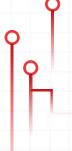


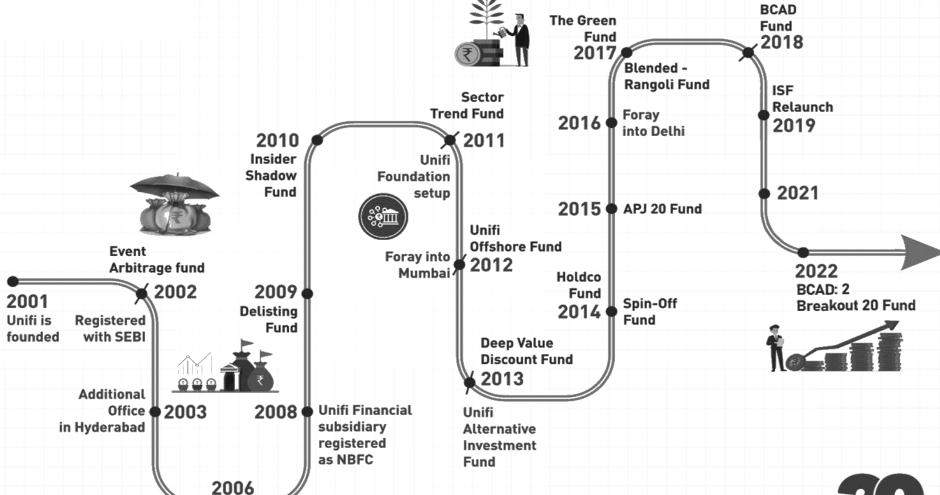


Unifi High Yield Fund



Unifi: Historical Timeline

Unifi was established in 2001 as a competitive and performance-oriented asset manager, using innovative investment strategies to achieve superior riskadjusted returns



Expansion into Bangalore



Preface



Investor Predicament

Conventional Equity

- High / above average return potential
- Accompanied by extreme volatility

Conventional Debt

- Low / below average volatility
- Hardly any real returns post tax and inflation

Unifi HYF Proposition

High Yield Fund

- Consistent net post tax returns over the rate of core inflation
- Minimal / below average volatility

Cyclicality of asset values combined with misconstructed risk-return expectations push investors to either

- Settle for sub-par returns (or)
- Bear volatility beyond one's temperament leading to capital loss

Risk adjusted arbitrage and fixed income opportunities arising from

- Corporate events
- Macro-economic cycles
- Emerging NBFC & Mid Market credit

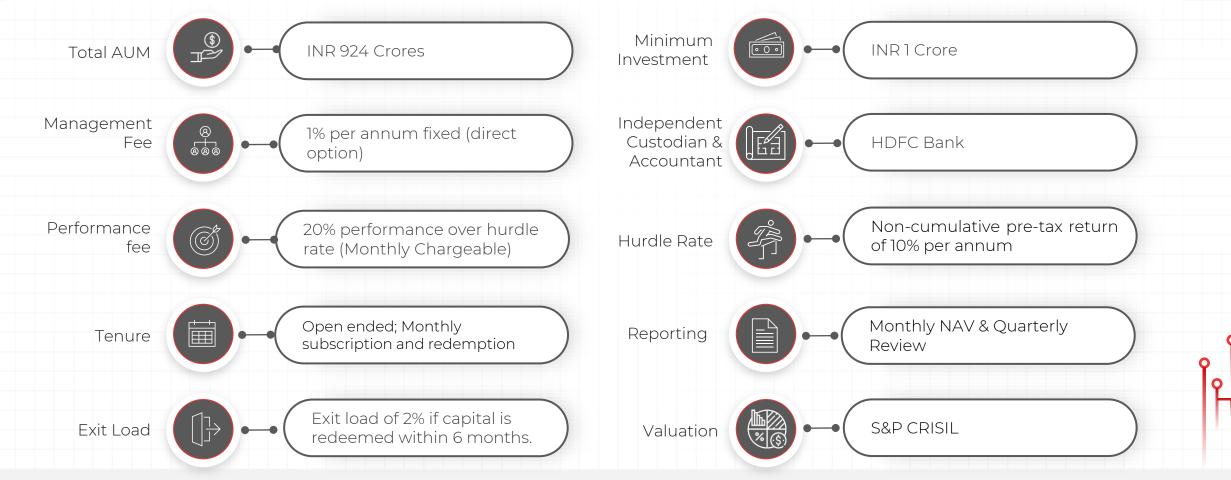


Fund Structure



Investment Objective

Unifi High Yield Fund (HYF) is a discretionary fund focusing on fixed income and event arbitrage investment opportunities with an endeavor to consistently generate net post tax returns over the rate of core inflation. The objective is to deliver superior compounded annual returns than conventional fixed income instruments with uncompromising emphasis on capital preservation.



Strategy & Approach



Coro

Why is the fund targeting to beat Core Inflation?

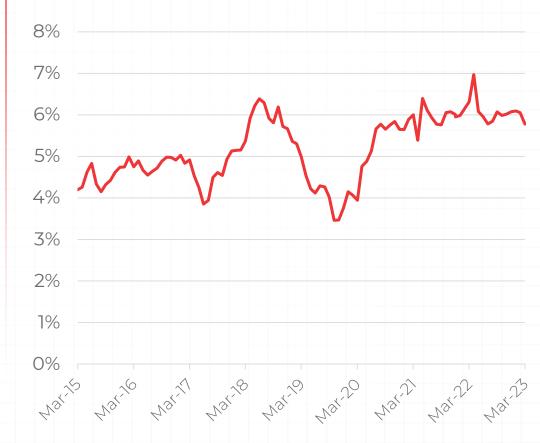
RBI measures core inflation as consumer price inflation (CPI) excluding Food & Fuel. The price changes due to supply shocks in food and fuel category are transitory & typically reverse themselves.

Hence, monetary policy does not have to respond to such changes. Core inflation removes the volatile low-ticket size consumption components and helps in identifying the relevant inflation rate that an investor's portfolio needs to generate (at least) to preserve the time value of their money.

The key components of core inflation are Transport and communication, Education, Health, Household goods and services, Personal care and effects, Recreation and amusement.

CPI data Source - The National Statistical Office (NSO) & Ministry of Statistics and Programme Implementation (MoSPI)

Core Inflation over the last 9 years



Year	ciai Core CPI
FYI	5 4.20%
FY1	6 4.75%
FY1	7 4.91%
FY1	8 5.37%
FY1	9 4.99%
FY2	.0 3.94%
FY2	6.00%
FY2	2 6.32%
FY2	5.78%

Einancial



Strategy & Approach





Our core investment strategy is to diligently find high yield debt opportunities in Alternative NBFCs and mid market corporates with good fundamentals and proven track record across business and economic cycles.



Meticulous evaluation would be done by our in-house team with external ratings used only as a starting point.



Typically, majority of the portfolio would be invested in such fixed income investments with a weighted average tenor of 3 years or below.



The balance part would be opportunistically invested in hybrid INVITs / REITs, corporate event arbitrage and mean reversion directional calls emerging from the listed equities segment to enhance the overall returns.

Indicative Allocation	UNIFI's Experience
30% to 100%	12+ years; 12% CAGR
0% to 50%	18+ years; 15% CAGR
0% to 25%	3+ years; 10% CAGR
0% to 25%	12+ years; 6% CAGR
0% to 10%	18+ years; 16% CAGR
	Allocation 30% to 100% 0% to 50% 0% to 25%



Event Arbitrage – Approach and Strategy



The core investment approach is to exploit corporate event arbitrage opportunities in the listed capital markets that inherently have limited correlation to economic cycles and market volatility.

Unifi, since its inception, has been specializing in identification and quick execution of low risk-moderate gain opportunities in the capital markets thrown up by market events, behavior and regulation.

These corporate event arbitrage opportunities inherently have limited correlation to economic cycles & market volatility. As these opportunities are sporadic, it works better as a yield-enhancer in a broad fund like this instead of a separate fund.

Type of opportunity	Recent / Notable deals
Mandatory open offer or Voluntary open offer	 Unichem, Suven Pharma, ACC & Ambuja, Butterfly, Escorts, JB Chemicals, Indostar, Vedanta, WABCO
Selective participation in IPO's	 Utkarsh, Ideaforge, Fusion, Data Patterns, Happiest Minds, Burger King, Bectors Foods, Chemplast Sanmar
Buybacks through tender offer route	Just dial, Hindustan Unilever
Corporate actions resulting in value unlocking	Majesco Limited, IDFC Limited
Delisting	Clariant Lifesciences, Polaris consulting

Generally, we participate in those opportunities where -

- * there is sufficient liquidity in the scrip,
- * the management is reasonably sound,
- the process of share acquisition is completely transparent,
- * where the balance of risk-reward after considering the possibility of non- acceptance of shares offered (in case of public tenders) and the capital loss/risk on the shares not accepted is reasonably estimated to be in our favour.



Event Arbitrage – Attributes



Event Arbitrage opportunities (Open Offers, Buybacks, IPOs etc)	FY23	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15
Total no. of opportunities during the year	77	64	42	32	42	92	78	95	60
No. of offers participated	14	22	20	9	7	20	17	10	9
Average offer size (in crs)	1782	2400	1329	1182	2178	1212	773	407	287
Largest Offer invested (in crs)	19879	7700	5948	10355	17000	14512	6000	1621	11449
Smallest Offer invested (in crs)	390	500	318	448	212	152	130	474	251

In a typical open offer, the price movement during the period between public announcement and the offer closure is largely insulated from market volatility and delivers a debt like absolute return.



Segment Overview – Directional calls / Hybrids



Select Directional calls



Opportunistic position on a highly selective basis in listed equities, leveraging our access to the in-depth research repository from our equity strategies



To Take advantage of severe market price volatility caused by regulatory actions, political changes, force majeure events or extreme macro-economic conditions, which would invariably return to normalcy in due course. (mean-reversion).



To exit the open positions in an organized manner post completion of respective event arbitrage transactions



- Over the last 3 years, Unifi has been tracking and investing in the rapidly evolving domestic Infrastructure Investment Trusts (INVITs) and Real Estate Investment Trusts (REITs) segments.
- These special purpose vehicles downstream income from several high-quality infrastructure and real estate assets across India. There is a dual opportunity of spread trade as well as higher carry yield in these hybrid instruments as compared to conventional debt deals..



Debt Investments – Approach and Strategy



Investment Strategy - The focus is to diligently find high yield debt opportunities in Alternative NBFCs & Mid Market Corporates with good fundamentals and proven track record across economic cycles. Typically, all such debt investments are undertaken post detailed evaluation by our in-house research team with credit ratings used as one of the many parameters. The core portfolio comprising of debt securities rated AA- to BBB- is built with a Hold to Maturity (HTM) mindset. Select unrated structured deals, tactical duration calls and wholesale-retail arbitrage deals resulting in capital gains would also be opportunistically pursued.

Alternative NBFCs (Core Portfolio)

Focus on debt investments in robust and well managed Alternative NBFCs that are retail and MSME oriented. With these companies rapidly democratizing the penetration of credit across all socioeconomic and geographical segments in India, they have garnered support from both the investors and regulators.

Wholesale to Retail & Aggregator of Retail lots

Bulk Buying from Bank Treasuries / Primary Issuances at finer rates and selling in smaller lots with a mark-up to HNIs / Private Provident Fund Treasuries. Likewise, provide the much-needed liquidity channel for retail bond holders at market yields plus spread.

Mid Market Corporates

Cater to the growing credit requirements in the Mid Markets Corporates space that banks are unable to fulfill due to end-use restrictions. Opportunities across segments except real estate and distressed debt would be considered for evaluation.

Tactical Calls

Consider macro-economy driven opportunities like softening of Yield Curve (duration play) due to fall in Interest Rates and conducive Rating Upgrades cycle resulting in capital gains.



Segment Overview – Alternative NBFCs



Alternative NBFCs - Introduction

Over the last 15 years, new breed of NBFCs have emerged that adopt alternative ways of sourcing, credit under-writing, monitoring and collection methodologies to offer financing to those households and enterprises traditionally excluded or under-served by banks and large NBFCs. They are also the first alternative and cheapest source of funds from the organized sector for these borrower segments who were earlier depended on local high-cost money-lenders. By delivering the last mile credit, these institutions are ensuring unorganized transition and democratization of credit access in India covering the entire gamut as follows –

Segment / Particulars	Micro Finance	MSME Finance	Used CV Finance	Affordable Housing	Consumer Finance
Loan Size	Rs.5,000 to	Rs.5,000 to	Rs.25,000 to	Rs.1,00,000 to	Rs.5,000 to
	Rs.1,00,000	Rs. 5 crores	Rs.15 lakhs	Rs.20 lakhs	Rs.5 lakhs
Tenor	12 months to	3 months to	2 years to	5 years to	1 month to
	24 months	7 years	5 years	20 years	3 years
ROI	18% to 30% p.a.	14% to 36% p.a.	16% to 32% p.a.	10% to 18% p.a.	18% to 40% p.a.

Segment Overview – Alternative NBFCs



Key differentiators



Tech led credit underwriting, documentation and life-cycle management.



Doorstep solutions & quick turnaround time.



Scalable model & capability to work with informal income records.



Vertical specialisation, Social media analytics etc.

Opportunity Size

- There are about 9700+ licensed NBFCs in India and only 260+ are rated. About 210 of them can be classified as Alternative NBFCs.
- In the last two decades, these NBFCs have collectively raised Rs.40,000+ crs private equity from marquee institutional investors and Rs.150,000+ crs debt capital from domestic and global financial institutions.
- About 10 of them have become small finance banks or universal banks either directly or through mergers indicating the trust and importance that RBI has placed on these companies.

The last decade had several challenges and learnings for the alternative NBFC sector right from -

- 2010-11 A.P. MFI crisis,
- · Demonetization,
- GST transition,
- farm loan waivers,
- liquidity crisis post IL&FS default
- Covid impact on their operations and collections.

These extraordinary occurrences have seasoned the sector and enabled them to fine tune their process as regards origination, credit appraisal, collections as well as prudent liabilities and capital adequacy management.

The central bank also duly supported the entire sector with refinance and special liquidity support during both covid waves.



Alternative NBFCs- Due Diligence process



Over the last 12+ years, Unifi has been investing in the Alternative NBFCs segment for its cat III AIF (initial 3 years through its proprietary book to gain sector exposure).

About 50+ investments have been made specifically in this segment and overall experience has been quite good across economic cycles as well as sector specific headwinds discussed earlier.

The following criteria and due diligence process are firmly applied for selection of investment opportunities in this segment, and they have held us in good stead –

- Fundamentally sound and profitable business model.
- Management with proven track record.
- Robust process for credit evaluation, security creation, operations, and collections.
- Presence of seasoned Private Equity investors in the board with 25+% stake.
- Recent round of promoter / private equity infusion strengthening the capital adequacy.
- Short Term Maturity and being in the top quadrant of the Company's Liability repayment profile thereby placing our exposure in a positive Asset Liability bucket.
- Primary due diligence by Unifi team including HO and branch visit and discussion with key promoter and management personnel.
- Rigorous post investment monitoring through access to periodical MIS reports and in-depth assessment to track performance and detect early warning signals.



Alternative NBFCs – Case Study



Case Study - (Two-wheeler Finance) - Berar Finance Limited

In September 2022, we invested in 11.50% 2.5-year NCD (Quarterly amortisation) of Nagpur based Berar Finance Limited. It was incorporated in 1990 as deposit taking NBFC, primarily engaged in financing purchase of two wheelers. It has a network of 100+ branches spread across the states of Maharashtra (about 50% of book), Chhattisgarh, Madhya Pradesh, Gujarat, Karnataka & Telangana.

- The company has been operating successfully for many years and hasn't posted a single loss in their 30+ years of existence
- Company is adequately capitalized and backed by PE Investors Amicus Capital & Maj Invest they have recently concluded Rs.100cr equity
 infusion from Maj Invest
- Strong growth in AUM even in a COVID hit year without any compromise on profitability and asset quality. Asset quality is backed by strong collections team. stringent portfolio monitoring & swift recovery mechanism
- Clearly defined and structured branch operational processes observed during our branch visit
- Besides pre-investment diligence, post investment monitoring is meticulously done including monthly review of ALM (as illustrated below)

Favourable Asset Liability Profile at the time of Investment

Rs. in Crore	<1 Month	1-2 Months	2-3 Months	3-6 Months	6-12 Months	1-3 Years	3-5 Years	>5 Years	Total
Total Assets (a)	90.46	65.71	55.18	147.56	226.29	176.69	225.87	44.64	941.94
Total Liabilities (b)	21.77	31.98	33.23	108.85	216.63	295.88	41.96	290.00	941.94
Mismatch (a-b)	68.69	33.73	21.95	38.71	9.66	(119.18)	183.90	(245.36)	
Cumulative Mismatch	68.69	102.42	124.36	163.07	172.74	53.55	245.36		



Ratings Migration



Name of the Company	Movement	From	То	Year
CashE (Bhanix)	Upgrade	BBB-	BBB	FY 2024
TVS Credit Services Limited	Upgrade	A+	AA-	FY 2023
Krazybee Services Private Limited	Upgrade	BBB-	BBB	FY 2023
Earlysalary Services Private Limited	Upgrade	BBB	BBB+	FY 2023
Finova Capital	Upgrade	A-	А	FY 2023
Kogta Financial	Upgrade	A-	А	FY 2023
Quadrillion Slice	Upgrade	BBB-	BBB+	FY 2023
Mintifi Finserv	Upgrade	BBB-	BBB	FY 2023
Capsave Finance	Upgrade	A-	А	FY 2022
Oxyzo Financial	Upgrade	BBB	A+	FY 2022
Five Star Business Finance	Upgrade	А	A+	FY 2022
Aye Finance Private Limited	Upgrade	BBB	BBB+	FY 2020
Cholamandalam Finance	Upgrade	AA	ДД+	FY 2018
Equitas Small Finance Bank	Upgrade	А	Α+	FY 2017
ESAF Small Finance Bank	Upgrade	A-	А	FY 2019
Esskay Fincorp	Upgrade	А	A +	FY 2019
Five Star Business Finance	Upgrade	BBB-	А	FY16 & FY19
Grama Vidiyal (Merger with IDFC Bank)	Upgrade	BBB	AAA	FY 2017
IFMR Capital	Upgrade	A-	Α+	FY 2015
IKF Finance	Upgrade	A-	А	FY 2016
Satin Creditcare	Upgrade	BBB	BBB+	FY 2015
Spandana Sphoorty Financial Limited	Upgrade	BBB+	A-	FY 2019
Suryoday Small Finance Bank Limited	Upgrade	A-	А	FY 2019
Utkarsh Micro Finance	Upgrade	BBB	BBB+	FY 2016
Capsave Finance	Upgrade	Α	AA+	FY2024
IDBI	Downgrade	AA-	BBB	FY 2017
Western India Transport Finance	Downgrade	BBB-	D	FY 2021
Satya Microcapital	Downgrade	Α-	BBB+	FY 2023

The fund has made debt investments in 70+ companies since inception.

Three of the investee companies have been awarded SFB Licences -(Suryoday, Equitas, Utkarsh)



High Yield Fund Portfolio

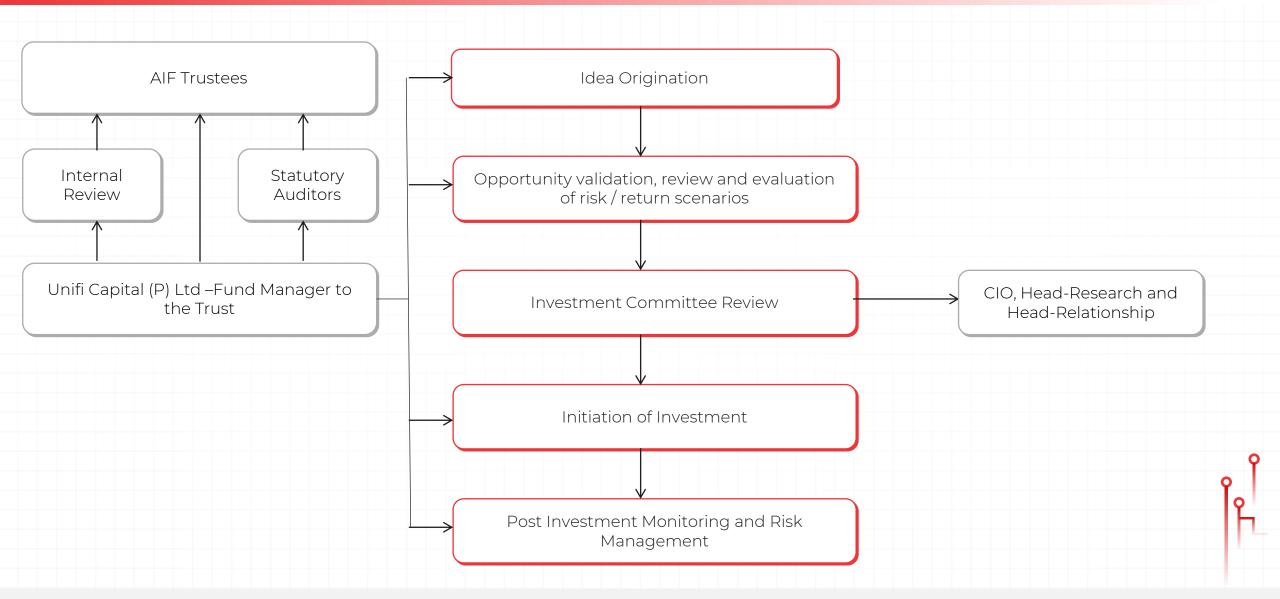


Portfolio as of 31st July,2023

High Yield Fund Portfolio	% of Portfolio	Key Constituents
Listed Equity Arbitrage, Hybrid & Cash	10%	Virescent Invit, Unichem open offer, overnight & Liquid MF's
Highly Liquid & Well Rated Debt	14%	Indusind Bank, Svatantra MFI (Aditya Birla group), Hinduja Leyland Finance, Avanse Financial & TVS Credit Services
High Yield Debt	76%	Investments in Emerging NBFCs – periodical amortising structure [64% of this portfolio is getting redeemed in the next 12 months]
Total	100%	

Investment Process





Risk Management Framework



Portfolio Parameters Pre-trade

In-depth bottom-up review of all investment opportunities by documented and well seasoned evaluation process

Sensible Exposure Limits:

- Theme Specific
- Company Specific (not more than 10%)

'Marketable Liquidity' Assessment

Rigorous due-diligence on structure and security w.r.t. debt investment opportunities

Maximum Leverage limit including derivative exposures capped at 1.5 times the fund corpus

Ongoing Surveillance Post-trade

Daily Mark-to-Market assessment including detailed review of extreme movements

Real-time monitoring of economic developments, corporate communications to stock exchanges and methodical tracking of economy and company specific developments

Periodical meeting / calls with management of all the investment companies to measure progress, review results and revalidate assumptions

Opportunistic hedging/tactical trading to respond to short-term, counter-theme market moves

Firm Infrastructure

Best-in-class IT infrastructure with backup

Documented Process Flow

Reputed Trustees, Custodian, Valuer etc

Research Access to premium databases capturing economic, sector and company specific trends

Periodical Internal Review and Statutory Audit



Key tenets



Four key tenets of our investment and risk mitigation framework

• Avoid becoming too large too soon

We periodically close the fund to new subscriptions so that we have adequate time to "cherry-pick" our investments and maintain a healthy funnel of investible ideas. This strategic calibration allows us to complete proper homework and offers the flexibility to say "no" to investments that we find sub-optimal. Since our commercial interest is aligned to generate higher return on capital, we don't unduly prioritise growing the fund itself.

Avoid long duration

We invest in shorter maturity bonds of fundamentally strong corporates at an attractive absolute yield. This protects us from having to forecast interest rates; a challenge that trips-up most professional investors most of the time. Equally important is the fact that short tenor also offers the enormous benefit of not having to predict the prospects of a business far into the future. Since uncertainties rise exponentially with time, we logically prefer to settle for a slightly lower yield than expose our capital to the risk of permanent loss due to potential disruptions over the longer term. We bear in mind that our upside is in any case capped by the bond's contracted yield, unlike the case of an equity investor who accepts long duration in the hope of earning an out-sized upside.

• Avoid placing too much value on credit ratings

Credit events from the last year validate the fact that securities of highly rated and larger firms are not necessarily safer than those issued by smaller companies. The fund welcomes opportunities from relatively new issuers by leveraging our in-house capability to analyse businesses from a fundamental bottom-up perspective. These emerging firms require smaller sums, and it takes us considerable time and resources for a thorough due-diligence. Precisely for this reason the big institutions are not equipped to operate in this space, allowing us to earn superior yields.

• <u>Embrace Illiquidity</u>

The bond market is dominated by large mutual funds that are managed by small teams. In the interest of efficiency, they tend to prefer investing in large and well-established firms whose bonds are perfect for quick large-scale deployment and offer liquidity at short notice. On the contrary, the issue with emerging company bonds is that they tend to be less liquid and we as investors should be clear in our mind about holding them till, they mature in 18 to 30 months. In this aspect we are particularly well placed. Despite being an openended fund (monthly window), we are uniquely positioned to buy illiquid bonds in exchange for higher yield due to the stability of our diversified corpus from our clients.

Why Unifi High Yield Fund?



Successful and consistent track record of achieving superior returns

Open-ended fund with no entry load. No exit load post 6 months of investment.

Historical volatility has been less than 2%. Portfolio construction with uncompromising emphasis on capital preservation.

Core high yield debt portfolio with flexibility to participate in event arbitrage opportunities with high returns potential.

Complete bottom-up in-house research of all deals and rigorous monitoring mechanism post investment. No outsourcing of research or undue reliance on credit ratings.

Calibrated raising of fresh capital according to deployment potential. Not looking to scale beyond INR 3000 crores so as to remain nimble and deliver performance across market and economic cycles.

The power of compounding



The power of compounding is the eight wonder of the world – Einstein.

A portfolio with consistent above average compounded returns over years creates more wealth than a one offering high returns at a higher volatility. See the example below –

		Year 1	Year 2	Year 3	Year 4	Year 5
		18%	16%	17%	19%	15%
Portfolio A	100	118	137	160	191	219
		40%	27%	-38%	24%	22%
Portfolio B	100	140	178	110	137	167

Even one bad year in a 5 yr time period could significantly bring down the returns and dilute the power of compounding.



Thank You!

Disclaimer

Securities, investments are subject to market risks and there can be no assurance or guarantee that the objectives will be achieved. As with any investment in securities, the value of the portfolio under management may go up or down, depending on the various factors and forces affecting the capital market. Past performance of the Portfolio Managers is not an indication of the future performance of the Portfolio Managers. Investors in the strategy are not being offered any guaranteed/assured returns. This information has been compiled from sources we believe to be reliable, but we do not hold ourselves responsible for its completeness or accuracy. This material is not an offer to sell or a solicitation to buy any securities or any financial instruments mentioned in the report. Unifi Capital Pvt Ltd and their officers and employees may or may not have a position with respect to the securities other financial instruments mentioned herein. All opinions and estimations included in this report constitute our judgment as of this date and are subject to change without notice. Performance related information provided herein is not verified by SEBI.

Allocation Overview



		Average allocation								
Strategies	Range	FY23	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15
Event Arbitrage Arbitrage opportunities in listed equities arising from open offers, delisting, corporate actions, IPOs	0 – 50%	3%	6%	14%	8%	11%	21%	26%	16%	11%
Nominal Bonds Conventional AAA & AA bonds of various Indian companies – Typically HTM	0 – 50%	10%	12%	22%	16%	22%	26%	23%	23%	26%
Structured & High yield Debt Structured debt instruments of NBFCs focusing on SME, Vehicle, Consumer, Housing, Micro finance etc & Mid-Market corporate credits	0 – 100%	78%	72%	52%	72%	65%	46%	46%	52%	58%
Directional Calls Equity, G-Secs and AAA debt (duration calls)	0 – 10%	3%	3%	2%	1%	2%	1%	2%	2%	2%
Cash/Liquid For liquidity purposes / temporary parking of funds	0 – 10%	6%	7%	10%	3%	-0.3%	6%	3%	7%	3%

Key High Yield Debt Positions as of 31st July 2023



Name of the Company	Credit Rating	Туре	Exposure as % of its AUM	Capital Adequacy Ratio in %	Residual Teno
Aye Finance	IND A-	MSME Finance	7.9%	31%	1.1 years
Clix Capital	CARE A	Diversified NBFC	5.9%	36%	2.2 years
GMR Goa Airport (Non NBFC)	CARE BBB+	Airports Infra	5.5%	na	2.4 years
iiCreva Kissht	ACUITE BBB	Personal Loan	5.1%	21%	1.9 years
Cogta Finance	CARE A	Vehicle Finance	4.9%	34%	1.2 years
elstar Microfinance	Crisil AA-	Micro Finance	4.3%	22%	2 years
Jamdev Finvest	CARE BBB	SME Finance	3.8%	24%	2.2 years
lavi Finserv	IND A	Diversified NBFC	3.6%	28%	1 year
ndostar Capital	CRISIL AA-	Diversified NBFC	3.3%	32%	1.15 years
ndostar Home	CRISIL AA-	Housing	1.0%	91%	3.7 years
razybee	CRISIL BBB+	Personal Loan	3.4%	60%	1 year
vendus Finance	CRISIL A+	Diversified NBFC	3.1%	48%	8 months
etwerk	CRISIL A-	Non-NBFC	3.0%	na	11 months
usion	CARE A	Micro Finance	2.3%	28%	3.9 years
apsave Finance	CRISIL A	Leasing Finance	2.2%	26%	11 months
ltum Credo	CARE BBB	Housing	2.2%	81%	4.5 years
ncred Financial	CRISIL A+	Diversified NBFC	2.0%	33%	1.4 years
KF Finance	CARE A	Vehicle Finance	1.9%	33%	1.7 years
tashfin	ICRA BBB	Personal Loan	1.8%	34%	9 months
sskay Finance	CARE A+	Vehicle Finance	1.5%	26%	8 months
atya Microcapital	Acuite BBB+	Micro Finance	1.4%	19%	1.2 years
oantap	CARE BBB-	Personal Loan	1.4%	32%	5 months
Noneyview	Unrated	Personal Loan	0.8%	42%	5 months
hanix (Cash E)	CARE BBB-	Personal Loan	0.7%	22%	3 months
pimoney (Flexiloans)	CRISIL BBB-	SME Finance	0.6%	43%	4 months
shv Finance	CARE BBB	MSME Finance	0.4%	21%	1.2 years
FL Samasta	CRISIL AA-	Micro Finance	0.4%	17%	1.6 years
erar Finance	ICRA BBB	2-wheeler Finance	0.3%	26%	1.6 years
duvanz	Crisil BBB-	Education Finance	0.2%	49%	7 months
ive Star Business	[ICRA]A+	MSME Finance	0.2%	67%	8 months
OFBusiness Oxyzo	ICRA A+	Supply Chain Finance	0.1%	43%	5 months