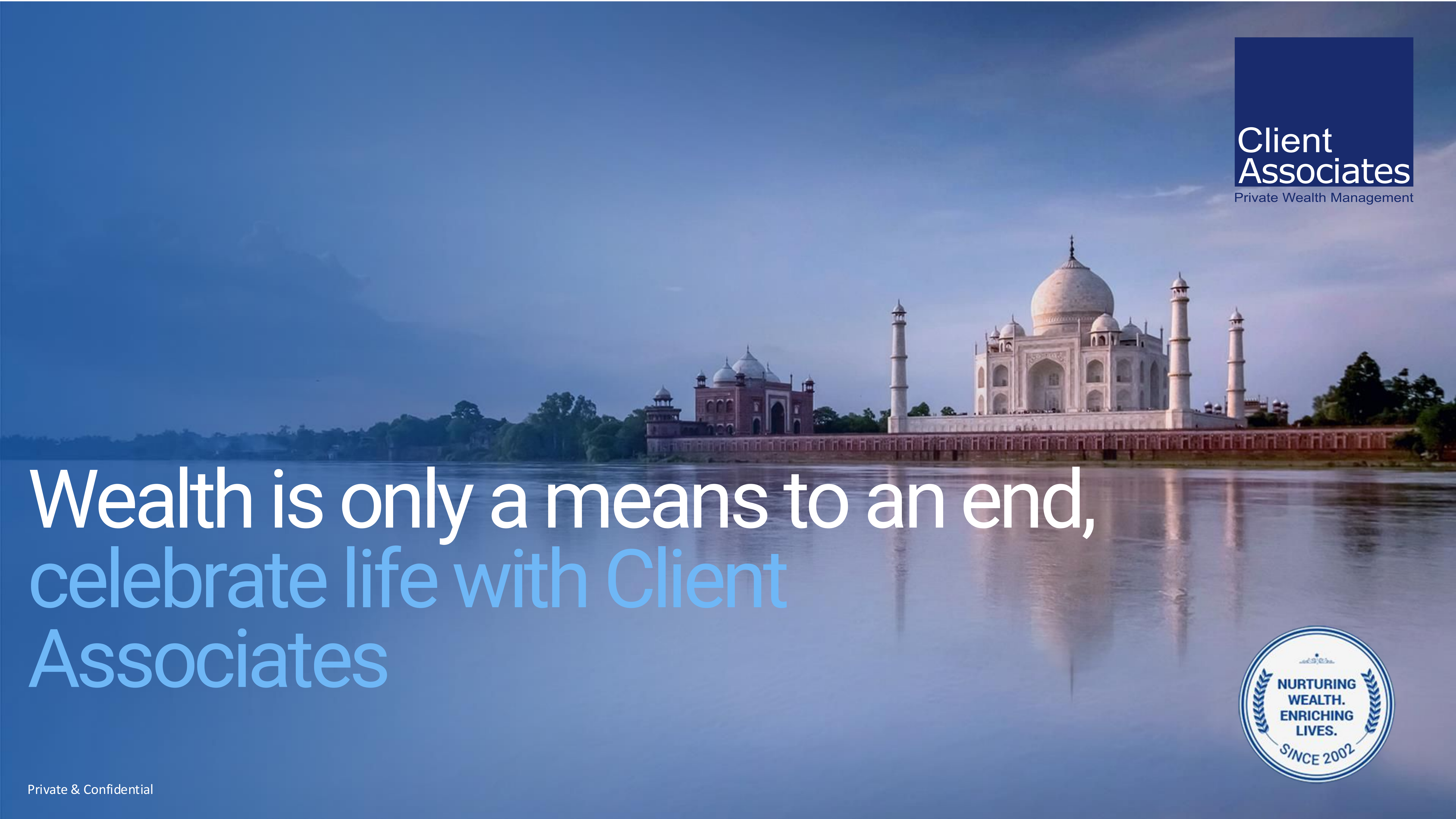

Client Associates
Private Wealth Management
Wealth is only a means to an end,
celebrate life with Client Associates
NURTURING WEALTH. ENRICHING LIVES.
SINCE 2002
Private & Confidential

About Client Associates

Client Associates
Private Wealth Management

About Us

Client Associates
Private Wealth Management

Largest Multi Family office in India

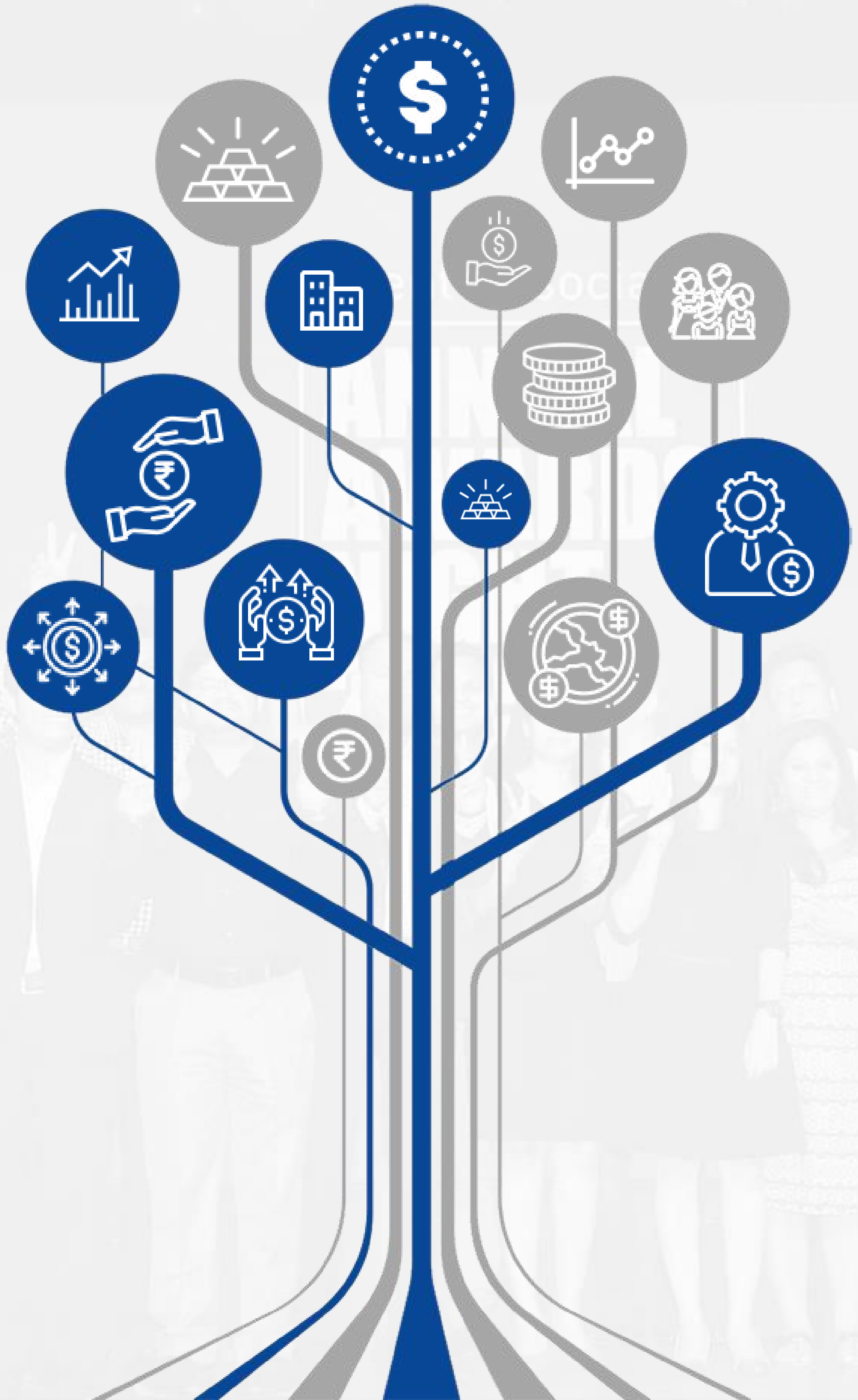
- Founded in 2002
- Pioneered family office concept in India

PAN India presence in 11 cities

Wealth creation across market cycles

- 23 years track record

Single window office for all solutions around creation, management, and protection of wealth



Widest access to Indian wealth ecosystem

- Best in class asset managers, asset classes, investors and entrepreneurs

CA Equity Model Portfolio has outperformed BSE 500 in 11 out of 14 times (CY 2011 to 2024) with an annualized alpha of 2.1%.

Open architecture-No fund of our own

Team of 250+ professionals

1300+ active relationships

Assets under Advice of $ 7 Bn

- Even larger than few private banks in India

* CA Equity Model Portfolio as on May, 2025

Our Core Values

Client Associates
Private Wealth Management

Trust & Transparency
in our relationships

Commitment
towards our purpose

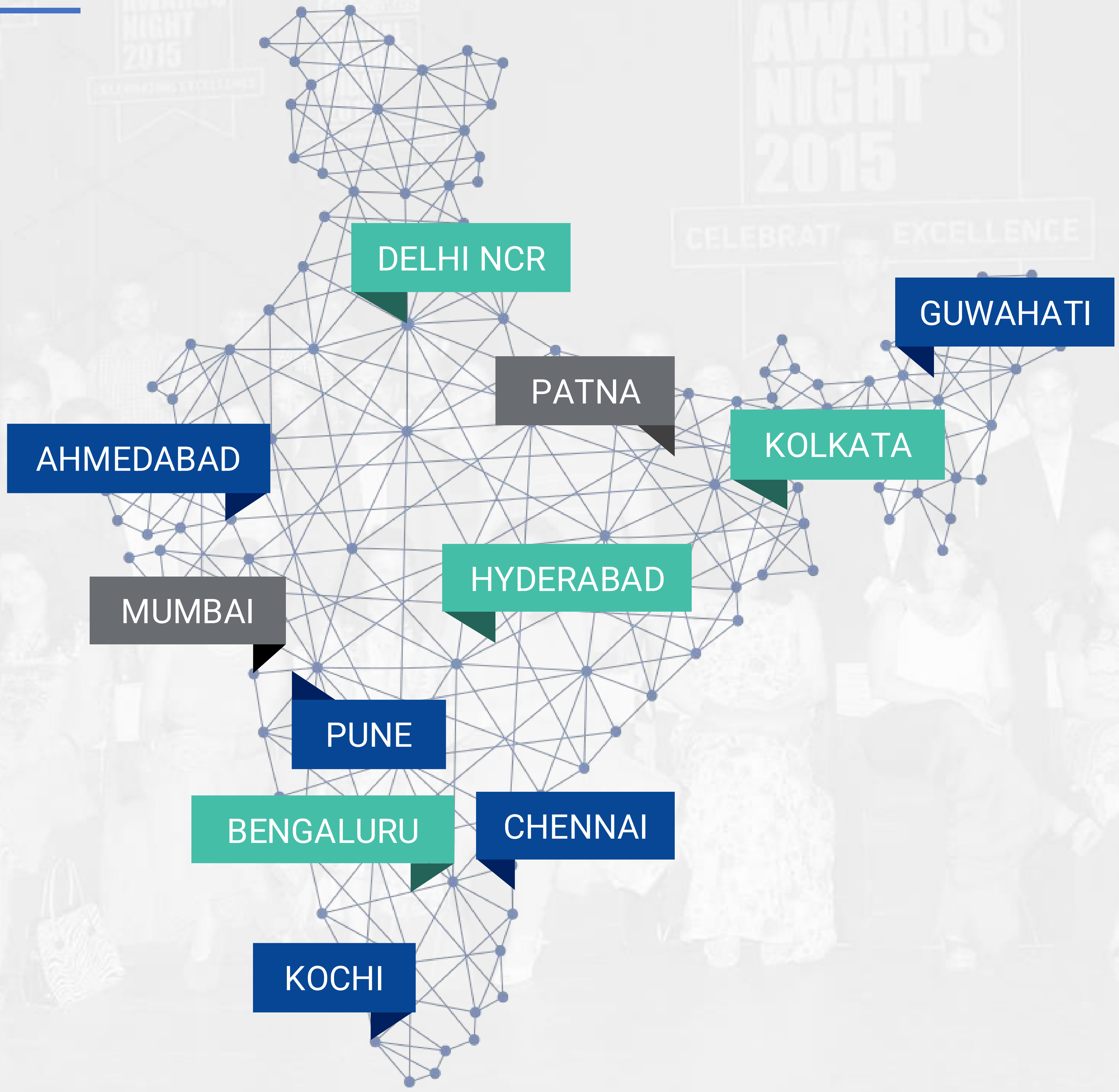
Excellence in
everything we do

Driven by the
purpose of leaving
the world richer
than we inherited

Integrity in
our choices

Humility in
our character

Our India Presence



Client Associates
Private Wealth Management

Our Credentials

Client Associates
Private Wealth Management

2008
Winner of CNBC TV-18 Best
Financial Advisors Award

2012
Winner of CNBC TV-18 Best
Financial Advisors Award

2011
Winner of Citywealth
"Family Office of the Year"
London

Private Banker International–
Outstanding Independent Multi-Family Office

2015
Winner of CNBC TV-18 Best
Financial Advisors Award

2014
Winner of CNBC TV-18 Best
Financial Advisors Award

2019
Mr. Himanshu Kohli & Mr. Rohit Sarin
Winner of AIWMI
Wealth Management Thought Leader

2018
Winner of AIWMI
Best Multi Family Office Award

2023
Great Place To Work® Certified JAN 2023 – JAN 2024 INDIA
Great Place to Work
Certified

2014
Winner of CNBC TV-18 Best
Financial Advisors Award

Our Unique Differentiators

Client Associates
Private Wealth Management

Independent and open architecture

No in-house products

Widely respected platform

23 years track record across multiple market cycles

Client centric family office model

Built around best interests of the client

Stable and experienced team

Average tenure of wealth advisors with CA of 9+ years and average industry experience of 17+ years

Our Founding Team

Client Associates
Private Wealth Management

Rohit Sarin

Co-Founder

With over two decades of experience in the wealth management industry, corporate finance & private banking, Mr. Sarin is successfully leading the next generation wealth advisory firm that holistically addresses the financial needs of Indian investors.

He has worked with Deutsche Bank, Kotak Bank & ANZ Grindlays. Has been Charter member of TiE (The Indus Entrepreneurs) and holds Grandfatheree status of Certified Financial Planner (CFP™) by Financial Planning Standards Board (FPSB), India. He bagged AIWMI thought leader award in 2019

Himanshu Kohli

Co-Founder

Mr. Kohli's acclaimed line of business spans over two decades, where he built expertise in the fields of Investment Banking & Private Banking. Prior to Client Associates, he has worked with the London Forfaiting Group, DSP Merrill Lynch & Deutsche Bank.

Awarded as the "Outstanding Young Private Banker" 2010 by Private Banker International's and Top Asian leader 2009 by Citywealth, UK, he is tirelessly working to ensure client's overall financial health. He bagged AIWMI thought leader award in 2019

Senior Leadership Team

Client Associates
Private Wealth Management

Amita Ahluwalia

Director- Wealth

Seasoned professional with over three decades of Retail, Rural, Corporate & SME banking experience.

Has been stationed in New York with SBI for some years. Last associated with BNP Paribas Private Banking as a Senior Team Leader.

Certified Associate of Indian Institute of Bankers (I) & CFP.

Working with Client Associates since 2016.

Joseph Mathew

Executive Director- Wealth

Alumnus of Wigan and Leigh College

Leading a team as part of our Delhi/NCR practices, managing wealth management and multi family office portfolios

Prior experience with Kotak Securities

Working with Client Associates since 2007

Pradeep Sangunni

Executive Director- Wealth

MBA from PSG College of Technology.

15+ years of experience in business development and client relationships.

Prior experience with Kotak Securities and Kotak Mahindra Bank

Manages team in Bangalore practice: HNI/UHNI wealth management and multi family office portfolios

Working with Client Associates since 2019.

Senior Leadership Team

Client Associates
Private Wealth Management

Ashish Sharma

Executive Director – IT

25+ years of experience in creating & managing IT systems

Responsible for CA portfolio reporting application & managing infrastructure

Has worked in Japan for 11+ years with Citibank, ING & Principal Financial group

Engineering Graduate from University of Delhi

Working with Client Associates since 2008

Ankit Jain

Director – Real Estate

24+ years of experience in client relationships with a comprehensive knowledge of the real estate market

Responsible for CA Real Estate Platform managing locations: Delhi/NCR, Mumbai and Goa

Prior work experience with DLF Pramerica, Realistic Realtors and Savills.

Working with Client Associates since 2015

Rishabh Khanna

Executive Director – Wealth

15+ years of experience in Private Banking and Wealth. A wealth strategist who combines deep financial knowledge with client-focused solutions

Manages team in Delhi/NCR practice: HNI/UHNI wealth management portfolios

Prior work experience with ICICI Securities Private Wealth and HDFC Private Banking

Working with Client Associates since 2024

Senior Leadership Team

Client Associates
Private Wealth Management

Donald D'Souza

Senior Executive Director & Head – Investment Banking

With over 28 years of experience, he has played a pivotal role in assisting India's leading corporates and private equity groups.

Expertise in originating and executing a wide range of financial transactions: IPOs, QIPs, right issues, GDRs/ADRs, block deals, M&As and private equity transactions.

Working with Client Associates since 2023

Garima Gulati

Director – HR & Communications

Possessing deep business and functional knowledge to execute wise spectrum of Human Resources, team building and communications

Earlier worked with Mobikwik, Guavus, TCS & Hughes

Exec. MBA from IIM Calcutta & B.tech (gold medallist)

Working with Client Associates since 2015

Nitin Aggarwal

Director – Investment Research and Advisory

CFA Charter Holder

15+ years of experience in financial markets, products and trends, delivering high quality research and analysis across various sectors and regions

Worked with Boston Consulting Group, Fidelity Investments and Crisil Global Research & Analytics

Working with Client Associates since 2024

Senior Leadership Team

Client Associates
Private Wealth Management

Rakesh Khanna

Director – Finance & Compliance

25+ years of extensive experience in Finance & Accounts, Controllership, Taxation, Corporate Advisory, Compliance and Legal Operations

Chartered Accountant

Worked with organisations like Guavus, Transwitch

Working with Client Associates since 2020

Sanjeev Singh

Associate Director – Lending Solutions

Alumnus of IIT Delhi

Prior experience with Axis Bank, Citi Bank and Deutsche Bank

Leading team in Delhi NCR for Lending Solutions catering to HNI/UHNI

Working with Client Associates since 2023

Our Service Offerings

Complete Family Office

Client Associates
Private Wealth Management

Investment Research

Lending Solutions

Estate Planning

Direct Investments

- Investor Policy Statement
- Asset Allocation
- Manager Selection
- Portfolio Construction
- Active Management
- Performance Reporting

Real Estate

International Services

Investment Banking

Insurance Solutions

Real Estate

Client Associates
Private Wealth Management

CARE - Client Associates Real Estate

Investor Management

Investment across asset classes – Residential, Commercial and Structural real estate
Identification of fundamentally strong growth opportunities

Advisory Services

Professional advice on the short to medium term potential
Optimization of portfolios in line with the client’s profile

Investor Management

Comprehensive investments - Sale, Purchase, Leasing, and Marketing services of real estates
Advertise for prospective buyers/sellers on various platforms
Connect with suitable number of brokers/consultants and associate
Screen the profile of all prospects/properties
Negotiate and Finalize terms and conditions
Execute and register the Sale Deed/Transfer Documents

Investment Banking

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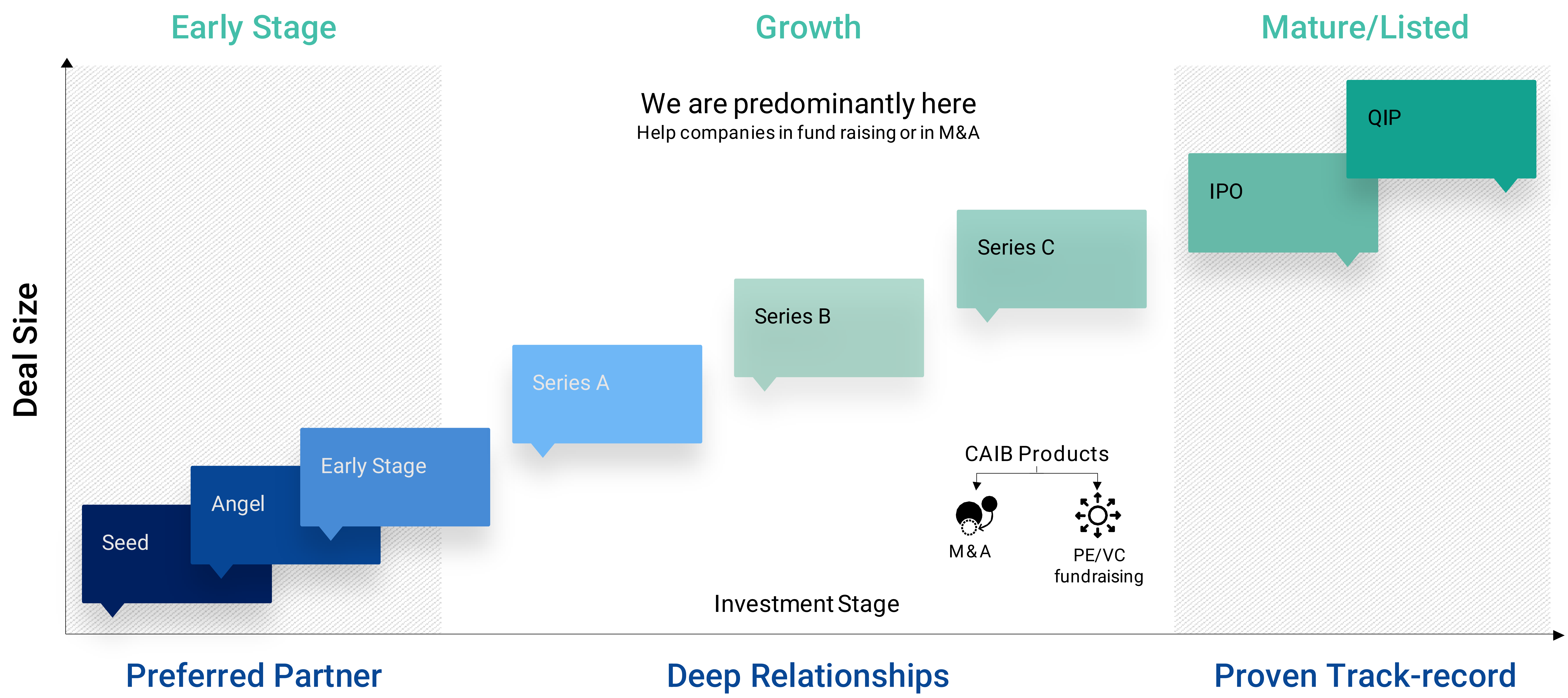

Estate Planning

Client Associates
Private Wealth Management

Beneficiary Planning

Customized Trust structures for realizing your vision for the beneficiaries of your wealth

Discretionary Trusts, Reserved powers trusts, Life interest trusts, Charitable trusts

Continuity of Wealth

Customized private vehicles as perpetual carriers of your private wealth across generations

Private trusts, Foundations, Holding companies

Protection of Assets

Privately managed entities for holding strategic assets like shareholding in the business, residential and commercial properties, art works and valuables

Standalone Services

Corporate Trustee Services

Family constitution and governance

Multi-jurisdiction advice for assets or family members domiciled across multiple geographies

Tax and legal advice on new and existing asset structures

Lending Solutions

Open architecture approach to sourcing lending solutions

- Home Loans
- Loan against Securities
- Loan against property
- Unsecured Loans
- Dropline Overdraft
- Business Loans
- Lease Rental Discounting
- Balance transfer of loans

Portfolio Creation

Asset Allocation Framework

Client Associates
Private Wealth Management

Client Associates follows Globally Accepted Investment Process (GAIP) to construct efficient portfolios for its clients

Investor Policy Statement

Understand return requirements

Assess risk requirements

Identify constraints on investments (currency, regulatory, tax etc.)

Build Market Forecast

Assessing state of macro economy

Build asset class expectation

Create forecast for 3-5 years

Identify risk

Asset Allocation

Portfolio Construction

Asset Manager Identification

Benchmark Identification

Portfolio & Market Monitoring

Monthly updation on market and performance

Quarterly evaluation of market

Half yearly evaluation of portfolio

Yearly review of IPS

Performance Reporting

Follow GIPS (Global Investment Performance Standards)

Portfolio attribution

Relative comparison

Absolute return

24x7 Remote access to portfolio

Investor Policy Statement

Client Associates
Private Wealth Management

Investor Policy Statement

Client Associates
Private Wealth Management

Sample IPS

Liquidity Requirement	Liquidity Reserve	2 Crs
	Portfolio Size	40 Crs
Time Horizon	Less than 1 Year	2 Crs
	~More than 5 Year	38 Crs
Credit Profile	Portfolio level	Allocation to AA & Below <25%
	Scheme Level	Allocation to AA & Below <30%
Portfolio Diversification	Allocation to an individual scheme	< 10% of the total portfolio
	Allocation to an individual AMC	< 25% of the total portfolio

Investor Policy Statement

Client Associates
Private Wealth Management

Sample IPS

Return Profile	**Portfolio Level**	**9-11% (Post Tax)**
Risk Profile	Portfolio's ability to take risk	Low to Moderate
	Willingness to take risk	Low to Moderate
	Overall	Moderately Conservative
Credit Profile	Strategic Asset Allocation	Equity – 70% / Debt - 30%
	Tactical Asset Allocation	10 – 20% Band
Portfolio Diversification	Portfolio Reporting	Performance Reporting – Monthly Portfolio Review – Quarterly Detailed Review: Annual/Event based

Capital market expectation Scenario building

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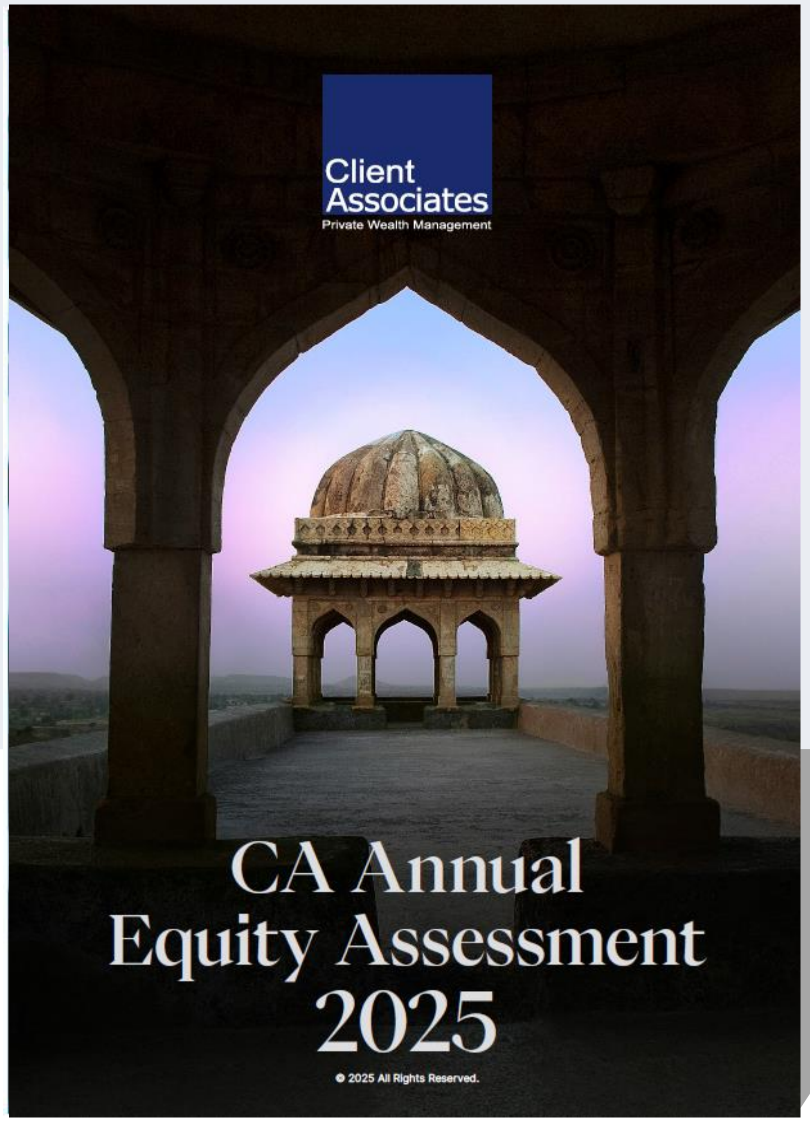
Building Market Outlook

Equity Market Outlook

Fixed Income Outlook



Decide tactical asset allocation

Equity Assessment: CA Proprietary Model

Client Associates
Private Wealth Management

CAE Factors	Sub-factors	CAE1	CAE2	CAE3	CAE4	CAE5
Domestic Economic Activity	Economic Indicators			√		
	Fiscal and Monetary Policy			√		
	Other Factors		√			
Global Market Activity	EM Relative Assessment		√			
	Global Economic Cycle			√		
	Other Factors				√	
Index Valuation	Trailing Multiples			√		
	Forward Multiples			√		
	Econometric Model				√	
	Yield Spread Model Other Factors				√	
Other Qualitative Assessment	Earnings Cycle			√		
	Liquidity			√		
	Other Forms			√		
Grid-indicated CAE				√		
Final CAE				√		

Asset Allocation

Client Associates
Private Wealth Management

Equity Assessment: CA Proprietary Model

Risk Profile	Equity	Debt	1 Yr	2 Yr	3 Yr	5 Yr	10 Yr
Rolling Returns (December 2008 – December 2024)							
Ultra-Conservative	0%	100%	7.88%	7.96%	7.99%	8.08%	8.24%
Conservative	10%	90%	9.06%	8.78%	8.67%	8.72%	8.91%
Moderately Conservative	30%	70%	11.43%	10.41%	10.02%	10.01%	10.26%
Moderate	50%	50%	13.79%	12.05%	11.37%	11.29%	11.62%
Moderately Aggressive	70%	30%	16.15%	13.69%	12.72%	12.58%	12.97%
Aggressive	90%	10%	18.52%	15.33%	14.07%	13.86%	14.32%
Very Aggressive	100%	0%	19.70%	16.15%	14.74%	14.51%	14.99%
Minimum Returns (December 2008 – December 2024)							
Ultra-Conservative	0%	100%	0.33%	2.14%	4.43%	6.18%	7.23%
Conservative	10%	90%	0.22%	4.57%	5.38%	6.71%	7.90%
Moderately Conservative	30%	70%	-11.51%	0.24%	2.30%	4.80%	7.82%
Moderate	50%	50%	-23.29%	-4.59%	-0.79%	2.88%	7.64%
Moderately Aggressive	70%	30%	-35.12%	-10.40%	-3.87%	0.96%	7.47%
Aggressive	90%	10%	-47.65%	-16.95%	-7.24%	-0.95%	7.30%
Very Aggressive	100%	0%	-54.33%	-20.25%	-9.15%	-1.91%	7.21%

Equity Allocation-CA Model Portfolio (Mutual Funds Only). Debt allocation – CA Model Portfolio

Portfolio on CA Connect App

Client Associates
Private Wealth Management

Portfolio Dashboard

Client Associates
Private Wealth Management

Why CA?

Client Associates
Private Wealth Management

Factors	Comments	Comments
Market Cycle	Client Associates (CA) has more than 23 years of experience of managing investment portfolios.	Ability to manage portfolio in both bull and bear market cycles
Business Model	CA doesn't manufacture its own products which enables the platform to access all the products available in the universe	Solving agency problem by representing clients in the eco-system
Investment Process	CA has built world class investment processes to manage investors' portfolio (IPS, CME, AA, TA, PC, PR).	Clearly define risk profile, return profile and portfolio constraints. All the decisions are taken by the policy statement.
Asset Allocation	Asset allocation remains the most important decision for client portfolios. CA follows its propriety grid assessments to tactically adjust policy allocation to asset and sub-asset classes.	Higher absolute return with lower Drawdowns
Manager Selection	CA publishes actual return of its model portfolio every month. CA Equity Model Portfolio has outperformed BSE 500 in 11 out of 14 times (CY 2011 to 2024) with an annualized alpha of 2.1%.	Higher relative returns (alpha over benchmark)

DISCLAIMER

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