

ICICI Prudential PMS PIPE Portfolio

A series under "The PIPE Portfolio"

Portfolio Commentary

- After two months of sharp fall, benchmarks S&P BSE Sensex and Nifty 50 surged around 6.17% and 5.59%, respectively, in October 2017.
- Key domestic triggers included sharp gains in Public Sector Banks (PSBs) after the government announced an INR 2.11 trillion recapitalisation plan and INR 6.92 trillion infrastructure spending to build 83,677 km of roads to spur the economy. Encouraging Index of Industrial Production (IIP) and Consumer Price Index data (CPI) numbers along with persistent buying by DIIs and intermittent strength in the rupee also augured well for the market.
- The GST Council's decision to provide relief to SMEs on filing and payment of taxes, eased rules for exporters and tax rate cuts on 27 items also supported the benchmarks. Stock specific buying amid the ongoing corporate earnings season also boosted market sentiment.
- However, further gains were capped due to caution ahead of the corporate earnings season, the US Federal Reserve meeting, weak global cues and volatility amid the expiry of the October 2017 futures and options contract.
- All the S&P BSE Sectoral indices ended higher in October 2017. S&P BSE PSU index was the top gainer – up 13% owing to recapitalisation boost from the government to PSBs. S&P BSE Oil & Gas advanced 11.5%.
- ICICI Prudential PMS PIPE Portfolio has underperformed its benchmark S&P BSE Smallcap Index in the previous month. The overweight sectors vis-à-vis benchmark was Cement, Hotels and Consumer Non-Durables & Retailing. The underweight sectors vis-à-vis benchmark was Auto Ancillaries, Banks & Finance, and Agriculture & Agri Input.

ICICI Prudential PMS PIPE Portfolio

A series under "The PIPE Portfolio"

Investment Philosophy

A concentrated portfolio which aims to provide long-term capital appreciation and generate returns by taking meaningful stake in companies enjoying some economic moat or undergoing special situations or in the midst of unfavourable business cycle. Typically, such companies tend to be smaller or out of favour but have the potential to become large because of various dynamics like strong/upcoming business line, quality management, improving margins etc. and offer significant potential for returns.

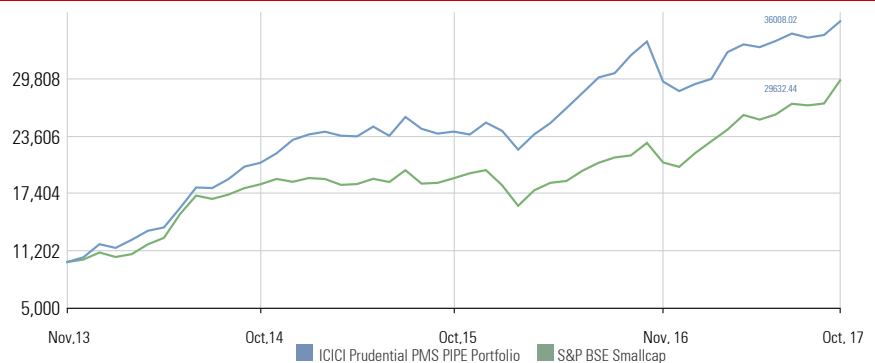
Snapshot

Portfolio Manager Name Aditya Sood
Inception Date 01 Nov 2013

Trailing Returns (31 Oct 2017)	Portfolio	Index
1 Month	4.27	9.23
3 Months	3.82	9.36
6 Months	7.43	14.49
1 Year	6.47	29.58
2 Year	22.26	24.72
3 Years	20.21	17.21
4 Years	-	31.44
5 Years	-	-
10 Years	-	-
15 Years	-	-
YTD	26.48	46.11
Since Inception**	37.78	31.20

Past performance may or may not be sustained in future and is no guarantee of future results.

Growth of ₹ 10,000



Calendar Returns 31 Oct 2017

Returns	YTD	2016	2015	2014
ICICI Prudential PMS PIPE Portfolio	26.48	13.60	8.04	94.48
S&P BSE Smallcap	46.11	1.77	6.76	69.24

Past performance may or may not be sustained in future and is no guarantee of future results.

Financial Year End Performance

01 Apr 17	01 Apr 16	01 Apr 15	01 Apr 14
30 Sep 17	31 Mar 17	31 Mar 16	31 Mar 15
5.68	37.32	0.62	76.84

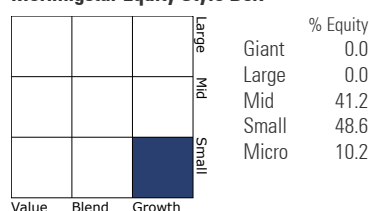
Quarterly Returns

	1st qtr	2nd qtr	3rd qtr	4th qtr
2017	14.77	3.71	1.90	-
2016	-5.05	18.83	14.35	-11.95
2015	1.95	-0.04	1.00	4.97
2014	12.12	35.00	12.47	14.24

Portfolio 31 Oct 2017

Portfolio Holding* (Top 20)	% Weight	Market Value (mil)
Orient Paper & Industries Ltd	10.71	0.55
Thomas Cook India Ltd	9.44	0.49
Multi Commodity Exchange of India Ltd	9.10	0.47
Prism Cement Ltd	8.21	0.42
JMC Projects (India) Ltd	7.36	0.38
Manpasand Beverages Ltd	7.13	0.37
Mayur Uniquoters Ltd	6.04	0.31
JK Lakshmi Cement Ltd	5.65	0.29
SRF Ltd	5.20	0.27
VRL Logistics Ltd	4.93	0.25
Godfrey Phillips India Ltd	4.70	0.24
MindTree Ltd	4.57	0.24
Dishman Carbogen Amics Ltd	4.50	0.23
Navneet Education Ltd	3.95	0.20
Trent Ltd	3.88	0.20
TD Power Systems Ltd	2.65	0.14

Morningstar Equity Style Box™



Sector Weightings

Sector	% Equity
Cyclical	63.44
Basic Materials	14.14
Consumer Cyclical	40.01
Financial Services	9.28
Real Estate	-
Sensitive	19.90
Communication Services	-
Energy	-
Industrials	15.24
Technology	4.66
Defensive	16.66
Consumer Defensive	12.07
Healthcare	4.59
Utilities	-

Risk Profile 31 Oct 2017

	Portfolio	Benchmark
Return	20.21	17.21
Std Dev	17	17.51
Downside Deviation	10.66	11.71
Alpha	5.77	-
Beta	0.75	-
R2	62.83	-
Sharpe Ratio	0.96	0.77
Tracking Error	11.06	-

Based on 3yr performance.

Portfolio Statistics 31 Oct 2017

P/E Ratio (TTM)	37.37
P/B Ratio (TTM)	3.59
P/S Ratio (TTM)	1.64
P/C Ratio (TTM)	13.33

Asset Allocation

	% Long	% Short	% Net
Equity	98.00	0.00	98.00
Bond	0.00	0.00	0.00
Cash	2.00	0.00	2.00
Other	0.00	0.00	0.00

**Since inception return is the return of the oldest client of the portfolio. Further, the portfolio value is re-based as and when applicable.

Page 2

Disclaimers: 1) The performance of the stock across Individual portfolios may vary significantly from the data depicted above. This is due to factors such as timing of entry and exit, timing of additional flows and redemptions, individual client mandates, specific portfolio construction characteristics or structural parameters which may have a bearing on individual portfolio performance. No claims may be made or entertained for any variances between the above performance depictions and that of the stock within individual client portfolios. Neither the Portfolio Manager, nor the Asset Management Company, its Directors, employees or Sponsors shall in any way be liable for any variation noticed in the returns of individual portfolios. 2) There is no assurance that the value may be unlocked during our holding period of the stock. 3) Past performance may or may not be sustained in the future. Please refer to the disclosure document. 4) The stocks / sectors mentioned hereinabove should not be construed as an investment advice or a forecast of their expected future performance. These stocks / sectors may or may not form part of the portfolio in future. * Top 20 holdings (by weight) or all the stocks in the portfolio, whichever is less by number are disclosed.

© 2016 Morningstar. All Rights Reserved. The information, data, analyses and opinions ("Information") contained herein (1) include Morningstar's confidential and proprietary information (2) may not be copied or redistributed, (3) do not constitute investment advice (4) are provided solely for information purposes (5) are not warranted to be complete, accurate or timely and (6) are drawn from data published on various dates. The information is provided to you at your own risk. Morningstar is not responsible for any trading decisions, damages or other losses related to the Information or its use. Please verify all of the Information before using it and don't make any investment decision except upon the advice of a professional financial adviser. Past performance is no guarantee of future results. The value and income derived from investments can go up or down. Please refer to the disclaimer page for further disclosures.

Disclosures

Investment Philosophy

It is the investment philosophy of the portfolio. It is very similar data point than Investment Criteria.

Quarterly Returns

Total returns calculated for calendar quarters.

Standard Deviation

Standard deviation of portfolio's return measures how much a portfolio's total returns have fluctuated in the past. The more the portfolio's returns fluctuate, the riskier the portfolio is likely to be. Portfolios that have been more volatile in the past tend to be more volatile in the future as well.

Downside Deviation

Calculated much like standard deviation, downside deviation focuses on the variation of returns below a specific threshold. It ignores upside variation because it adds value to the overall return and investors shouldn't be concerned about it.

R2

A measure of the percentage of portfolio's movement that can be accounted for by changes in its benchmark index. An R-squared of 100 indicates that a portfolio's movement is perfectly correlated with its benchmark.

Alpha

It is the amount by which a portfolio has out-performed its benchmark, taking into account the portfolio's exposure to market risk (as measured by Beta). Alpha is also known as the residual return.

Beta

A measure of a portfolio's sensitivity to market movements. The beta of the market is 1.00 by definition. A beta of 1.10 shows that the portfolio has performed 10% better than its benchmark index in up markets and 10% worse in down markets, assuming all other factors remain constant.

Sharpe Ratio

This is a measure of risk-adjusted return calculated by using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe Ratio, the better the portfolio's historical risk-adjusted performance.

Tracking Error

This indicates the volatility of the difference in returns between a portfolio and its benchmark. Also known as active risk. In the context of a passively-managed portfolio, tracking error describes how well the portfolio has tracked its benchmark.

P/E Ratio

It compares how the market values a company to the company's earnings. It can be either historic earnings or projected earnings. It is calculated as current share price divided by earnings. A higher P/E typically indicates that investors expect to see strong growth in the company.

P/B Ratio

It compares how the market values a company to the value on the company's books. It is calculated as current share price divided by book value per share. A company trading at several times its book value tends to indicate a growth stock where investors believe the book value will rise in the future.

P/S Ratio

This is an indicator of the value placed on company's sales/revenue. It is calculated either by dividing the company's market capitalization by its total sales over a 12-month period, or on a per-share basis by dividing the stock price by sales per share for a 12-month period.

P/C Ratio

A financial ratio calculated as current share price divided by cash flow per share - where cash flow is the spending and receiving of cash in a business. This indicates the value that the market has assigned to every that flows through the company.

Morningstar Equity Style Box

It is a graphical depiction of an equity portfolio's dominant investment style at a given point in time. The Style Box combines two dimensions: size (large shares, medium-sized shares, small shares) and valuation (growth, blend, value), resulting in nine possible style combinations. The Style Box gives an immediate picture of a portfolio's focus and enables investors to perform simple but essential portfolio allocation decisions.

Sector Weightings

It shows sectoral breakup of the portfolio on two levels. At 1st level is Morningstar defined super sectors i.e. Cyclical, Defensive and Sensitive, which classifies industries based on their level of sensitivity to economic cycles. At 2nd level industries are classified in to 11 sectors, as defined by Morningstar, based on the products / services they offer.

Disclaimer

Disclaimers and Risk Factors

Investing in securities including equities and derivatives involves certain risks and considerations associated generally with making investments in securities. The value of the portfolio investments may be affected generally by factors affecting financial markets, such as price and volume, volatility in interest rates, currency exchange rates, changes in regulatory and administrative policies of the Government or any other appropriate authority (including tax laws) or other political and economic developments. Consequently, there can be no assurance that the objective of the Portfolio would achieve. The value of the portfolios may fluctuate and can go up or down. Prospective investors are advised to carefully review the Disclosure Document, Client Agreement, and other related documents carefully and in its entirety and consult their legal, tax and financial advisors to determine possible legal, tax and financial or any other consequences of investing under this Portfolio, before making an investment decision. The Stock(s)/Sector(s) mentioned in this material do not constitute any recommendation of the same and the portfolios may or may not have any future positions in these Stock(s)/Sector(s). The composition of the portfolio is subject to changes within the provisions of the disclosure document. The benchmark of the portfolios can be changed from time to time in the future. Trading volumes, settlement periods and transfer procedures may restrict the liquidity of investments in portfolios. Different segments of the Indian financial markets have different settlement periods and such periods may be extended significantly by unforeseen circumstances. The inability of the Portfolio Manager to make intended securities purchases due to settlement problems could cause the portfolio to miss certain investment opportunities. By the same rationale, the inability to sell securities held in the portfolio due to the absence of a well developed and liquid secondary market for debt securities would result, at times, in potential losses to the portfolio. Individual returns of Clients for a particular portfolio type may vary significantly from the data on performance of the portfolios depicted in this material. This is due to factors such as timing of entry and exit, timing of additional flows and redemptions, individual client mandates, specific portfolio construction characteristics or structural parameters, which may have a bearing on individual portfolio performance. No claims may be made or entertained for any variances between the performance depictions and individual portfolio performance. Neither the Portfolio Manager nor ICICI Prudential Asset Management Company, (the AMC) its Directors, Employees or Sponsors shall be in any way liable for any variations noticed in the returns of individual portfolios. The Client shall not make any claim against the Portfolio Manager against any losses (notional or real) or against any loss of opportunity for gain under various PMS Products, on account of or arising out of such circumstance/ change in market condition or for any other reason which may specifically affect a particular sector or security, including but not limited to disruption/prohibition/ discontinuation/ suspension of trading in a particular Security including any index or scrip specific futures/ options or due to any act of Company, Market Intermediary by SEBI or any other regulatory authority which may result in trading in such security (ies) being completely or partially affected, to which the Portfolio Manager has taken exposure/ proposed to take exposure and is unable to take additional exposure/ restrain him from taking any position in a particular equity or related derivative instruments etc. due to any reason beyond the control of the Portfolio Manager resulting in unhedged positions or losses due to unwinding of certain positions or losses due to any reason or related to any of the aforesaid circumstances. By their nature, certain market risk disclosures are only estimates and could be materially different from what actually occurs in the future. As a result, actual future gains or losses could materially differ from those that have been estimated. The recipient(s) alone shall be fully responsible/are liable for any decision taken on the basis of this material. All recipients of this material should before dealing and/or transacting in any of the products referred to in this material make their own investigation, seek appropriate professional advice. The investments discussed in this may not be suitable for all investors. Financial products and instruments are subject to market risks and yields may fluctuate depending on various factors affecting capital/debt markets. There is no assurance or guarantee that the objectives of the portfolio will be achieved. Please note that past performance of the financial products, instruments and the portfolio does not necessarily indicate the future prospects and performance thereof. Such past performance may or may not be sustained in future. Portfolio Manager's investment decisions may not be always profitable, as actual market movements may be at variance with anticipated trends. The investors are not being offered any guaranteed or assured returns. The AMC may be engaged in buying/selling of such securities. Please refer to the Disclosure Document and Client Agreement for portfolio specific risk factors. In the preparation of this material the AMC has used information that is publicly available, including information developed in-house. Some of the material used herein may have been obtained from members/persons other than the AMC and/or its affiliates and which may have been made available to the AMC and/or to its affiliates. Information gathered and material used herein is believed to be from reliable sources. The AMC however does not warrant the accuracy, reasonableness and/or completeness of any information. For data reference to any third party in this material no such party will assume any liability for the same. We have included statements/opinions/recommendations in this material, which contain words, or phrases such as "will", "expect", "should", "believe" and similar expressions or variations of such expressions, that are "forward looking statements". Actual results may differ materially from those suggested by the forward looking statements due to risk or uncertainties associated with our expectations with respect to, but not limited to, exposure to market risks, general economic and political conditions in India and other countries globally, the monet and interest policies of India, inflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices, the performance of the financial markets in India and globally, changes in domestic and foreign laws, regulations and taxes and changes in competition in the industry. All data/ information used in the preparation of this material is as on Oct 31, 2017 and may or may not be relevant any time after the issuance of this material i.e. Oct 31, 2017. The Portfolio Manager/ the AMC takes no responsibility of updating any data/information in this material from time to time. The Portfolio Manager and the AMC (including its affiliates), and any of its officers directors, personnel and employees, shall not liable for any loss, damage of any nature, including but not limited to direct, indirect, punitive, exemplary, consequential, as also any loss of profit in any way arising from the use of this material in any manner.