



ZenNext  
Invest In Equity

# OUR VISION

Our journey is guided by the vision of 'Sustainable Wealth Creation.' This vision has inspired us to take the next big step in our mission to create wealth for our clients. By placing the client at the core of our universe, we aim to help them achieve their financial goals.

Over the years, equities have consistently been the best-performing asset class for investment. Historical data shows that equity investments have generated higher returns than any other asset class. The equity market is full of opportunities, but the key lies in identifying the right options and making informed decisions. This is where an equity advisor plays a pivotal role—leveraging experience to achieve the goal of wealth creation.

## EQUITY INVESTMENT STRATEGY

### 1. STOCK SELECTION FRAMEWORK

- a. Fundamental Analysis :

Financial Performance: Assess revenue growth, profitability (e.g., sales, EBITDA margins, PAT), and cash flow consistency.

Balance Sheet Strength: Focus on low leverage, high liquidity, and efficient working capital management.

Management Quality: Evaluate track record, corporate governance, and industry expertise.

- b. Sectoral Trends and Moat :

Invest in companies with a competitive advantage, such as cost leadership or brand strength.

Prefer companies poised to benefit from regulatory or technological shifts within the industry.

- c. Valuation Metrics :

Use relative valuation metrics like P/E, P/BV, EV/EBITDA, PEG, etc.

## 2. Entry Strategy

- a. Technical Confirmation :

While fundamentally driven, we use technical analysis (e.g., volumes, moving averages, trendlines) to optimize entry timing.

- b. Incremental Positioning :

Build positions gradually through staggered buying to mitigate timing risks.

- c. Catalyst-Based Entry :

Enter when a stock is undervalued and has a clear trigger, such as:

- A new product or service launch.
- Regulatory changes favoring the sector.
- Market overreaction or mispricing.

## 3. Exit Strategy

- a. Target-Based Exit :

Set a price target based on valuations (e.g., P/E benchmarks). Reassess targets weekly or fortnightly to reflect changing market dynamics.

- b. Fundamental Change :

Exit if there's a deterioration in fundamentals (e.g., declining margins, excessive debt, management issues).

- c. Opportunity Cost :

Rotate out of a stock if another opportunity offers a better risk-adjusted return.

# GROWTH STORY

We invested in Trent Ltd., a Tata Group company primarily involved in fashion and apparel (brands like Zudio and Westside). Its newly commercialized brand, Zudio, has shown tremendous growth.

Before purchasing Trent Ltd., we conducted an in-depth study of peers like the Aditya Birla Group and found that Trent had significantly better profit and growth ratios. This led us to invest, and within 12 months, the stock price more than doubled.

BELOW ARE SOME OF THE SUCCESSFUL STOCKS WE HAVE IDENTIFIED AND INVESTED IN:

Sr. No.	Sector	Stock	Buy Price (Nov 2022)	CMP Price (Nov 2024)	Return in %
1.	Railways	RVNL	₹63	₹445	606%
2.	Infrastructure	NCC	₹100	₹315	215%
3.	Power	HBL Power	₹100	₹635	535%
4.	Renewable Energy	KPI Green	₹150	₹826	450%
5.	Power	SJVN	₹37	₹117	216%
6.	Power	Adani Power	₹350	₹538	54%
7.	Railways	IRFC	₹33	₹150	436%
8.	Textile	Trent	₹1,200	₹6,786	465%
9.	Shipping	Cochin Ship	₹302	₹1,690	459%

Invest In Equity

Our investment strategy focuses on wealth creation, not trading. We prioritize holding stocks long-term rather than engaging in frequent market churning. Often, we retain stocks even after achieving more than 100% returns to ensure long-term wealth generation for our clients.



# TEAM

## SAHIL R. VYAS – RESEARCH ANALYST

Mr. Sahil Vyas holds an MBA in Finance and has over 15 years of experience in the Indian equity markets. He has worked with Mideast Portfolio Ltd., Mumbai, where he directly managed Portfolio Management Services (PMS) for NRI clients from Dubai, Abu Dhabi, Qatar, Kuwait, and Canada.

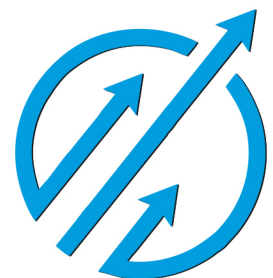
He has also been associated with the institutional broking firm Ajcon Global Services Ltd., Mumbai, where he specialized in equity research, advising institutional clients such as LIC, SBI, New India Assurance, SBI Life, Bank of India, and others.

With his extensive experience and deep knowledge of the equity markets, Mr. Vyas is known for his strategic stock-picking ideas and a strong conviction in holding stocks for the long term, helping clients build substantial wealth.

## MANISH Khandelwal – Fundamental Analyst

Mr. Manish Khandelwal is a Chartered Accountant and a qualified Company Secretary. He has also completed the ICAI Certificate Course on Fundamental and Technical Analysis of Stocks, including Equity Research. With 15 years of experience, he specializes in audit, income tax, GST, project finance consultancy, management consultancy, and more.

He is proficient in collecting and analyzing financial data, drawing logical conclusions, and preparing comprehensive research reports. His expertise lies in interpreting the finer details of a company's reports and uncovering insights that others might overlook.



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