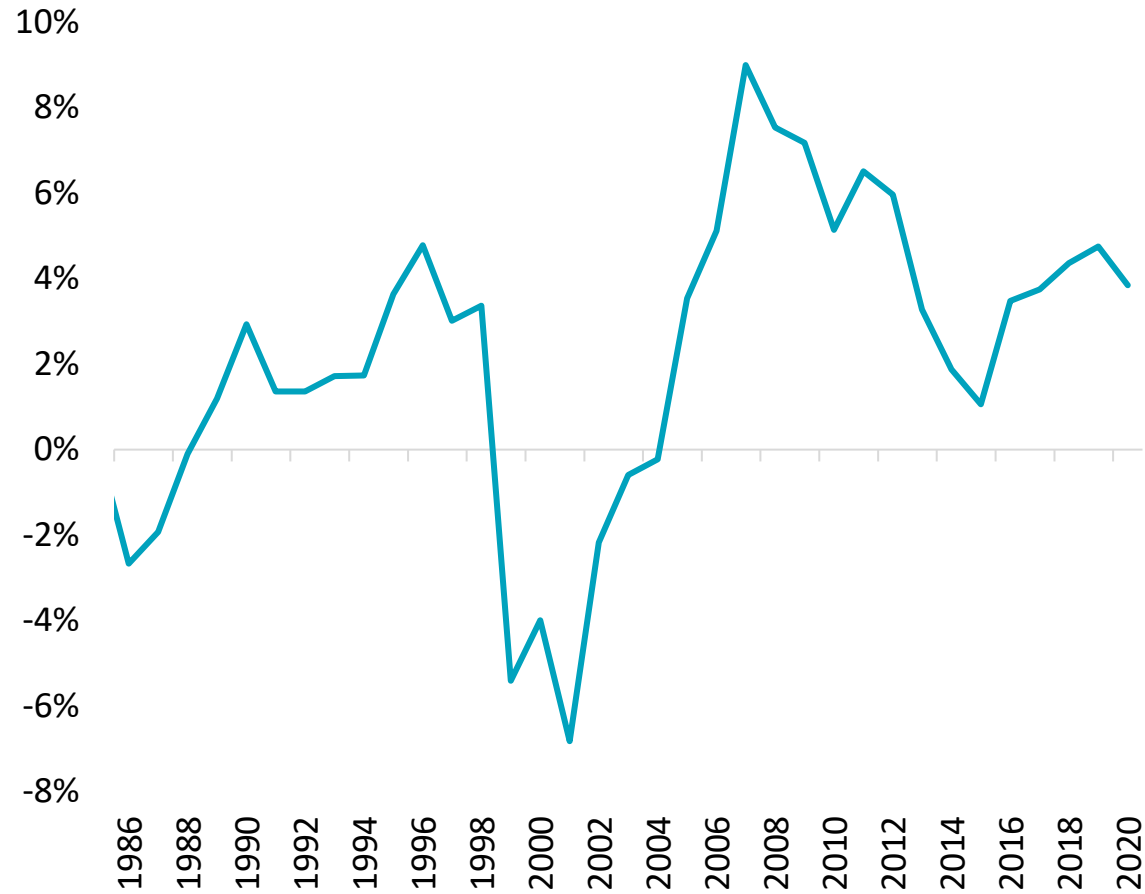
Note: Chart is Inverted for INR

Source: ICICI Securities

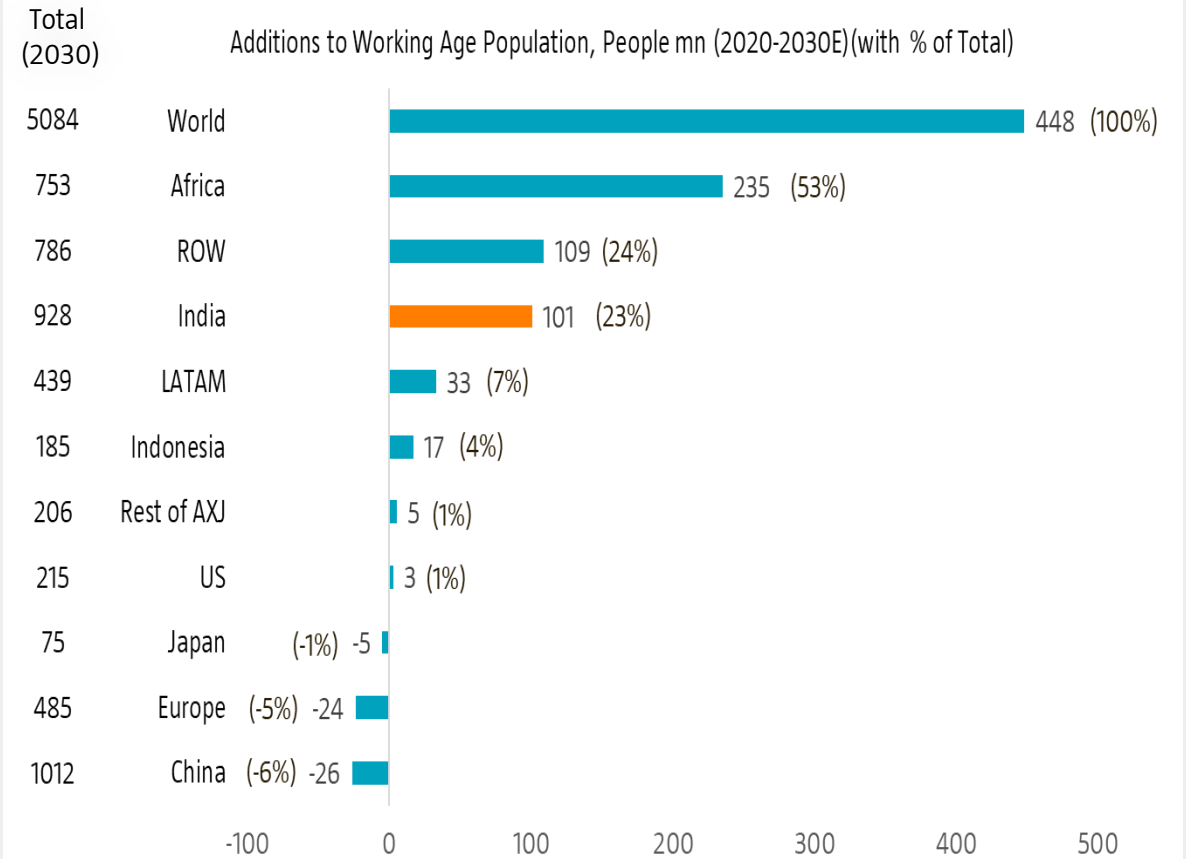
# Labor Force Participation Rate needs to improve

India To Be A Global Labor Hub With A Working Age Population Of ~1bn In 2030

## Formal Workers Growth in Manufacturing Sector (3YMA)



## Addition to Working Age Population

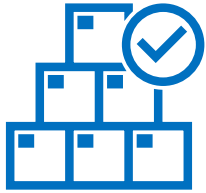


Source: Elara Securities, Morgan Stanley



## INDIAN MANUFACTURING GROWTH DRIVERS

## WHY WE BELIEVE INDIA CAN BECOME THE NEXT MANUFACTURING HUB



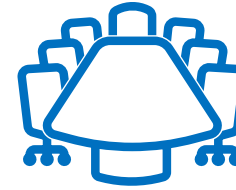
### THRIVING DOMESTIC DEMAND

- Per Capita Income at an Inflection Point
- Rising Middle Class Population



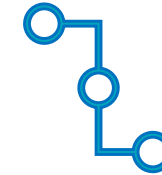
### FAVOURABLE POLICY REFORMS

- Initiatives to incentivise domestic manufacturing
- Labour Reforms and Ease of doing Business



### ROBUST PRIVATE SECTOR

- Deleveraged Corporate Sector
- Globally Competitive Corporate Tax Structure



### ALTERNATIVE SUPPLY CHAIN

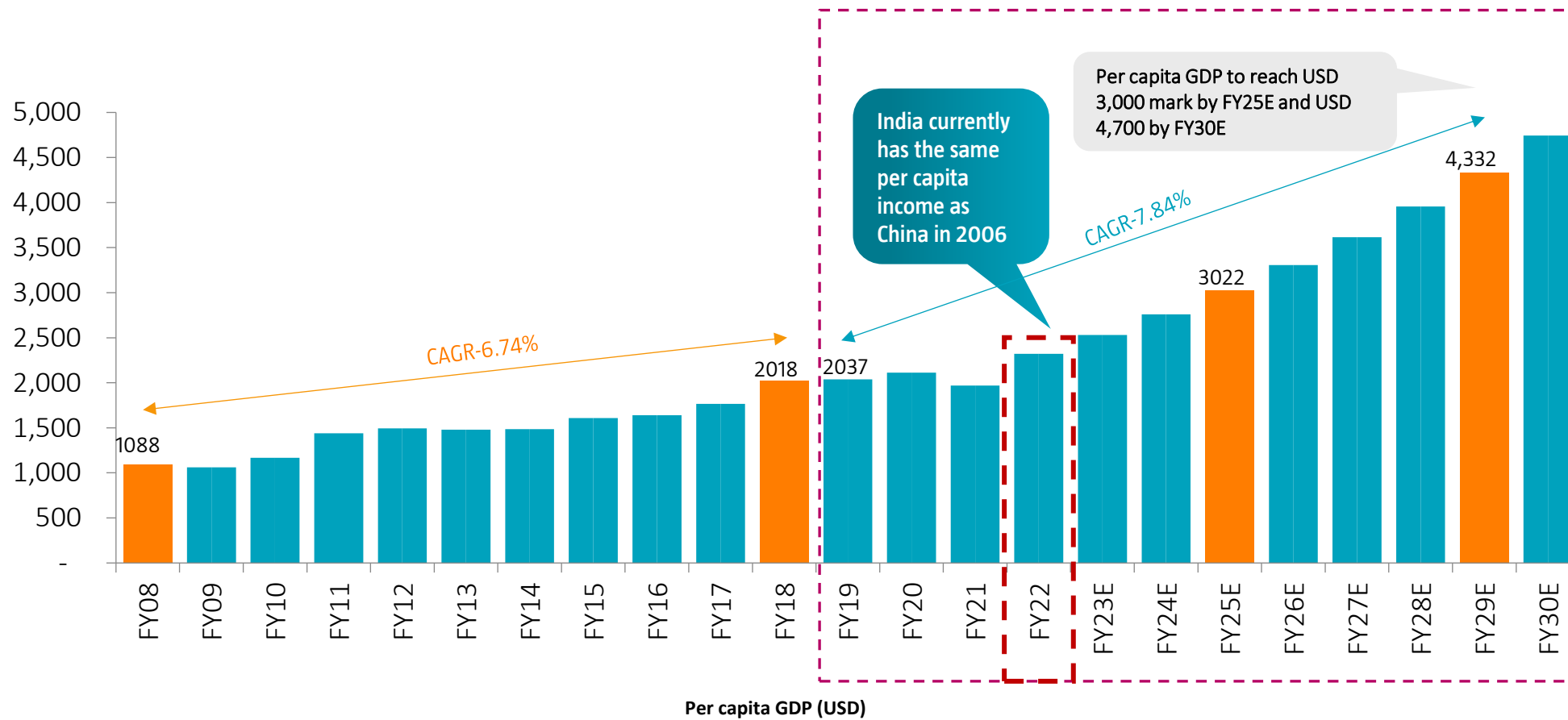
- Globally competitive Businesses
- Repositioning of Global Supply Chains

India Well Positioned To Become An Attractive Investment Destination

# India Per Capita Expected To Double At A Faster Pace

Similar Experiences In Other Economies Point Towards Exponential Growth In Purchasing Power

>USD 2000 per capita income marks an inflection point



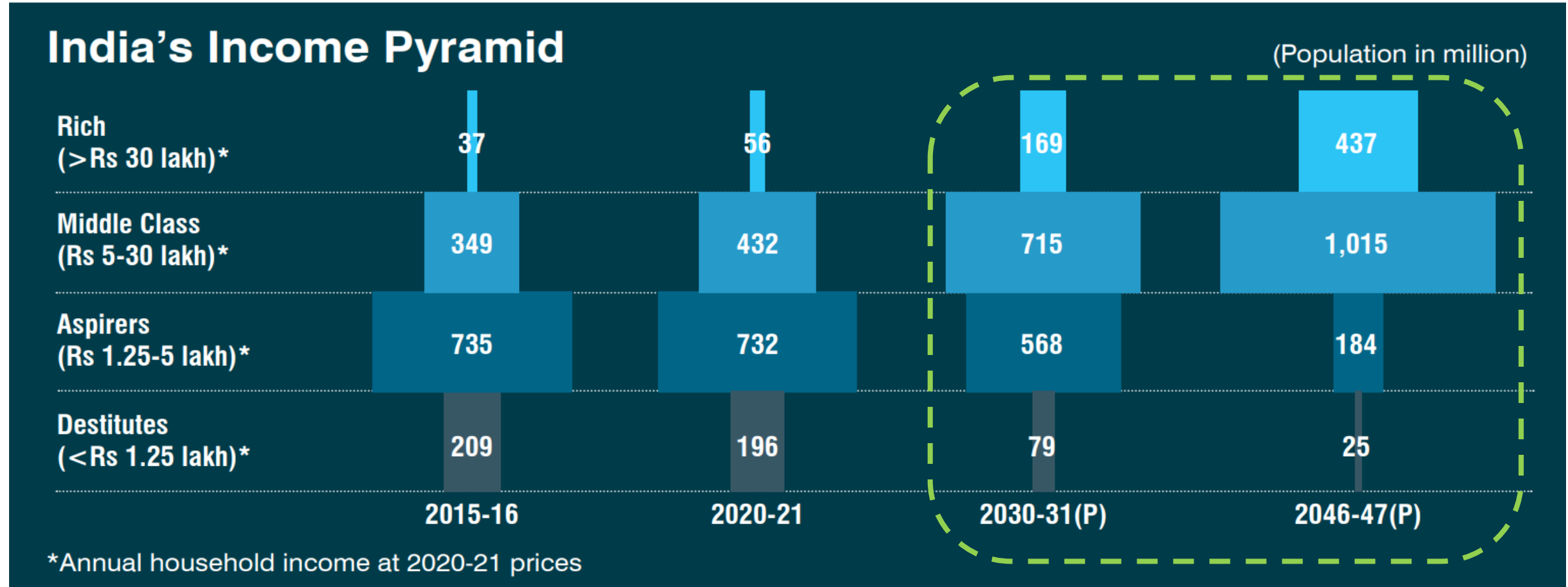
Source: Canara Robeco Internal Research, Aventus SPARK

Disclaimer: The data/statistics are given to explain general market trends and it should not be construed as any research report/research recommendation of Canara Robeco.

## Rising Income Levels May Lead To Higher Demand For Manufactured Goods

The Number Of Individuals With Annual Household Income More Than 500K+ is expected to be ~1.5bn by 2047

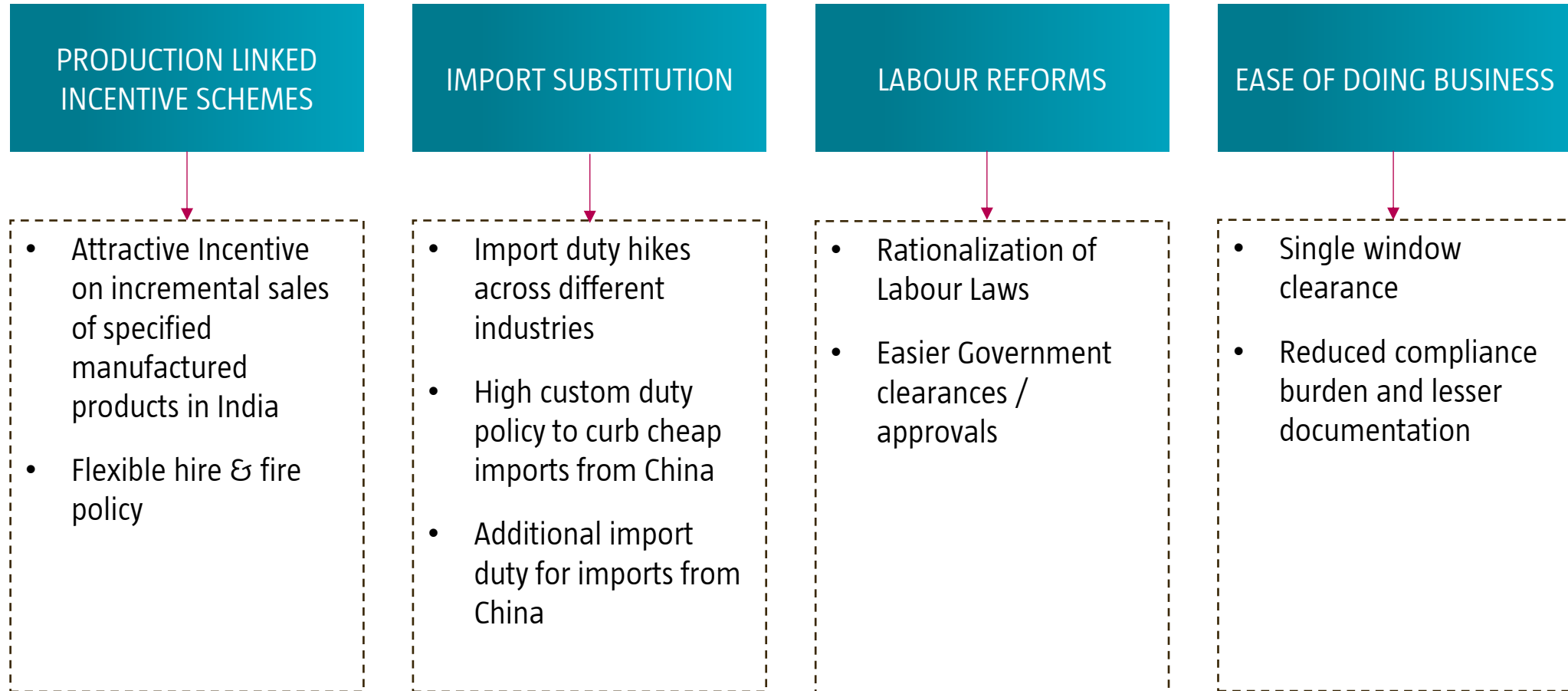
India's Future Growth Is Expected To Be Fueled By A Massive Middle Class



Source: Investec

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# Policy Reforms



Source : Internal Assessment

# Production Linked Incentives (PLI) To Drive Employment And Capex

Category	Overall PLI Incentive committed (Rs. Bn)	Committed/ Likely Investment/ Capex (Rs. Bn)	Incremental Revenue over 5- year period (Rs. tn)	Employment (Direct + Indirect)
Mobiles/Electronics	410	110	10.5	500,000
Pharma	150	100		
Pharma – API/KSM	69.4	54	2.9	100,000
Pharma - Medical Devices	34.2	9		
White Goods & LED	62	79	1.7	400,000
Solar PV	45	175	3.5	150,000
Telecom	122	30	2.4	40,000
Food	109	61	1.2	247,730
Automobile & Auto Components and drone	261	425	2.3	7,50,000
IT Hardware 2.0	243	48	3.3	225,000
Speciality Steel	63	400	2	5,25,000
Textile	107	190	3.0	7,50,000 (2,40,134 Direct Employment)
EV Battery	181	450	~2.2	-
Semiconductor	760	2300	~4.6	135,000
Specified Electronic Components (Round -2)	21	-	-	-
<b>Total</b>	<b>2,638</b>	<b>4,451</b>	<b>39.6</b>	<b>3,822,730</b>

## Foreign companies approved under PLI

- **Electronic and IT:** Wistron, Samsung, Foxconn Hon Hai, Dell, Pegatron, Rising Star
- **Pharma:** Mylan Laboratories Limited, Amneal Pharmaceuticals Private Limited
- **Textiles:** Autoliv and Kimberly Clark, Avgol, Evertop Textile & Apparel Complex, Rane TRW Steering Systems, Toray International

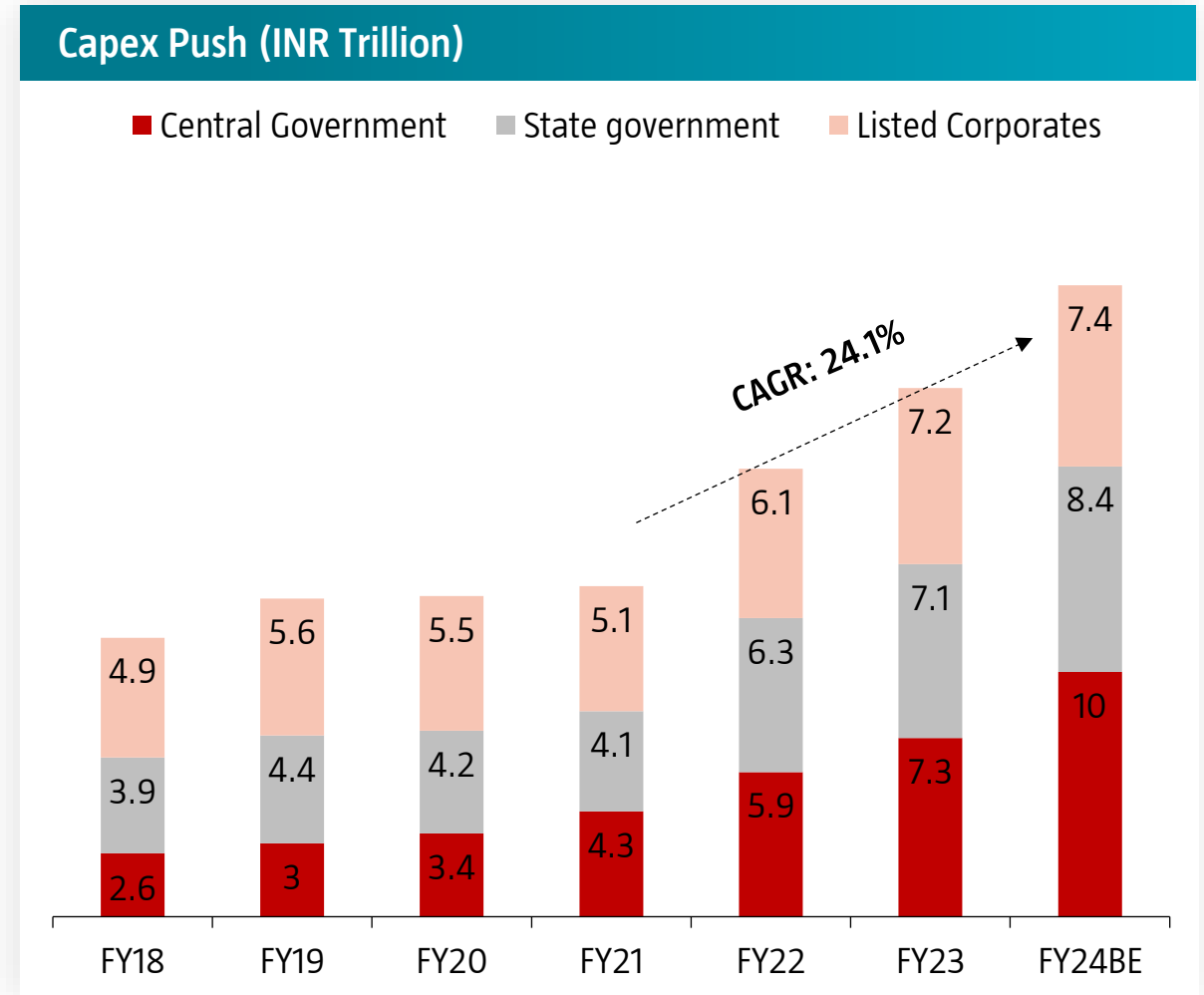
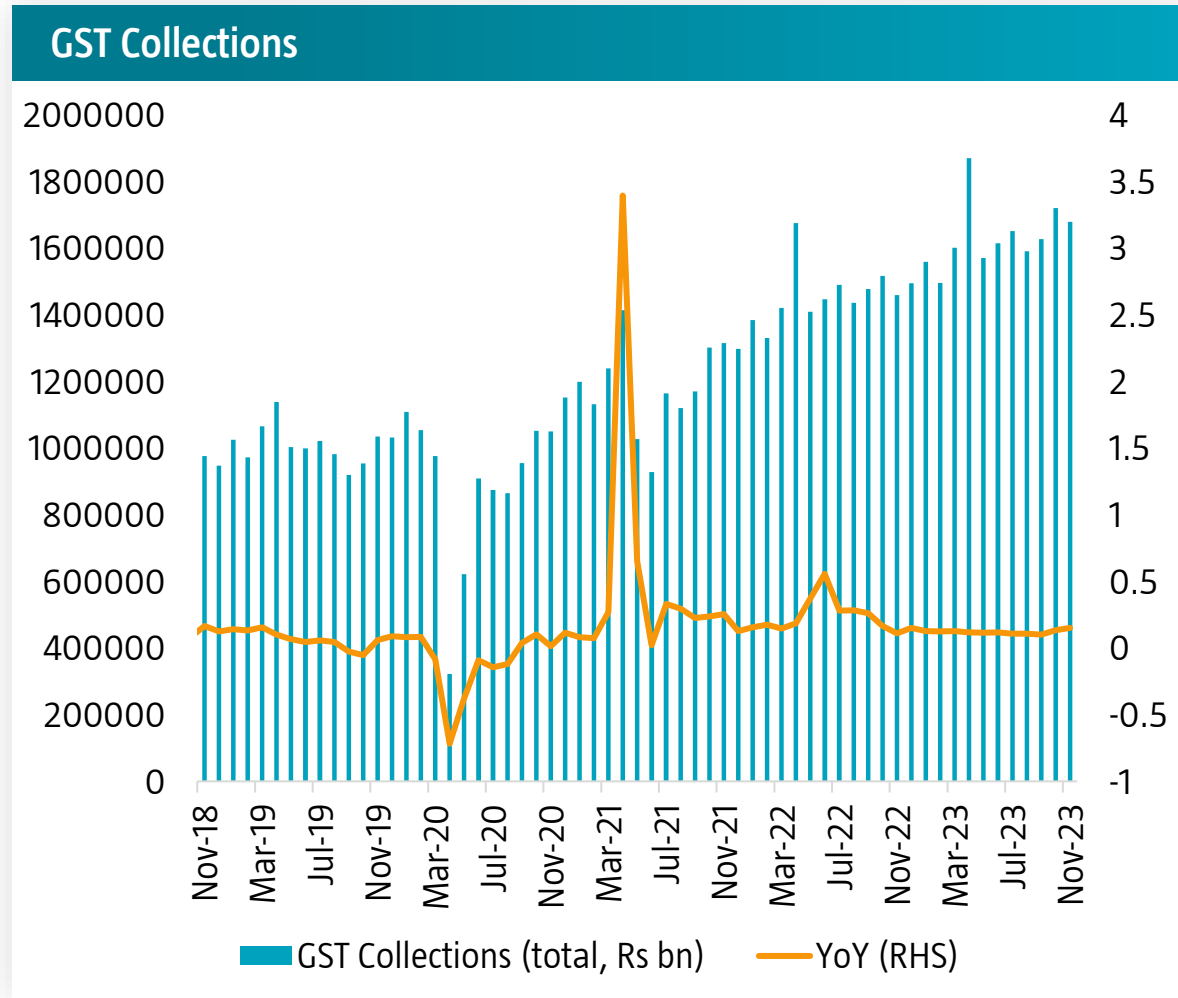
## Interest shown by Global companies to invest in India

Companies	Investment (Rs. bn)	Time Period
Gionee, Xiaomi, Videocon, Jivi Mobile, Lava, Foxconn, Samsung, Comio Intex, iVoomi	442.7	FY16 onwards

Source: Avendus SPARK; Note: The sector(s)/stock(s)/issuer(s) mentioned in this presentation do not constitute any research report/recommendation of the same and the fund may or may not have any future position in these sector(s)/stock(s)/issuer(s).; Disclaimer: The data/statistics are given to explain general market trends and it should not be construed as any research report/research recommendation of Canara Robeco.

# Government Push

Higher Tax Collections Driving Government Led Capex ... to Boost Manufacturing



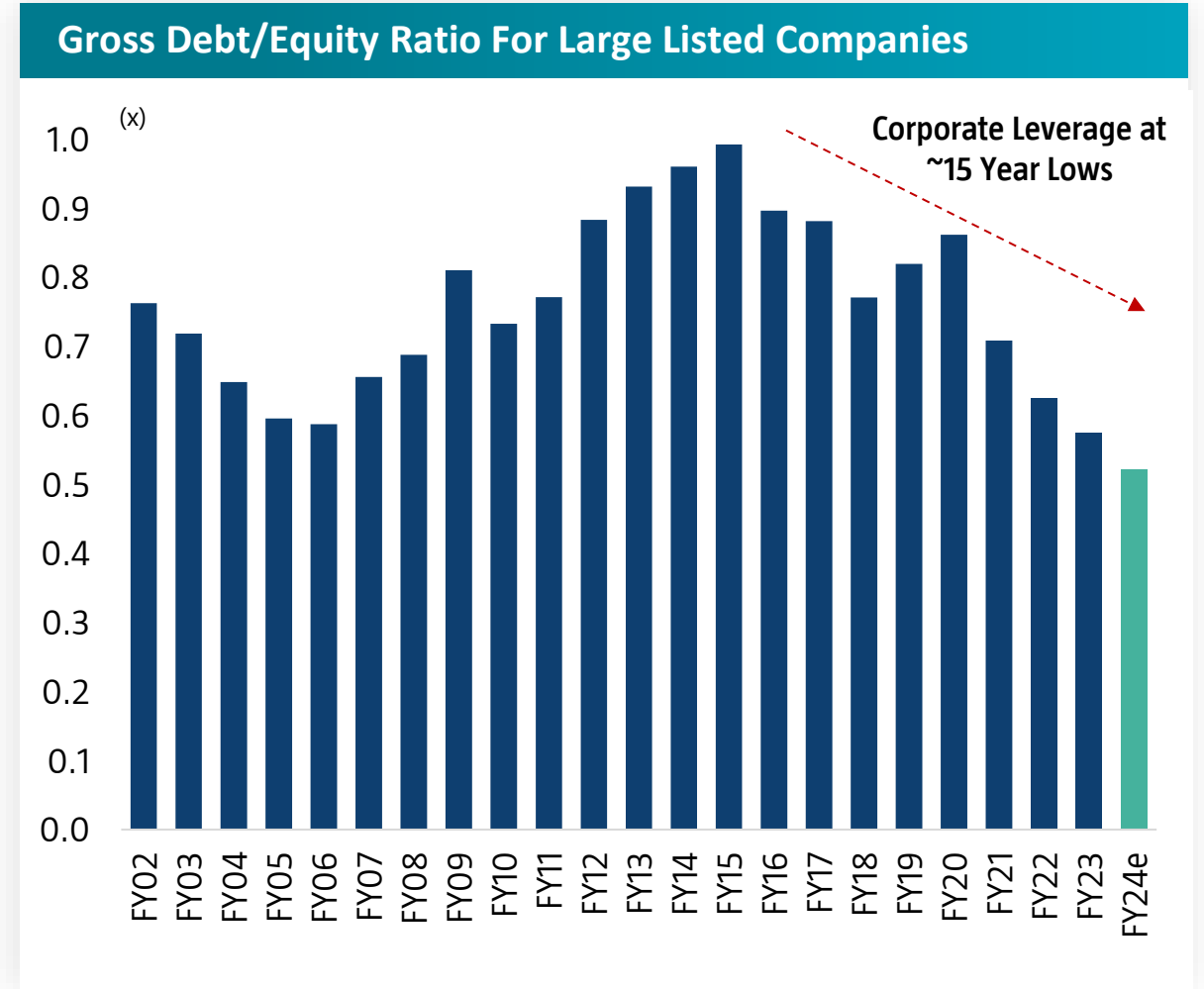
Source: Union Budget Documents, CGA, CAG, Ambit Capital research, ICICI Securities

# Competitive Corporate Tax Environment & Deleveraged Balance Sheet

## Corporate Tax Rate Made More Competitive



## Private Sector Likely To Embark On Fresh Round Of Capex



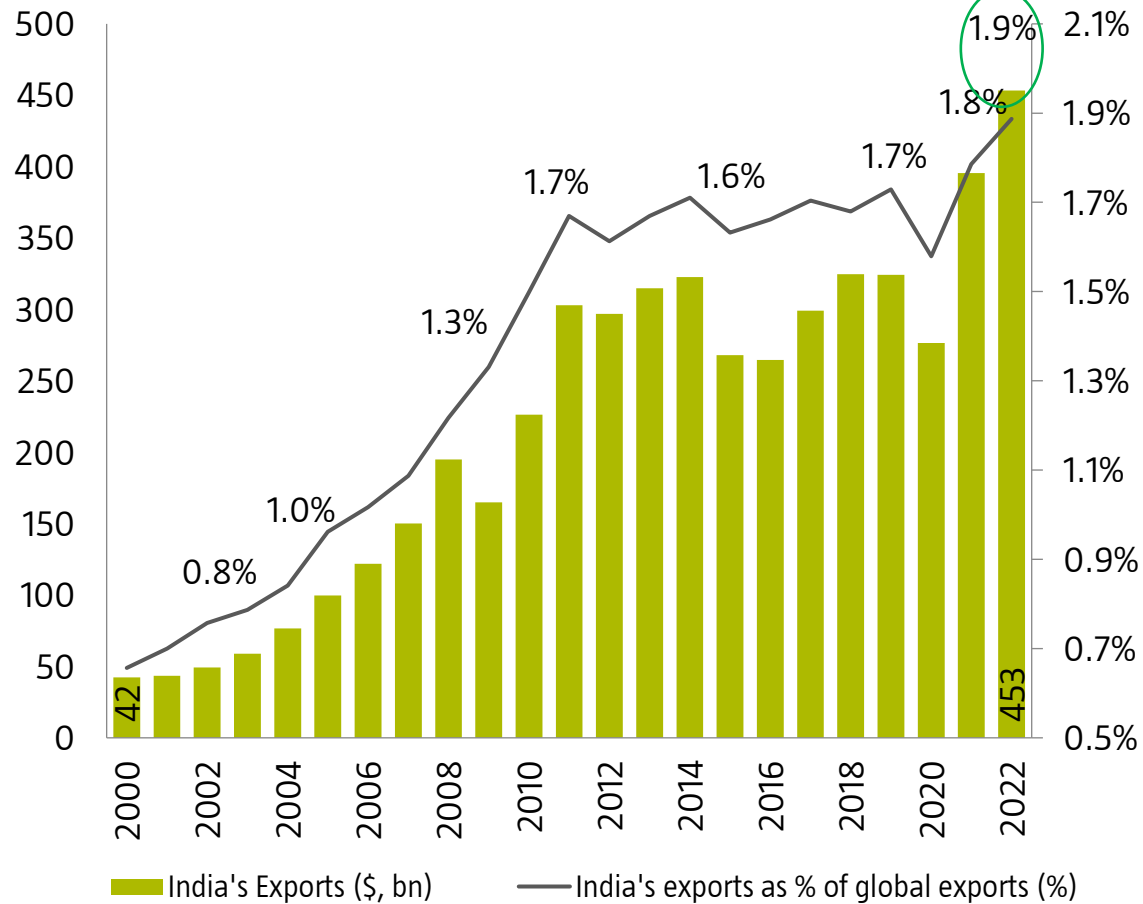
\*Reduced base tax rate for newly set-up domestic manufacturing companies & companies engaged in generation of electricity

Source: Jefferies

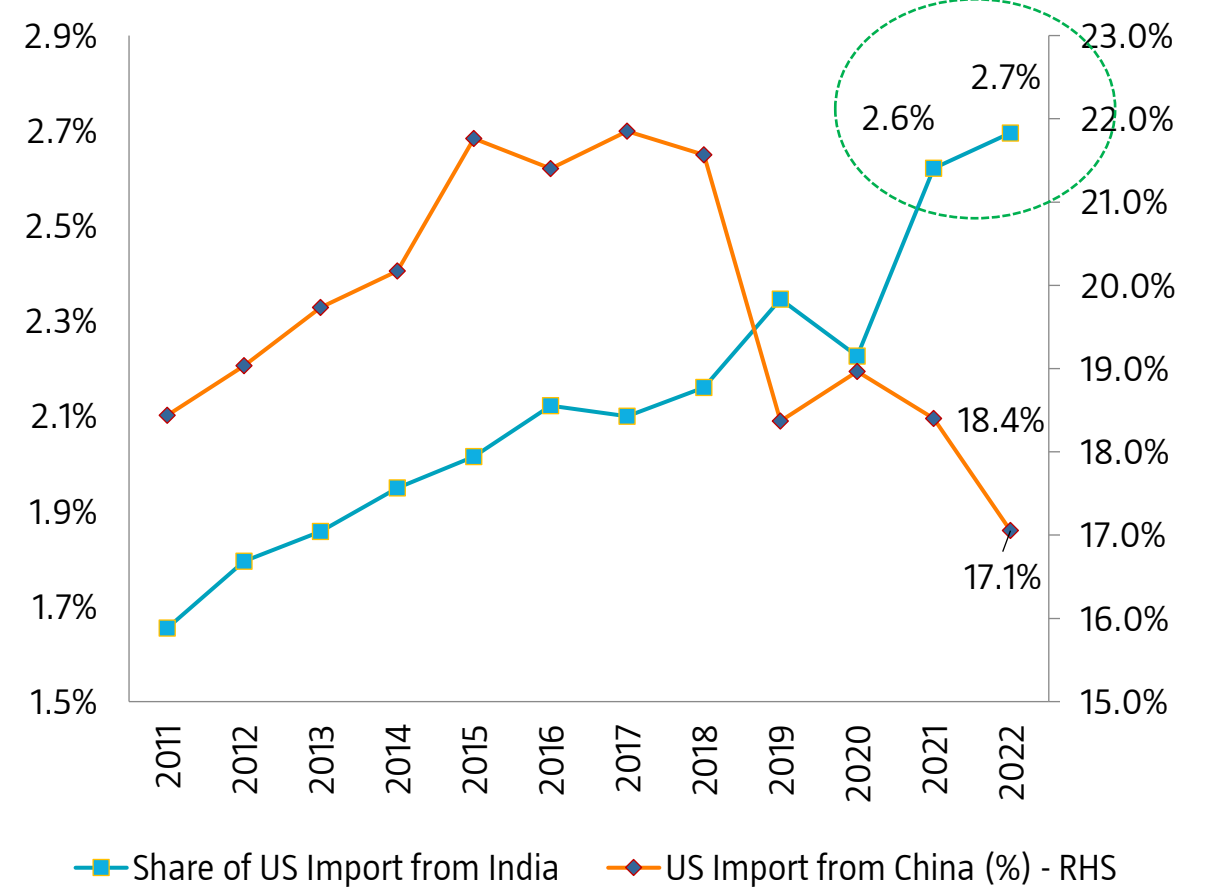


# India Manufacturing Becoming Globally Relevant

**India's Share In The Global Merchandise Exports On A Rise (CY)**



**China Has Lost Share In US Imports While India Has Gained**

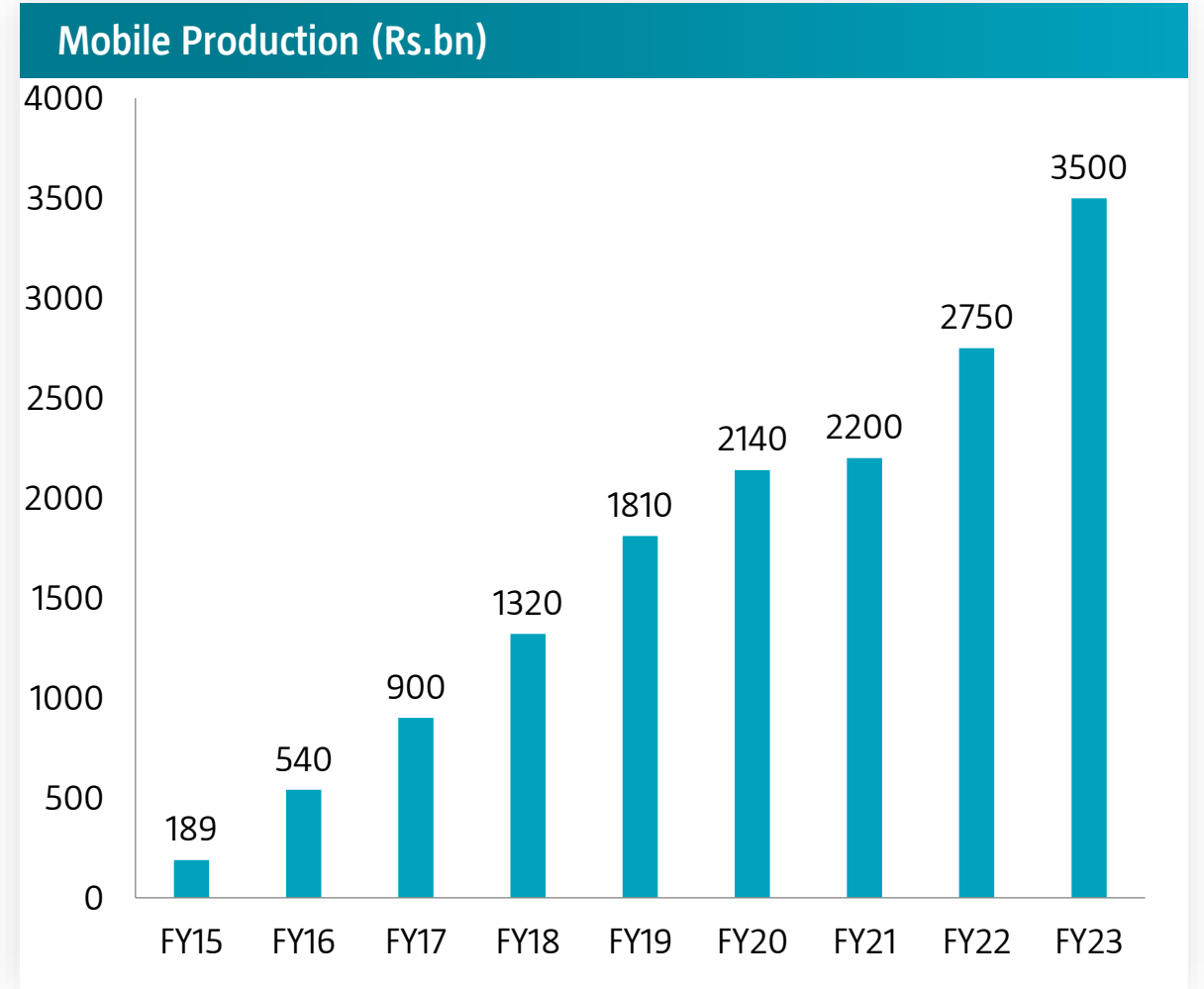
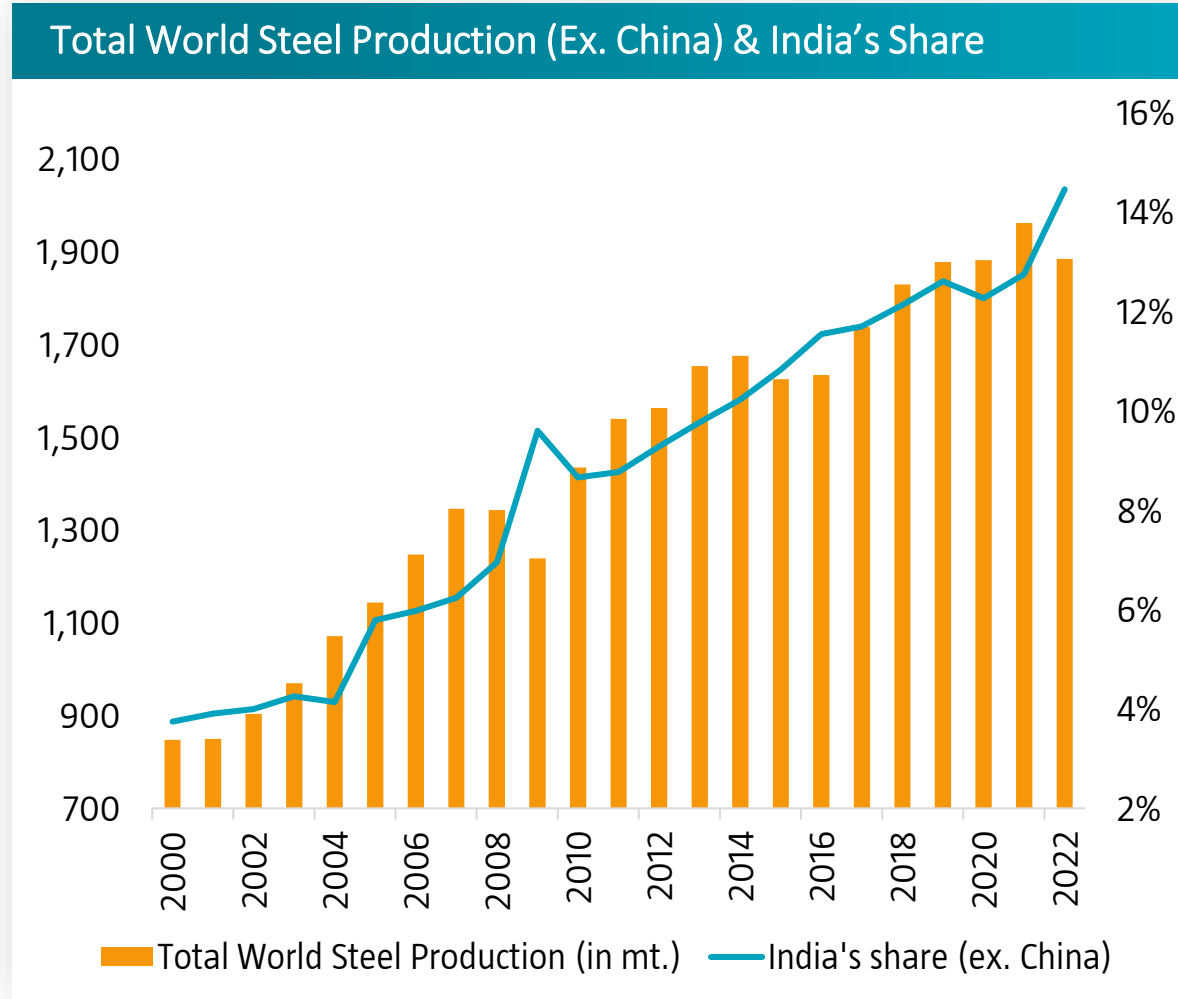


Source: Aventus SPARK

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# India Manufacturing Becoming Globally Relevant

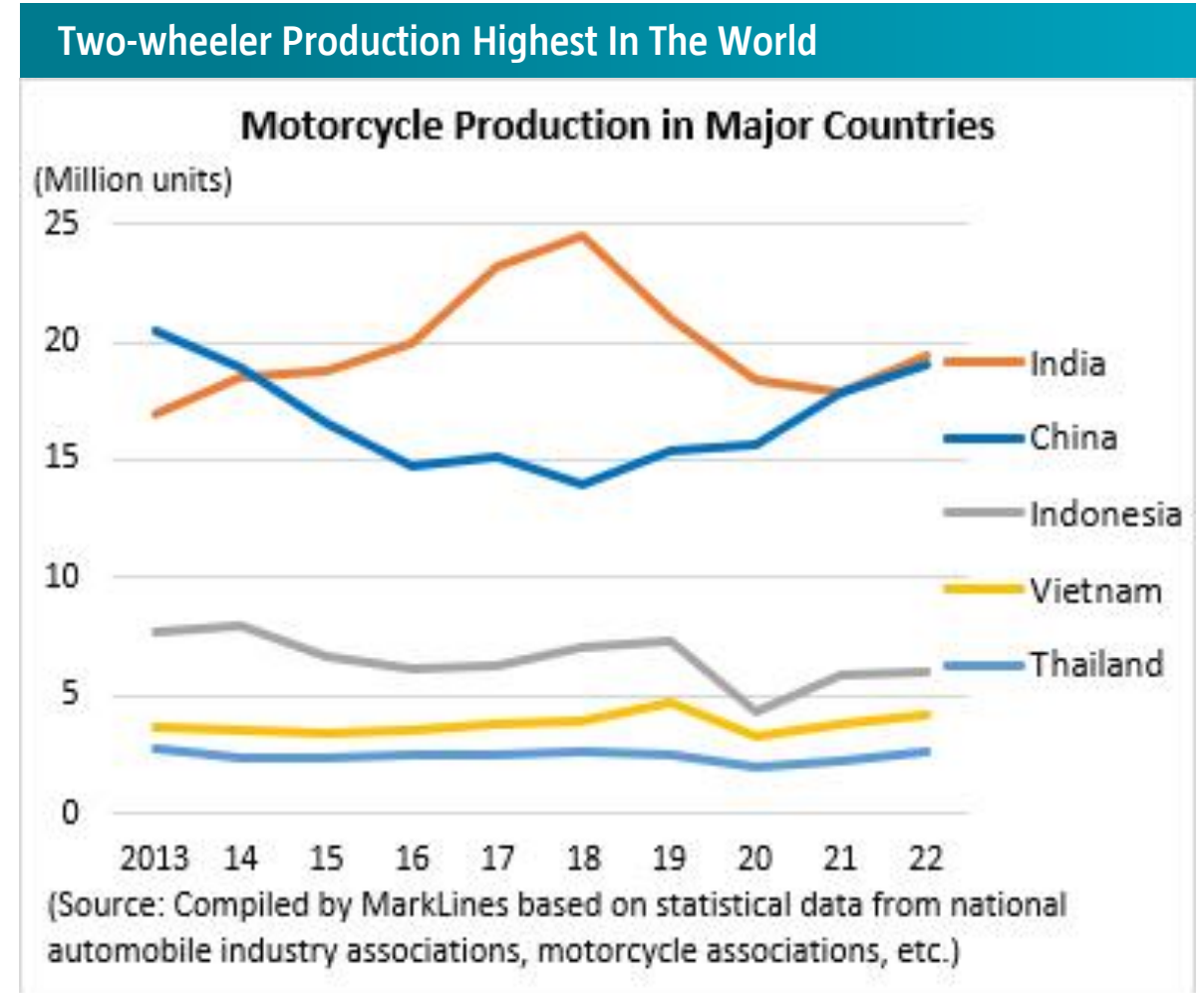
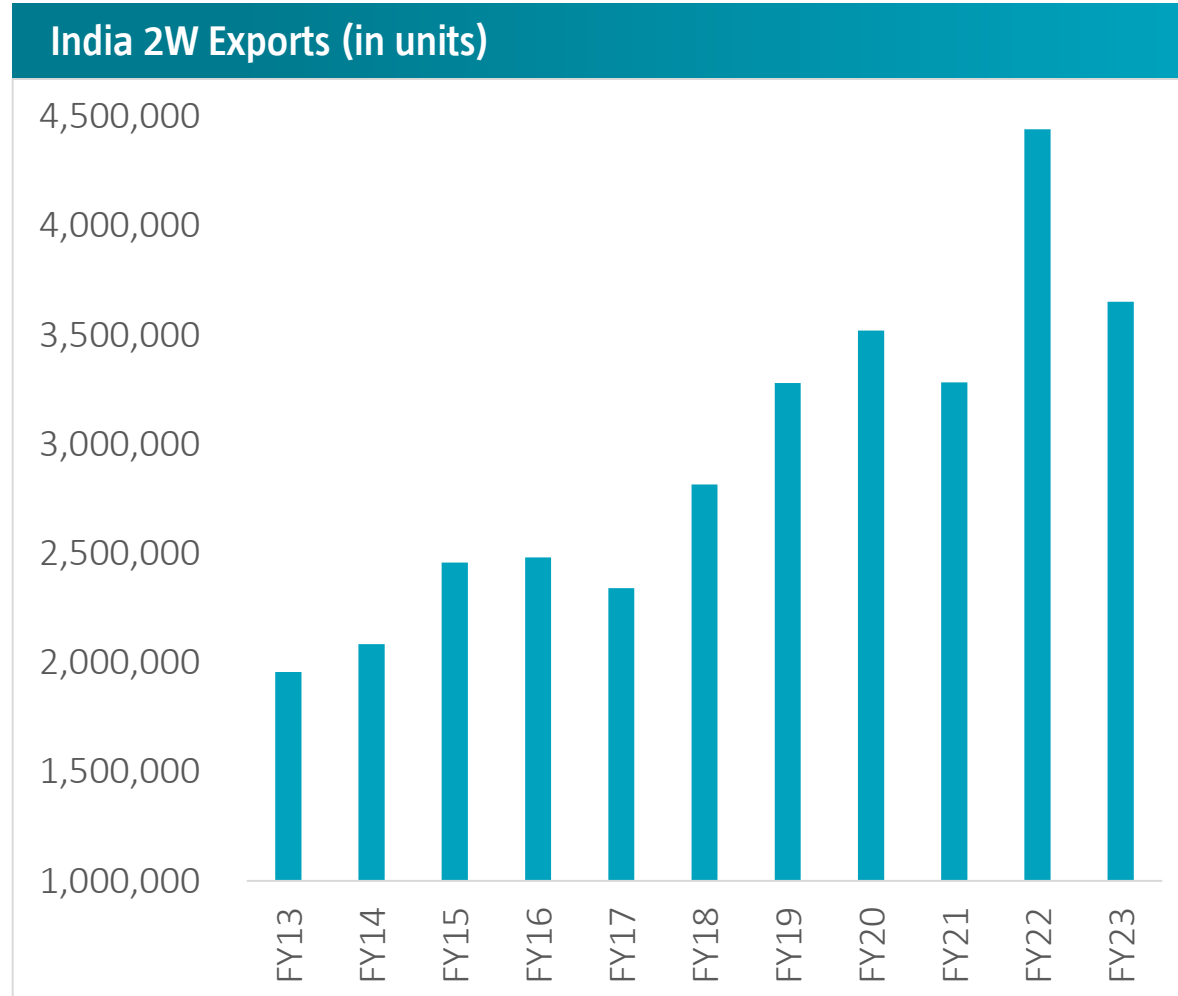
Indian Businesses Reaching Scale Driving Economic Efficiency



Source: Avendus SPARK, World Steel Association

Note: The sector(s)/stock(s)/issuer(s) mentioned in this presentation do not constitute any research report/recommendation of the same and the fund may or may not have any future position in these sector(s)/stock(s)/issuer(s).

# India Manufacturing Becoming Globally Relevant



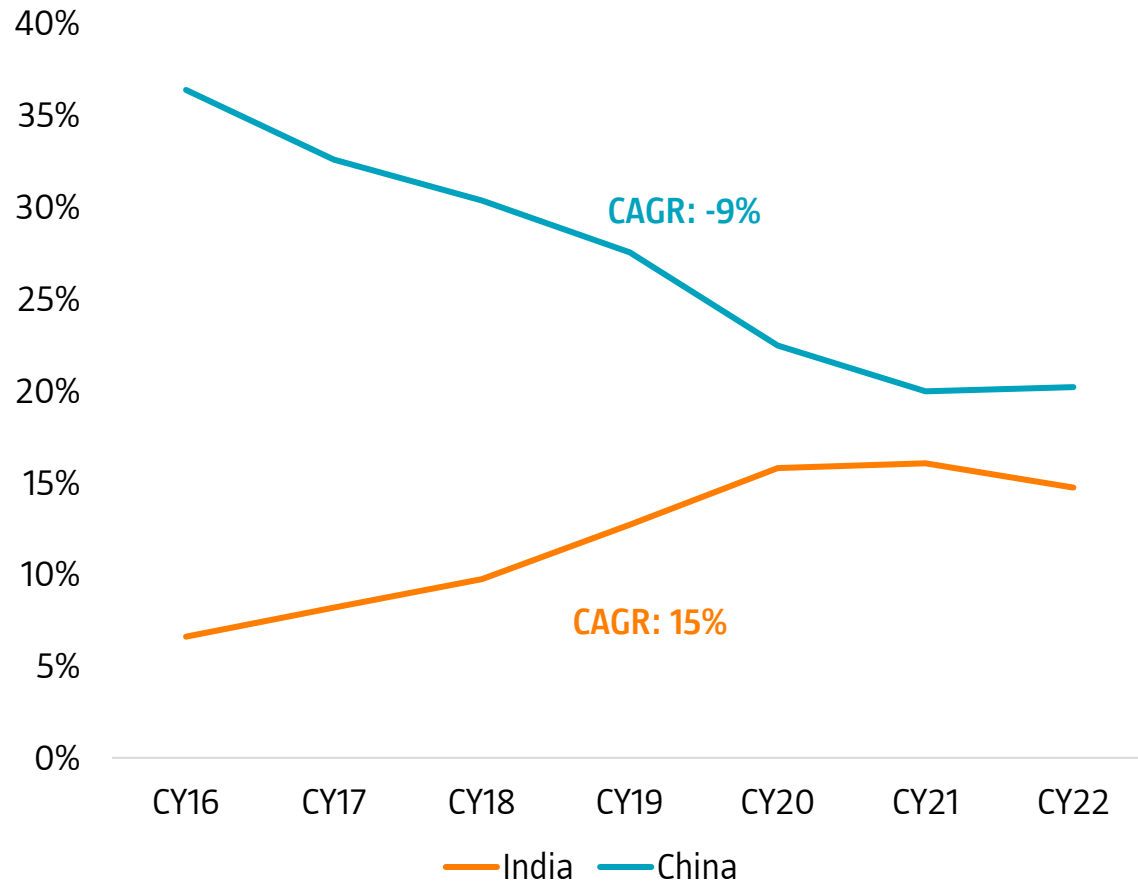
Source: Elara Securities

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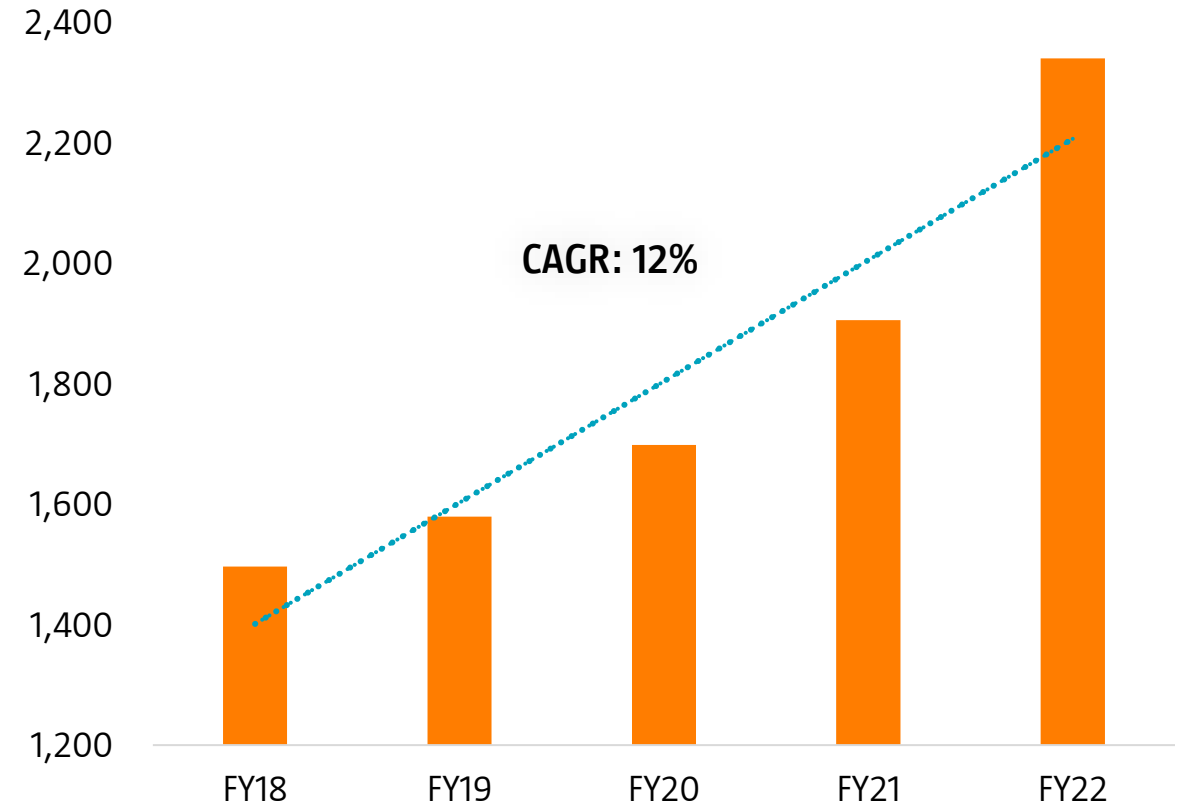
# Alternative Supply Chain

Domestic Exports See An Uptrend in the Recent Times

**Tile Exports (Volume growth YoY)**



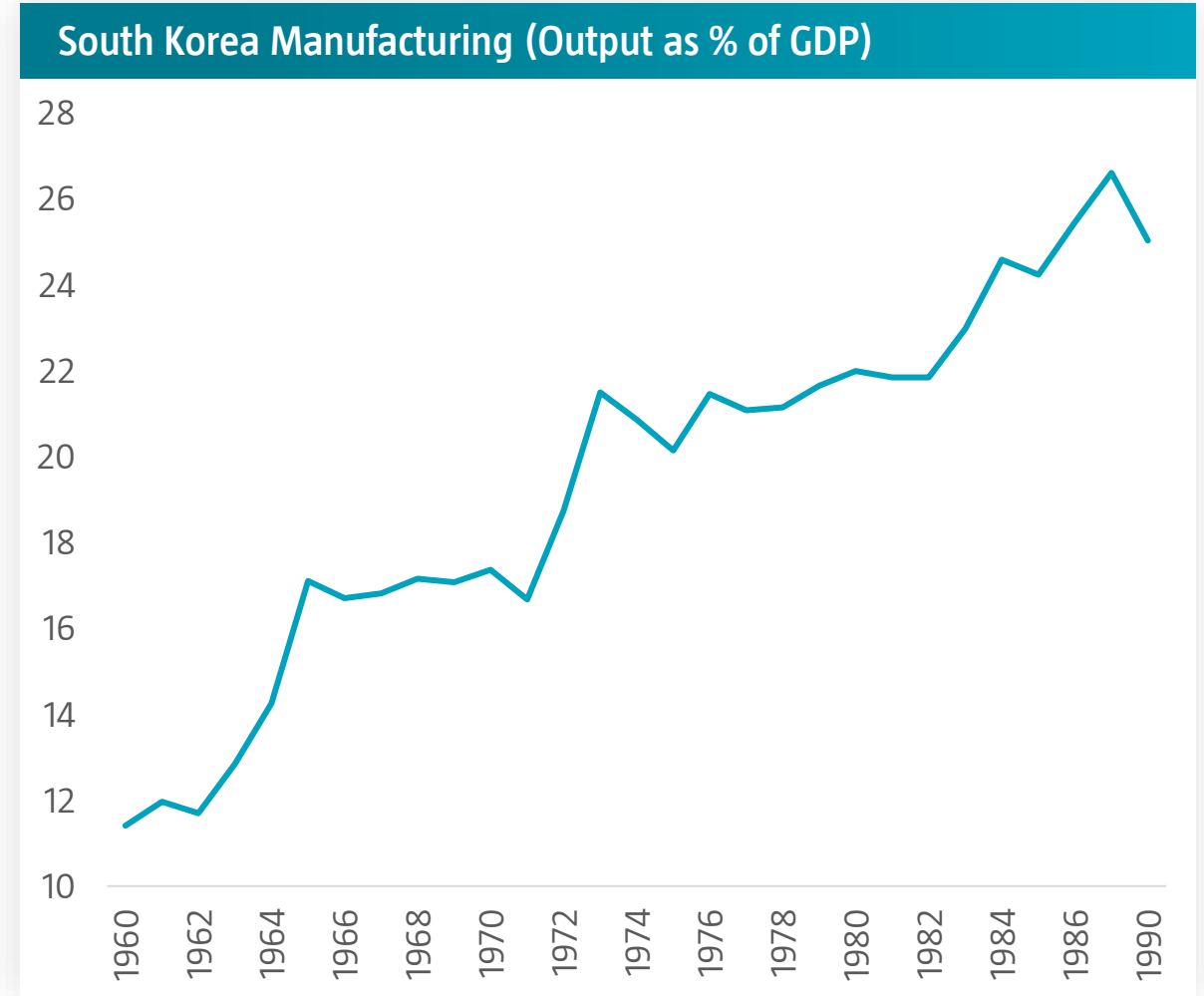
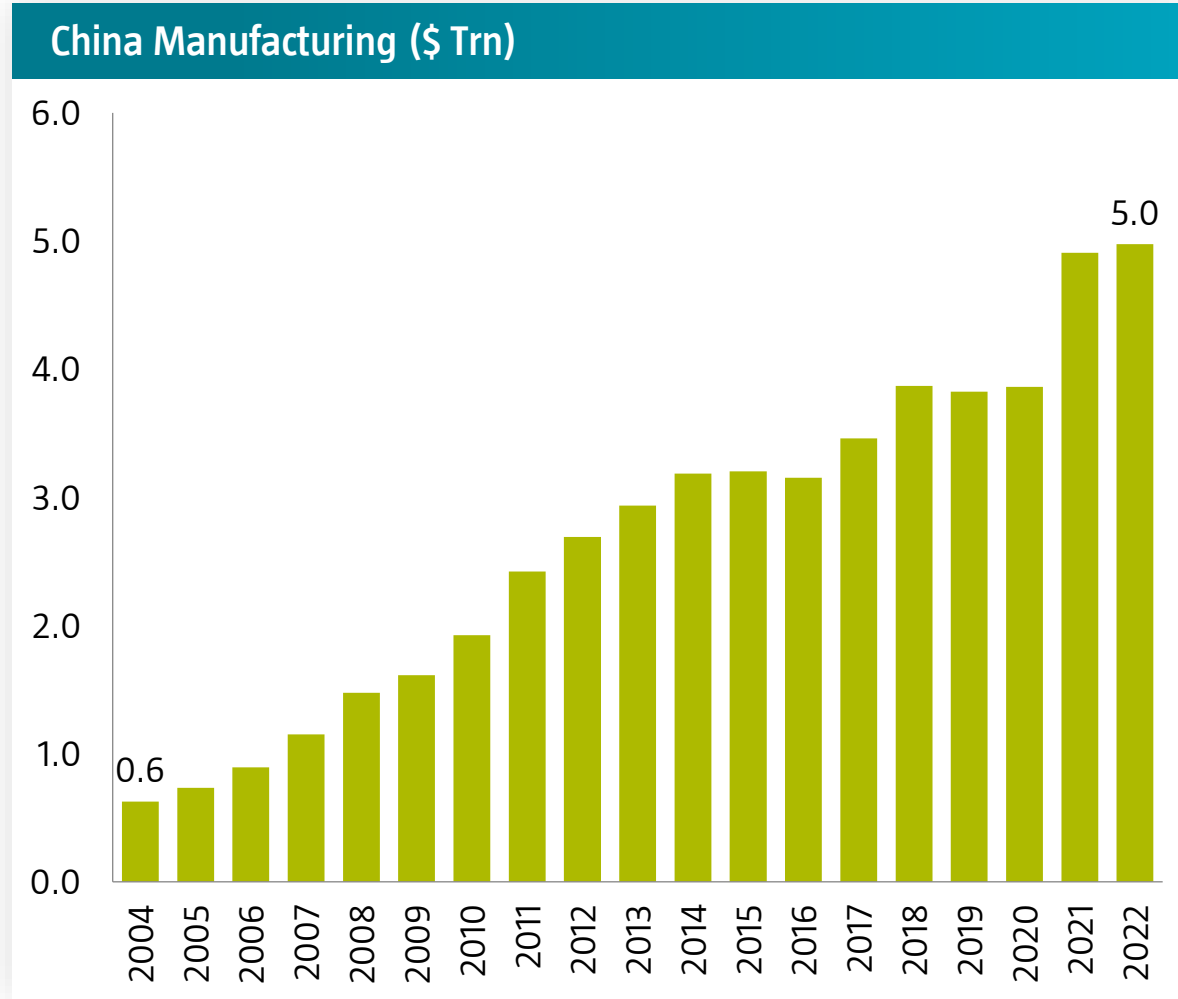
**Chemical Exports (in '000 mt)**



Source: Equirus, Chemical and Petrochemical statistics handbook by department of Chemicals and Petrochemicals

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# Tailwinds in Manufacturing led to China & South Korea becoming global manufacturing hubs

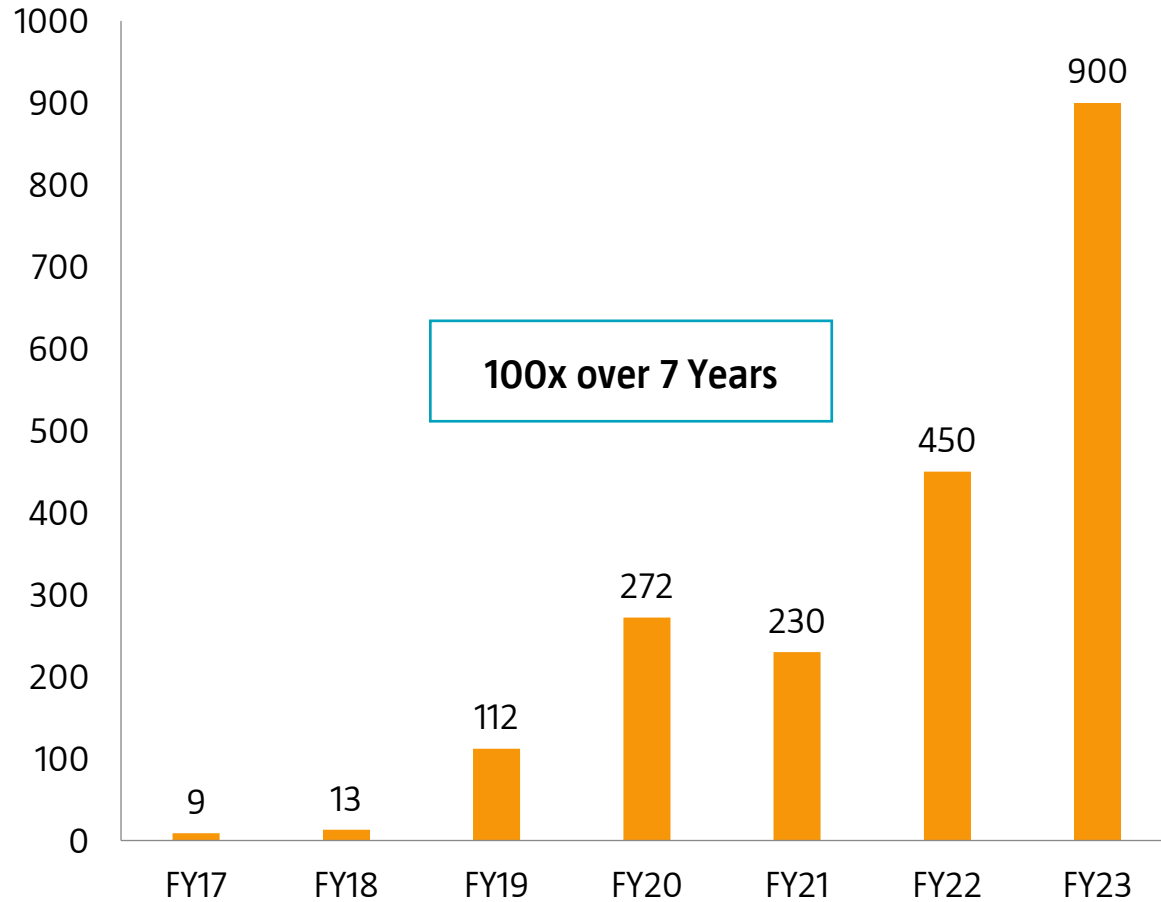


Source: World Development Indicators; Avendus SPARK

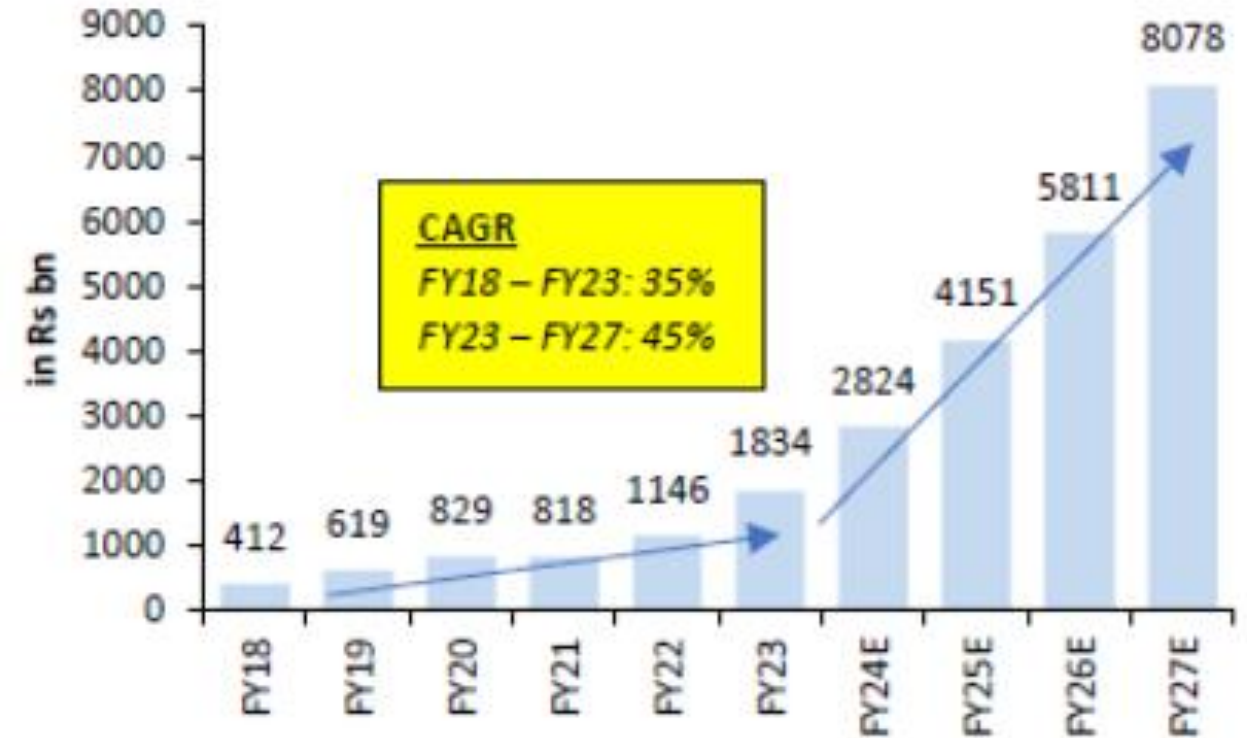
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# Alternative Supply Chain

## Mobile Phone Exports from India (Rs. Bn)



## Indian Electronic Exports



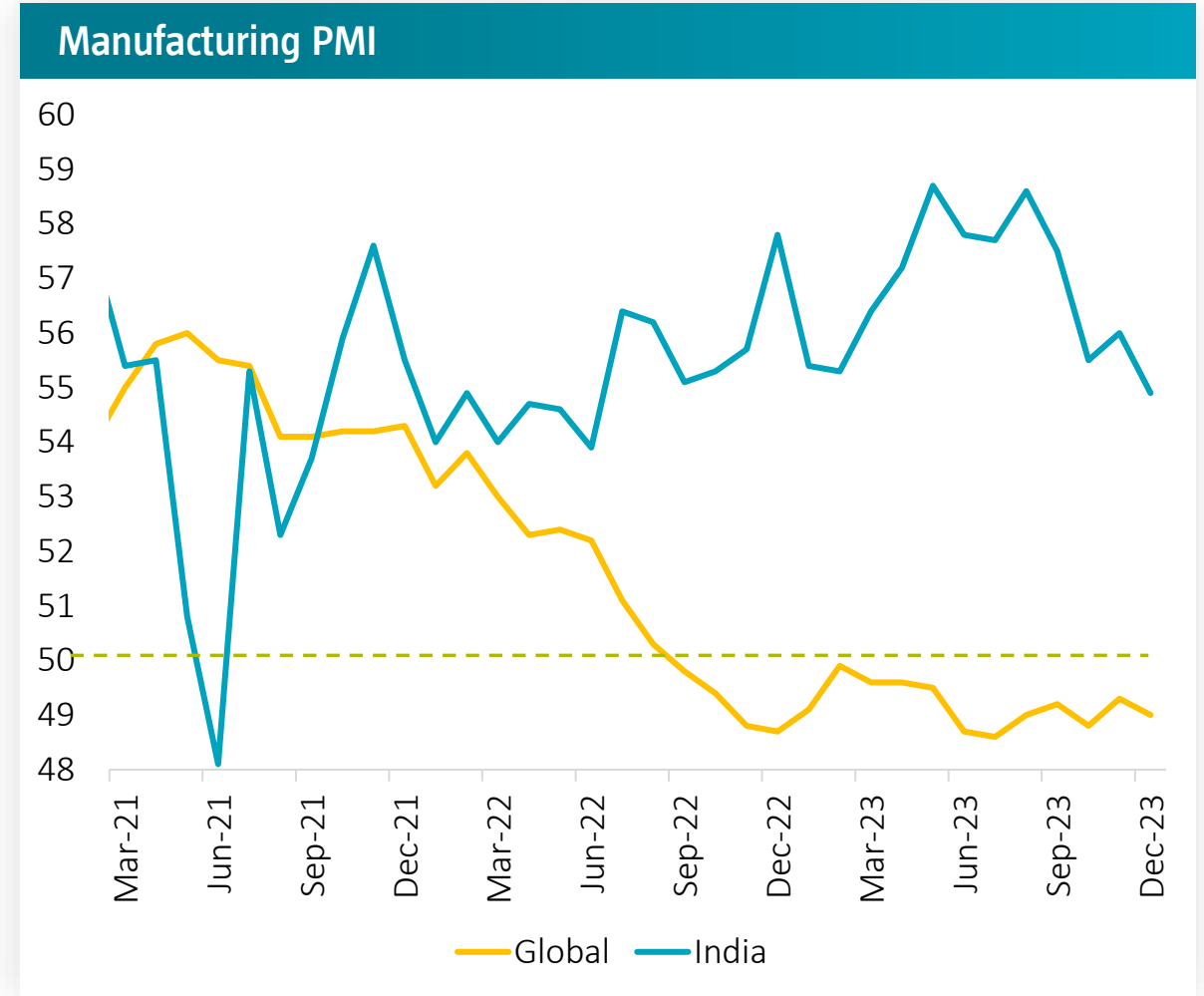
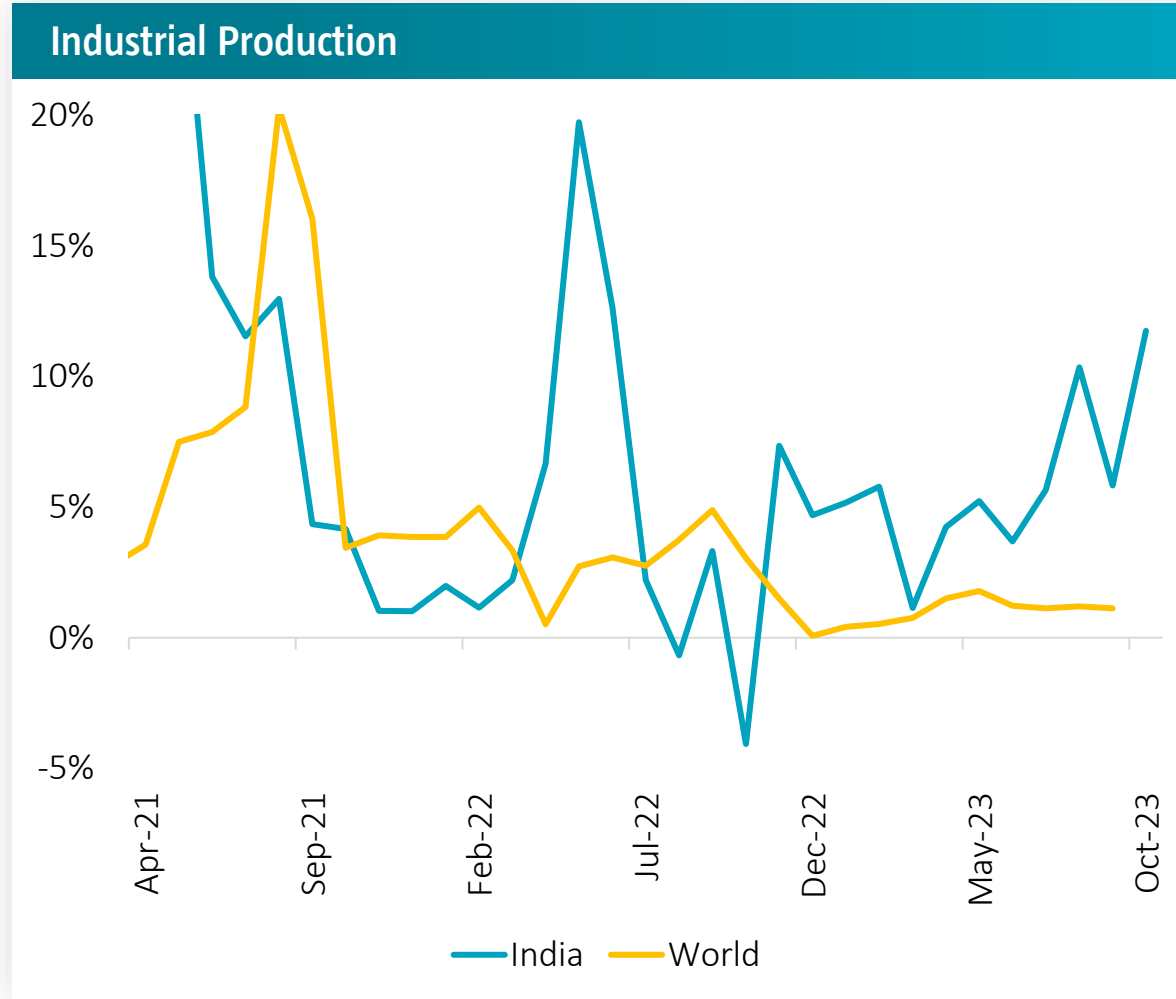
Source: Aventus SPARK; Phillip Capital

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## RECENT TRENDS IN INDIA MANUFACTURING

# Manufacturing PMI & Industrial Production Trends

The Indian Industrial Production And Manufacturing PMI Have Started To See An Uptrend In Recent Times

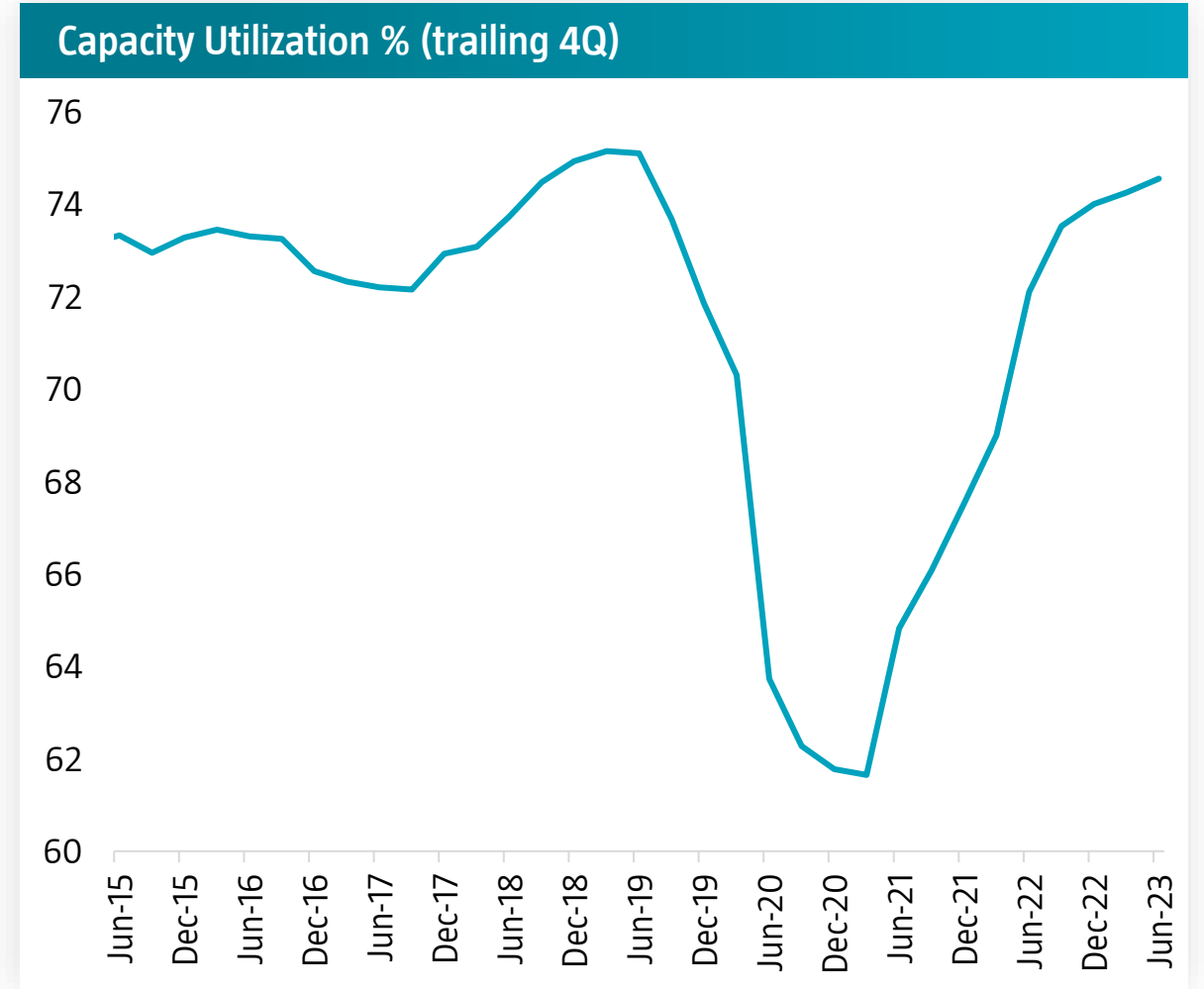
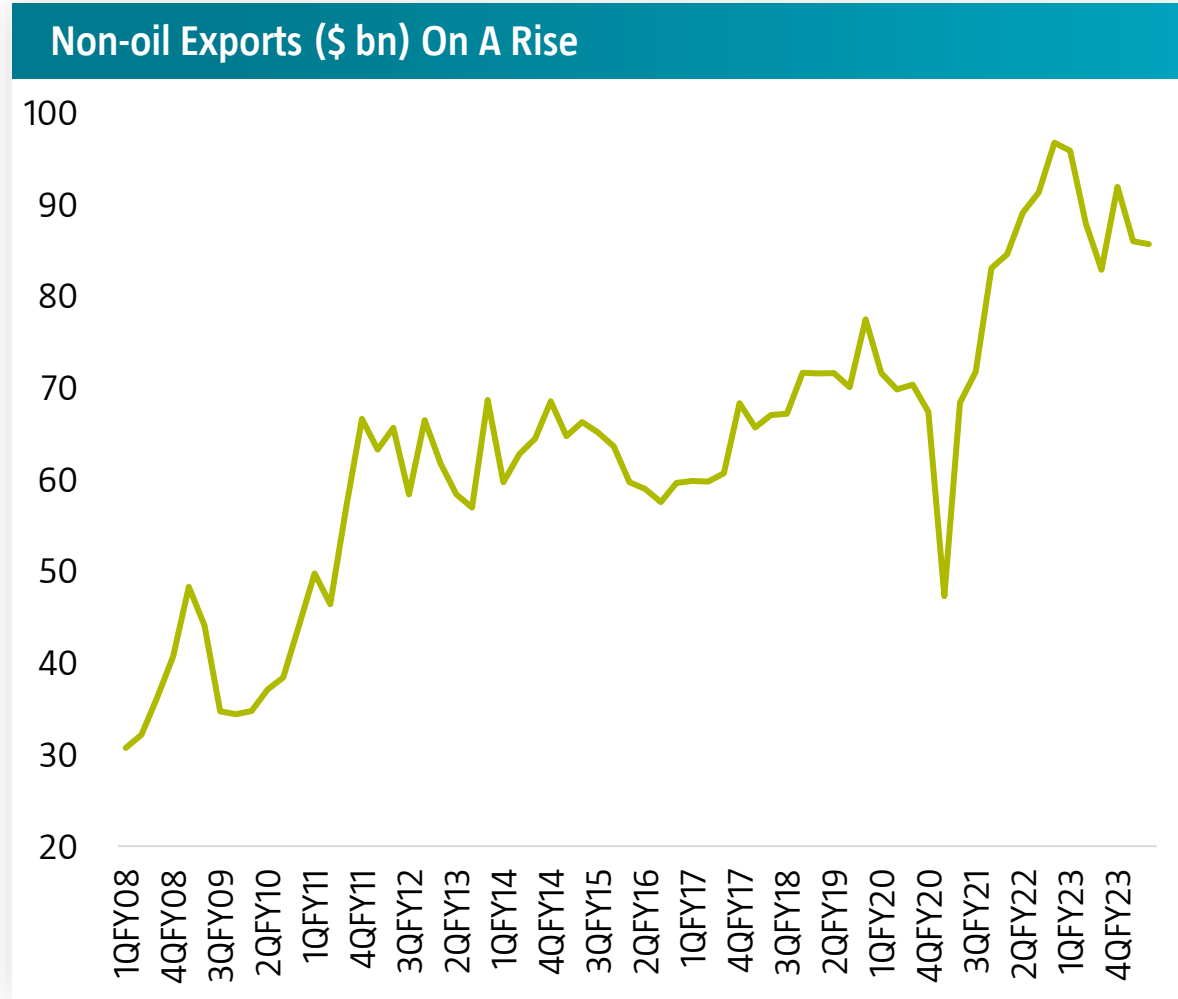


Source: Bloomberg; PMI stands for Purchasing Manager's Index

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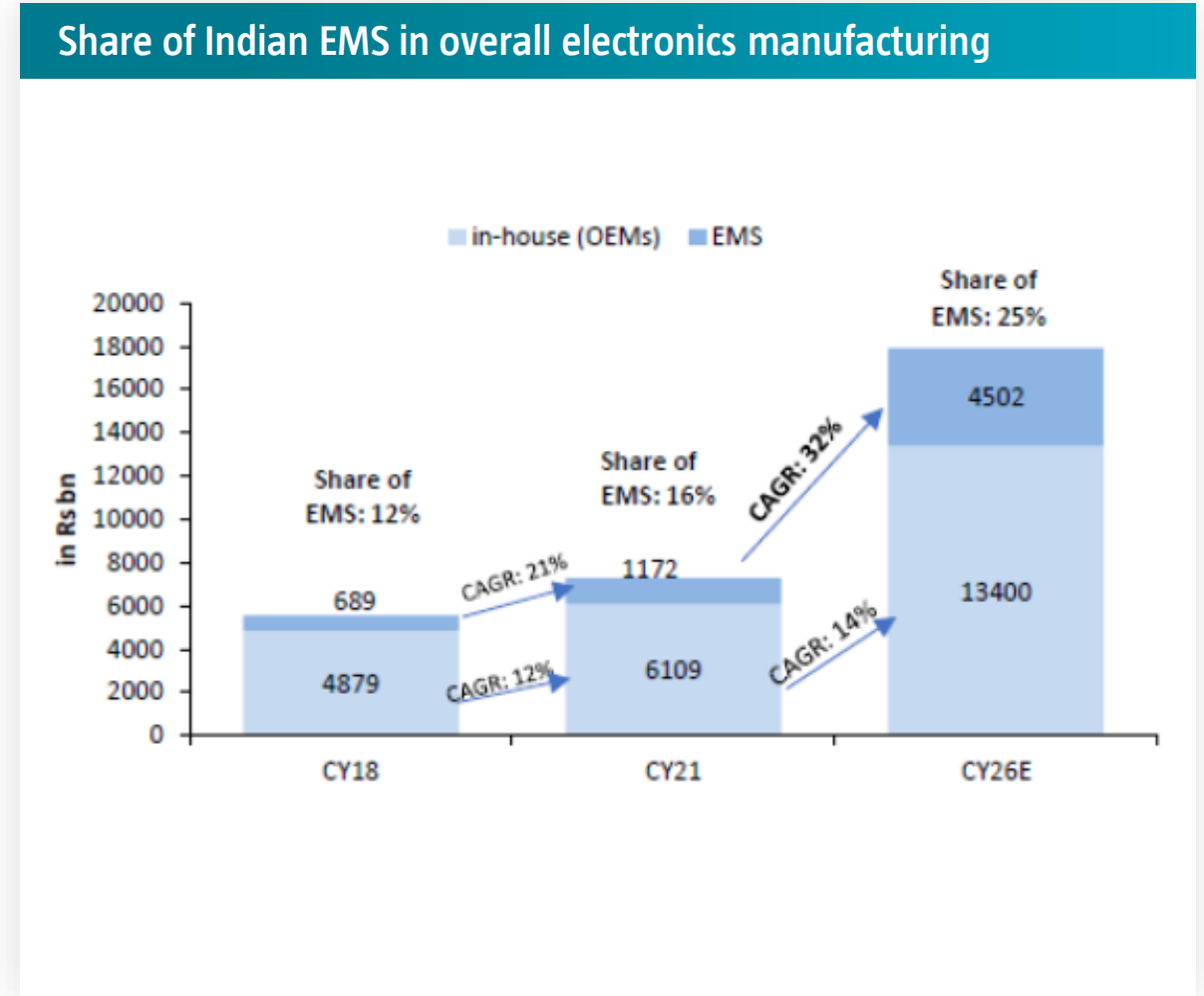
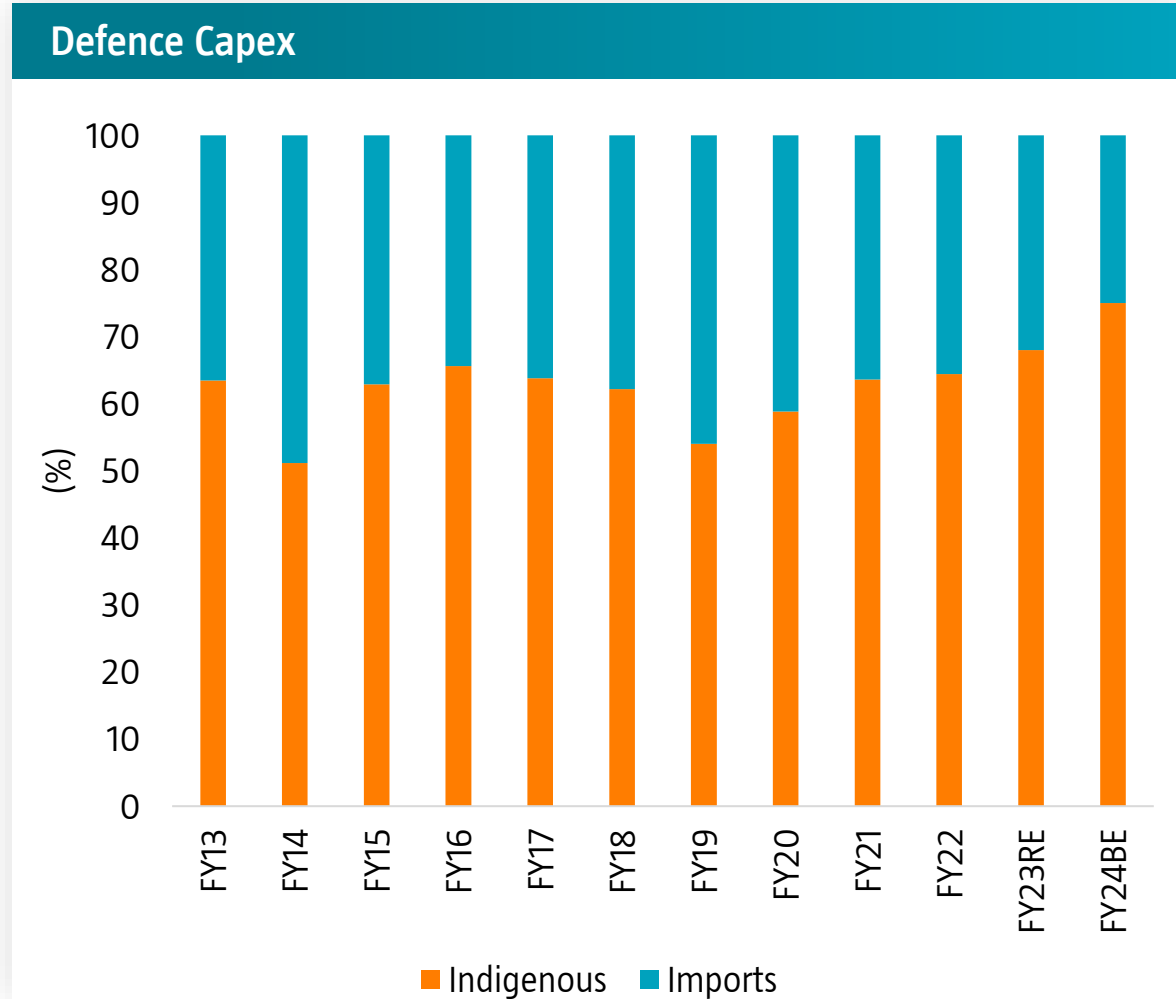


# Non-Oil Exports & Capacity Utilization Trends Improving



Source: ICICI Securities

# Higher Indigenization in Defence & Larger Share of EMS ... Start of A Broad Trend

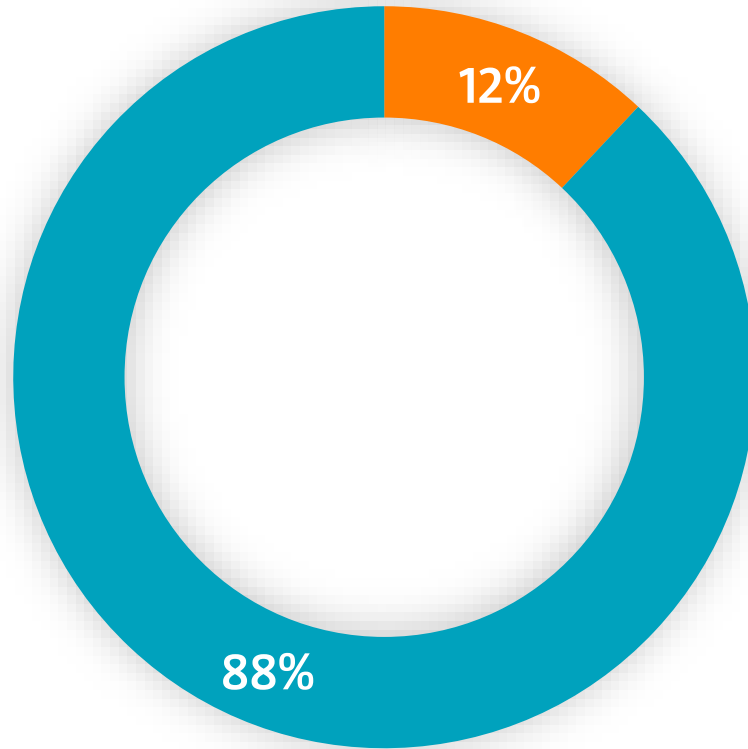


Note: EMS stands Electronics Manufacturing Services; Disclaimer: The data/statistics are given to explain general market trends and it should not be construed as any research report/research recommendation of Canara Robeco.

Source: Standing Committee on Defence, Union Budget 2023-24, Phillip Capital

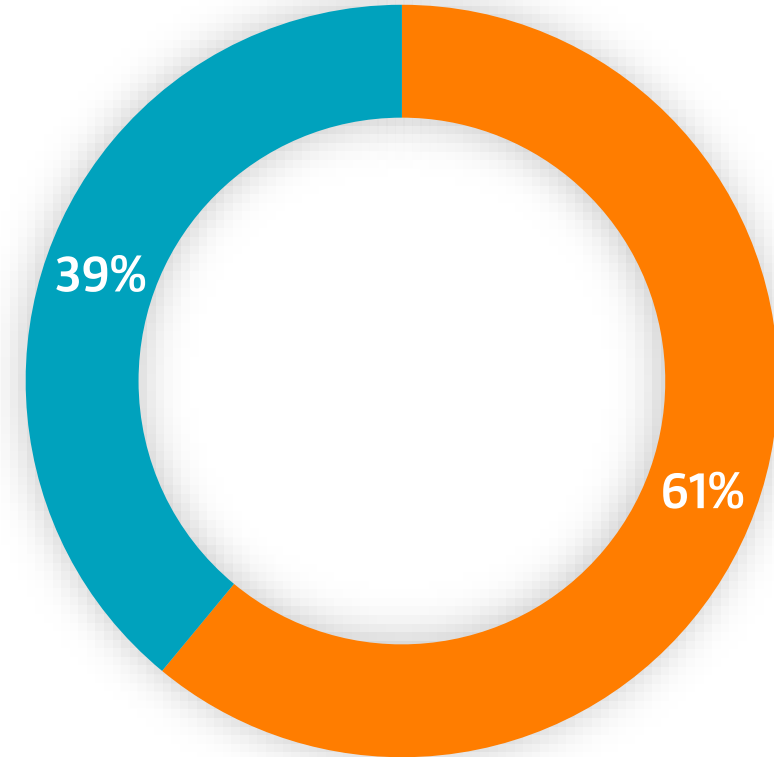
# Domestic Substitution of Phenol Imports

Market Break-up (Volumes in %): FY17



■ Domestic Production ■ Imports

Market Break-up (Volumes in %): FY23

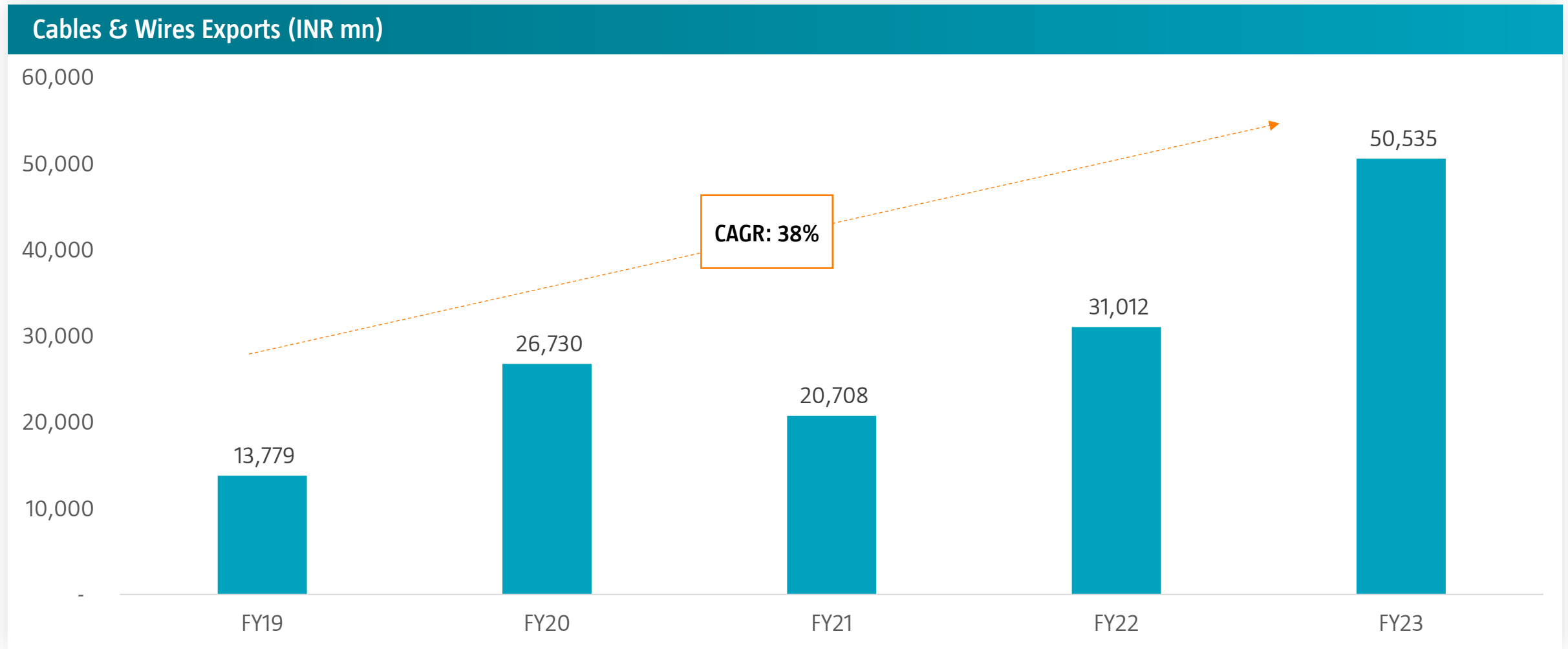


■ Domestic Production ■ Imports

Source: Company Data

Note: The sector(s)/stock(s)/issuer(s) mentioned in this presentation do not constitute any research report/recommendation of the same and the fund may or may not have any future position in these sector(s)/stock(s)/issuer(s).

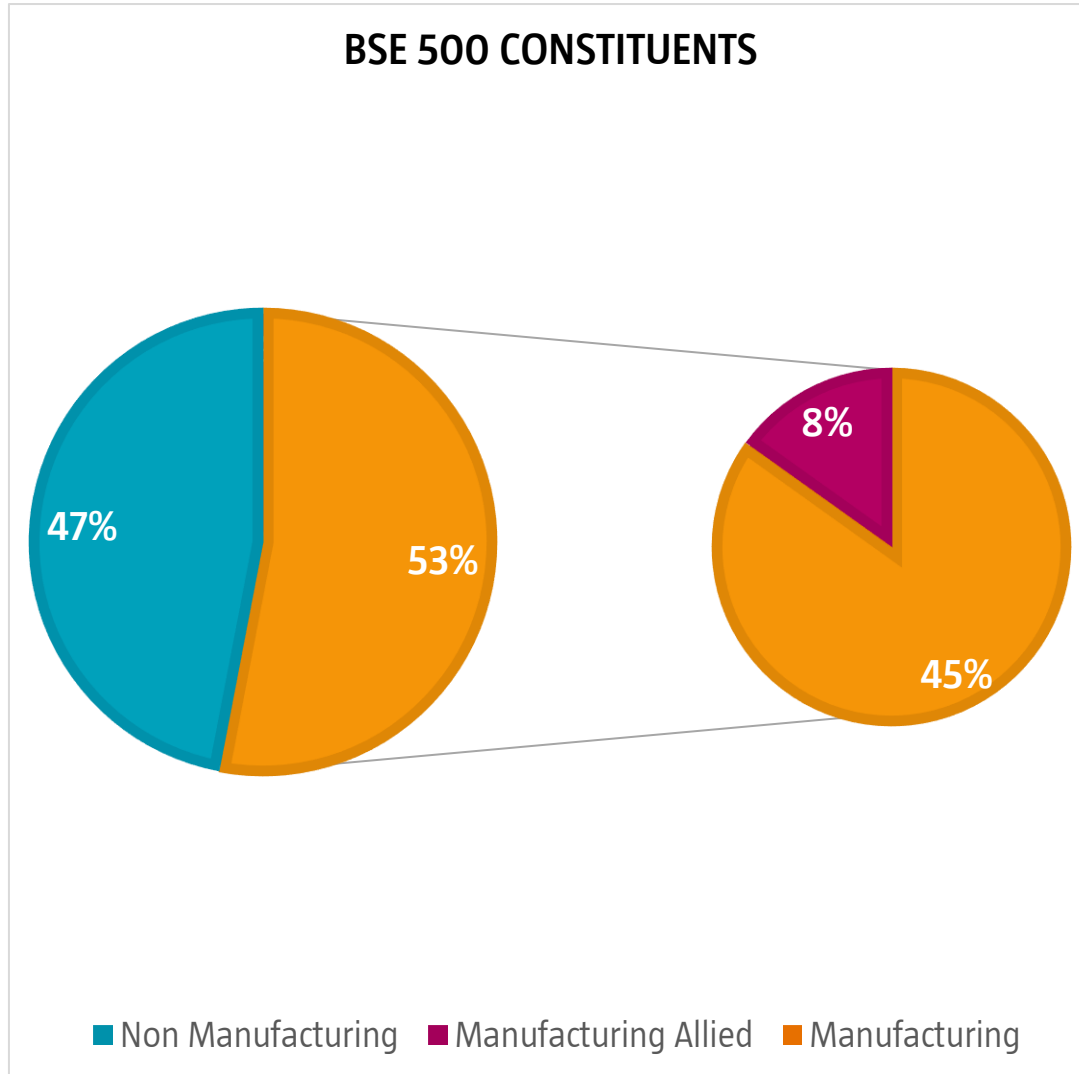
# Cable And Wire Exports : Quadrupled Over Last 5 Years



Source: Company Estimates & Canara Robeco

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# Why Manufacturing Fund



Manufacturing Fund offers a medium to provide a dedicated allocation to the ascending manufacturing sector growth in the country

- > Manufacturing and Allied sectors constitute only 53% of the BSE 500 Index
- > Dedicated exposure to emerging Manufacturing opportunities which are expected to unfold over the next decade

Source: Internal Assessment;  
Disclaimer: Classification has been done by the Equities Team

## ABOUT CANARA ROBECO MUTUAL FUND

# About Our Parentage

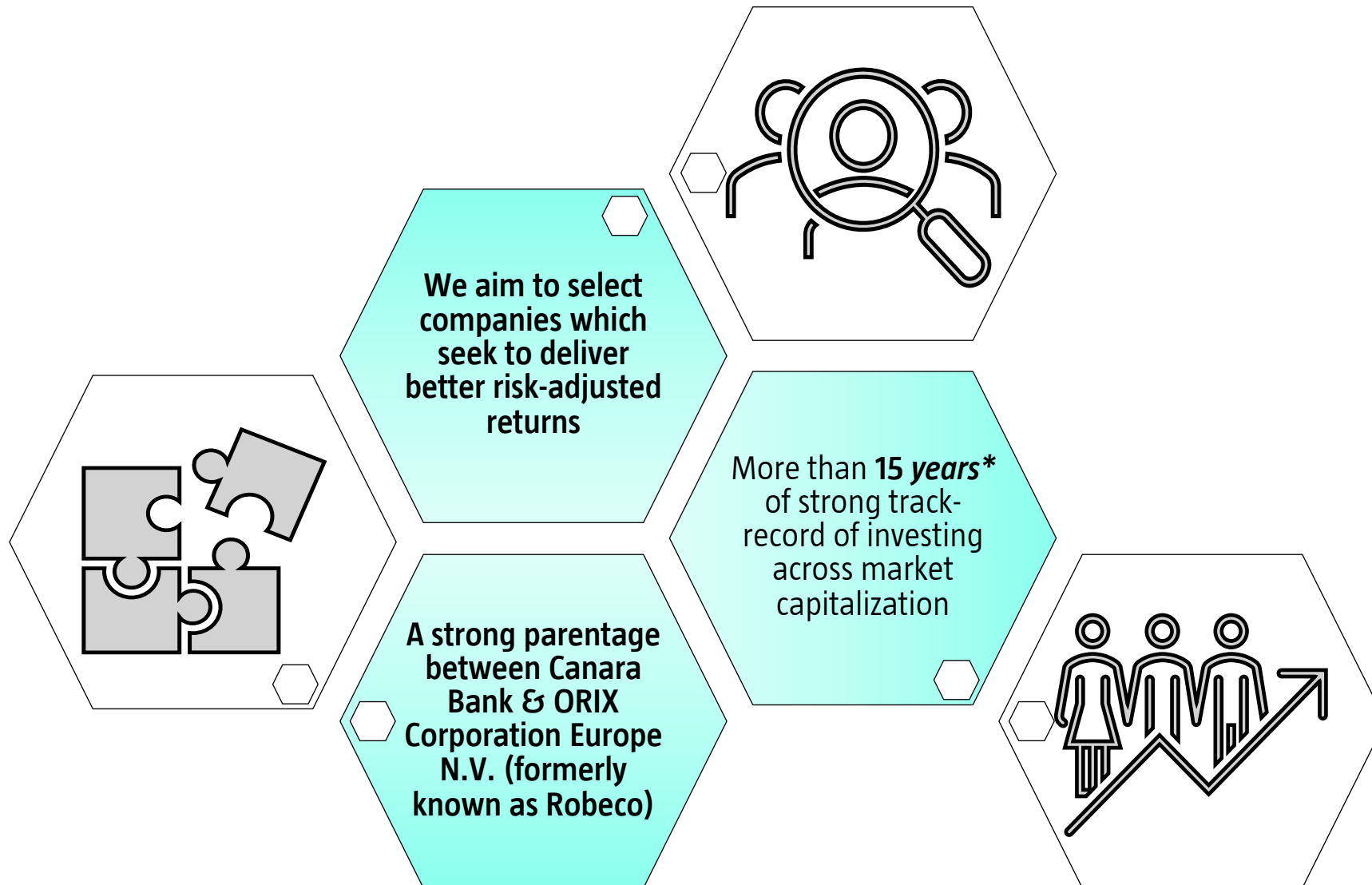
## CANARA BANK IS ONE OF THE LARGEST STATE-OWNED BANKS IN INDIA

- Over 117 years of banking experience in India
- One of the top 4 PSU banks in India, majority owned by the Government of India
- Total Assets of ₹ 15.10 lakh\* crore on December 29, 2023
- Total Deposits of ₹ 12.63 lakh\* crore as on December 29, 2023
- The bank is having PAN India presence with 4 overseas branches in London, Dubai, New York & Gift City (Gandhinagar)

## ABOUT ORIX CORPORATION EUROPE N.V. (FORMERLY KNOWN AS ROBECO GROUP)

- Robeco was founded in Rotterdam in 1929, over 94 years of heritage
- Assets under Management EUR 176 billion – September 2023
- A pure-play asset manager: investing is all that they do
- Active investment style
- Core investment capabilities complemented by specialized subsidiaries
  - Traditional asset classes (equity & fixed income)
  - Alternatives (private equity & managed futures)
- Global leader in sustainability investing
- 1,052 employees in 16 offices worldwide with key investment centres located in Rotterdam, Zurich, Boston, Chicago, Hong Kong and Mumbai

# The Canara Robeco Expertise





# Canara Robeco - Investment Philosophy & Objective

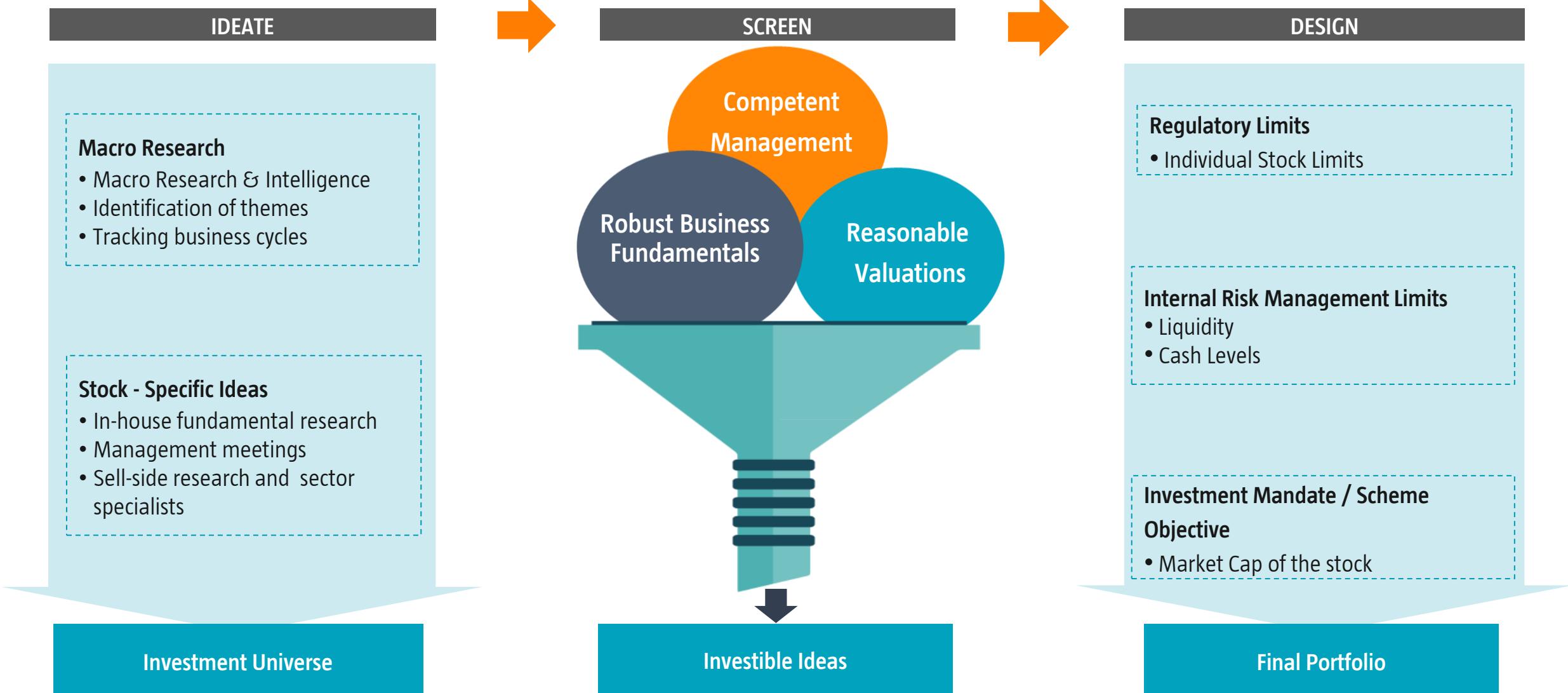
## Investment Philosophy

We believe it is companies and not stocks that create wealth

## Investment Objective

Invest in robust growth-oriented businesses with competent management at reasonable valuations

# Our Investment Process



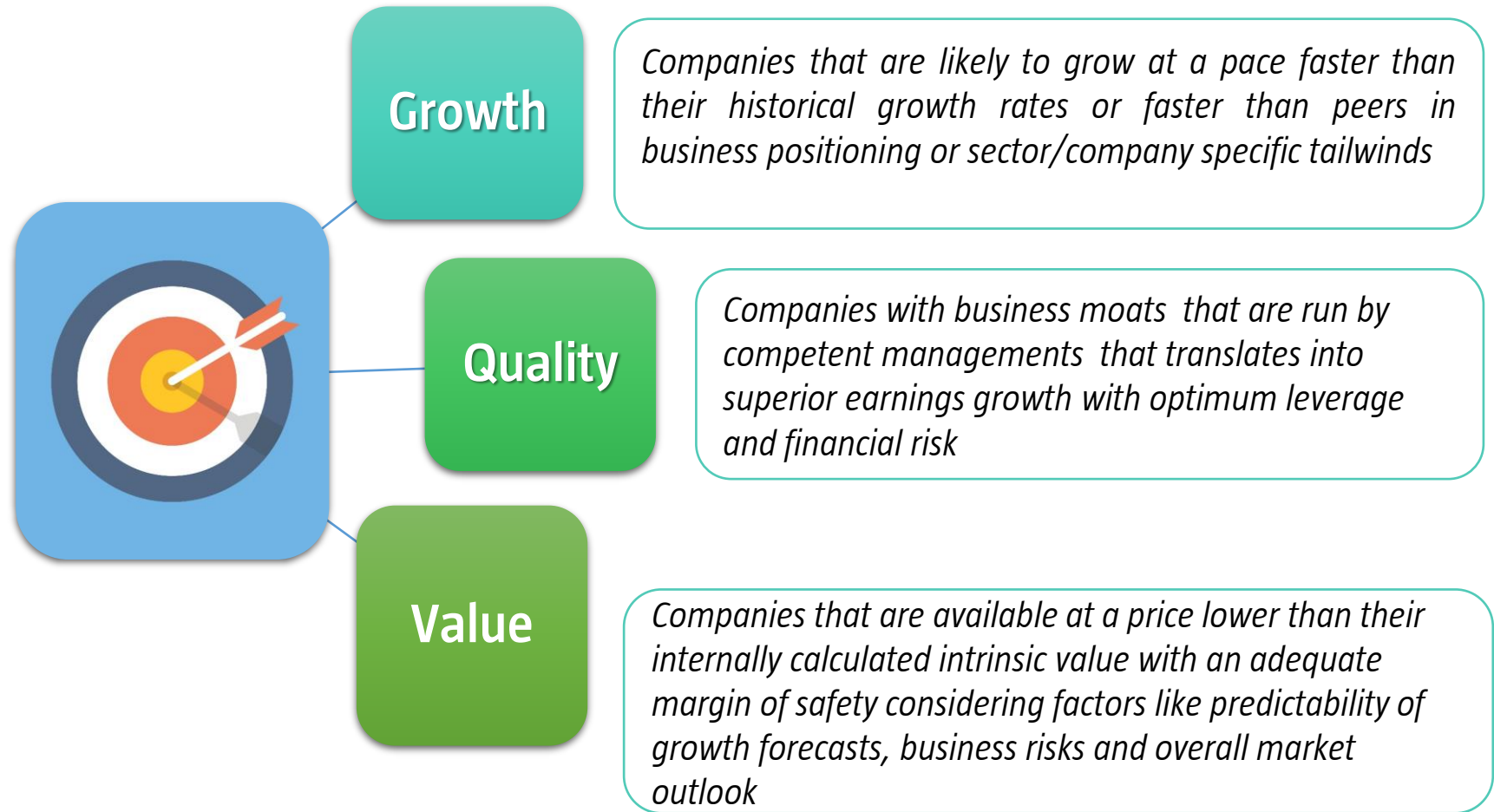
Note: The above is only for general understanding purposes and should not be construed as CRAMC investment policy or process of portfolio construction.

# Our Ideology

Canara Robeco believes in a bottom-up strategy to investment.

We focus on firms with a strong competitive position in solid business and quality management.

The major emphasis is on fundamentally sound firms with long-term growth potential.



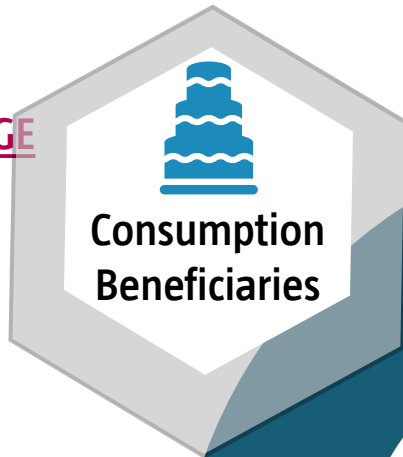
Note: There is no assurance or guarantee that the investment objective of the scheme will be achieved.

## INTRODUCING CANARA ROBECO MANUFACTURING FUND

# Canara Robeco Manufacturing Fund – Fund Strategy

## DEMOGRAPHIC ADVANTAGE

- Rising Middle-Class
- Higher Working-Age Population



## POLICY REFORMS

- PLI
- Make in India
- Atmanirbhar Bharat
- Single Window Clearance
- Import Duties

## SUPPLY CHAIN DIVERSIFICATION

- Reduced Dependence on Single Source
- Geographical & Political Risk



## MACRO TAILWINDS

- Private Capex
- Government Capex
- Capacity Utilization

Canara Robeco  
Manufacturing  
Fund

Note: The above construct is based upon our current fund management/ investment strategy. However, the same shall be subject to change depending on the market conditions. Investors shall note that there is no assurance or guarantee that the investment objective of the scheme will be achieved.

# Canara Robeco Manufacturing Fund – Fund Strategy & Sectoral Beneficiaries

**SECTORAL  
BENEFICIARIES**

## POLICY REFORMS

**Export Promotion /  
Import Substitution**

- PLI
- Make in India
- Atmanirbhar Bharat
- Single Window Clearance
- Import duties

**EMS  
Renewables  
Defence  
Pharma**

## MACRO TAILWINDS

**Investment  
Beneficiaries**

- Private Capex
- Government Capex
- Capacity Utilization

**Capital Goods  
Cement  
Industrial  
Power**

## DEMOGRAPHIC ADVANTAGE

**Consumption  
Beneficiaries**

- Rising Middle-Class
- Higher Working Age Population

**Automobiles  
Electronics  
Consumer Durables**

## SUPPLY CHAIN DIVERSIFICATION

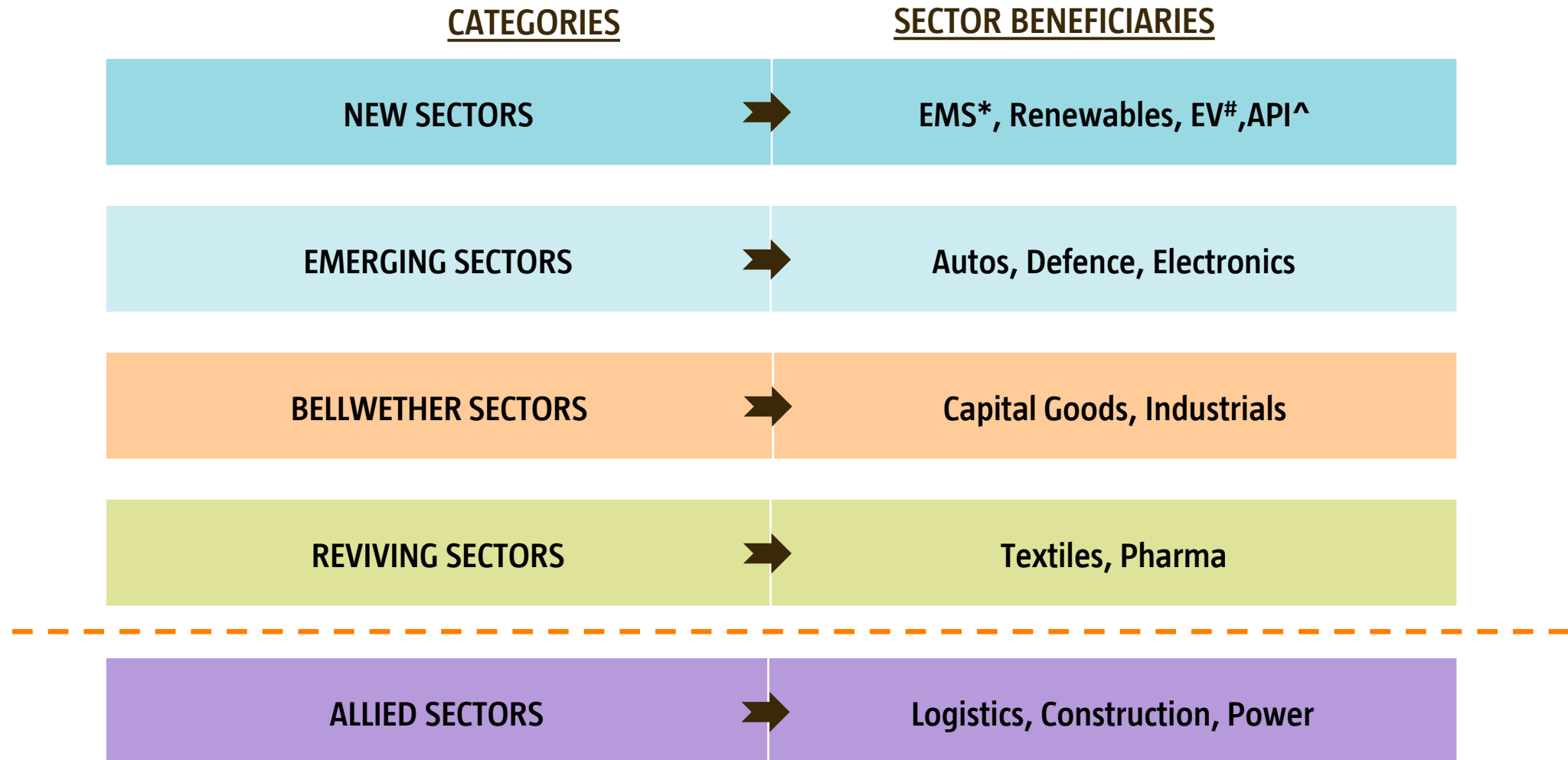
**Global Supply Chain  
Rejig**

- Reduced Dependence on Single Source
- Geographical & Political Risk

**Building Materials  
Auto Ancillaries  
Textile  
Specialty Chemicals**

Note: The above is only for illustration purposes, purely to explain fund philosophy and the sector(s)/stock(s)/issuer(s) mentioned in this presentation do not constitute any research report/recommendation of the same and the fund may or may not have any future position in these sector(s)/stock(s)/issuer(s). Investors shall note that there is no assurance or guarantee that the investment objective of the scheme will be achieved.

# Portfolio to invest across Manufacturing Life-Cycle

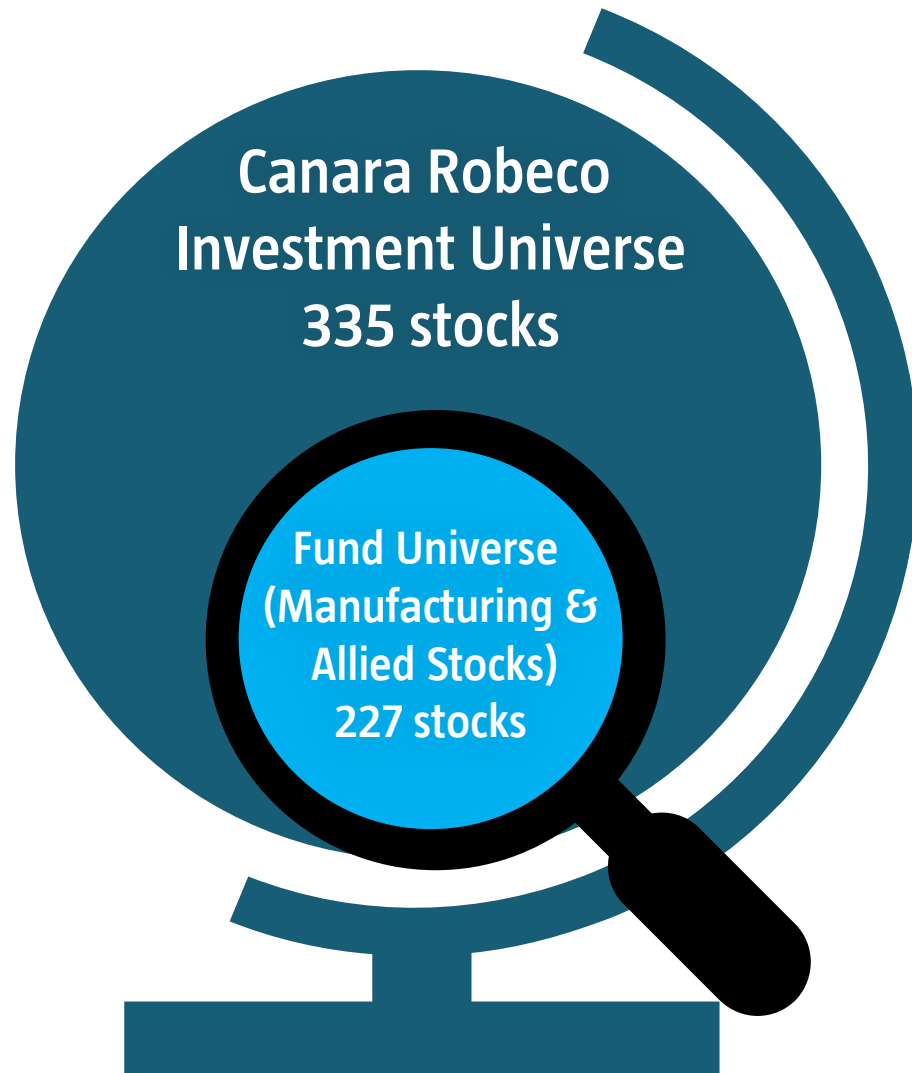


Note: \* Electronics Manufacturing Services ; # Electric Vehicles; ^ Active Pharmaceutical Ingredient

This is an indicative list and not exhaustive in nature

Note: The above is only for illustration purposes, purely to explain the selection strategy and should not be construed as selection of portfolio. The fund strategy is based upon our current fund management/ investment strategy. However, the same shall be subject to change depending on the market conditions. Investors are requested to refer SID for more information on Asset Allocation & Fund Strategy. The sector(s)/stock(s)/issuer(s) mentioned in this presentation do not constitute any research report/recommendation of the same and the fund may or may not have any future position in these sector(s)/stock(s)/issuer(s).

# Canara Robeco Manufacturing Fund Investment Universe & Characteristics



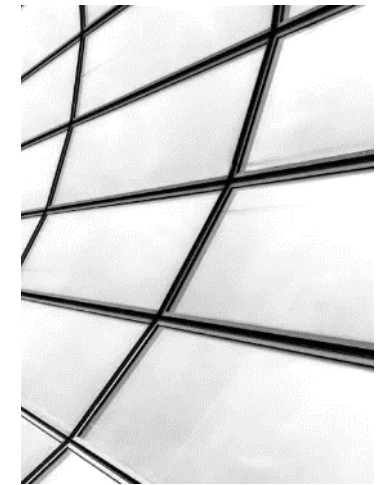
<b>Portfolio Allocation</b>	Minimum 80% into Manufacturing & Allied Stocks
<b>Portfolio Concentration</b>	Diversified Portfolio
<b>Market Capitalization Bias</b>	Flexible across Market capitalization
<b>Investment Style</b>	Growth biased
<b>Stock Selection</b>	Top-Down Overlay + Bottom-up Stock Selection

Note: The fund strategy is based upon our current fund management/ investment strategy. However, the same shall be subject to change depending on the market conditions. Investors are requested to refer SID for more information on Asset Allocation & Fund Strategy. Stock Universe is as on December 31, 2023.



# Why Invest In Canara Robeco Manufacturing Fund?

- ❑ Seek to become a **part of the India Growth Story** by investing into Canara Robeco Manufacturing Fund.
- ❑ The Fund aims to invest in companies which are beneficiaries of **Thriving Domestic Demand, Favourable Policy Reforms, Robust Private Sector, and Alternative Supply Chain.**
- ❑ The Fund aims to **capitalize on manufacturing trends and opportunities** investing across relevant sectors representing the Manufacturing theme.
- ❑ **Government thrust** on “Atmanirbhar Bharat”, “Make in India” and through other **reforms and incentives** has **improved growth potential** of many manufacturing-oriented sectors and companies.



Note: There is no assurance or guarantee that the investment objective of the scheme will be achieved.

# Who Should Invest In This Fund?

Investors that are **comfortable with volatility** & expecting a better risk return tradeoff

Investors with a **high-risk appetite** and **long-term** investment horizon of **5 years** and above having a **lower near-term liquidity needs**

Seasoned investors who are looking to invest in a **Manufacturing theme-based** fund



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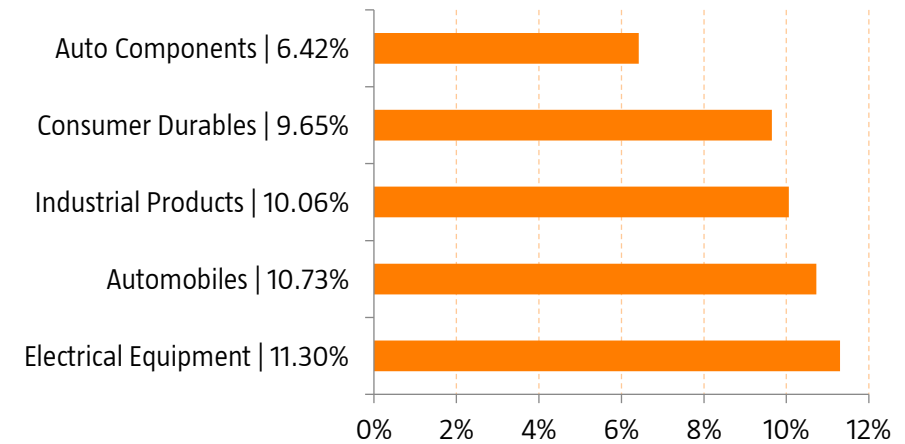
# Portfolio Highlights

Top 10 Holdings	Industry Classification	% of Net Assets
Mahindra & Mahindra Ltd	Automobiles	5.04%
Bharat Electronics Ltd	Aerospace & Defense	3.74%
Maruti Suzuki India Ltd	Automobiles	3.00%
Bajaj Auto Ltd	Automobiles	2.69%
Hindustan Aeronautics Ltd	Aerospace & Defense	2.66%
Kaynes Technology India Ltd	Industrial Manufacturing	2.40%
Suzlon Energy Ltd	Electrical Equipment	2.24%
Varun Beverages Ltd	Beverages	2.24%
Reliance Industries Ltd	Petroleum Products	2.23%
Aditya Birla Real Estate Ltd	Paper, Forest & Jute Products	2.16%

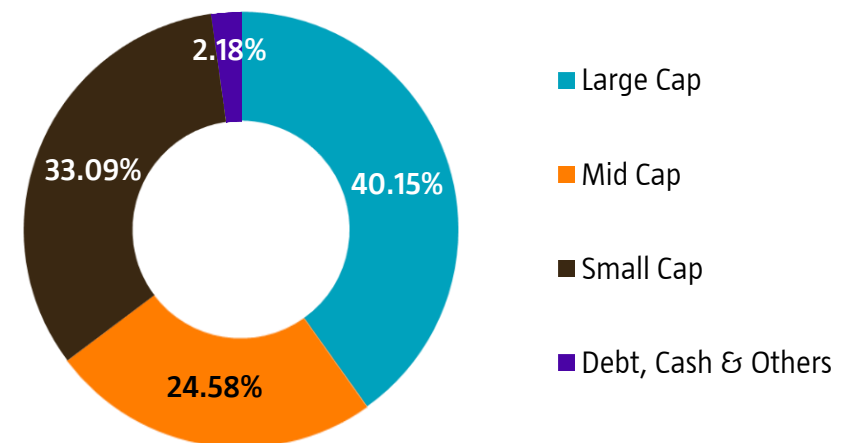
Quant	Values
Total No. of Stocks	65
Top Stock Holding (%)	5.04%
Top 10 Stocks Holding (%)	28.40%
Top 3 Industries (%)	32.09%
Top 5 Industries (%)	48.16%

Data as on 29<sup>th</sup> Nov '24

Top 5 Sector break up (% to NAV)



Market Capitalization (%)



# Fund Features

<b>Name of the Scheme</b>	<b>Canara Robeco Manufacturing Fund</b>			
<b>Type</b>	Thematic - Manufacturing - An open-ended equity scheme following Manufacturing theme			
<b>Investment Objective</b>	The scheme aims to generate long-term capital appreciation by investing predominantly in equities and equity related instruments of companies engaged in the Manufacturing theme. However, there can be no assurance that the investment objective of the scheme will be realized.			
<b>Asset Allocation</b>	<b>Type of Instruments</b>	<b>Indicative allocations (% of total assets)</b>		<b>Risk Profile</b>
		<b>Minimum</b>	<b>Maximum</b>	
	Equity and Equity-related Instruments of companies engaged in Manufacturing theme	80%	100%	Very High
	Equity and Equity-related Instruments of companies other than engaged in Manufacturing theme	0%	20%	Very High
	Debt and Money Market Instruments	0%	20%	Low to Moderate
	Units issued by REITs and InvITs	0%	10%	Very High
<b>Plans &amp; Options</b>	Regular Plan & Direct Plan (a) Growth (b) Income Distribution cum Capital Withdrawal option: - Payout of Income Distribution cum Capital Withdrawal option - Reinvestment of Income Distribution cum Capital Withdrawal option			
<b>Fund Manager</b>	Pranav Gokhale & Shridatta Bhandwadar			
<b>Load Structure</b>	<u>Entry Load</u> : Nil <u>Exit Load</u> : 1% - if redeemed/switched out within 365 days from the date of allotment. Nil - if redeemed/switched out after 365 days from the date of allotment			
<b>AUM (INR Crs)</b>	1,718.23 (As on 29 <sup>th</sup> Nov '24)			
<b>Benchmark (First Tier)</b>	Nifty India Manufacturing TRI			

Note: Under normal circumstances, the asset allocation of the Scheme will be as per above table. Investors are requested to refer SID for more information on Asset Allocation.

## Fund Managers



**Pranav Gokhale**

**Sr. Fund Manager - Equities**

Pranav Gokhale is Senior Fund Manager – Equities at Canara Robeco Asset Management Company. He joined Canara Robeco AMC in Nov 2023, is a Chartered Accountant and has a Masters in Commerce. Pranav has over 21+ years of experience across company research, equity research and fund management.

He comes with a strong background in fundamental company research working with organisations like Infrastructure Leasing & Financial Services (IL&FS), ICICI Web Trade Ltd., and Rosy Blue Securities Private Ltd. In his last assignment with Invesco Asset Management India, he was Fund manager of multiple schemes.

At Canara Robeco AMC, Pranav is the Fund Manager for Canara Robeco Small Cap Fund and Canara Robeco Mid Cap Fund. He is also the Co-Fund Manager for Canara Robeco Flexi Cap Fund.



**Shridatta Bhandwadar**

**Head – Equities**

Shridatta Bhandwadar is Head – Equities at Canara Robeco Asset Management Company. He has been associated with Canara Robeco since July 2016. Shridatta is a management graduate specializing in Finance from Sydenham Institute of Management and has a rich experience of over 16 years in Indian Equities. Prior to joining Canara Robeco, he was associated with SBI Pension Fund, Motilal Oswal securities, Heritage Capital & MF Global.

At Canara Robeco AMC, Shridatta forms an integral part of Equity Fund Management team and he believes in holding selective quality stocks in the portfolio to create wealth through compounding over medium term.

He is currently overseeing all equity funds and directly managing Canara Robeco Blue Chip Equity Fund, Canara Robeco Flexicap Fund, Canara Robeco Multi Cap Fund and Canara Robeco Focused Equity Fund.

Note: For further information about other schemes (product labelling and riskometer), please visit the website of the AMC.

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