

At the outset we wish to thank you for the faith reposed in us by investing in our Plans.

We will communicate with you every quarter; in part to inform you about the quarterly performance, but also to elaborate on some aspect of our investment philosophy or process. Over the course of time you will observe that we emphasize as much, if not more on the latter as on the former. This is borne out of our belief that a sound investment philosophy executed through a process that is unfailingly adhered to, will over the long term, inevitably lead to satisfactory investment returns.

We would like to caution you against laying too much emphasis on the quarterly performance numbers. In compiling our quarterly scorecard we are obliged to measure our performance against the market. You will observe that there will be months where our performance will be superior to the market (as reflected by the 'Sensex') as well as months when our performance lags the market. This should come as no surprise. Short term movements of the market are capricious reflecting the unpredictable and often exaggerated sentiments of the sum total of market participants as they react to the sum total of developments in the political and economic fields. This by nature is a combination of an (un)healthy dose of impulse together with reason. Our struggle is to tune out precisely this 'noise' emanating from the market place, whilst we attempt to assay the intrinsic worth of individual securities. Quarterly performances vis-à-vis the market are therefore more a measure of how 'in sync' we are with the prevalent moods of Mr. Market – a goal that we have no particular skill or desire to pursue.

Patience is a virtue because it copes with human time. In 'Psychology : The Briefer Course', William James argued that human time is an ongoing process of creation as we reconstruct memories and imagine the future from the vantage point of the present.

And human time also has what William James called 'empty time' - periods of boredom and tedium. Trying to fill 'empty time' with distractions and needless activity in the stock markets usually comes at a great cost to the normal investor.

But a greater virtue than patience is perseverance. Plato underscored the importance of perseverance in his 'Republic' : 'We plume ourselves....on our ability to remain calm and endure'.

The market meltdown in the lower capitalisation stocks is a test of both patience and perseverance. Much has been written on what has caused this and how long the pain will last. Dante put it very well in his 'Inferno'(although he was not writing about stock markets!) : 'The machinery of the world is much too complex for the simplicity of men'.

A weak market is not a cause for despair or analysis.....it usually signals to an investor that his period of 'empty time' is coming to an end.

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Whilst your individual returns are with you, we have given the weighted average results of all portfolios in the Value Trek Plan and affiliated plan for June quarter (before our

management fees but inclusive of all other expenses and charges). We would once again urge you to interpret quarter by quarter returns of any fund manager with some caution.

	June 2018 Quarter
Benchmark (Sensex) returns	7.45%
Weighted average Portfolio Returns of plans under the Value Trek Plan and affiliated plan	3.92%
Proportion of cash held at the beginning of period	12.53%
Proportion of cash held at end of Period	15.76%

- ❖ Benchmark return is absolute change between start of the period to end of the period without any adjustment for fund flows during period.
- ❖ Portfolio return is based on weighted average returns of portfolio compounded monthly.
- ❖ The actual returns of clients may differ from client to client due to differences in composition of the portfolio and timing of investment/divestment.
- ❖ Past performance is not a guarantee for future performance.

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Should there be any queries, I'm always available. Please do not hesitate to contact me or members of the Jeetay team who look after the administration at the office – Divya, Rashmi or Prem!

Warm Regards,

Vinay Parikh

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General risk factors

- i). Securities investments are subject to market risks and bear no assurance or guarantee that the objective of the investments will be achieved.
- ii). Past performance does not guarantee future performance.
- iii). Investors are not being offered any guaranteed or assured returns i.e either of principal or appreciation on the Portfolio.
- iv). The Portfolio Manager is neither responsible nor liable for any losses resulting from the operations of the Portfolios.