



INVESTORIE

THE TALE OF TRUTH & TRUST



THE FORCES MOLDING TOMORROW'S LANDSCAPE

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The company boasts over a decade of experience in thematic investing, focusing on identifying long-term growth opportunities amidst market trends. They prioritize thematic purity in their investment solutions to align with clients' long-term goals. Their research offers forward-looking insights into structural changes shaping the future, blending long-term projections with current developments. Additionally, they offer exclusive platforms for clients to engage with external experts, facilitating discussions and providing firsthand experiences related to their future vision.

APPROACH TO INVESTING

In the face of evolving trends, referred to as megatrends, the company aims to understand their lasting impact through their Next Generation investment philosophy. These trends, initially subtle, grow into significant forces that shape economies and societies. The company seeks to discern the enduring and structural transformations these megatrends bring about, aiming to grasp their implications on various aspects of life and the economy.



**KINDLY REACH OUT TO YOUR INVESTORIE RELATIONSHIP MANAGER
TO EXPLORE OUR ARRAY OF INVESTMENT SOLUTIONS &
DETERMINE WHICH ONES ALIGN BEST WITH YOUR NEEDS.**



Emphasizing Long-Term Structural Growth

The company's investment philosophy, "The Forces Molding Tomorrow's Landscape," focuses on long-term structural growth. They prioritize industries undergoing lasting transformations rather than cyclical fluctuations, aiming to leverage the influence of megatrends within their investment themes. Their strategy aims for superior investment returns by uncovering prospects aligned with enduring changes in the market.

Distinguishing Leaders from Laggards

The company focuses on identifying industry leaders with substantial competitive advantages and long-term growth potential. Their analysis considers factors like industry position, corporate culture, and financial flexibility to differentiate between high-scoring leaders and low-scoring laggards. Leaders are considered essential for thematic investment portfolios, while laggards are advised against due to their higher risk of long-term underperformance.

Thematic Investing as Tactical Investing

While the investment philosophy prioritizes long-term outcomes, it acknowledges susceptibility to short-term market fluctuations. Thematic investing thus requires a tactical approach to mitigate risks. This involves diversification across themes and industries, alongside careful stock selection favoring leaders and avoiding laggards. This strategy helps navigate short-term volatility while staying aligned with long-term structural shifts.

EMERGING ASIA

Over the past three decades, Asia has undergone a remarkable economic rise and integrated into global trade, capital, and talent networks. Looking ahead, there's a possibility for Asia's economies to not just participate in these networks but actively shape them. With over half of the world's population residing in Asia and a significant number having risen out of poverty in recent decades, the region's potential influence on the global stage is profound.

The Ascending Middle Class

By 2030, Asia is expected to account for over half of global middle-class consumption, driven by resilient Asian consumers with rising incomes and a desire for upward social mobility. This demographic exhibits a disproportionate increase in spending, particularly on affordable luxury goods, contributing significantly to premium consumer product uptake. Although the COVID-19 pandemic temporarily impacted travel-related spending, the long-term trend of Asian consumers driving global consumption remains steadfast. Many luxury brands already attribute a significant portion of their sales to this demographic.



THE ERA OF DIGITAL DISRUPTION

The world is experiencing increasing interconnectedness, with a projected 1 trillion connected devices by 2030, a significant jump from 50 million in 2020. As advanced technology costs decline, new applications are expected to emerge, allowing for unprecedented combinations of technologies, and accelerating the pace and scope of innovation.

Consumers will benefit from technological advancements, but success will favor the most adept innovators. The digital age of the twenty-first century has already made fundamental changes to our lives, and its transformative influence is expected to persist in the future.



THE ERA OF DIGITAL DISRUPTION

Cloud Computing and Artificial Intelligence

Cloud computing allows companies to rent technology infrastructure, converting capital into operational expenses as costs decrease. Within the cloud environment, machine-learning-based solutions analyze Big Data, providing new insights and improving task automation in the services sector.

Automation and Robotics

Advancements in robotics technology are transforming companies' supply chains and driving digital manufacturing forward. Robots are becoming smaller, smarter, and more mobile, and they are increasingly collaborating with human workers. Moreover, robotics is expanding its presence into the services sector.

Cybersecurity

As the value of data increases and devices become more interconnected, cybersecurity will become increasingly critical. This importance will be driven by the growing sophistication of attackers and heightened regulatory scrutiny in the future.



THE ERA OF DIGITAL DISRUPTION

Digital Commerce

Commerce is experiencing a significant shift towards the digital sphere, driven by consumers' increasing preference for online shopping. This transformation is fueled by factors such as the expansion of the millennial consumer base, improvements in e-logistics, utilization of Big Data analytics, enhanced customer engagement strategies, and decreasing return rates.

Digital Content

The consumption of digital content such as music, video, and video games is shifting towards on-demand viewing, detached from specific locations. To succeed in this evolving landscape, companies must adapt by embracing new formats and distribution channels. Relying solely on established business models is no longer

FinTech

The emergence of FinTech startups has been propelled by outdated IT systems and slow innovation within traditional financial institutions. Technologies such as digital payments and decentralized finance are driving a new wave of innovation in the financial industry.



ENERGY TRANSITION

The energy sector is experiencing significant transformations driven by structural trends. Record-high prices have fueled innovation and new technology development. A shift towards a multipolar world order emphasizes self-sufficiency to reduce economic dependencies. Increased awareness of sustainability is highlighting environmental concerns related to energy production and consumption. Evolving societal values, consumption habits, and government policies are reshaping the energy industry. This transformation renders old business models obsolete while giving rise to new ones. The theme of 'Energy Transition' outlines pathways and obstacles towards a more democratized energy future, prioritizing technological innovation, self-reliance, and empowering smaller actors in the energy landscape.

Clean Energy

Clean energy, once reliant on public support, has now become a dominant force in energy markets. Advancements in technology and economies of scale have made solar and wind energy competitive with traditional fossil fuels in terms of cost. Digitalization has reduced dependence on large-scale power stations, with a diverse array of interconnected clean energy sources supplying electricity reliably. While there is room for progress, the rise of clean energy signals an era of abundant and affordable energy.



ENERGY TRANSITION

Mobility

The transportation sector is undergoing significant transformation as shale and clean energy reshape oil, gas, and electricity markets. Electric vehicles are nearing mass-market adoption, marking the beginning of substantial change. Autonomous driving technology has the potential to revolutionize mobility, making cars universally accessible resources. This envisioned future promises reduced reliance on oil, decreased pollution, alleviated traffic congestion, increased productivity, reclaimed urban space, and enhanced social cohesion through affordable and accessible mobility for all, including non-drivers, thanks to self-driving electric vehicles.



URBAN FUTURES

The world is becoming increasingly urbanized, with more than half of the global population residing in cities, a figure projected to rise to 70% by mid-century. The number of megacities with populations exceeding 10 million will increase from 33 to 50. Cities are crucial engines of economic growth, but their success depends on efficient functionality. To ensure cities are equipped for the future, substantial investments are needed in robust infrastructure. These investments target traditional elements like roads and railways, as well as digital infrastructure, fostering the development of smarter, more sustainable, and livable urban centers.

Smart Cities

Smart cities leverage digital infrastructure and seamless technology integration to transform urban landscapes. In these cities, every element is interconnected, from traffic lights to buildings and autonomous vehicles. Data collection through sensors and cameras provides insights into traffic patterns and environmental conditions. The goal is to enhance convenience by preemptively addressing challenges. Smart cities rely on cutting-edge telecommunication technologies and innovative applications like artificial intelligence and cloud computing.



URBAN FUTURES

Creating Sustainable Cities

Achieving sustainability in cities is challenged by their substantial resource demands and contributions to energy consumption, water usage, waste generation, and greenhouse gas emissions. Enhancing sustainability requires improving resource efficiency while reducing environmental impact. Cities must transition to a circular economy framework to navigate challenges effectively. True sustainability involves implementing measures that benefit present and future generations, addressing economic, environmental, and social considerations.



SUSTAINING GLOBAL FOOD SUPPLY

To meet the food needs of the world's population post-2050, agricultural output must nearly double. However, challenges such as urbanization encroaching on farmland and competition for water resources exist. Sustainable production requires innovative solutions to address natural resource limitations and mitigate climate change effects while ensuring food availability and affordability.

Advancements in agricultural technology, globalization, and rising living standards are making food more accessible. As economies develop, consumption patterns are shifting towards convenient, energy-dense processed foods, leading to significant growth in ingredients like vegetable oils, sugars, and meat, while consumption of staple foods diminishes.

In Western countries, food consumption per capita is stabilizing due to growing health and environmental awareness. However, around 70% of future food consumption growth is expected to occur in developing nations. As resource demand intensifies in these regions, balancing food security with economic advancement becomes a dilemma, with water scarcity emerging as a recurring constraint in decision-making processes.



SUSTAINING GLOBAL FOOD SUPPLY

Irrigation, alongside seed technology, and fertilizers has significantly boosted agricultural productivity. Global water consumption has outpaced population growth, with irrigation now accounting for 70% of total usage. However, excessive groundwater extraction and competition for water resources among agriculture, industry, and communities raise concerns. Efforts to enhance productivity and efficiency in agricultural production are driven by the finite nature of water and other resources.

Advancements in biotechnology, precision farming, and agricultural practices highlight the importance of virtual water in addressing global food security sustainably. As water scarcity rises, prioritizing the importation of irrigation-intensive agricultural goods over domestic production will allow valuable water resources to be redistributed to more beneficial uses. This trend is expected to lead to increased trade in bulk agricultural commodities, with production expanding in resource-rich nations like Brazil and Argentina.



EVOLVING LIFESTYLES

A significant demographic shift is imminent, with the number of individuals aged 60 and above projected to surpass the population of children under 10 by 2030 for the first time in history. This transition results from declining fertility and mortality rates, alongside advancements in medical science, technology, and industrial development. While these changes empower individuals and reshape lifestyles, their full implications for society and the economy remain uncertain. The 'Evolving Lifestyles' theme seeks to explore the challenges and opportunities arising from this monumental demographic transformation.

Longevity

Longevity is a powerful demographic force influencing our future trajectory. While an aging population often requires increased medical attention due to health concerns, longevity impacts more than just healthcare expenditures. Significant shifts in spending habits have emerged, particularly in developed regions, where the financial capacity of older adults has expanded. Businesses catering to the needs of the aging population within the silver economy are expected to experience sustained growth in the future.



EVOLVING LIFESTYLES

Digital Health

Increasing healthcare costs due to factors like an aging population and rising chronic diseases are concerning healthcare stakeholders worldwide. To address these challenges while maintaining high-quality care, integrating digital technologies has the potential to revolutionize the healthcare industry. This transformation will expand healthcare services beyond traditional settings, such as doctor's offices, to include locations like homes, workplaces, or holiday destinations, enabled by advancements in technology.

Genomics

Advancements in genomics offer the promise of understanding untreatable diseases at the molecular level, potentially providing personalized cures for patients. Future growth opportunities are expected in gene therapies and contract research organizations involved in genetic testing and research. However, risks include the implementation of new regulations due to ethical and privacy concerns.



INEQUALITY

Inequalities, stemming from human drive for innovation and competitive advantage, can catalyze economic growth but become unjust when institutionalized. Addressing root causes is crucial for economic progress. Inequality manifests as social imbalances, leading to unequal access to healthcare, education, and job opportunities. Wealth disparity, intertwined with gender and racial inequality, poses a significant societal challenge. Nonetheless, within these challenges lie opportunities, which we aim to explore in our examination of inequality.

Global Education

Access to education varies, with disparities existing among income brackets and ethnic groups. While education in emerging markets advances overall, challenges remain in serving marginalized populations. Technology can be transformative, with many organizations creating online education platforms to broaden access in the developing world. This not only promotes human development but also unlocks untapped human capital.



INEQUALITY

Economic Empowerment

Reducing entry barriers based on gender or ethnicity can unlock substantial economic potential. Women's inclusion in the workforce has historically driven economic prosperity, but discrimination remains a significant barrier in many countries. Investing in the economic empowerment of minorities is crucial for global economic growth, especially in the current phase of demographics-driven secular stagnation.

Wealth Inequality

Wealth inequality, rooted in socio-cultural norms and institutional structures, presents a fundamental challenge. Addressing it is challenging due to its pervasive nature and political obstacles to reform. However, impactful interventions can be made through investments in areas like microcredits and technology to improve access to banking services. These initiatives serve as starting points to help individuals break free from the cycle of poverty.



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REASONS TO INVEST IN THE FORCES MOLDING TOMORROW'S LANDSCAPE

We have identified three major aspects as to why The Forces molding Tomorrow's landscape investment philosophy is beneficial to a portfolio.

A COMMITMENT TO THEMATIC GROWTH



Thematic investing revolves around sustainable structural growth, countering the prevalent short-term focus in financial markets by adopting a long-term perspective. It entails leveraging the influence of megatrends that mold the global landscape. By deeply understanding these evolving megatrends, we can seize opportunities for enduring growth that transcends business cycles in both momentum and duration, ultimately striving to achieve superior investment returns. At the core of our approach lies "Next Generation," our thematic investment philosophy.

A TESTED APPROACH



Thematic investing has experienced a significant surge in popularity, reflecting growing investor enthusiasm. With our pioneering Next Generation investment philosophy, we have been at the forefront of thematic investing, backed by a decade of invaluable experience. Our success and proven strategy lie in our deep understanding of investment themes, complemented by rigorous industry & financial analysis. Employing an active and disciplined approach, we navigate through market hype to identify potential winners amidst structural change.



A DISTINCT OFFERING



The Forces molding tomorrow's landscape investment philosophy prioritizes thematic purity, emphasizing the selection of companies whose business models directly align with our investment themes. To qualify, these companies must demonstrate significant exposure to structural growth. Our Next Generation investment approach is accessible through a diverse array of options, including individual securities and flagship funds, ensuring flexibility and broad access for investors.



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