



**SALVIN SHAH**  
FUND MANAGER  
ADITYA BIRLA SUN LIFE AMC



**AUM (Rs):** 3800 Cr (As on 30th April 2026)

**No Of Funds:** 8

## ABOUT SALVIN SHAH

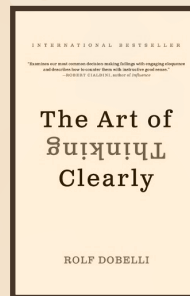
You're known for spotting themes early. What does a high-conviction early-stage idea look like before the market notices it?

What initially looks like a fragmented or isolated trend is often the foundation of a major early-stage opportunity, emerging consumer behaviours or subtle regulatory changes that remain outside the mainstream narrative. Strong conviction comes from recognizing a large addressable opportunity where the business model is already validated, but the market continues to undervalue its long-term compounding potential.

How do you keep emotions out of high-pressure investment decisions?

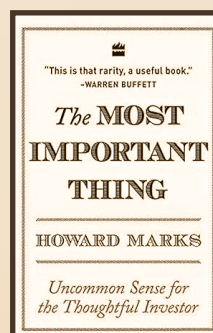
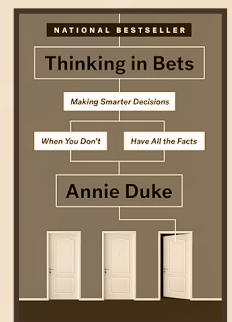
It is important to keep emotions in check while making portfolio decisions. Our focus remains on fundamental checkpoints rather than short-term price movements. Maintaining a long-term perspective also helps us navigate volatility, treating market noise as a distraction rather than a trigger for panic.

### YOUR BOOK(S) RECOMMENDATION



**The Art of Thinking Clearly**  
- Rolf Dobelli

**Thinking in Bets**  
- Annie Duke



**The Most Important Thing**  
- Howard Marks

## ABOUT THE BROAD MARKET



### How are FII outflows and the rupee's trajectory shaping your current portfolio positioning?

Massive FII outflows, driven by rising US yields and geopolitical risks, have necessitated a defensive tilt. We are prioritizing domestic-focused sectors that are less sensitive to global capital flight. A weakening rupee further reinforces our preference for companies with strong domestic pricing power.

### What is your 3-year outlook for India's earnings growth cycle?

India's earnings growth cycle is likely to remain structurally strong, despite intermittent global volatility. We expect corporate earnings to compound in the low-to-mid teens, supported by domestic capex, manufacturing expansion, formalisation, and financialisation of savings. That said,

the path may not be linear. Global energy prices, geopolitical risks, and weakness in export-oriented sectors could create volatility in earnings growth. Overall, we believe India is in the middle stage of a multi-year earnings upcycle rather than at the peak.

### What is your take on the Q4 earnings season?

The Q4 season has shown resilient underlying demand. While margins in some manufacturing sectors are facing pressure from elevated input costs, management commentaries remain largely optimistic. It reinforces a "stock-picker's market" where companies with operational efficiency are successfully beating street expectations.



## ABOUT THE FUNDS



**Your Select Sector Portfolio delivered 19% CAGR over five years. Was the alpha driven by sector allocation or stock selection?**

While the Select Sector Portfolio benefited from identifying structural themes, the robust fund performance was primarily driven by stock selection. Picking "quality" businesses with superior capital efficiency within those sectors allowed us to capture excess returns, even when broader markets faced intermittent periods of cooling or consolidation.

**Identifying themes early is important, but so is timely exit. What are the three key factors you look at before exiting a position?**

- **Thesis Violation:** The core reason for investing (e.g., competitive advantage) is compromised.
- **Valuation Extremes:** The market price far exceeds the intrinsic value, exhausting the margin of safety.
- **Opportunity Cost:** Identifying a new theme with a significantly better risk-reward profile than the current holding.

**In a Special Opportunities Fund, what three factors matter most before investing?**

Before investing in any business in India Special Opportunities Fund, we focus on three factors: first, whether the business is facing only a temporary disruption rather than a structural issue; second, whether there is a meaningful price dislocation creating valuation upside; and third, whether the company is led by a superior management team capable of navigating uncertainty.



**Disclaimer:** The information about funds, investment strategies, stocks, and sectors is for informational purposes only and doesn't constitute investment advice. PMS Bazaar and the AMC do not endorse or recommend any specific investment. Past performance is not indicative of future results. The returns mentioned are not verified by SEBI. Please consult with a qualified financial advisor before making any investment decisions.