



## **Table of Contents**

| What is Factor Investing?                         | 02 |
|---|----|
| How is Factor Investing a smarter choice?         | 03 |
| A fresh take on investing: Traditional vs. Factor | 04 |
| Established factor – based strategies             | 05 |
| Evolution of Factor Investing                     | 07 |
| How a Multi-factor approach is better             | 11 |
| The Sundaram Multi-Factor Portfolio               | 12 |

#### What is Factor Investing?





In music, the magic of a performance is created through a blend of melody, rhythm, harmony, and timing.

Similarly, in investing, certain characteristics — called Factors — influence how a stock performs.



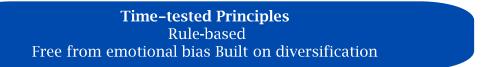
A symphony is orchestration of multiple instruments viz. violin, Flute, Trombone, Cello, Percussion etc. Arranged and executed well, the experience is deeper and meaningful

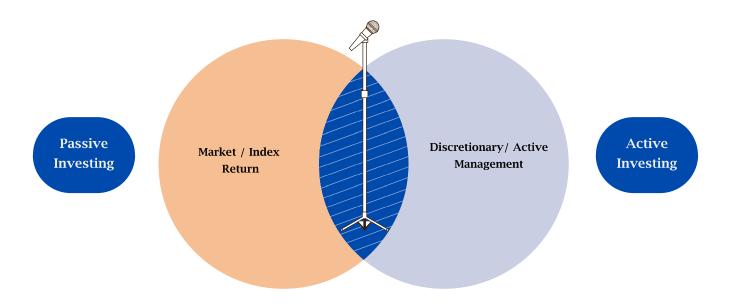
Factor investing is like that symphony — selecting stocks based on traits like Quality, Value, Growth, Size and Momentum to create a harmonious portfolio.

What makes the difference in music - It's not just one instrument, but orchestration of many. In investing, it's not just a single Factor — but an appropriate blend of many

## How is Factor Investing a smarter choice?







## A fresh take on investing: Traditional vs. Factor

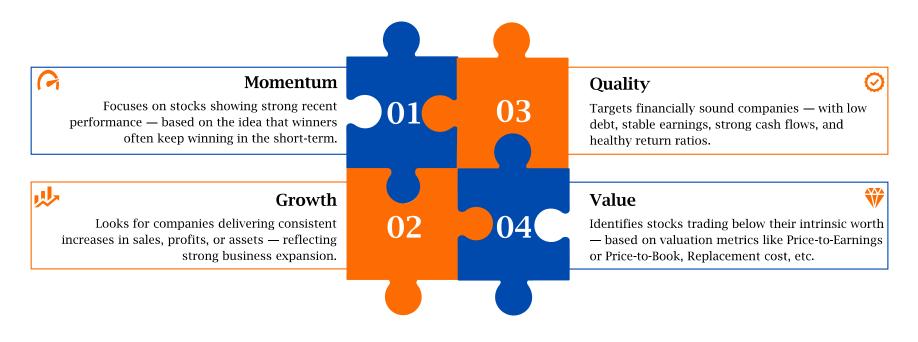


| Key aspect                |     | Traditional Investing  |  | Factor Investing   |
|---------------------------|-----|--|--|--|
| Investment Style          |     | Relies on <b>discretionary decision making by FMs,</b> based on fundamental and quantitative analysis.                               | A TOP OF THE PROPERTY OF THE P | Relies on <b>systematic data driven strategies</b> to select investments based on factors.               |
| Portfolio<br>Construction |     | Managing by <b>cap curve, sectoral allocation</b> and active <b>stock</b> picking.   |  | By leveraging historical <b>evidence and statistical analysis</b> to deliver better riskadjusted return. |
| Diversification           | *** | Through <b>traditional cap curve</b> / <b>sector groupings</b> / <b>asset class</b> and generating return through active allocation. |  | Through a different set of parameters – growth, quality, value and momentum.                             |
| Investment<br>Behavior    |     | Based on <b>fund manager's outlook.</b>  |  | Rule-based investment decisions, minimizing human biases.  |

#### **Established factor-based strategies**



#### Each factor targets stocks with specific return-driving traits



Size: A layer for stability and enhanced risk-adjusted return

## **Established factor-based strategies**



|      |   | Investor Bias     | What It Leads To  | Factor That Helps     | How the Factor Helps  |
|------|---|-------------------|---|-----------------------|---|
|      | Trim the flowers<br>and water the<br>weeds                                | Loss Aversion     | Selling winners too early and holding losers too long   | Momentum /<br>Quality | Tracks price trends and company health to stay objective          |
| \$ P | Seek information that supports our belief                                 | Confirmation Bias | <ul> <li>Value Trap</li> <li>Selectively focus on information that supports belief resulting in buying high and selling low</li> <li>Growth Trap</li> </ul> | Growth                | Focuses on real earnings growth, not just convincing stories      |
|      | Focusing on the latest experience and forgetting the big picture          | Recency Bias      | Overemphasize recent strong numbers, ignoring historical details  | Quality               | Anchors decisions on long-term company stability and fundamentals |
| ***  | Jumping off a cliff<br>with the crowd is<br>easier than thinking<br>first | Herd Mentality    | Chasing a stock by following others and expecting it to rise  Momentum Trap  Value  |                       | Identifies undervalued stocks and avoids overhyped trends         |

#### The term 'Factors' may sound new, but the idea isn't

stocks realized extra

risk-adjusted returns

1976

Launch of the first

index mutual fund



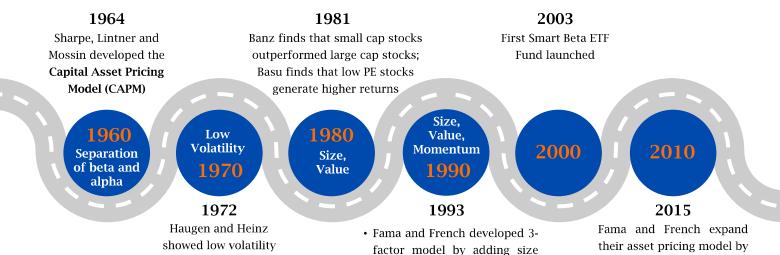
adding profitability and

2019

AUM in Smart Beta ETFs

exceed USD 880 billion

investment factors



Skilled fund managers have long relied on these characteristics — like value, quality, or momentum — to guide their investment decisions.

profitable

and value to the market factor

that buying past winners and

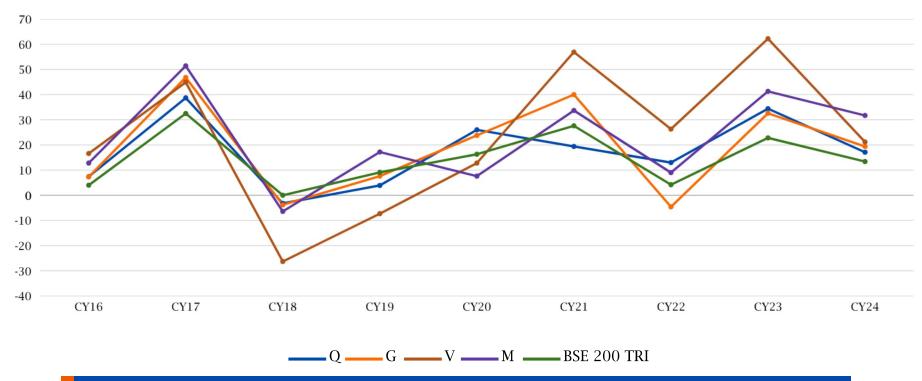
selling past losers was highly

· Jegadeesh and Titman find

Source: Wikipedia

## Factor performance across market cycles





Each factor performs at different times — but none leads all the time. Combining them through a multi-factor strategy helps deliver more stable returns across changing market conditions.

#### Using multi-factor helps performance across market cycles



#### **Annual Factor Rankings (2016–2024)**

|       | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
|-------|------|------|------|------|------|------|------|------|------|
| Rank1 | V    | М    | I    | М    | Q    | V    | V    | V    | М    |
| Rank2 | M    | G    | Q    | I    | G    | G    | Q    | M    | V    |
| Rank3 | Q    | V    | G    | G    | I    | M    | M    | Q    | G    |
| Rank4 | G    | Q    | M    | Q    | V    | I    | I    | G    | Q    |
| Rank5 | I    | I    | V    | V    | M    | Q    | G    | I    | I    |

#### Distribution of Factor Rankings (2016-2024)

| BSE 200 TRI | 22%          | 11% | 67%   |
|-------------|--------------|-----|-------|
| Quality     | 33%          | 22% | 44%   |
| Growth      | 33%          | 33% | 33%   |
| Value       | 56%          | 11% | 33%   |
| Momentum    | Momentum 56% |     | 22%   |
| Rank        | 1 & 2        | 3   | 4 & 5 |

All factors have individually outperformed the Index: Momentum and Value topped Relying on a single factor is risky—markets move in cycles. Multi factor can mitigate cyclicity.

## The Pillars of Factor-Based Investing



#### A structured approach to capture market opportunities



#### Quality

Financially strong companies with consistent earnings and low debt.



#### Momentum

Stocks trending upward capturing market trends in real time.



#### Growth

Companies with high earnings growth and reinvestment potential.



#### Value

Undervalued stocks based on fundamentals like low P/E or P/B ratios.



#### Size

Well balanced between Large and Mid Cap to maximize compounding while minimize risk.

## Why Multi-Factor and not single factor approach?











| Aspect                       | Single-Factor Investing                              | Multi-Factor Investing                          |
|------------------------------|--|---|
| Strategy                     | Focuses on one factor (e.g., Value or Momentum)      | Combines multiple factors for holistic exposure |
| Risk                         | High risk during factor underperformance             | Reduced risk through diversification            |
| Consistency                  | Cyclical, performance depends on market trends       | More stable returns over various cycles         |
| Implementation<br>Complexity | Investors/Advisors needs to constantly Switch in/out | Buy and stay invested for the long-term         |

#### **Multi Factor model should**

Be justified by research

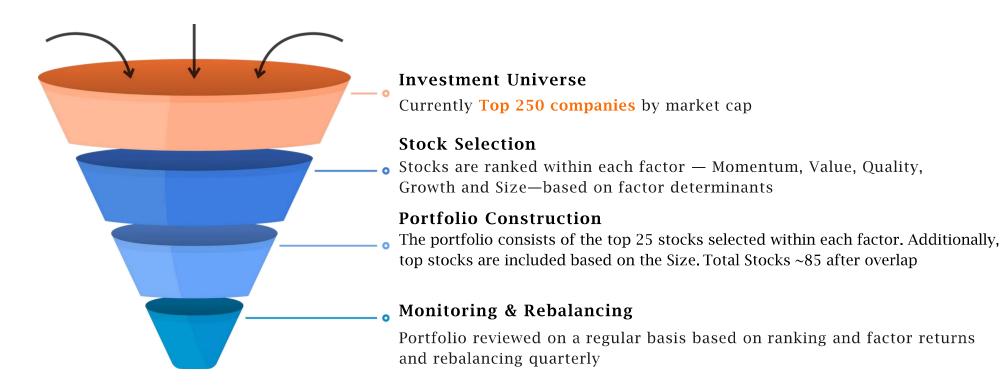
Be implementable across time horizon and on the entire universe

Have exhibited significant return history

Protection history during bad times

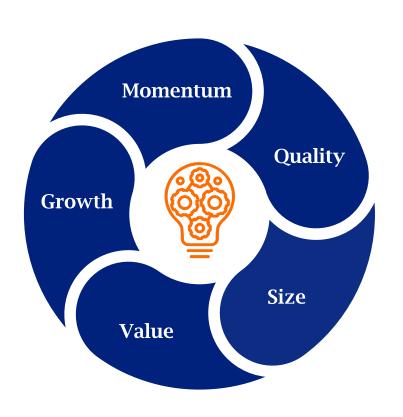
#### **Sundaram Multi-Factor Portfolio creation**





#### **Benefits of Sundaram Multi-Factor Fund**







Diversifies across multiple factors



Captures return efficiently while offering superior risk-adjusted return across market cycles



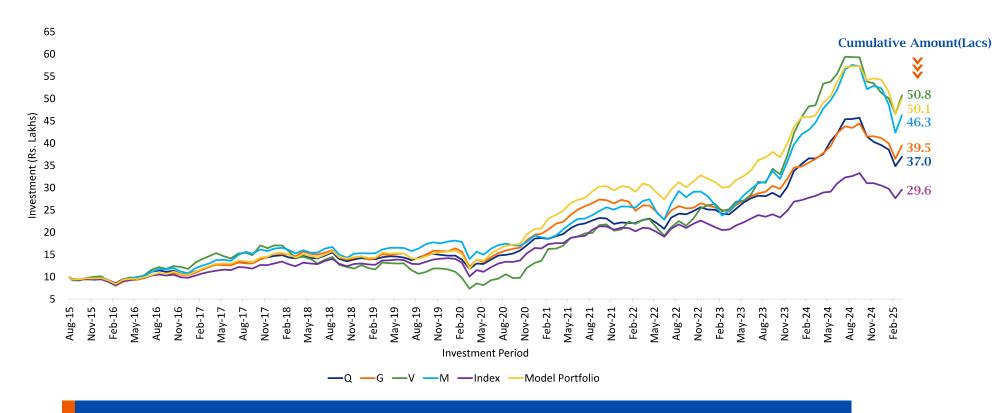
Through cross sectional approach, captures opportunistic sectors across cycles



Reduced concentration risk by diversifying

#### Sundaram Multi-Factor Model Portfolio vs Single Factor





Sundaram Multi-Factor Model Portfolio closely trails the top-performing factor while outperforming momentum, quality, growth, and the index — offering a well-balanced return with reduced concentration risk.

## It's not just Return, It's Risk-Adjusted Return



#### Single vs Multi-Factor Return Analysis



The Model Portfolio optimizes the trade-off between returns and volatility, positioning it more favorably on the risk-return spectrum than individual factor strategies.

## Multi-Factor Model for Superior Risk-Adjusted Return



| Factors   | Return   | Volatility                  | Risk–Adjusted<br>Return   |
|---|--|-----------------------------|---|
| Quality   | 19%  | 20.2                        | 0.94  |
| Value   | 21%  | 22.8                        | 0.92  |
| Growth  | 18%  | 17.2                        | 1.02  |
| Momentum  | 20%  | 19.3                        | 1.05  |
| Model Portfolio   | 21%  | 17.6                        | 1.19  |
|   |  |                             |   |
| Value provided<br>higher return with<br>higher volatility | Growth has least<br>volatility with<br>lowest return | All factors are<br>cyclical | Sundaram Multi-<br>Factor has the<br><b>highest risk-</b><br><b>adjusted return</b> |

## Sundaram Multi-Factor Model: Outperformance



|                                     | 3 Years Ro                  | olling Returns | 5 Years Rolling Returns     |             |  |
|-------------------------------------|-----------------------------|----------------|-----------------------------|-------------|--|
|                                     | Sundaram<br>Model Portfolio | BSE 200 TRI    | Sundaram Model<br>Portfolio | BSE 200 TRI |  |
| Average Return                      | 20.2%                       | 13.5%          | 21.5%                       | 14.0%       |  |
| Maximum Return                      | 37.5%                       | 27.6%          | 32.9%                       | 22.9%       |  |
| Minimum Return                      | -2.9%                       | -4.1%          | 9.1%                        | 4.1%        |  |
| % of times outperformed BSE 200 TRI | 100%                        |                | 100%                        |             |  |

On a 3-year and 5-year basis the fund has **outperformed benchmark** at all times

## **Unlocking Opportunities**



|              | <b>②</b> | <b>!!!</b> | S)    |          | ***                            |
|--------------|----------|------------|-------|----------|--------------------------------|
|              | Quality  | Growth     | Value | Momentum | Sundaram<br>Model<br>Portfolio |
| Up Capture   | 154.1    | 108.0      | 215.9 | 151.3    | 148.2                          |
| Down Capture | 100.3    | 92.6       | 105.1 | 96.5     | 93.7                           |

Sundaram Multi-Factor Model Portfolio has **efficiently captured market upside opportunities and providing downside protection** 

# **Sundaram's Multi-Factor Fund Offers Low Inter-Factor Correlation**



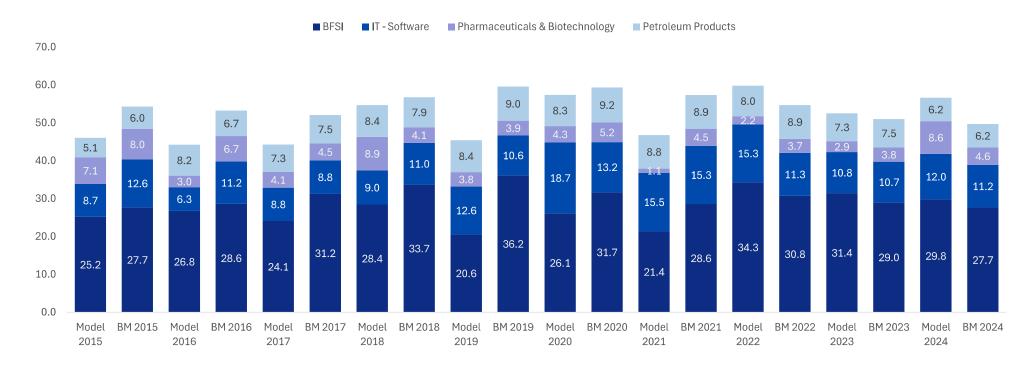
#### **Correlation Analysis**

|                          | (S)   |          | $\bigcirc$ | 111    | <b>***</b>                     |
|--------------------------|-------|----------|------------|--------|--------------------------------|
|                          | Value | Momentum | Quality    | Growth | Sundaram<br>Model<br>Portfolio |
| Value                    | 1.00  | 0.53     | 0.83       | 0.52   | 0.66                           |
| Momentum                 | 0.53  | 1.00     | 0.49       | 0.72   | 0.88                           |
| Quality                  | 0.83  | 0.49     | 1.00       | 0.69   | 0.63                           |
| Growth                   | 0.52  | 0.72     | 0.69       | 1.00   | 0.72                           |
| Sundaram Model Portfolio | 0.66  | 0.88     | 0.63       | 0.72   | 1.00                           |

Sundaram Multi-Factor Fund offers **higher diversification** and effectively captures rallies across multiple factors

### Sector Rotation Analysis of Sundaram's Model Portfolio vs Index





Sundaram Model Portfolio exhibits **dynamic sector rotation** and diverges from the benchmark in its top sector allocations, allowing for more responsive positioning across market cycles.

## Dynamic rotation of Model portfolio Vs BM (Jan '24 to Mar '25) 🔰 | SUNDARAM MUTUAL Sundaram Finance Group —



| Jan-Mar 24       |      | Apr-Jun 24       |      | Jul-Sep 24       | 4 Oct-Dec 24 |                  | Jan-Mar 25 |                 | Benchmark- Mar 25 |                 |      |
|------------------|------|------------------|------|------------------|--------------|------------------|------------|-----------------|-------------------|-----------------|------|
| Banks            | 25.1 | Banks            | 20.4 | Banks            | 21.7         | Banks            | 23.5       | Banks           | 24.6              | Banks           | 22.5 |
| IT-Software      | 10.8 | Petroleum Prod   | 10.3 | IT-Software      | 8.9          | IT-Software      | 9.5        | IT-Software     | 12.0              | IT-Software     | 11.2 |
| Petroleum Prod   | 7.3  | IT-Software      | 7.0  | Finance          | 7.1          | Petroleum Prod   | 6.1        | Pharmaceutical  | 8.6               | Petroleum Prod  | 6.2  |
| Finance          | 6.4  | Power            | 5.9  | Petroleum Prod   | 6.8          | Pharmaceuticals  | 5.9        | Petroleum Prod  | 6.2               | Automobiles     | 5.4  |
| Power            | 5.2  | Automobiles      | 4.7  | Electrical Equip | 5.3          | Capital Market   | 4.1        | Finance         | 5.2               | Finance         | 5.2  |
| Electrical Equip | 4.1  | Finance          | 4.7  | Auto Component   | 4.7          | Electrical Equip | 4.1        | Telecom         | 4.8               | Pharmaceuticals | 4.6  |
| Automobiles      | 3.5  | Constuction      | 3.6  | Aerospace & Def  | 4.7          | Finance          | 3.5        | Capital Markets | 4.6               | Diversified     | 4.2  |
| Ferrous Metals   | 2.9  | Realty           | 3.5  | Power            | 4.1          | Auto Component   | 3.5        | Insurance       | 2.9               | Power           | 3.5  |
| Pharmaceuticals  | 2.9  | Consumer Dur     | 3.5  | Automobiles      | 3.6          | Insurance        | 2.9        | Healthcare Serv | 2.9               | Telecom         | 3.2  |
| Minerals & Mini  | 2.3  | Electrical Equip | 2.9  | Diversified FMCG | 2.9          | Diversified FMCG | 2.8        | Consumer Dur    | 2.3               | Retailing       | 3.1  |
| Total            | 58.4 |                  | 59.2 |                  | 63.2         |                  | 59.2       |                 | 68.0              |                 | 69.1 |

Top ten sectors and color-coded top five based on Jan-Mar 2025 - Model Portfolio

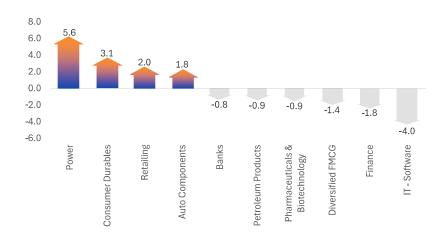
Source: Bloomberg, Sundaram Asset Management

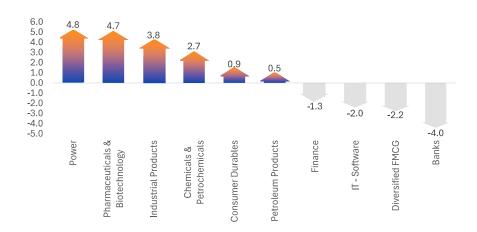
#### Sector allocation of Sundaram Model Portfolio



#### Top 10 sectors overweight and underweight analysis

2015



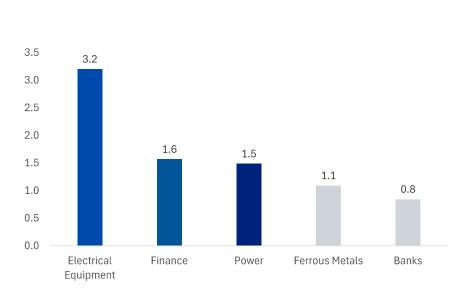


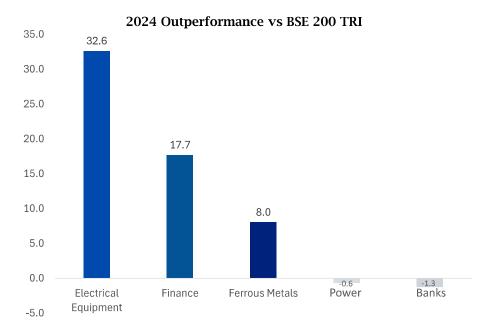
Through multi-factor selection, the model portfolio adapts differently across various cycles, positioning itself uniquely compared to conventional indices and other diversified funds.

#### **Smart Sector Positioning Enhances Returns**





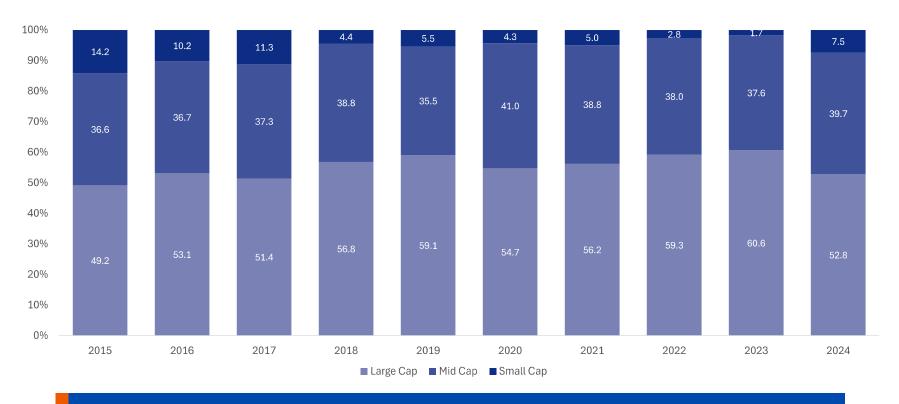




Sundaram Model Portfolio exhibits **dynamic sector rotation** and diverges from the benchmark in its top sector allocations, allowing for more responsive positioning across market cycles.

## **Sundaram Model: Market Cap Allocation**

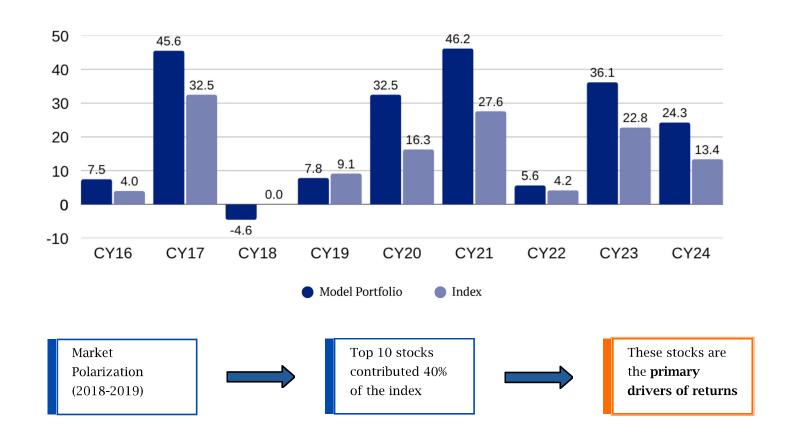




Large-cap and mid-cap universe correlates with stability, lower volatility and growth in uncertain market conditions

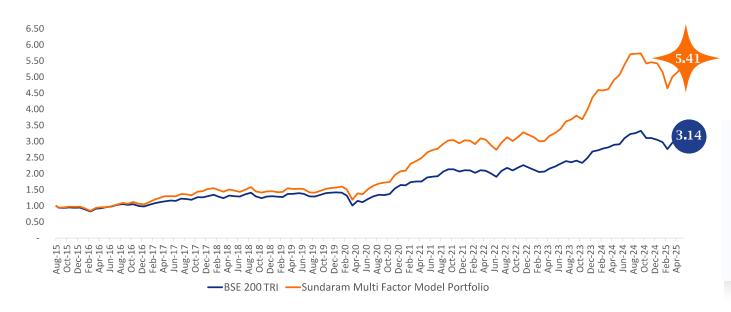
#### Sundaram Multi-Factor Model - CY Returns vs Index





#### Rs. 1 Crore Journey in Model Portfolio vs Index



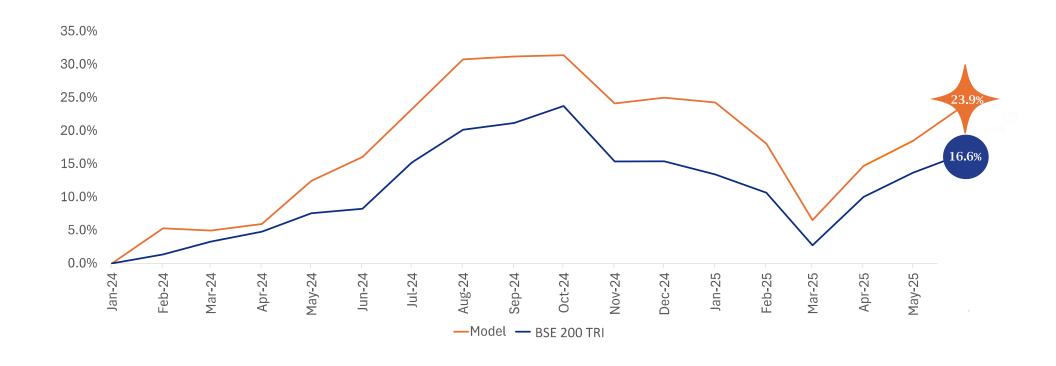




₹1 crore grew to approximately ₹5.5 crore in Sundaram Multi-Factor Model Portfolio, compared to ₹3 crore in BSE 200 since 2015.

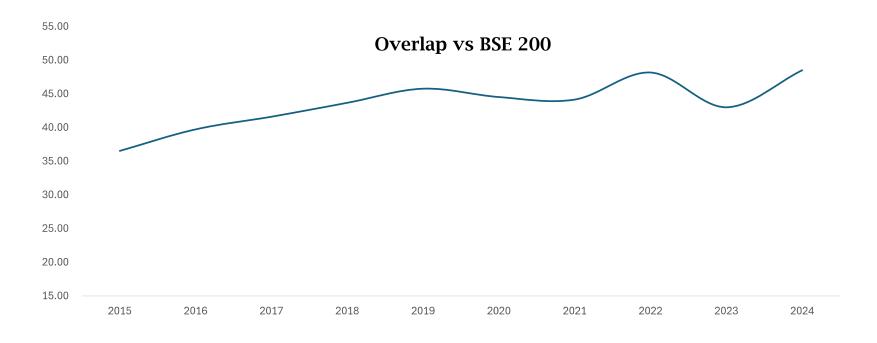
## **Strong Recent Performance During Volatility**





## Sundaram Model Portfolio's Uniqueness





**Higher stock active share** in Sundaram Multi-Factor Fund, it will have around 50% unique stock vs Benchmark

## **Summarizing Sundaram Multi-Factor Fund**





Delivered higher riskadjusted returns than the individual factors and broad index, with more consistency.



Delivered relatively better return during market up cycle vs Index and demonstrated resilience during market down cycle.



Diversification based on Value/Growth/Quality/ Momentum gives a differentiated portfolio vs typical actively managed category funds.

## **Fund Facts**



| Objective                      | An open ended equity scheme that follows a multi-factor based investment strategy  |
|--------------------------------|--|
| Benchmark                      | BSE 200 TRI  |
| Fund Managers                  | Rohit Seksaria, Bharath S, Dwijendra Srivastava, Sandeep Agarwal   |
| Plans                          | Regular & Direct   |
| Options                        | Growth, IDCW (Pay Out, Reinvestment & Transfer);<br>Default Option: Growth; Default Sub-Option: IDCW Transfer  |
| Minimum Subscription<br>Amount | <u>Lumpsum:</u> First Investment: INR 100 and any amount thereafter; Subsequent Purchase: INR 100 and any amount thereafter <u>SIP:</u> INR 1000 per week, INR 100 per month, INR 750 per quarter, Weekly SIP will be processed on Wednesdays  |
| Load Structure                 | <ul> <li>1% of the applicable NAV - Any redemptions, switch or withdrawals by way of SWP would be subject to an exit load within 365 days from the date of allotment.</li> <li>NIL - if the units are redeemed after 365 days from the date of allotment of units.</li> <li>Further, exit load will be waived on Intra-scheme Switch-outs/STP. Generally, the exit load will be calculated on First in First out (FIFO) basis. Investors/Unit holders should note that the AMC/Trustee has the right to modify existing Load structure and to introduce Loads subject to a maximum limits prescribed under the Regulations. Any change in Load structure will be effective on a prospective basis and will not affect the existing Unit holder in any manner.</li> </ul> |

## **Annexure** A



| 1 Year            | Q      | G      | V      | M      | BSE 200 | Sundaram<br>Model |
|-------------------|--------|--------|--------|--------|---------|-------------------|
| Average Return    | 19.5%  | 20.5%  | 28.7%  | 23.5%  | 15.9%   | 24.0%             |
| Maximum Return    | 70.9%  | 77.6%  | 139.5% | 90.2%  | 81.7%   | 107.5%            |
| Minimum Return    | -20.8% | -19.4% | -46.4% | -16.2% | -28.5%  | -23.6%            |
| < 0% return       | 16.0%  | 23.0%  | 33.0%  | 16.0%  | 18.0%   | 15.0%             |
| > 0% return       | 84.0%  | 77.0%  | 67.0%  | 84.0%  | 82.0%   | 85.0%             |
| > 10% return      | 63.0%  | 61.0%  | 59.0%  | 66.0%  | 57.0%   | 67.0%             |
| > 15% return      | 55.0%  | 52.0%  | 56.0%  | 56.0%  | 40.0%   | 55.0%             |
| > 20% return      | 37.0%  | 45.0%  | 54.0%  | 48.0%  | 33.0%   | 45.0%             |
| Total Observation | 106    | 106    | 106    | 106    | 106     | 106               |

| 3 Year            | Q     | G     | V      | M      | BSE 200 | Sundaram<br>Model |
|-------------------|-------|-------|--------|--------|---------|-------------------|
| Average Return    | 15.7% | 16.4% | 18.6%  | 17.7%  | 13.5%   | 20.2%             |
| Maximum Return    | 27.9% | 27.9% | 53.7%  | 34.4%  | 27.6%   | 37.5%             |
| Minimum Return    | -2.7% | -1.3% | -22.2% | 0.7%   | -4.1%   | -2.9%             |
| < 0% return       | 2.0%  | 1.0%  | 22.0%  | 0.0%   | 5.0%    | 1.0%              |
| > 0% return       | 98.0% | 99.0% | 78.0%  | 100.0% | 95.0%   | 99.0%             |
| > 10% return      | 76.0% | 84.0% | 65.0%  | 84.0%  | 77.0%   | 85.0%             |
| > 15% return      | 59.0% | 71.0% | 56.0%  | 67.0%  | 44.0%   | 70.0%             |
| > 20% return      | 32.0% | 24.0% | 48.0%  | 32.0%  | 11.0%   | 55.0%             |
| Total Observation | 82    | 82    | 82     | 82     | 82      | 82                |

| 5 Year            | Q      | G      | V     | M      | BSE 200 | Sundaram<br>Model |
|-------------------|--------|--------|-------|--------|---------|-------------------|
| Average Return    | 15.8%  | 17.2%  | 17.5% | 17.1%  | 13.8%   | 21.2%             |
| Maximum Return    | 26.4%  | 25.8%  | 45.5% | 28.6%  | 22.8%   | 32.9%             |
| Minimum Return    | 7.0%   | 7.8%   | -1.5% | 9.0%   | 4.1%    | 9.1%              |
| < 0% return       | 0.0%   | 0.0%   | 0.0%  | 0.0%   | 0.0%    | 0.0%              |
| > 0% return       | 100.0% | 100.0% | 95.0% | 100.0% | 100.0%  | 100.0%            |
| > 10% return      | 91.0%  | 97.0%  | 67.0% | 95.0%  | 88.0%   | 98.0%             |
| > 15% return      | 47.0%  | 66.0%  | 40.0% | 57.0%  | 38.0%   | 91.0%             |
| > 20% return      | 26.0%  | 34.0%  | 33.0% | 28.0%  | 5.0%    | 57.0%             |
| Total Observation | 58     | 58     | 58    | 58     | 58      | 58                |

#### **Annexure B**



#### Using multi-factor helps performance across market cycles

#### Distribution of Factor Rankings (CY2016-CY2024)

| BSE 200         | 22% | 78% |
|-----------------|-----|-----|
| Quality         | 33% | 67% |
| Growth          | 44% | 56% |
| Value           | 56% | 44% |
| Momentum        | 67% | 33% |
| Model Portfolio | 78% | 22% |

Top performer

Top 3 ranks

Bottom 3 ranks

Sundaram Multi Factor ranked in the top half in 78% of calendar years vs. other factors and the benchmark

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For scheme specific risk factors, asset allocation, load structure, fund facts and taxation aspects please refer scheme information documents available online and at branches/Investor Service Centres; also, at www.sundarammutual.com

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Trustee: Sundaram Trustee Company Ltd.

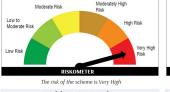
Mutual Fund Investments are subject to market risks, read all scheme related documents carefully.

#### RISKOMETER

This product is suitable for investors who are seeking\*

- · Long term capital growth
- $\cdot$  Investment in Equity and Equity related instruments selected based on Multi Factor Model

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





Multi-Factor Fund

und

BSE 200 TRI