

## WEALTH

**CONVERSATIONS** 

Jul 2022



#### **Asset Class Performance**



| Index                               | Compound Annualized Returns (%) – as on 30-Jun-2022 |            |      |             |      |      |  |  |  |  |  |  |  |
|-------------------------------------|---|------------|------|-------------|------|------|--|--|--|--|--|--|--|
| muex                                | <b>1</b> Y  | <b>3</b> Y | 5Y   | <b>10</b> Y | 15Y  | 20Y  |  |  |  |  |  |  |  |
| India – Equity (Nifty 50 TRI)       | 1.7   | 11.6       | 12.1 | 13.0        | 10.3 | 16.1 |  |  |  |  |  |  |  |
| US – Equity<br>(S&P 500 TRI in INR) | -5.1  | 15.7       | 15.9 | 17.0        | 13.5 | 11.7 |  |  |  |  |  |  |  |
| Gold (in INR)                       | 9.5   | 13.8       | 12.3 | 4.9         | 11.9 | 11.7 |  |  |  |  |  |  |  |
| Debt*                               | 2.9   | 6.1        | 6.5  | 7.6         | 7.7  | 7.3  |  |  |  |  |  |  |  |

### **Asset Class Performance (no of times multiplied)**



| Index                               |            | No of times y | our money mı | ultiplied – as o | n 30-Jun-2022 |       |
|-------------------------------------|------------|---------------|--------------|------------------|---------------|-------|
| index                               | <b>1</b> Y | 3Y            | 5Y           | <b>10Y</b>       | 15Y           | 20Y   |
| India – Equity (Nifty 50 TRI)       | 1.0x       | 1.4x          | 1.8x         | 3.4x             | 4.4x          | 19.8x |
| US – Equity<br>(S&P 500 TRI in INR) | 0.9x       | 1.5x          | 2.1x         | 4.8x             | 6.7x          | 9.2x  |
| Gold (in INR)                       | 1.1x       | 1.5x          | 1.8x         | 1.6x             | 5.4x          | 9.2x  |
| Debt*                               | 1.0x       | 1.2x          | 1.4x         | 2.1x             | 3.0x          | 4.1x  |



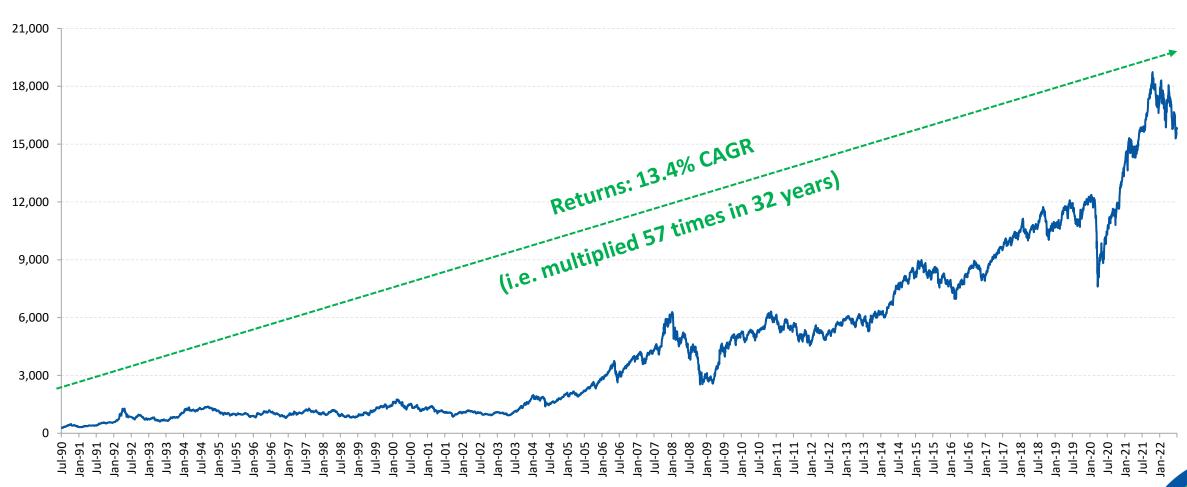


**Equity Returns & Volatility** 

#### Indian Equity Markets – The long term story so far







## **India Equity - Performance**



|                        |            | Compound | ed Annualized Ret | urns (%) – as on 30 | 0-Jun-2022 |      |
|------------------------|------------|----------|-------------------|---------------------|------------|------|
| Index                  | <b>1</b> Y | 3Y       | 5Y                | <b>10Y</b>          | 15Y        | 20Y  |
|                        |            | La       | arge Cap          |                     |            |      |
| S&P BSE Sensex TRI     | 2.2        | 11.7     | 12.7              | 13.3                | 10.4       | 16.7 |
| Nifty 50 TRI           | 1.7        | 11.6     | 12.1              | 13.0                | 10.3       | 16.1 |
| Nifty 100 TRI          | 1.2        | 11.6     | 11.5              | 13.4                | 10.6       |      |
|                        |            | r        | Mid Cap           |                     |            |      |
| S&P BSE Mid Cap TRI    | -1.8       | 15.2     | 9.5               | 15.0                | 9.8        |      |
| Nifty Midcap 150 TRI   | 0.0        | 15.9     | 9.6               | 15.1                | 11.8       |      |
|                        |            | Sı       | mall Cap          |                     |            |      |
| S&P BSE Small Cap TRI  | -0.4       | 21.7     | 11.1              | 15.5                | 9.4        |      |
| Nifty Smallcap 250 TRI | -3.0       | 17.7     | 7.3               | 14.6                | 10.0       |      |
|                        |            | F        | lexi Cap          |                     |            |      |
| Nifty 500 TRI          | 0.8        | 12.9     | 11.3              | 13.7                | 10.4       | 17.1 |

### **India Equity - Performance (no of times multiplied)**



|                        |      | No of times your money multiplied – as on 30-Jun-2022 |          |            |      |       |  |  |  |  |  |  |  |  |
|------------------------|------|---|----------|------------|------|-------|--|--|--|--|--|--|--|--|
| Index                  | 1Y   | <b>3</b> Y  | 5Y       | <b>10Y</b> | 15Y  | 20Y   |  |  |  |  |  |  |  |  |
|                        |      | La  | arge Cap |            |      |       |  |  |  |  |  |  |  |  |
| S&P BSE Sensex TRI     | 1.0x | 1.4x  | 1.8x     | 3.5x       | 4.4x | 22.1x |  |  |  |  |  |  |  |  |
| Nifty 50 TRI           | 1.0x | 1.4x  | 1.8x     | 3.4x       | 4.4x | 19.8x |  |  |  |  |  |  |  |  |
| Nifty 100 TRI          | 1.0x | 1.4x  | 1.7x     | 3.5x       | 4.5x |       |  |  |  |  |  |  |  |  |
|                        |      | Γ   | Mid Cap  |            |      |       |  |  |  |  |  |  |  |  |
| S&P BSE Mid Cap TRI    | 1.0x | 1.5x  | 1.6x     | 4.0x       | 4.1x |       |  |  |  |  |  |  |  |  |
| Nifty Midcap 150 TRI   | 1.0x | 1.6x  | 1.6x     | 4.1x       | 5.4x |       |  |  |  |  |  |  |  |  |
|                        |      | Sı  | mall Cap |            |      |       |  |  |  |  |  |  |  |  |
| S&P BSE Small Cap TRI  | 1.0x | 1.8x  | 1.7x     | 4.2x       | 3.9x |       |  |  |  |  |  |  |  |  |
| Nifty Smallcap 250 TRI | 1.0x | 1.6x  | 1.4x     | 3.9x       | 4.2x |       |  |  |  |  |  |  |  |  |
|                        |      | F   | lexi Cap |            |      |       |  |  |  |  |  |  |  |  |
| Nifty 500 TRI          | 1.0x | 1.4x  | 1.7x     | 3.6x       | 4.4x | 23.4x |  |  |  |  |  |  |  |  |

### **India Equity Mutual Funds - Performance**



|   | Compounded Annualized Returns (%) – as on 30-Jun-2022 |          |      |      |      |      |  |  |  |  |  |  |  |  |
|---|---|----------|------|------|------|------|--|--|--|--|--|--|--|--|
| Scheme  | 1Y  | 3Y       | 5Y   | 10Y  | 15Y  | 20Y  |  |  |  |  |  |  |  |  |
|   | La  | rge Cap  |      |      |      |      |  |  |  |  |  |  |  |  |
| Franklin India Bluechip - Growth              | -3.5  | 10.5     | 8.4  | 11.6 | 10.4 | 18.3 |  |  |  |  |  |  |  |  |
| HDFC Top 100 Fund - Growth                    | 4.0   | 8.0      | 9.3  | 12.5 | 11.9 | 20.2 |  |  |  |  |  |  |  |  |
|   | ľ   | Mid Cap  |      |      |      |      |  |  |  |  |  |  |  |  |
| Franklin India Prima Fund - Growth            | -6.7  | 10.6     | 7.9  | 17.2 | 12.3 | 20.9 |  |  |  |  |  |  |  |  |
| Nippon India Growth Fund - Reg - Growth       | 5.8   | 18.2     | 12.8 | 16.0 | 12.8 | 22.9 |  |  |  |  |  |  |  |  |
|   | F   | lexi Cap |      |      |      |      |  |  |  |  |  |  |  |  |
| Aditya Birla Sun Life Flexi Cap Fund - Growth | -4.8  | 11.1     | 8.8  | 15.6 | 11.0 | 19.9 |  |  |  |  |  |  |  |  |
| Franklin India Flexi Cap Fund - Growth        | 2.0   | 13.5     | 10.0 | 14.8 | 12.1 | 19.9 |  |  |  |  |  |  |  |  |
| HDFC Flexi Cap Fund - Growth                  | 8.2   | 11.1     | 11.0 | 14.0 | 12.4 | 20.8 |  |  |  |  |  |  |  |  |

### **India Equity Mutual Funds - Performance**



(no of times multiplied)

| Cologno                                       | No of Times Your Money Multiplied – as on 30-Jun-2022 |         |      |            |      |       |  |  |  |  |  |  |  |  |
|---|---|---------|------|------------|------|-------|--|--|--|--|--|--|--|--|
| Scheme  | 1Y  | 3Y      | 5Y   | <b>10Y</b> | 15Y  | 20Y   |  |  |  |  |  |  |  |  |
|   | La  | rge Cap |      |            |      |       |  |  |  |  |  |  |  |  |
| Franklin India Bluechip - Growth              | 1.0x  | 1.3x    | 1.5x | 3.0x       | 4.4x | 28.7x |  |  |  |  |  |  |  |  |
| HDFC Top 100 Fund - Growth                    | 1.0x  | 1.3x    | 1.6x | 3.3x       | 5.4x | 40.0x |  |  |  |  |  |  |  |  |
|   | N   | 1id Cap |      |            |      |       |  |  |  |  |  |  |  |  |
| Franklin India Prima Fund - Growth            | 0.9x  | 1.4x    | 1.5x | 4.9x       | 5.7x | 44.5x |  |  |  |  |  |  |  |  |
| Nippon India Growth Fund - Reg - Growth       | 1.1x  | 1.6x    | 1.8x | 4.4x       | 6.1x | 61.4x |  |  |  |  |  |  |  |  |
|   | FI  | ехі Сар |      |            |      |       |  |  |  |  |  |  |  |  |
| Aditya Birla Sun Life Flexi Cap Fund - Growth | 1.0x  | 1.4x    | 1.5x | 4.3x       | 4.8x | 38.0x |  |  |  |  |  |  |  |  |
| Franklin India Flexi Cap Fund - Growth        | 1.0x  | 1.5x    | 1.6x | 4.0x       | 5.5x | 37.8x |  |  |  |  |  |  |  |  |
| HDFC Flexi Cap Fund - Growth                  | 1.1x  | 1.4x    | 1.7x | 3.7x       | 5.8x | 43.6x |  |  |  |  |  |  |  |  |

## **Global Equity Markets - Performance**



| Inday (in INID)                           | Compounded Annualized Returns (%, in INR terms) – as on 30-Jun-2022 |      |      |            |      |             |  |  |  |  |  |  |  |
|---|---|------|------|------------|------|-------------|--|--|--|--|--|--|--|
| Index (in INR)                            | <b>1</b> Y  | 3Y   | 5Y   | <b>10Y</b> | 15Y  | <b>20</b> Y |  |  |  |  |  |  |  |
| Nasdaq 100 TR                             | -15.5   | 20.8 | 21.1 | 21.5       | 18.9 | 16.4        |  |  |  |  |  |  |  |
| S&P 500 TR                                | -5.1  | 15.7 | 15.9 | 17.0       | 13.5 | 11.7        |  |  |  |  |  |  |  |
| MSCI World (represents Developed Markets) | -10.4   | 10.2 | 10.2 |            |      |             |  |  |  |  |  |  |  |
| MSCI Emerging Markets                     | -22.7   | 2.8  | 3.9  | 4.3        |      |             |  |  |  |  |  |  |  |

### **Global Equity Markets - Performance (in multiples)**



| Indov (in INID)                           | Multiples (x times) – as on 30-Jun-2022 |            |      |      |       |       |  |  |  |  |  |  |  |  |
|---|---|------------|------|------|-------|-------|--|--|--|--|--|--|--|--|
| Index (in INR)                            | <b>1</b> Y                              | <b>3</b> Y | 5Y   | 10Y  | 15Y   | 20Y   |  |  |  |  |  |  |  |  |
| Nasdaq 100 TR                             | 0.8x                                    | 1.8x       | 2.6x | 7.0x | 13.5x | 20.9x |  |  |  |  |  |  |  |  |
| S&P 500 TR                                | 0.9x                                    | 1.5x       | 2.1x | 4.8x | 6.7x  | 9.2x  |  |  |  |  |  |  |  |  |
| MSCI World (represents Developed Markets) | 0.9x                                    | 1.3x       | 1.6x |      |       |       |  |  |  |  |  |  |  |  |
| MSCI Emerging Markets                     | 0.8x                                    | 1.1x       | 1.2x | 1.5x |       |       |  |  |  |  |  |  |  |  |

### Nifty 50 TRI – Rolling Returns



## On a 15Y Rolling basis, Large cap Index (Nifty 50 TRI) gave >12% returns ~90% of the times since Inception (Jun-1999)

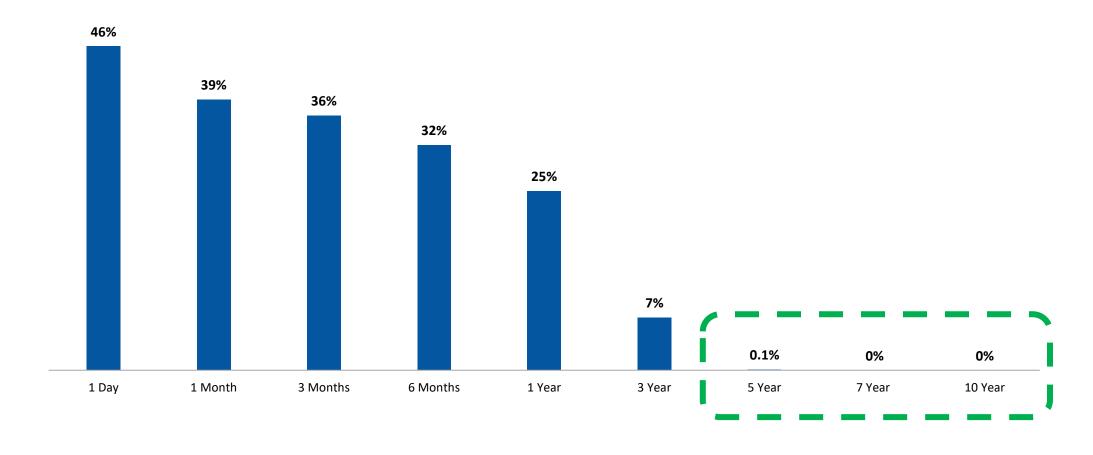
|         |      | Rolling Returns Since Inception |      |     |     |      |      |  |  |  |  |  |  |  |  |
|---------|------|---------------------------------|------|-----|-----|------|------|--|--|--|--|--|--|--|--|
|         | 15 Y | 12 Y                            | 10 Y | 7 Y | 5 Y | 3 Y  | 1 Y  |  |  |  |  |  |  |  |  |
|         |      |                                 |      |     |     |      |      |  |  |  |  |  |  |  |  |
| Average | 15%  | 14%                             | 14%  | 15% | 15% | 15%  | 17%  |  |  |  |  |  |  |  |  |
| Maximum | 19%  | 22%                             | 22%  | 30% | 47% | 62%  | 108% |  |  |  |  |  |  |  |  |
| Minimum | 10%  | 6%                              | 5%   | 5%  | -1% | -15% | -55% |  |  |  |  |  |  |  |  |

| % No. of Times          |      |     |     |     |      |     |     |
|-------------------------|------|-----|-----|-----|------|-----|-----|
| Less than 0%            | 0%   | 0%  | 0%  | 0%  | 0.1% | 7%  | 25% |
| Less than 7%            | 0%   | 2%  | 2%  | 2%  | 15%  | 25% | 37% |
| <b>Greater than 7%</b>  | 100% | 98% | 98% | 98% | 85%  | 75% | 63% |
| Greater than 10%        | 100% | 87% | 81% | 81% | 70%  | 63% | 57% |
| <b>Greater than 12%</b> | 89%  | 73% | 65% | 62% | 61%  | 53% | 53% |
| <b>Greater than 15%</b> | 38%  | 37% | 46% | 38% | 38%  | 38% | 46% |

## Longer the time frame, lower the odds of negative returns



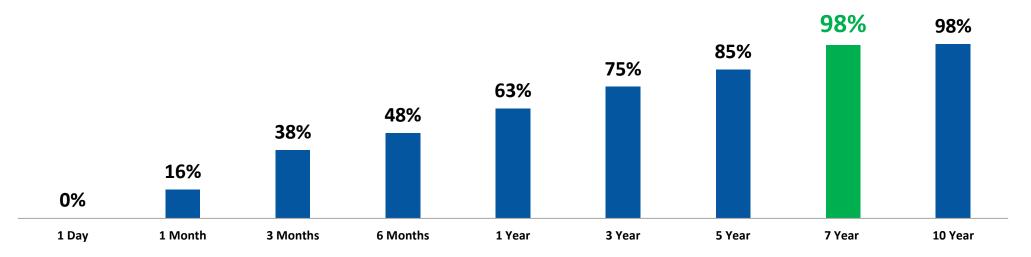
Nifty 50 TRI - % Instances of Negative Returns since Inception (Jun-1999)

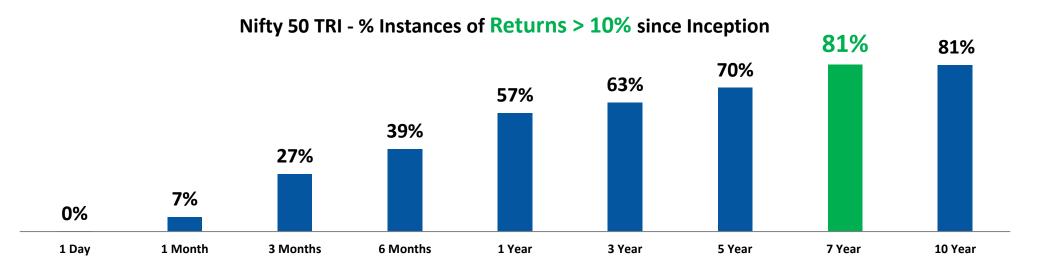


## Longer the time frame, higher the odds of better returns

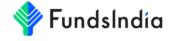


Nifty 50 TRI - % Instances of Returns > 7% since Inception





## Year wise Lumpsum Returns of Nifty 50 TRI (2000 to 2021)



| Average | 17%  | 15%  | 15%  | 15% | 15% | 15% | 15% | 15% | 14% | 14% | 14% | 14% | 14% | 14% | 15% | 15% | 15% | 15% | 15% | 14% | 13%      | 149 |
|---------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|----------|-----|
| Max     | 97%  | 59%  | 60%  | 48% | 47% | 37% | 30% | 28% | 26% | 22% | 21% | 22% | 20% | 20% | 19% | 19% | 18% | 18% | 18% | 18% | 15%      | 149 |
| Min     | -53% | -19% | -13% | -6% | 0%  | 2%  | 6%  | 4%  | 4%  | 6%  | 7%  | 6%  | 7%  | 8%  | 11% | 11% | 12% | 12% | 12% | 10% | 12%      | 13% |
| Year    | 1Y   | 2Y   | 3Y   | 4Y  | 5Y  | 6Y  | 7Y  | 8Y  | 9Y  | 10Y | 11Y | 12Y | 13Y | 14Y | 15Y | 16Y | 17Y | 18Y | 19Y | 20Y | 21Y      | 22\ |
| Jan-00  | -14% | -14% | -8%  | 9%  | 9%  | 14% | 17% | 22% | 10% | 15% | 16% | 12% | 13% | 13% | 14% | 13% | 12% | 13% | 13% | 13% | 13%      | 13% |
| Jan-01  | -15% | -5%  | 17%  | 16% | 20% | 23% | 28% | 14% | 19% | 19% | 14% | 16% | 15% | 16% | 15% | 14% | 15% | 14% | 14% | 14% | 15%      |     |
| Jan-02  | 6%   | 38%  | 28%  | 31% | 33% | 37% | 18% | 24% | 24% | 18% | 19% | 18% | 19% | 17% | 16% | 17% | 16% | 16% | 16% | 17% |          |     |
| Jan-03  | 79%  | 41%  | 40%  | 41% | 44% | 20% | 27% | 26% | 19% | 20% | 19% | 20% | 18% | 17% | 18% | 17% | 17% | 17% | 17% |     |          |     |
| Jan-04  | 11%  | 24%  | 30%  | 36% | 11% | 20% | 20% | 13% | 15% | 14% | 16% | 14% | 13% | 14% | 14% | 14% | 14% | 14% |     |     |          |     |
| Jan-05  | 39%  | 40%  | 46%  | 11% | 22% | 21% | 13% | 15% | 15% | 16% | 14% | 13% | 15% | 14% | 14% | 14% | 15% |     |     |     |          |     |
| Jan-06  | 42%  | 49%  | 4%   | 18% | 18% | 10% | 13% | 12% | 14% | 12% | 11% | 13% | 12% | 12% | 13% | 13% |     |     |     |     |          |     |
| Jan-07  | 57%  | -11% | 11%  | 13% | 4%  | 8%  | 8%  | 11% | 9%  | 9%  | 10% | 10% | 10% | 11% | 12% |     |     |     |     |     |          |     |
| Jan-08  | -50% | -7%  | 1%   | -6% | 0%  | 2%  | 6%  | 4%  | 4%  | 7%  | 7%  | 7%  | 8%  | 9%  |     |     |     |     |     |     |          |     |
| Jan-09  | 73%  | 44%  | 16%  | 20% | 17% | 20% | 16% | 15% | 16% | 15% | 15% | 15% | 16% |     |     |     |     |     |     |     |          |     |
| Jan-10  | 19%  | -5%  | 6%   | 6%  | 11% | 9%  | 8%  | 10% | 10% | 10% | 11% | 12% |     |     |     |     |     |     |     |     |          |     |
| Jan-11  | -24% | 0%   | 2%   | 9%  | 7%  | 6%  | 9%  | 9%  | 9%  | 10% | 11% |     |     |     |     |     |     |     |     |     |          |     |
| Jan-12  | 30%  | 18%  | 23%  | 16% | 13% | 16% | 14% | 14% | 15% | 16% |     |     |     |     |     |     |     |     |     |     |          |     |
| Jan-13  | 7%   | 19%  | 11%  | 10% | 13% | 12% | 12% | 13% | 14% |     |     |     |     |     |     |     |     |     |     |     |          |     |
| Jan-14  | 33%  | 14%  | 10%  | 15% | 13% | 13% | 13% | 15% |     |     |     |     |     |     |     |     |     |     |     |     |          |     |
| Jan-15  | -3%  | 1%   | 9%   | 9%  | 9%  | 11% | 13% |     |     |     |     |     |     |     |     |     |     |     |     |     |          |     |
| Jan-16  | 4%   | 16%  | 13%  | 13% | 13% | 15% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |          |     |
| Jan-17  | 29%  | 17%  | 16%  | 16% | 18% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |          |     |
| Jan-18  | 6%   | 10%  | 12%  | 15% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | Re  | turns >= | 10% |
| Jan-19  | 13%  | 15%  | 18%  |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 7 t | :o <10%  |     |
|         |      |      |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |          |     |

0 to <7% Less than 0%

How to read the table: Column 1 indicates the starting date of investment. The Row named 'Year' indicates the time frame on investment −1Y, 2Y, 3Y etc For eg: If you invested on Jan-03, then your 5 year annualized return is 44%, 6 year annualized return is 20% etc

Jan-20

Jan-21

16%

25%

21%

## Year wise Lumpsum Returns of HDFC Flexi Cap Fund (1995 to 2021)



18% 18% 18% 27Y 18%

|         |      |      |      |     |     |     |     | ı   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |
|---------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|---------|
| Average | 25%  | 22%  | 22%  | 23% | 23% | 22% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 23% | 22% | 22% | 22% | 22% | 21% | 20%    | 19%     |
| Max     | 155% | 102% | 78%  | 63% | 60% | 52% | 43% | 43% | 44% | 42% | 40% | 36% | 34% | 33% | 29% | 29% | 29% | 29% | 26% | 26% | 26% | 24% | 23% | 23% | 23%    | 21%     |
| Min     | -52% | -25% | -12% | -2% | -1% | 4%  | 7%  | 7%  | 5%  | 6%  | 9%  | 9%  | 8%  | 9%  | 13% | 14% | 16% | 18% | 18% | 15% | 17% | 18% | 20% | 19% | 17%    | 18%     |
| Year    | 1Y   | 2Y   | 3Y   | 4Y  | 5Y  | 6Y  | 7Y  | 8Y  | 9Y  | 10Y | 11Y | 12Y | 13Y | 14Y | 15Y | 16Y | 17Y | 18Y | 19Y | 20Y | 21Y | 22Y | 23Y | 24Y | 25Y    | 26Y     |
| Jan-95  | -27% | -25% | -12% | -2% | 19% | 11% | 9%  | 11% | 20% | 21% | 24% | 25% | 27% | 19% | 23% | 24% | 20% | 21% | 20% | 21% | 20% | 19% | 20% | 19% | 18%    | 18%     |
| Jan-96  | -22% | -3%  | 8%   | 34% | 21% | 16% | 18% | 28% | 28% | 31% | 31% | 33% | 24% | 28% | 28% | 24% | 24% | 23% | 25% | 23% | 22% | 23% | 21% | 21% | 20%    | 21%     |
| Jan-97  | 20%  | 28%  | 61%  | 35% | 26% | 26% | 37% | 36% | 39% | 38% | 40% | 28% | 33% | 33% | 28% | 28% | 26% | 28% | 26% | 25% | 25% | 24% | 23% | 22% | 23%    | l       |
| Jan-98  | 37%  | 86%  | 40%  | 28% | 28% | 41% | 38% | 41% | 41% | 42% | 29% | 34% | 34% | 28% | 29% | 27% | 28% | 26% | 25% | 26% | 24% | 23% | 22% | 23% |        |         |
| Jan-99  | 154% | 42%  | 25%  | 25% | 41% | 39% | 42% | 41% | 42% | 29% | 34% | 34% | 28% | 28% | 26% | 28% | 26% | 24% | 25% | 24% | 23% | 22% | 22% |     |        |         |
| Jan-00  | -20% | -12% | -1%  | 22% | 23% | 29% | 30% | 33% | 19% | 26% | 26% | 20% | 22% | 20% | 22% | 20% | 19% | 20% | 19% | 18% | 18% | 18% |     |     |        |         |
| Jan-01  | -3%  | 10%  | 41%  | 37% | 42% | 41% | 43% | 25% | 32% | 32% | 25% | 26% | 24% | 26% | 24% | 22% | 23% | 22% | 21% | 20% | 21% |     |     |     |        |         |
| Jan-02  | 26%  | 69%  | 53%  | 56% | 52% | 52% | 30% | 37% | 36% | 28% | 29% | 26% | 28% | 26% | 24% | 25% | 23% | 22% | 21% | 22% |     |     |     |     |        |         |
| Jan-03  | 128% | 69%  | 67%  | 59% | 58% | 31% | 39% | 38% | 28% | 29% | 27% | 29% | 26% | 24% | 25% | 23% | 22% | 21% | 22% |     |     |     |     |     |        |         |
| Jan-04  | 26%  | 43%  | 41%  | 44% | 17% | 28% | 28% | 20% | 21% | 19% | 22% | 20% | 19% | 20% | 18% | 17% | 17% | 18% |     |     |     |     |     |     |        |         |
| Jan-05  | 63%  | 49%  | 51%  | 15% | 29% | 29% | 19% | 21% | 19% | 22% | 19% | 18% | 19% | 18% | 17% | 16% | 17% |     |     |     |     |     |     |     |        |         |
| Jan-06  | 36%  | 45%  | 2%   | 21% | 23% | 13% | 16% | 14% | 18% | 15% | 15% | 16% | 15% | 14% | 14% | 15% |     |     |     |     |     |     |     |     |        |         |
| Jan-07  | 54%  | -11% | 17%  | 20% | 9%  | 13% | 11% | 16% | 13% | 13% | 15% | 13% | 13% | 12% | 14% |     |     |     |     |     |     |     |     |     |        |         |
| Jan-08  | -49% | 1%   | 10%  | -1% | 6%  | 5%  | 11% | 9%  | 9%  | 11% | 10% | 10% | 9%  | 11% |     |     |     |     |     |     |     |     |     |     |        |         |
| Jan-09  | 102% | 61%  | 24%  | 27% | 22% | 27% | 22% | 20% | 21% | 19% | 18% | 17% | 18% |     |     |     |     |     |     |     |     |     |     |     |        |         |
| Jan-10  | 29%  | -3%  | 9%   | 7%  | 15% | 12% | 11% | 14% | 12% | 11% | 11% | 13% | l   |     |     |     |     |     |     |     |     |     |     |     |        |         |
| Jan-11  | -27% | 0%   | 1%   | 12% | 8%  | 8%  | 12% | 10% | 9%  | 9%  | 11% | l   |     |     |     |     |     |     |     |     |     |     |     |     |        |         |
| Jan-12  | 36%  | 18%  | 29%  | 20% | 17% | 20% | 16% | 15% | 14% | 16% | l   |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |
| Jan-13  | 3%   | 26%  | 15%  | 13% | 17% | 13% | 12% | 12% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |
| Jan-14  | 54%  | 21%  | 16%  | 21% | 16% | 14% | 13% | 16% | l   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |
| Jan-15  | -5%  | 1%   | 11%  | 8%  | 8%  | 7%  | 11% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |
| Jan-16  | 6%   | 20%  | 12%  | 11% | 10% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |
| Jan-17  | 36%  | 15%  | 12%  | 11% | 15% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | Potur  | ns >=10 |
| Jan-18  | -2%  | 2%   | 4%   | 11% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |
| Jan-19  | 7%   | 7%   | 15%  |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 7 to < | 10%     |

Returns >= 10%
7 to <10%
0 to <7%
Less than 0%

Jan-20

Jan-21

7%

35%

20%

## **Year wise Lumpsum Returns of Franklin India Flexicap** Fund (1995 to 2021)



|         | _    |      |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |             |     |
|---------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-------------|-----|
| Average | 24%  | 21%  | 21%  | 21% | 22% | 21% | 21% | 22% | 22% | 22% | 22% | 22% | 21% | 21% | 21% | 22% | 22% | 22% | 21% | 21% | 21% | 21% | 21% | 20% | 19%  | 19%         | 18% |
| Max     | 209% | 119% | 72%  | 58% | 56% | 50% | 39% | 41% | 41% | 40% | 37% | 33% | 31% | 30% | 28% | 27% | 28% | 26% | 26% | 26% | 24% | 23% | 23% | 23% | 22%  | 21%         | 19% |
| Min     | -48% | -22% | -12% | -3% | -2% | 4%  | 7%  | 8%  | 7%  | 7%  | 9%  | 8%  | 8%  | 9%  | 13% | 14% | 17% | 17% | 16% | 14% | 16% | 17% | 19% | 18% | 16%  | 17%         | 18% |
| Year    | 1Y   | 2Y   | 3Y   | 4Y  | 5Y  | 6Y  | 7Y  | 8Y  | 9Y  | 10Y | 11Y | 12Y | 13Y | 14Y | 15Y | 16Y | 17Y | 18Y | 19Y | 20Y | 21Y | 22Y | 23Y | 24Y | 25Y  | 26Y         | 27Y |
| Jan-95  | -23% | -18% | -9%  | 1%  | 26% | 14% | 11% | 12% | 20% | 21% | 23% | 25% | 27% | 19% | 22% | 22% | 19% | 20% | 19% | 21% | 20% | 19% | 20% | 19% | 18%  | 18%         | 19% |
| Jan-96  | -13% | -2%  | 10%  | 42% | 23% | 18% | 18% | 27% | 27% | 29% | 30% | 32% | 23% | 26% | 26% | 23% | 23% | 22% | 24% | 23% | 22% | 22% | 21% | 20% | 20%  | 21%         |     |
| Jan-97  | 11%  | 24%  | 68%  | 34% | 25% | 24% | 34% | 33% | 34% | 36% | 37% | 27% | 30% | 29% | 25% | 26% | 24% | 26% | 25% | 24% | 24% | 23% | 22% | 21% | 22%  |             |     |
| Jan-98  | 38%  | 107% | 43%  | 29% | 27% | 38% | 36% | 37% | 39% | 40% | 28% | 31% | 31% | 26% | 27% | 25% | 27% | 26% | 24% | 25% | 23% | 22% | 22% | 23% |      |             |     |
| Jan-99  | 209% | 45%  | 26%  | 24% | 38% | 36% | 37% | 39% | 41% | 28% | 31% | 30% | 26% | 26% | 24% | 26% | 25% | 24% | 24% | 22% | 21% | 21% | 22% |     |      |             |     |
| Jan-00  | -32% | -20% | -8%  | 13% | 15% | 20% | 24% | 27% | 16% | 20% | 20% | 17% | 18% | 17% | 19% | 18% | 17% | 18% | 17% | 16% | 16% | 17% |     |     |      |             |     |
| Jan-01  | -5%  | 7%   | 33%  | 31% | 34% | 37% | 39% | 24% | 28% | 27% | 22% | 23% | 22% | 24% | 22% | 21% | 22% | 20% | 19% | 19% | 20% |     |     |     |      |             |     |
| Jan-02  | 20%  | 58%  | 47%  | 47% | 47% | 49% | 28% | 33% | 31% | 26% | 26% | 24% | 26% | 25% | 23% | 24% | 22% | 21% | 21% | 21% |     |     |     |     |      |             |     |
| Jan-03  | 108% | 62%  | 57%  | 55% | 55% | 30% | 35% | 33% | 26% | 27% | 25% | 27% | 25% | 23% | 24% | 22% | 21% | 21% | 21% |     |     |     |     |     |      |             |     |
| Jan-04  | 25%  | 36%  | 40%  | 44% | 18% | 25% | 24% | 18% | 20% | 18% | 21% | 20% | 19% | 19% | 18% | 17% | 17% | 18% |     |     |     |     |     |     |      |             |     |
| Jan-05  | 48%  | 48%  | 51%  | 16% | 25% | 24% | 17% | 19% | 18% | 21% | 19% | 18% | 19% | 17% | 16% | 16% | 17% |     |     |     |     |     |     |     |      |             |     |
| Jan-06  | 49%  | 52%  | 7%   | 20% | 20% | 13% | 16% | 14% | 18% | 17% | 16% | 17% | 15% | 14% | 14% | 16% |     |     |     |     |     |     |     |     |      |             |     |
| Jan-07  | 55%  | -9%  | 12%  | 14% | 7%  | 11% | 10% | 15% | 14% | 13% | 14% | 13% | 12% | 12% | 14% |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-08  | -47% | -5%  | 3%   | -2% | 4%  | 4%  | 10% | 9%  | 9%  | 11% | 9%  | 9%  | 9%  | 11% |     |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-09  | 69%  | 42%  | 19%  | 22% | 19% | 24% | 21% | 19% | 20% | 18% | 16% | 16% | 18% |     |     |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-10  | 19%  | 0%   | 10%  | 8%  | 17% | 15% | 13% | 15% | 13% | 12% | 12% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-11  | -16% | 5%   | 5%   | 16% | 14% | 12% | 14% | 12% | 11% | 12% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-12  | 32%  | 18%  | 30%  | 23% | 19% | 21% | 17% | 15% | 15% | 17% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-13  | 5%   | 28%  | 20%  | 16% | 19% | 15% | 13% | 13% | 16% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-14  | 57%  | 28%  | 20%  | 22% | 17% | 14% | 15% | 17% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-15  | 5%   | 5%   | 12%  | 8%  | 7%  | 9%  | 13% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-16  | 4%   | 16%  | 9%   | 8%  | 9%  | 14% |     | '   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-17  | 30%  | 12%  | 9%   | 11% | 16% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |             |     |
| Jan-18  | -4%  | 0%   | 5%   | 13% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | Retu | ırns >=     | 10% |
| Jan-19  | 3%   | 10%  | 19%  |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 7 to | <10%        |     |
| Jan-20  | 16%  | 27%  |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 0 to |             |     |
| Jan-21  | 40%  |      |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 0 10 | <b>\</b> /0 |     |

Less than 0%

## Year wise 6M STP Returns of Nifty 50 TRI (2000 to 2021)



| Average | 13%  | 13%  | 14%  | 15%  | 15% | 15% | 15% | 14% | 14% | 14% | 14% | 14% | 14% | 14% | 15% | 15% | 15% | 15% | 15% | 14% | 13%      | 13%   |
|---------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|----------|-------|
| Max     | 93%  | 50%  | 49%  | 45%  | 46% | 36% | 28% | 27% | 24% | 21% | 20% | 21% | 20% | 18% | 19% | 18% | 17% | 17% | 18% | 17% | 15%      | 14%   |
| Min     | -49% | -20% | -12% | -2%  | 1%  | 1%  | 6%  | 6%  | 6%  | 6%  | 7%  | 6%  | 7%  | 8%  | 11% | 12% | 12% | 13% | 12% | 11% | 12%      | 13%   |
| Year    | 1    | 2    | 3    | 4    | 5   | 6   | 7   | 8   | 9   | 10  | 11  | 12  | 13  | 14  | 15  | 16  | 17  | 18  | 19  | 20  | 21       | 22    |
| Jan-00  | -15% | -15% | -8%  | 8%   | 9%  | 13% | 17% | 21% | 10% | 15% | 15% | 11% | 13% | 12% | 14% | 13% | 12% | 13% | 13% | 13% | 13%      | 13%   |
| Jan-01  | -13% | -4%  | 18%  | 16%  | 21% | 24% | 28% | 14% | 19% | 19% | 15% | 16% | 15% | 16% | 15% | 14% | 15% | 15% | 14% | 15% | 15%      |       |
| Jan-02  | 3%   | 35%  | 27%  | 30%  | 32% | 36% | 18% | 24% | 23% | 17% | 18% | 17% | 19% | 17% | 16% | 17% | 16% | 16% | 16% | 16% |          |       |
| Jan-03  | 93%  | 46%  | 44%  | 43%  | 46% | 22% | 28% | 27% | 20% | 21% | 20% | 21% | 19% | 18% | 18% | 18% | 17% | 17% | 18% |     |          |       |
| Jan-04  | 20%  | 29%  | 33%  | 39%  | 13% | 21% | 21% | 14% | 16% | 15% | 17% | 15% | 14% | 15% | 14% | 14% | 14% | 15% |     |     |          |       |
| Jan-05  | 41%  | 41%  | 46%  | 12%  | 22% | 22% | 14% | 16% | 15% | 16% | 15% | 14% | 15% | 14% | 14% | 14% | 15% |     |     |     |          |       |
| Jan-06  | 29%  | 42%  | 0%   | 15%  | 16% | 8%  | 11% | 10% | 13% | 11% | 10% | 12% | 11% | 12% | 12% | 13% |     |     |     |     |          |       |
| Jan-07  | 55%  | -12% | 10%  | 12%  | 4%  | 8%  | 8%  | 11% | 9%  | 9%  | 10% | 10% | 10% | 11% | 12% |     |     |     |     |     |          |       |
| Jan-08  | -41% | 1%   | 7%   | -2%  | 4%  | 4%  | 8%  | 7%  | 6%  | 8%  | 8%  | 9%  | 9%  | 10% |     |     |     |     |     |     |          |       |
| Jan-09  | 64%  | 40%  | 14%  | 18%  | 16% | 18% | 15% | 14% | 15% | 14% | 14% | 14% | 15% |     |     |     |     |     |     |     |          |       |
| Jan-10  | 22%  | -4%  | 7%   | 7%   | 12% | 9%  | 8%  | 11% | 10% | 10% | 11% | 12% |     |     |     |     |     |     |     |     |          |       |
| Jan-11  | -18% | 3%   | 5%   | 11%  | 8%  | 7%  | 10% | 10% | 10% | 11% | 12% |     |     |     |     |     |     |     |     |     |          |       |
| Jan-12  | 18%  | 13%  | 19%  | 13%  | 11% | 14% | 13% | 13% | 13% | 14% |     |     |     |     |     |     |     |     |     |     |          |       |
| Jan-13  | 8%   | 20%  | 12%  | 10%  | 13% | 12% | 12% | 13% | 14% |     |     |     |     |     |     |     |     |     |     |     |          |       |
| Jan-14  | 28%  | 12%  | 9%   | 14%  | 12% | 12% | 13% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |          |       |
| Jan-15  | -6%  | -1%  | 8%   | 8%   | 9%  | 10% | 12% |     |     |     |     |     |     |     |     |     |     |     |     |     |          |       |
| Jan-16  | 7%   | 18%  | 14%  | 13%  | 14% | 16% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |          |       |
| Jan-17  | 18%  | 12%  | 12%  | 13%  | 16% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |          |       |
| Jan-18  | 4%   | 9%   | 11%  | 15%  |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |          |       |
| Jan-19  | 9%   | 13%  | 17%  | 20,0 |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | Returns  | >=10% |
| Jan-20  | 37%  | 31%  | 17/0 |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 7 to <10 | %     |

Returns >=10%
7 to <10%
0 to <7%
Less than 0%

Jan-21

19%

## **Year wise 6M STP Returns of HDFC Flexicap Fund (1995)** to 2021)



|         |      |      |      | _   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
|---------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|--------------|-----|
|         |      |      |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Average | 20%  | 20%  | 21%  | 21% | 22% | 22% | 22% | 23% | 23% | 23% | 23% | 22% | 22% | 22% | 22% | 22% | 23% | 23% | 23% | 22% | 22% | 22% | 22% | 21% | 20%  | 20%          | 19% |
| Max     | 123% | 91%  | 67%  | 60% | 57% | 49% | 43% | 42% | 41% | 41% | 39% | 34% | 34% | 33% | 29% | 28% | 28% | 28% | 26% | 25% | 25% | 24% | 23% | 23% | 23%  | 21%          | 19% |
| Min     | -48% | -22% | -11% | -1% | -1% | 2%  | 8%  | 7%  | 5%  | 6%  | 9%  | 9%  | 8%  | 10% | 12% | 14% | 15% | 18% | 19% | 16% | 17% | 18% | 20% | 19% | 17%  | 18%          | 19% |
| Year    | 1    | 2    | 3    | 4   | 5   | 6   | 7   | 8   | 9   | 10  | 11  | 12  | 13  | 14  | 15  | 16  | 17  | 18  | 19  | 20  | 21  | 22  | 23  | 24  | 25   | 26           | 27  |
| Jan-95  | -21% | -22% | -10% | 0%  | 21% | 13% | 10% | 12% | 21% | 22% | 25% | 26% | 28% | 20% | 24% | 24% | 20% | 21% | 20% | 22% | 20% | 20% | 20% | 19% | 19%  | 18%          | 19% |
| Jan-96  | -20% | -2%  | 9%   | 35% | 21% | 17% | 18% | 28% | 28% | 31% | 32% | 33% | 24% | 28% | 28% | 24% | 25% | 23% | 25% | 23% | 22% | 23% | 22% | 21% | 20%  | 21%          |     |
| Jan-97  | 16%  | 26%  | 59%  | 34% | 26% | 26% | 37% | 35% | 38% | 38% | 39% | 28% | 33% | 32% | 27% | 28% | 26% | 28% | 26% | 25% | 25% | 24% | 23% | 22% | 23%  | l e          |     |
| Jan-98  | 27%  | 80%  | 37%  | 26% | 26% | 39% | 37% | 40% | 39% | 41% | 28% | 33% | 33% | 27% | 28% | 26% | 28% | 26% | 25% | 25% | 24% | 23% | 22% | 23% |      |              |     |
| Jan-99  | 112% | 30%  | 18%  | 20% | 36% | 34% | 38% | 38% | 40% | 26% | 32% | 32% | 26% | 26% | 25% | 26% | 24% | 23% | 24% | 22% | 22% | 21% | 21% |     |      |              |     |
| Jan-00  | -21% | -12% | -1%  | 22% | 23% | 29% | 30% | 32% | 19% | 26% | 26% | 20% | 21% | 20% | 22% | 20% | 19% | 20% | 19% | 18% | 18% | 18% |     |     |      |              |     |
| Jan-01  | 0%   | 12%  | 42%  | 38% | 43% | 41% | 43% | 26% | 33% | 32% | 25% | 26% | 24% | 26% | 24% | 23% | 23% | 22% | 21% | 20% | 21% |     |     |     |      |              |     |
| Jan-02  | 10%  | 58%  | 47%  | 50% | 47% | 49% | 28% | 35% | 34% | 26% | 27% | 25% | 27% | 24% | 23% | 24% | 22% | 21% | 20% | 21% |     |     |     |     |      |              |     |
| Jan-03  | 123% | 67%  | 66%  | 58% | 57% | 30% | 39% | 37% | 28% | 29% | 26% | 28% | 25% | 24% | 25% | 23% | 22% | 21% | 22% |     |     |     |     |     |      |              |     |
| Jan-04  | 28%  | 44%  | 41%  | 44% | 17% | 28% | 29% | 20% | 21% | 19% | 22% | 20% | 19% | 20% | 18% | 17% | 17% | 18% |     |     |     |     |     |     |      |              |     |
| Jan-05  | 60%  | 47%  | 50%  | 14% | 28% | 28% | 18% | 20% | 18% | 21% | 19% | 18% | 19% | 17% | 17% | 16% | 17% |     |     |     |     |     |     |     |      |              |     |
| Jan-06  | 24%  | 38%  | -1%  | 18% | 20% | 11% | 14% | 13% | 17% | 14% | 14% | 15% | 14% | 13% | 13% | 14% |     |     |     |     |     |     |     |     |      |              |     |
| Jan-07  | 50%  | -12% | 16%  | 19% | 8%  | 12% | 11% | 15% | 13% | 12% | 14% | 13% | 12% | 12% | 13% |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-08  | -38% | 12%  | 17%  | 4%  | 10% | 9%  | 14% | 12% | 11% | 13% | 12% | 11% | 11% | 13% |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-09  | 98%  | 60%  | 23%  | 26% | 21% | 26% | 21% | 19% | 21% | 18% | 17% | 16% | 18% |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-10  | 28%  | -3%  | 8%   | 7%  | 15% | 12% | 11% | 14% | 12% | 11% | 11% | 13% |     |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-11  | -22% | 3%   | 3%   | 14% | 10% | 9%  | 13% | 11% | 10% | 10% | 12% |     |     |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-12  | 20%  | 11%  | 24%  | 16% | 14% | 17% | 14% | 13% | 13% | 15% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-13  | 7%   | 29%  | 16%  | 14% | 18% | 14% | 13% | 12% | 15% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-14  | 45%  | 18%  | 14%  | 19% | 14% | 13% | 12% | 15% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-15  | -5%  | 0%   | 11%  | 8%  | 7%  | 7%  | 11% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-16  | 14%  | 25%  | 15%  | 13% | 12% | 15% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-17  | 22%  | 9%   | 8%   | 8%  | 13% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |              |     |
| Jan-18  | 1%   | 4%   | 5%   | 12% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | Retu | ırns >=1     | 10% |
| Jan-19  | 3%   | 5%   | 14%  |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 7 to | <10%         |     |
| Jan-20  | 29%  | 32%  |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 0 +0 | <b>∠70</b> / |     |

0 to <7% Less than 0%

Jan-21

## Year wise 6M STP Returns of Franklin India Flexicap Fund (1995 to 2021)



|                  |            |          |          |           |     |     |     | 1   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |         |     |
|------------------|------------|----------|----------|-----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|---------|-----|
| Average          | 19%        | 19%      | 20%      | 20%       | 21% | 20% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 20% | 19%  | 19%     | 19% |
| Max              | 150%       | 99%      | 68%      | 56%       | 55% | 46% | 39% | 38% | 38% | 39% | 37% | 32% | 31% | 29% | 26% | 26% | 27% | 26% | 25% | 24% | 24% | 23% | 22% | 23% | 22%  | 21%     | 19% |
| Min              | -44%       | -21%     | -11%     | -3%       | -2% | 3%  | 7%  | 8%  | 7%  | 7%  | 10% | 8%  | 8%  | 10% | 12% | 14% | 16% | 17% | 17% | 15% | 15% | 17% | 19% | 18% | 16%  | 17%     | 18% |
| Year             | 1          | 2        | 3        | 4         | 5   | 6   | 7   | 8   | 9   | 10  | 11  | 12  | 13  | 14  | 15  | 16  | 17  | 18  | 19  | 20  | 21  | 22  | 23  | 24  | 25   | 26      | 27  |
| Jan-95           | -19%       | -16%     | -8%      | 2%        | 27% | 15% | 11% | 13% | 21% | 21% | 23% | 25% | 27% | 20% | 22% | 22% | 20% | 20% | 19% | 21% | 20% | 19% | 20% | 19% | 18%  | 18%     | 19% |
| Jan-96           | -17%       | -4%      | 8%       | 41%       | 22% | 17% | 17% | 26% | 26% | 28% | 30% | 32% | 23% | 26% | 25% | 22% | 23% | 22% | 23% | 22% | 21% | 22% | 21% | 20% | 20%  | 20%     | Į.  |
| Jan-97           | 7%         | 21%      | 66%      | 33%       | 24% | 23% | 33% | 32% | 34% | 35% | 37% | 27% | 29% | 29% | 25% | 25% | 24% | 26% | 25% | 23% | 24% | 22% | 21% | 21% | 22%  |         |     |
| Jan-98           | 26%        | 98%      | 38%      | 26%       | 25% | 36% | 34% | 36% | 37% | 39% | 27% | 31% | 30% | 26% | 26% | 25% | 26% | 25% | 24% | 24% | 23% | 22% | 21% | 22% |      |         |     |
| Jan-99           | 150%       | 30%      | 17%      | 18%       | 32% | 31% | 33% | 35% | 37% | 25% | 28% | 28% | 24% | 24% | 23% | 25% | 23% | 22% | 23% | 21% | 20% | 20% | 21% |     |      |         |     |
| Jan-00           | -26%       | -16%     | -6%      | 15%       | 17% | 22% | 25% | 29% | 17% | 21% | 21% | 17% | 18% | 17% | 20% | 19% | 18% | 18% | 17% | 16% | 16% | 17% |     |     |      |         |     |
| Jan-01           | -5%        | 7%       | 34%      | 31%       | 35% | 37% | 39% | 24% | 28% | 27% | 22% | 23% | 22% | 24% | 22% | 21% | 22% | 20% | 19% | 19% | 20% |     |     |     |      |         |     |
| Jan-02           | 7%         | 49%      | 41%      | 42%       | 44% | 46% | 26% | 31% | 30% | 24% | 25% | 23% | 25% | 24% | 22% | 23% | 21% | 20% | 20% | 21% |     |     |     |     |      |         |     |
| Jan-03           | 109%       | 62%      | 57%      | 55%       | 55% | 30% | 35% | 33% | 26% | 27% | 25% | 27% | 25% | 24% | 24% | 22% | 21% | 21% | 22% |     |     |     |     |     |      |         |     |
| Jan-04           | 26%        | 37%      | 41%      | 44%       | 18% | 25% | 25% | 19% | 20% | 18% | 21% | 20% | 19% | 19% | 18% | 17% | 17% | 18% |     |     |     |     |     |     |      |         |     |
| Jan-05           | 45%        | 47%      | 50%      | 16%       | 25% | 24% | 17% | 19% | 17% | 21% | 19% | 18% | 19% | 17% | 16% | 16% | 17% |     |     |     |     |     |     |     |      |         |     |
| Jan-06           | 33%        | 43%      | 3%       | 17%       | 17% | 11% | 14% | 13% | 17% | 15% | 14% | 16% | 14% | 13% | 13% | 15% |     |     |     |     |     |     |     |     |      |         |     |
| Jan-07           | 52%        | -10%     | 11%      | 13%       | 7%  | 10% | 10% | 15% | 14% | 13% | 14% | 12% | 12% | 12% | 14% |     |     |     |     |     |     |     |     |     |      |         |     |
| Jan-08           | -36%       | 4%       | 9%       | 2%        | 7%  | 7%  | 13% | 12% | 11% | 13% | 11% | 11% | 11% | 13% |     |     |     |     |     |     |     |     |     |     |      |         |     |
| Jan-09           | 66%        | 41%      | 18%      | 21%       | 18% | 24% | 21% | 19% | 20% | 17% | 16% | 16% | 18% |     |     |     |     |     |     |     |     |     |     |     |      |         |     |
| Jan-10           | 19%        | 0%       | 9%       | 8%        | 17% | 15% | 13% | 15% | 13% | 12% | 12% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |      |         |     |
| Jan-11           | -12%       | 7%       | 7%       | 17%       | 15% | 13% | 15% | 13% | 12% | 12% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |     |      |         |     |
| Jan-12           | 21%        | 13%      | 26%      | 20%       | 17% | 19% | 15% | 14% | 14% | 16% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |         |     |
| Jan-13           | 8%         | 30%      | 21%      | 17%       | 19% | 15% | 13% | 14% | 16% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |         |     |
| Jan-14           | 50%        | 25%      | 18%      | 21%       | 15% | 13% | 14% | 17% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |         |     |
| Jan-15           | 0%         | 2%       | 11%      | 7%        | 6%  | 8%  | 12% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |         |     |
| Jan-16           | 6%         | 18%      | 10%      | 8%        | 10% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      |         |     |
| Jan-17<br>Jan-18 | 18%<br>-2% | 6%<br>1% | 5%<br>6% | 8%<br>13% | 14% | ı   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | Retu | rns >=1 | ۱0% |
| Jan-19           | 1%         | 9%       | 18%      | 13/0      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 7 to | <10%    |     |
| Jan-20           | 36%        | 38%      |          |           |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 0 to | <7%     |     |
| Jan-21           | 27%        |          |          |           |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |      | than 0° | 0/  |

Less than 0%

### Year wise SIP Returns of Nifty 50 TRI (2000 to 2021)



| Average | 13%   | 14%  | 14%  | 15% | 15% | 15% | 14% | 14% | 13% | 13% | 13% | 13% | 13% | 13% | 13% | 13% | 13% | 13% | 13% | 13% | 14%      | 14%  |
|---------|-------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|----------|------|
| Max     | 92%   | 53%  | 44%  | 40% | 40% | 37% | 34% | 30% | 22% | 21% | 20% | 17% | 17% | 17% | 16% | 15% | 15% | 15% | 14% | 15% | 15%      | 14%  |
| Min     | -100% | -50% | -24% | -8% | -4% | -2% | 0%  | 2%  | 3%  | 4%  | 5%  | 5%  | 5%  | 6%  | 7%  | 8%  | 9%  | 10% | 10% | 10% | 12%      | 14%  |
| Year    | 1     | 2    | 3    | 4   | 5   | 6   | 7   | 8   | 9   | 10  | 11  | 12  | 13  | 14  | 15  | 16  | 17  | 18  | 19  | 20  | 21       | 22   |
| Jan-00  | -20%  | -15% | -2%  | 25% | 21% | 24% | 27% | 30% | 13% | 20% | 20% | 14% | 15% | 14% | 16% | 14% | 13% | 14% | 14% | 13% | 14%      | 14%  |
| Jan-01  | -9%   | 4%   | 35%  | 27% | 29% | 31% | 34% | 14% | 21% | 21% | 14% | 16% | 15% | 16% | 14% | 13% | 14% | 14% | 14% | 14% | 14%      |      |
| Jan-02  | 12%   | 53%  | 33%  | 34% | 34% | 37% | 14% | 22% | 21% | 14% | 16% | 15% | 16% | 14% | 13% | 14% | 14% | 13% | 14% | 14% |          |      |
| Jan-03  | 92%   | 39%  | 37%  | 37% | 40% | 11% | 21% | 21% | 12% | 15% | 13% | 15% | 13% | 12% | 14% | 13% | 13% | 13% | 14% |     |          |      |
| Jan-04  | 35%   | 36%  | 36%  | 40% | 5%  | 19% | 19% | 9%  | 12% | 12% | 14% | 12% | 11% | 13% | 12% | 12% | 12% | 13% |     |     |          |      |
| Jan-05  | 47%   | 39%  | 43%  | -2% | 17% | 18% | 7%  | 11% | 10% | 13% | 11% | 10% | 12% | 11% | 11% | 12% | 13% |     |     |     |          |      |
| Jan-06  | 36%   | 46%  | -16% | 15% | 16% | 4%  | 9%  | 9%  | 13% | 10% | 9%  | 11% | 11% | 11% | 11% | 12% |     |     |     |     |          |      |
| Jan-07  | 61%   | -34% | 15%  | 17% | 2%  | 9%  | 8%  | 13% | 10% | 9%  | 11% | 11% | 11% | 11% | 13% |     |     |     |     |     |          |      |
| Jan-08  | -62%  | 25%  | 22%  | 1%  | 10% | 9%  | 14% | 10% | 9%  | 12% | 11% | 11% | 12% | 13% |     |     |     |     |     |     |          |      |
| Jan-09  | 57%   | 31%  | -1%  | 11% | 10% | 15% | 11% | 9%  | 12% | 11% | 11% | 12% | 13% |     |     |     |     |     |     |     |          |      |
| Jan-10  | 25%   | -14% | 8%   | 8%  | 15% | 10% | 8%  | 12% | 11% | 11% | 12% | 13% |     |     |     |     |     |     |     |     |          |      |
| Jan-11  | -29%  | 11%  | 10%  | 17% | 11% | 9%  | 13% | 11% | 11% | 12% | 14% |     |     |     |     |     |     |     |     |     |          |      |
| Jan-12  | 23%   | 13%  | 21%  | 11% | 9%  | 13% | 12% | 12% | 13% | 14% |     |     |     |     |     |     |     |     |     |     |          |      |
| Jan-13  | 14%   | 24%  | 10%  | 7%  | 13% | 11% | 11% | 13% | 14% |     |     |     |     |     |     |     |     |     |     |     |          |      |
| Jan-14  | 27%   | 4%   | 4%   | 13% | 10% | 11% | 12% | 15% |     |     |     |     |     |     |     |     |     |     |     |     |          |      |
| Jan-15  | -7%   | 1%   | 14%  | 10% | 11% | 13% | 15% |     |     |     |     |     |     |     |     |     |     |     |     |     |          |      |
| Jan-16  | 3%    | 18%  | 11%  | 12% | 14% | 16% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |          |      |
| Jan-17  | 19%   | 9%   | 11%  | 14% | 17% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |          |      |
| Jan-18  | 4%    | 10%  | 16%  | 19% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | R   | eturns > | =10% |
| Jan-19  | 13%   | 23%  | 22%  |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 7   | to <10%  | j    |
| Jan-20  | 47%   | 29%  |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 0   | to <7%   |      |

Less than 0%

Jan-21

## Year wise SIP Returns of HDFC Flexicap Fund (1995 to 2021)



| Average | 19%  | 20%  | 20%  | 21%  | 21% | 20% | 20% | 21% | 21% | 21% | 20% | 20% | 20% | 19% | 19% | 19% | 19% | 19% | 20% | 20% | 19% | 19% | 19% | 19% | 19%    | 19%     | 19% |
|---------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|---------|-----|
| Max     | 107% | 85%  | 67%  | 54%  | 48% | 44% | 42% | 38% | 37% | 36% | 36% | 34% | 32% | 29% | 29% | 27% | 24% | 24% | 24% | 23% | 22% | 22% | 21% | 20% | 20%    | 20%     | 19% |
| Min     | -95% | -49% | -26% | -14% | -9% | -6% | -1% | 1%  | 2%  | 3%  | 4%  | 6%  | 6%  | 7%  | 8%  | 9%  | 11% | 13% | 14% | 14% | 15% | 16% | 17% | 17% | 17%    | 19%     | 19% |
| Year    | 1    | 2    | 3    | 4    | 5   | 6   | 7   | 8   | 9   | 10  | 11  | 12  | 13  | 14  | 15  | 16  | 17  | 18  | 19  | 20  | 21  | 22  | 23  | 24  | 25     | 26      | 27  |
| Jan-95  | -31% | -27% | -2%  | 12%  | 38% | 23% | 17% | 18% | 29% | 28% | 31% | 31% | 32% | 23% | 27% | 27% | 22% | 23% | 22% | 23% | 21% | 21% | 21% | 20% | 19%    | 19%     | 19% |
| Jan-96  | -28% | 5%   | 20%  | 49%  | 27% | 19% | 20% | 32% | 31% | 33% | 33% | 34% | 24% | 28% | 28% | 23% | 24% | 22% | 24% | 22% | 21% | 22% | 20% | 19% | 19%    | 19%     |     |
| Jan-97  | 13%  | 28%  | 62%  | 30%  | 20% | 21% | 34% | 32% | 35% | 34% | 36% | 24% | 29% | 29% | 23% | 24% | 22% | 24% | 22% | 21% | 22% | 20% | 19% | 19% | 19%    |         |     |
| Jan-98  | 39%  | 79%  | 29%  | 16%  | 18% | 35% | 33% | 36% | 35% | 36% | 23% | 29% | 29% | 23% | 24% | 22% | 23% | 21% | 20% | 21% | 20% | 19% | 18% | 19% |        |         |     |
| Jan-99  | 101% | 12%  | 5%   | 12%  | 35% | 33% | 36% | 35% | 37% | 22% | 28% | 28% | 22% | 23% | 21% | 23% | 21% | 19% | 20% | 19% | 18% | 17% | 18% |     |        |         |     |
| Jan-00  | -24% | -5%  | 10%  | 40%  | 35% | 39% | 37% | 38% | 22% | 29% | 28% | 21% | 22% | 20% | 23% | 20% | 19% | 20% | 18% | 18% | 17% | 18% |     |     |        |         |     |
| Jan-01  | 10%  | 18%  | 53%  | 43%  | 45% | 42% | 42% | 22% | 30% | 30% | 22% | 23% | 21% | 23% | 20% | 19% | 20% | 18% | 18% | 17% | 18% |     |     |     |        |         |     |
| Jan-02  | 17%  | 69%  | 48%  | 49%  | 44% | 44% | 20% | 30% | 29% | 20% | 22% | 20% | 22% | 19% | 18% | 19% | 18% | 17% | 16% | 17% |     |     |     |     |        |         |     |
| Jan-03  | 107% | 52%  | 52%  | 44%  | 44% | 16% | 28% | 28% | 18% | 20% | 18% | 21% | 18% | 17% | 18% | 16% | 15% | 15% | 16% |     |     |     |     |     |        |         |     |
| Jan-04  | 42%  | 50%  | 41%  | 42%  | 8%  | 25% | 25% | 14% | 17% | 15% | 19% | 16% | 15% | 16% | 15% | 14% | 13% | 15% |     |     |     |     |     |     |        |         |     |
| Jan-05  | 63%  | 40%  | 43%  | -1%  | 23% | 24% | 11% | 15% | 13% | 18% | 15% | 14% | 16% | 14% | 13% | 12% | 14% |     |     |     |     |     |     |     |        |         |     |
| Jan-06  | 31%  | 43%  | -16% | 22%  | 23% | 8%  | 13% | 11% | 17% | 14% | 13% | 15% | 13% | 12% | 12% | 13% |     |     |     |     |     |     |     |     |        |         |     |
| Jan-07  | 57%  | -32% | 25%  | 25%  | 7%  | 13% | 11% | 18% | 14% | 12% | 15% | 13% | 12% | 12% | 13% |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-08  | -54% | 40%  | 33%  | 7%   | 15% | 12% | 19% | 14% | 13% | 16% | 13% | 12% | 12% | 14% | l   |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-09  | 81%  | 43%  | 3%   | 15%  | 11% | 20% | 14% | 13% | 16% | 13% | 12% | 11% | 14% |     |     |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-10  | 29%  | -17% | 9%   | 7%   | 19% | 13% | 11% | 15% | 12% | 11% | 11% | 13% |     |     |     |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-11  | -38% | 12%  | 9%   | 23%  | 14% | 12% | 16% | 12% | 11% | 11% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-12  | 27%  | 13%  | 29%  | 15%  | 12% | 17% | 13% | 12% | 11% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-13  | 19%  | 36%  | 15%  | 11%  | 18% | 12% | 11% | 10% | 14% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-14  | 41%  | 7%   | 7%   | 17%  | 11% | 9%  | 9%  | 14% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-15  | -7%  | 4%   | 18%  | 10%  | 9%  | 9%  | 14% | J   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-16  | 10%  | 24%  | 11%  | 9%   | 9%  | 15% |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-17  | 26%  | 6%   | 6%   | 9%   | 16% | l   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | Retur  | ns >=10 | )%  |
| Jan-18  | 3%   | 5%   | 10%  | 18%  | l   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 7 to < | 10%     |     |
| Jan-19  | 6%   | 16%  | 23%  |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 0 to < |         |     |
| Jan-20  | 43%  | 33%  | l    |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-21  | 23%  |      |      |      |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     | Less t | han 0%  | 5   |

# Year wise SIP Returns of Franklin India Flexicap Fund (1995 to 2021)



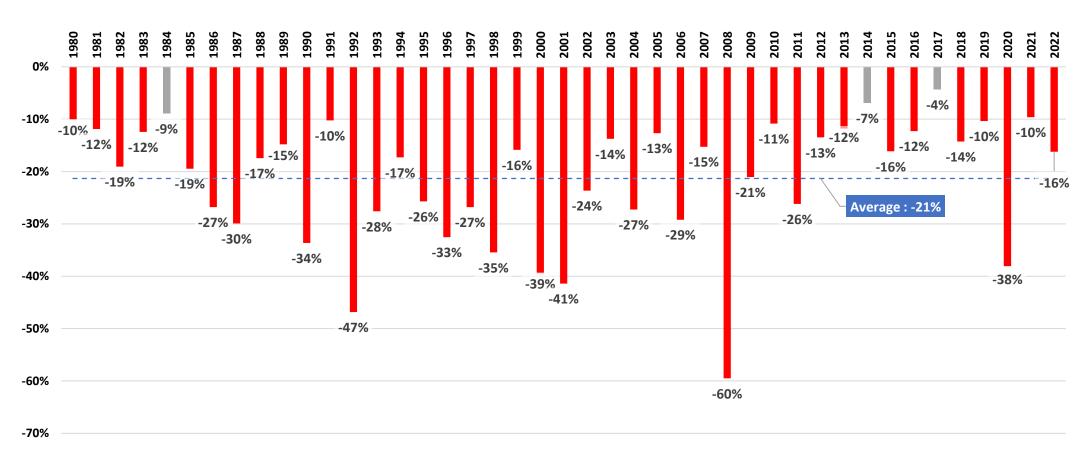
|                  |            |             |             |           |           |           |            | 1          |            |            |            |            |            |            |            |     |     |     |     |     |     |     |     |     |        |         |     |
|------------------|------------|-------------|-------------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|---------|-----|
| Average          | 18%        | 19%         | 19%         | 20%       | 20%       | 19%       | 19%        | 20%        | 20%        | 20%        | 20%        | 19%        | 19%        | 19%        | 19%        | 19% | 19% | 19% | 19% | 19% | 19% | 18% | 18% | 18% | 18%    | 18%     | 19% |
| Max              | 131%       | 92%         | 72%         | 57%       | 46%       | 43%       | 40%        | 36%        | 35%        | 35%        | 34%        | 33%        | 31%        | 26%        | 26%        | 25% | 22% | 23% | 23% | 22% | 21% | 21% | 20% | 19% | 19%    | 19%     | 19% |
| Min              | -83%       | -41%        | -24%        | -16%      | -10%      | -6%       | -2%        | 1%         | 3%         | 4%         | 5%         | 6%         | 6%         | 7%         | 8%         | 9%  | 11% | 12% | 13% | 14% | 14% | 15% | 16% | 16% | 16%    | 17%     | 19% |
| Year             | 1          | 2           | 3           | 4         | 5         | 6         | 7          | 8          | 9          | 10         | 11         | 12         | 13         | 14         | 15         | 16  | 17  | 18  | 19  | 20  | 21  | 22  | 23  | 24  | 25     | 26      | 27  |
| Jan-95           | -30%       | -20%        | -4%         | 11%       | 43%       | 23%       | 17%        | 17%        | 27%        | 26%        | 28%        | 29%        | 31%        | 22%        | 25%        | 24% | 21% | 21% | 20% | 22% | 21% | 20% | 20% | 19% | 18%    | 18%     | 19% |
| Jan-96           | -21%       | 0%          | 17%         | 55%       | 27%       | 18%       | 18%        | 29%        | 28%        | 30%        | 31%        | 33%        | 23%        | 26%        | 25%        | 21% | 22% | 21% | 22% | 21% | 20% | 21% | 19% | 18% | 18%    | 19%     |     |
| Jan-97           | 1%         | 24%         | 70%         | 30%       | 19%       | 19%       | 31%        | 30%        | 31%        | 32%        | 34%        | 23%        | 26%        | 25%        | 21%        | 22% | 21% | 22% | 21% | 20% | 21% | 19% | 18% | 18% | 19%    |         |     |
| Jan-98           | 31%        | 92%         | 28%         | 15%       | 16%       | 32%       | 30%        | 32%        | 33%        | 35%        | 22%        | 26%        | 25%        | 21%        | 21%        | 20% | 22% | 21% | 20% | 20% | 19% | 18% | 18% | 18% |        |         |     |
| Jan-99           | 131%       | 12%         | 3%          | 9%        | 31%       | 29%       | 31%        | 33%        | 35%        | 21%        | 25%        | 24%        | 20%        | 21%        | 19%        | 21% | 20% | 19% | 19% | 18% | 17% | 17% | 18% |     |        |         |     |
| Jan-00           | -32%       | -9%         | 5%          | 34%       | 31%       | 33%       | 35%        | 36%        | 21%        | 25%        | 24%        | 19%        | 20%        | 19%        | 21%        | 20% | 19% | 19% | 18% | 17% | 16% | 17% |     |     |        |         |     |
| Jan-01           | 3%         | 13%         | 46%         | 38%       | 39%       | 39%       | 40%        | 22%        | 27%        | 26%        | 20%        | 21%        | 19%        | 22%        | 20%        | 19% | 19% | 18% | 17% | 17% | 18% |     |     |     |        |         |     |
| Jan-02           | 13%        | 62%         | 44%         | 43%       | 42%       | 43%       | 20%        | 27%        | 25%        | 19%        | 20%        | 18%        | 21%        | 20%        | 18%        | 19% | 17% | 16% | 16% | 17% |     |     |     |     |        |         |     |
| Jan-03           | 100%       | 49%         | 45%         | 44%       | 44%       | 17%       | 25%        | 24%        | 17%        | 18%        | 17%        | 20%        | 18%        | 17%        | 18%        | 16% | 15% | 15% | 16% |     |     |     |     |     |        |         |     |
| Jan-04           | 39%        | 41%         | 41%         | 43%       | 10%       | 22%       | 21%        | 13%        | 16%        | 14%        | 18%        | 17%        | 15%        | 16%        | 14%        | 13% | 14% | 15% |     |     |     |     |     |     |        |         |     |
| Jan-05           | 50%        | 44%         | 45%         | 2%<br>17% | 19%       | 19%       | 10%        | 14%        | 12%        | 18%<br>15% | 16%        | 14%        | 16%        | 14%<br>12% | 13%        | 13% | 15% |     |     |     |     |     |     |     |        |         |     |
| Jan-06<br>Jan-07 | 42%<br>58% | 46%<br>-28% | -11%<br>17% | 17%       | 17%<br>5% | 7%<br>12% | 12%<br>10% | 11%<br>17% | 17%<br>15% | 13%        | 14%<br>15% | 15%<br>13% | 13%<br>12% | 12%        | 12%<br>14% | 14% |     |     |     |     |     |     |     |     |        |         |     |
| Jan-07<br>Jan-08 | -50%       | 28%         | 23%         | 6%        | 13%       | 11%       | 19%        | 16%        | 14%        | 16%        | 13%        | 12%        | 12%        | 15%        | 14/0       |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-09           | 60%        | 30%         | 4%          | 14%       | 11%       | 21%       | 17%        | 14%        | 16%        | 13%        | 12%        | 12%        | 15%        | 13/0       |            |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-10           | 20%        | -9%         | 11%         | 9%        | 21%       | 17%       | 14%        | 16%        | 13%        | 11%        | 12%        | 15%        | 13/0       |            |            |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-11           | -22%       | 14%         | 11%         | 25%       | 18%       | 14%       | 17%        | 13%        | 11%        | 12%        | 15%        | 13/0       |            |            |            |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-12           | 27%        | 14%         | 31%         | 20%       | 15%       | 18%       | 13%        | 11%        | 12%        | 15%        | 13/0       |            |            |            |            |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-13           | 16%        | 38%         | 20%         | 14%       | 18%       | 12%       | 10%        | 11%        | 15%        | 25/0       |            |            |            |            |            |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-14           | 50%        | 16%         | 10%         | 16%       | 10%       | 8%        | 10%        | 15%        |            |            |            |            |            |            |            |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-15           | -1%        | 2%          | 15%         | 7%        | 6%        | 9%        | 15%        |            |            |            |            |            |            |            |            |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-16           | 2%         | 18%         | 7%          | 5%        | 10%       | 16%       |            | •          |            |            |            |            |            |            |            |     |     |     |     |     |     |     |     |     |        |         |     |
| Jan-17           | 21%        | 3%          | 3%          | 10%       | 18%       |           | •          |            |            |            |            |            |            |            |            |     |     |     |     |     |     |     |     |     | Retur  | ns >=10 | 1%  |
| Jan-18           | -3%        | 2%          | 13%         | 21%       |           | •         |            |            |            |            |            |            |            |            |            |     |     |     |     |     |     |     |     |     |        |         | ,,, |
| Jan-19           | 5%         | 21%         | 27%         |           |           |           |            |            |            |            |            |            |            |            |            |     |     |     |     |     |     |     |     |     | 7 to < |         |     |
| Jan-20           | 47%        | 36%         |             |           |           |           |            |            |            |            |            |            |            |            |            |     |     |     |     |     |     |     |     |     | 0 to < | 7%      |     |
| Jan-21           | 27%        |             |             |           |           |           |            |            |            |            |            |            |            |            |            |     |     |     |     |     |     |     |     |     | Less t | han 0%  |     |

Less than 0%

## Equity Markets witness 10-20% temporary declines almost every year



Sensex: Year-wise Drawdown (1980 to 2022-YTD)



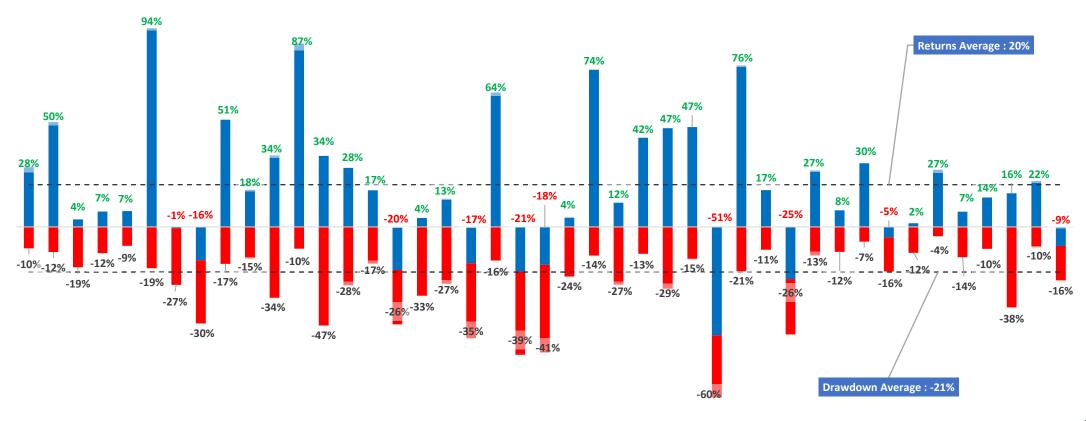
Only 3 out of the last 43 calendar years, had intra-year declines less than 10%

## Despite an intra-year decline of more than 10% almost every year, 3 out of 4 years ended with positive returns:



Sensex (1980 to 2022 YTD) - Calendar Year Returns vs Drawdown





Despite the markets having intra-year declines every year, 33 out of 42 years ended with positive returns

## 🔷 FundsIndía

## Around 51% of the days, the Sensex trades below its peak level by more than 10%

| Drawdown from Peak | % of days Sensex traded below the drawdown threshold (Since Apr-1979) |
|--------------------|---|
| < 0%               | 93%   |
| < -5%              | 69%   |
| < -10%             | 51%   |
| < -20%             | 29%   |
| < -30%             | 17%   |
| < -40%             | 8%  |
| < -50%             | 2%  |

## Temporary Market Declines of 30-60%, historically have occurred once every 7-10 years



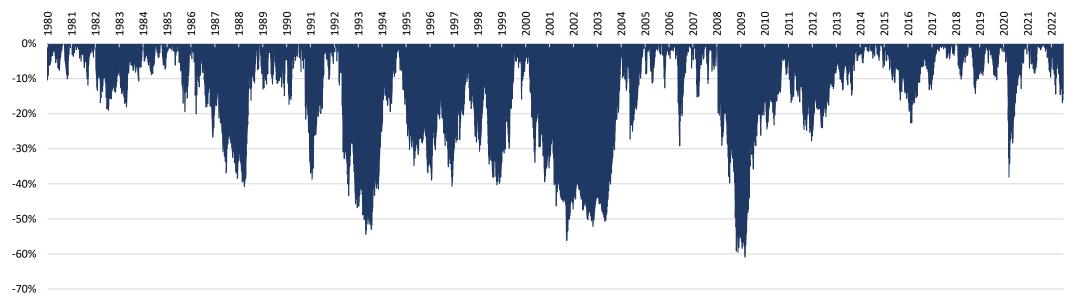
| Peak Date | Peak Value | Trough Date | Trough Value | Fall from Peak | Recovery Date | Sensex Value | Time Taken for<br>Fall<br>(in yrs) | Time Taken to<br>Recover<br>(in yrs) | Fall & Recovery<br>(in yrs) |
|-----------|------------|-------------|--------------|----------------|---------------|--------------|------------------------------------|--------------------------------------|-----------------------------|
| 04-Jun-86 | 659        | 28-Mar-88   | 390          | -41%           | 30-Sep-88     | 663          | 1Y 10M                             | 6M                                   | 2Y 4M                       |
| 09-Oct-90 | 1,559      | 25-Jan-91   | 956          | -39%           | 26-Jul-91     | 1,600        | 4M                                 | 6M                                   | 10M                         |
| 22-Apr-92 | 4,467      | 26-Apr-93   | 2,037        | -54%           | 12-Aug-94     | 4,508        | 12M                                | 1Y 4M                                | 2Y 4M                       |
| .2-Sep-94 | 4,631      | 04-Dec-96   | 2,745        | -41%           | 14-Jul-99     | 4,710        | 2Y 3M                              | 2Y 7M                                | 4Y 10M                      |
| 21-Apr-98 | 4,281      | 20-Oct-98   | 2,764        | -35%           | 05-Jul-99     | 4,306        | 6M                                 | 8M                                   | 1Y 2M                       |
| .1-Feb-00 | 5,934      | 21-Sep-01   | 2,600        | -56%           | 02-Jan-04     | 6,027        | 1Y 7M                              | 2Y 3M                                | 3Y 10M                      |
| 08-Jan-08 | 20,873     | 09-Mar-09   | 8,160        | -61%           | 04-Nov-10     | 20,894       | 1Y 2M                              | 1Y 8M                                | 2Y 10M                      |
| 14-Jan-20 | 41,952     | 23-Mar-20   | 25,981       | -38%           | 09-Nov-20     | 42,597       | 2M                                 | 8M                                   | 10M                         |
|           |            |             |              |                |               | Average      | 1Y 1M                              | 1Y 3M                                | 2Y 4M                       |
|           |            |             |              |                |               | Max          | 2Y 3M                              | 2Y 7M                                | 4Y 10M                      |
|           |            |             |              |                |               | Min          | 2M                                 | 6M                                   | 8M                          |

#### **Every decade saw 1 or 2 sharp declines >30%**



#### **Frequency of Market Declines**

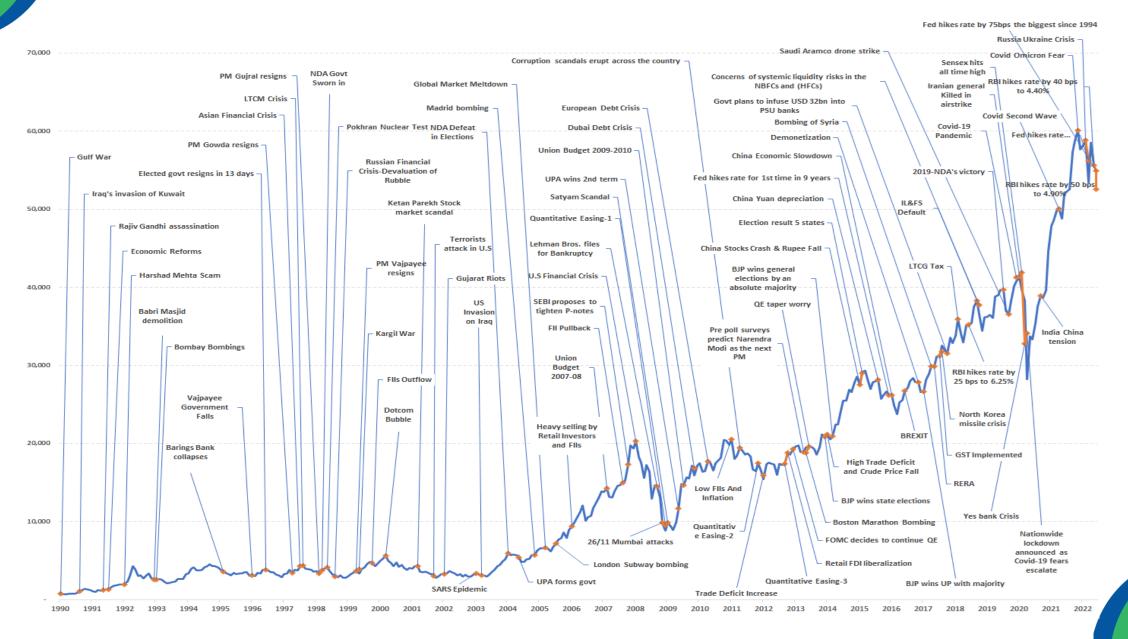




| Docada  |           | Number    | of declines in th | e given range |           | Returns  |
|---------|-----------|-----------|-------------------|---------------|-----------|----------|
| Decade  | 10 to 20% | 20 to 30% | 30 to 40%         | 40 to 50%     | 50 to 60% | CAGR (%) |
| 1981-90 | 7         |           |                   | 1             |           | 21.3%    |
| 1991-00 | 2         |           | 1                 | 1             | 1         | 14.2%    |
| 2001-10 | 3         | 2         |                   |               | 2         | 17.9%    |
| 2011-20 | 2         | 2         | 1                 |               |           | 8.8%     |
| 2021-22 | 2         |           |                   |               |           | 1.05%    |

#### There is always a reason not to buy Equities...





## Despite several intermittent crises, Indian Equities have gone up over the long run mirroring earnings growth





## Every crisis in the past has been followed by a recovery and further upside



#### **Sensex - Market Decline and Recovery (1980 to 2022 YTD)**

#### **Upsides are much higher than the Declines!**





### Even if you invested right before a market crash, over long time frames the returns have still turned out to be decent



| Major Falls > 20% since 2000                  | Absolute Decline | Nifty 50 TRI Lumpsum CAGR (When Invested at Peaks before the Fall) | Debt | Inflation |
|---|------------------|--|------|-----------|
| 2000 Dotcom Bubble                            | -50%             | 12%  | 8%   | 6%        |
| 2004 Indian Election Uncertainty              | -30%             | 13%  | 7%   | 6%        |
| 2006 Global Rate Hike Selloff                 | -30%             | 11%  | 8%   | 6%        |
| 2008 Global Financial Crisis                  | -59%             | 8%   | 8%   | 7%        |
| 2010 European Debt Crisis                     | -27%             | 10%  | 8%   | 7%        |
| 2015 Global Market Selloff (Yuan Devaluation) | -22%             | 9%   | 7%   | 4%        |
| 2020 Covid Crash                              | -38%             | 12%  | 6%   | 5%        |

Source: FundsIndia Research, MFI; FI Debt Index comprising of ABSL Low Duration Fund, HDFC Low Duration Fund & ABSL Corporate Bond Fund is considered as the debt option; Inflation % is based on the Cost Inflation Index; Returns as on 30-Jun-22.

#### **Even Bull Markets have several intermittent declines**







#### **Even Bull Markets have several intermittent declines**



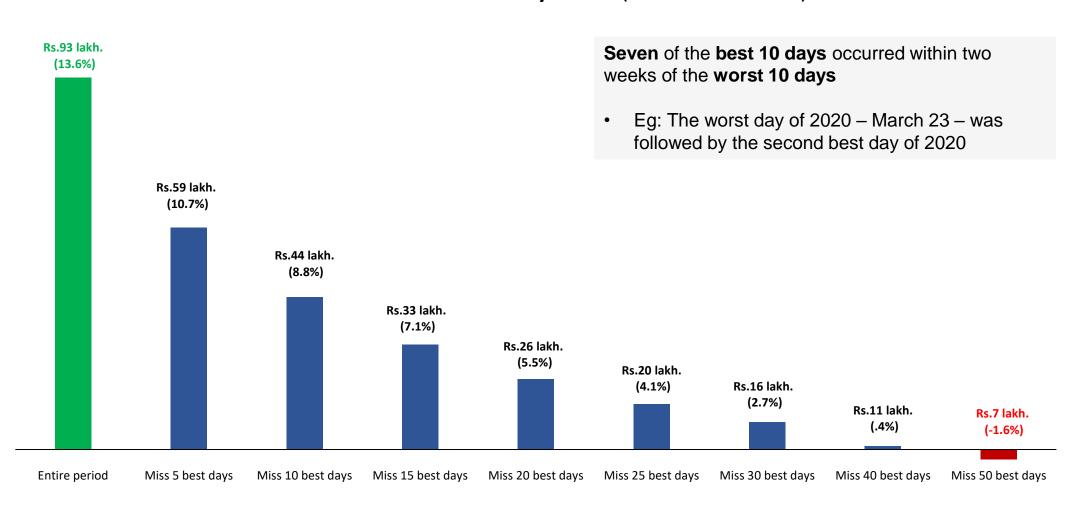
#### Sensex (Jan 2008 to Jan 2020) – 5 Intermittent Declines



## Equity Returns are non-linear - Missing few best days in the market significantly reduces returns



#### Rs.10 Lakh invested in Nifty 50 TRI (2005 to 2022 YTD)



## Many of the best days occur in the middle of a market



2006: FII & DII - Heavy sell off

crash

Market Fall: -30%

3 of Top 30 Best Days

| S.N. | Date      | Returns |
|------|-----------|---------|
| 8    | 15-Jun-06 | 6.3%    |
| 19   | 09-Jun-06 | 5.2%    |
| 30   | 30-Jun-06 | 4.4%    |

2008: Global Financial Crisis

Market Fall: -60%

22 of Top 30 Best Days

| S.N.         | Date      | Returns |
|--------------|-----------|---------|
| 1            |           |         |
| <del>-</del> | 18-May-09 | 17.7%   |
| 4            | 25-Jan-08 | 7.0%    |
| 3            | 31-Oct-08 | 7.0%    |
| 6            | 13-Oct-08 | 6.4%    |
| 7            | 28-Oct-08 | 6.4%    |
| 9            | 23-Jan-08 | 6.2%    |
| 10           | 10-Nov-08 | 5.9%    |
| 12           | 25-Mar-08 | 5.8%    |
| 13           | 23-Oct-07 | 5.6%    |
| 14           | 23-Jul-08 | 5.6%    |
| 15           | 14-Feb-08 | 5.5%    |
| 16           | 21-Nov-08 | 5.5%    |
| 17           | 03-Nov-08 | 5.5%    |
| 20           | 04-May-09 | 5.2%    |
| 21           | 10-Dec-08 | 5.2%    |
| 22           | 19-Sep-08 | 5.1%    |
| 23           | 02-Jul-08 | 5.0%    |
| 24           | 04-Dec-08 | 5.0%    |
| 25           | 02-Apr-09 | 4.9%    |
| 26           | 09-Oct-07 | 4.8%    |
| 28           | 23-Mar-09 | 4.7%    |
| 29           | 15-Oct-07 | 4.5%    |

2020: Covid-19 Pandemic

Market Fall: -40%

4 of Top 30 Best Days

| Date      | Returns                             |  |  |
|-----------|-------------------------------------|--|--|
| 07-Apr-20 | 8.8%                                |  |  |
| 25-Mar-20 | 6.6%                                |  |  |
| 20-Mar-20 | 5.8%                                |  |  |
| 01-Feb-21 | 4.7%                                |  |  |
|           | 07-Apr-20<br>25-Mar-20<br>20-Mar-20 |  |  |

**Others** 

1 of Top 30 Best Days

| S.N. | Date      | Returns |
|------|-----------|---------|
| 18   | 20-Sep-19 | 5.3%    |

## All Time Highs are a natural part of any growing asset class and not something to be feared







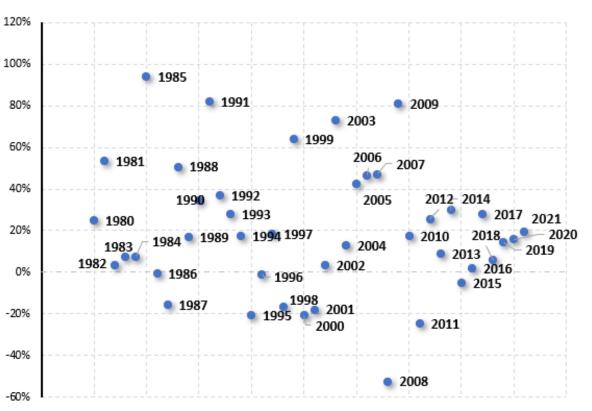
### 

| Nifty 50 TRI<br>Performance post All-Time Highs | 1 Y Returns | 3 Y Returns | 5 Y Returns |
|---|-------------|-------------|-------------|
| Average CAGR                                    | 15%         | 11%         | 11%         |
| % of  | times CAGR  |             |             |
| >20%  | 39%         | 18%         | 10%         |
| >15%  | 51%         | 20%         | 23%         |
| >12%  | 61%         | 33%         | 47%         |
| >10%  | 64%         | 43%         | 59%         |
| >8%   | 66%         | 59%         | 70%         |
| >0%   | 76%         | 88%         | 100%        |
| <0%   | 24%         | 12%         | 0%          |

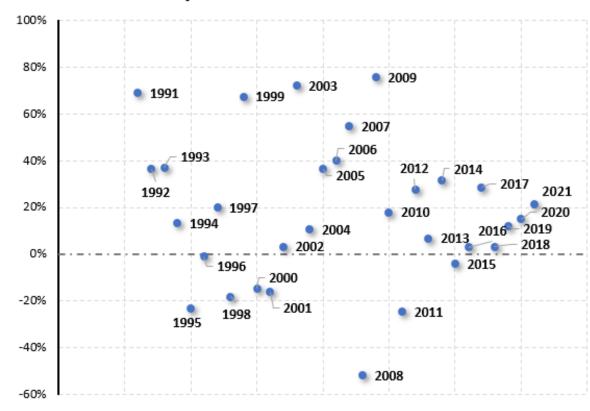


# Calendar year returns are volatile & rarely resemble long term averages

#### Sensex - Calendar Year Returns



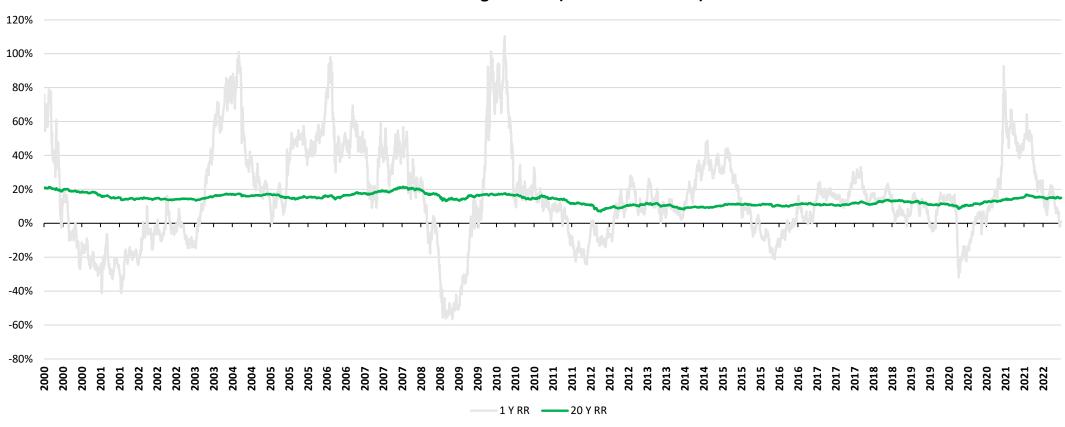
#### Nifty 50 - Calendar Year Returns



### Equities are less volatile over longer time horizons



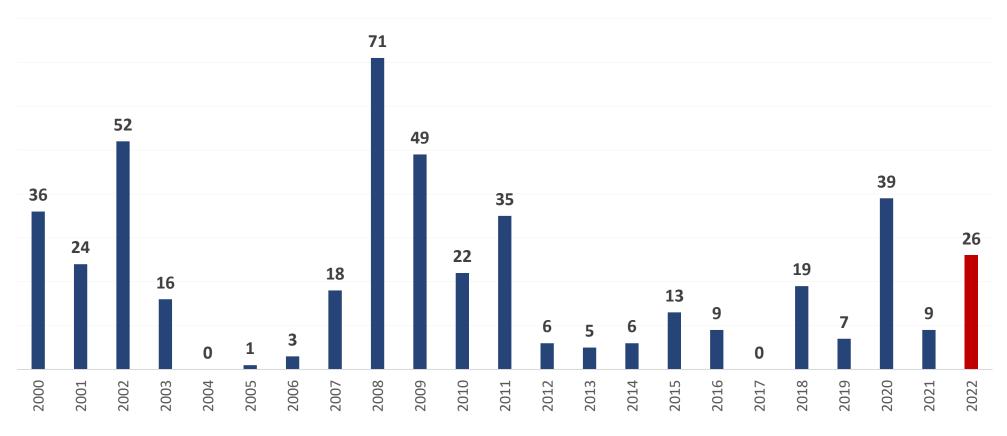




### Volatility is currently high



#### Number of single day stock market returns of +/- 2% or more



#### **Indian Equity - Takeaways**



- 1. Over the Long Term (10-15 years) Equity has provided returns above inflation
- 2. Long Term Return Expectation = Inflation + 4-6% but...
- 3. 10-20% decline happens almost every year
- 4. 30-60% Decline should be a part of expectation for every 7-10 years





### **Debt Returns**

### **Year wise Lumpsum Returns of Debt (2001 to 2021)**



8% 8%

21 8%

| Average | 8%  | 8%  | 8%  | 8%         | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8%  | 8%      |
|---------|-----|-----|-----|------------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|-----|---------|
| Max     | 14% | 12% | 10% | 9%         | 9% | 9% | 9% | 8% | 9% | 9% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8%  | 8%      |
| Min     | 1%  | 3%  | 5%  | 5%         | 6% | 7% | 6% | 6% | 7% | 7% | 7% | 7% | 7% | 7% | 7% | 7% | 7% | 7% | 7%  | 7%      |
| Year    | 1   | 2   | 3   | 4          | 5  | 6  | 7  | 8  | 9  | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19  | 20      |
| Jan-01  | 11% | 11% | 9%  | 8%         | 7% | 7% | 8% | 8% | 7% | 7% | 7% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8%  | 8%      |
| Jan-02  | 10% | 8%  | 6%  | 6%         | 6% | 7% | 8% | 7% | 7% | 7% | 7% | 7% | 7% | 8% | 8% | 8% | 8% | 8% | 8%  | 7%      |
| Jan-03  | 6%  | 5%  | 5%  | 5%         | 6% | 7% | 7% | 6% | 7% | 7% | 7% | 7% | 7% | 7% | 7% | 7% | 7% | 8% | 7%  |         |
| Jan-04  | 3%  | 4%  | 5%  | 6%         | 8% | 7% | 6% | 7% | 7% | 7% | 7% | 7% | 8% | 7% | 7% | 7% | 8% | 7% |     |         |
| Jan-05  | 5%  | 6%  | 7%  | 9%         | 7% | 7% | 7% | 7% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% |    |     |         |
| Jan-06  | 7%  | 8%  | 10% | 8%         | 7% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% |    |    |     |         |
| Jan-07  | 10% | 12% | 8%  | 7%         | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% |    |    |    |     |         |
| Jan-08  | 14% | 7%  | 6%  | 7%         | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% |    |    |    |    |     |         |
| Jan-09  | 1%  | 3%  | 5%  | 6%         | 6% | 7% | 7% | 7% | 7% | 7% | 7% | 8% | 7% |    |    |    |    |    |     |         |
| Jan-10  | 5%  | 7%  | 8%  | 8%         | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% |    |    |    |    |    |    |     |         |
| Jan-11  | 9%  | 9%  | 9%  | 9%         | 9% | 9% | 9% | 8% | 8% | 9% | 8% |    |    |    |    |    |    |    |     |         |
| Jan-12  | 10% | 9%  | 9%  | 9%         | 9% | 9% | 8% | 8% | 9% | 8% |    |    |    |    |    |    |    |    |     |         |
| Jan-13  | 8%  | 9%  | 9%  | 9%         | 8% | 8% | 8% | 8% | 8% |    |    |    |    |    |    |    |    |    |     |         |
| Jan-14  | 10% | 9%  | 9%  | 8%         | 8% | 8% | 8% | 8% |    |    |    |    |    |    |    |    |    |    |     |         |
| Jan-15  | 8%  | 9%  | 8%  | 8%         | 8% | 8% | 8% |    |    |    |    |    |    |    |    |    |    |    |     |         |
| Jan-16  | 9%  | 8%  | 7%  | 8%         | 8% | 7% |    |    |    |    |    |    |    |    |    |    |    |    |     |         |
| Jan-17  | 7%  | 7%  | 7%  | 8%         | 7% |    |    |    |    |    |    |    |    |    |    |    |    |    |     |         |
| Jan-18  | 7%  | 8%  | 8%  | <b>7</b> % |    |    |    |    |    |    |    |    |    |    |    |    |    |    | Re  | turns > |
| Jan-19  | 9%  | 9%  | 7%  |            |    |    |    |    |    |    |    |    |    |    |    |    |    |    |     | to <8%  |
| Jan-20  | 9%  | 7%  |     |            |    |    |    |    |    |    |    |    |    |    |    |    |    |    | 0 t | to <6%  |

>=8% 0 to <6%

Less than 0%

Jan-21

### India – Repo Rate







#### RBI's priority has shifted to controlling inflation over supporting growth -

In its last monetary policy update (08-Jun-2022), RBI hiked the repo rate by 50 bps to 4.9% and retained the CRR at 4.5%.

- Repo Rate at 4.90%
- Inflation forecast for FY23 at 6.7% (increased from 5.7% in April MPC)
- Growth forecast for FY23 retained at 7.2%

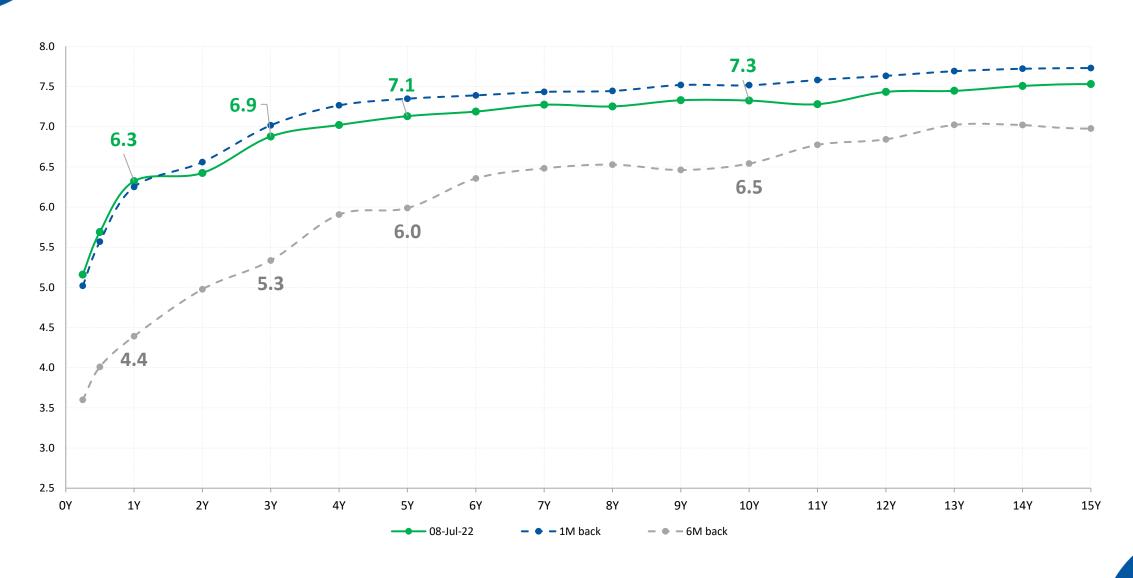
#### **India – 10Y and 1Y Government Bond Yields**





## India GSec Yield Curve – Yields have significantly increased





#### **FD** Rates continue to remain low



#### FD Rates of Large Banks

|           |            | Upto 6 Months      |           |                 |
|-----------|------------|--------------------|-----------|-----------------|
| HDFC Bank | ICICI Bank | SBI Bank           | PNB Bank  | Bank FD Average |
| 3.75      | 3.75       | 3.90               | 4.00      | 3.85            |
|           |            | 6 Months to 1 Year |           |                 |
| HDFC Bank | ICICI Bank | SBI Bank           | PNB Bank  | Bank FD Average |
| 4.65      | 4.65       | 4.40               | 4.5       | 4.55            |
|           |            |                    |           | ·               |
|           |            | 1 to 2 Years       |           |                 |
|           | 101015     | 0010               | DATE DE L |                 |

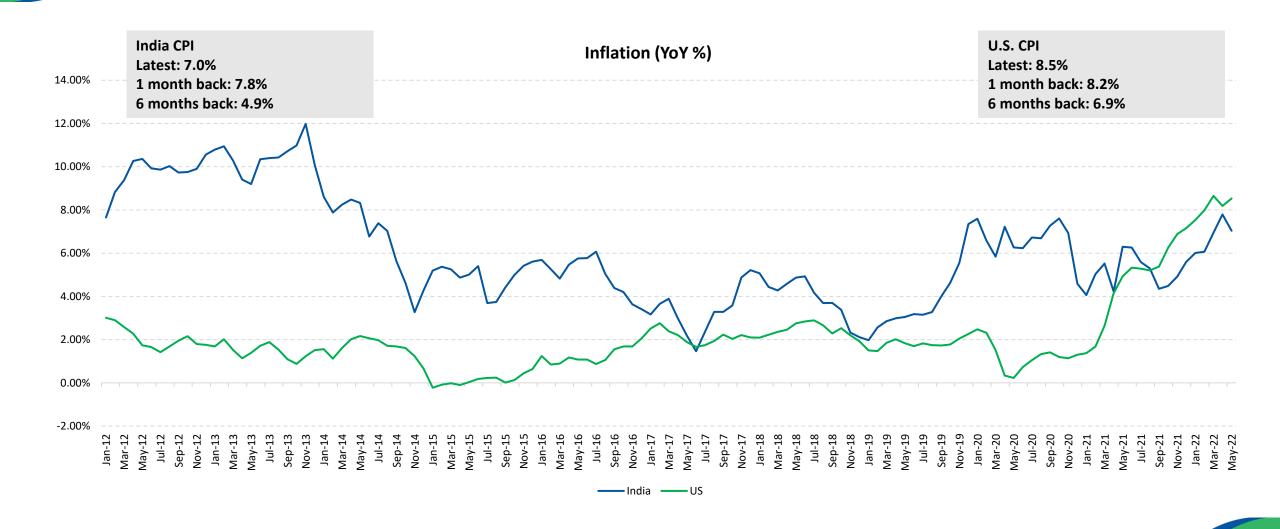
| 1 to 2 Years |            |          |          |                 |  |  |  |  |  |  |  |
|--------------|------------|----------|----------|-----------------|--|--|--|--|--|--|--|
| HDFC Bank    | ICICI Bank | SBI Bank | PNB Bank | Bank FD Average |  |  |  |  |  |  |  |
| 5.35         | 5.35       | 5.10     | 5.30     | 5.28            |  |  |  |  |  |  |  |

| 2 to 3 Years |            |          |          |                 |  |  |  |  |  |  |  |
|--------------|------------|----------|----------|-----------------|--|--|--|--|--|--|--|
| HDFC Bank    | ICICI Bank | SBI Bank | PNB Bank | Bank FD Average |  |  |  |  |  |  |  |
| 5.50         | 5.50       | 5.20     | 5.50     | 5.43            |  |  |  |  |  |  |  |

| 3 to 5 Years |            |          |          |                 |  |  |  |  |  |  |  |
|--------------|------------|----------|----------|-----------------|--|--|--|--|--|--|--|
| HDFC Bank    | ICICI Bank | SBI Bank | PNB Bank | Bank FD Average |  |  |  |  |  |  |  |
| 5.70         | 5.70       | 5.45     | 5.50     | 5.59            |  |  |  |  |  |  |  |

### **US & India Inflation – Remains High**





### **Indian Debt - Takeaways**



- 1. Over the Long Term (10-15 years) Debt has provided returns above inflation
- 2. Long Term Return Expectation = Inflation + 1-2%
- 3. Taxation Advantage over FDs when held for >3 years
- 4. High Credit Quality, Shorter Duration Debt Funds should form a part of your Core Debt Portfolio

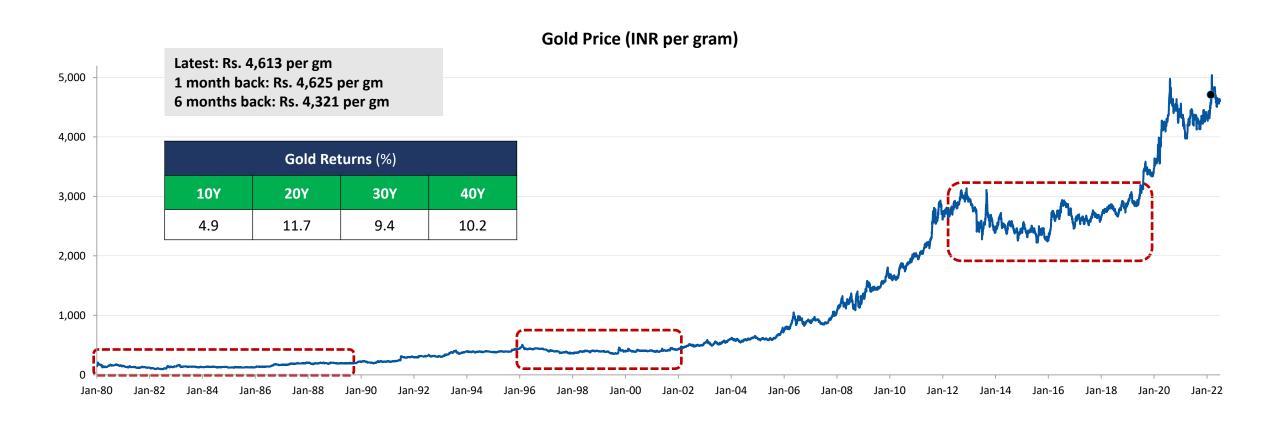




### **Gold Returns**

### Gold Returns have beaten inflation in the long term but goes through long intermittent periods of subdued returns





### **Year wise Lumpsum Returns of Gold (1980 to 2021)**



|                  |            |            |            |            |            |            |            |            |            |           |            |            |            |            |            |            |          |          |          |          |                  |                 |           |          | •         |           |            |            |            |            |            |          | 7        |          |
|------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|------------|------------|------------|------------|------------|------------|----------|----------|----------|----------|------------------|-----------------|-----------|----------|-----------|-----------|------------|------------|------------|------------|------------|----------|----------|----------|
| Average          | 10%        | 9%         | 9%         | 9%         | 9%         | 9%         | 9%         | 9%         | 9%         | 10%       | 10%        | 10%        | 10%        | 10%        | 10%        | 10%        | 10%      | 9%       | 9%       | 9%       | 9%               | 9%              | 9%        | 9%       | 9%        | 10%       | 10%        | 10%        | 10%        | 10%        | 10%        | 10%      | 10%      | 9%       |
| Max              | 31%        | 27%        |            | 25%        | 24%        | 23%        | 23%        |            | 19%        | 20%       | 19%        | 18%        | 16%        | 15%        | 15%        | 13%        | 12%      | 12%      | 13%      | 13%      |                  | 12%             | 12%       | 12%      | 12%       | 12%       | 12%        | 12%        | 11%        | 11%        | 11%        | 10%      | 10%      |          |
| Min              | -22%       | _          | -8%        | -5%        | -3%        | -1%        | 1%         | 1%         | 3%         | 4%        | 4%         | 5%         | 6%         | 6%         | 7%         | 7%         | 5%       | 6%       | 5%       | 5%       | 5%               | 5%              | 6%        | 6%       | 6%        | 7%        | 7%         | 8%         | 8%         | 9%         | 9%         | 9%       | 9%       | 9%       |
| Year             | 1          | 2          | 3          | 4          | 5          | 6          | 7          | 8          | 9          | 10        | 11         | 12         | 13         | 14         | 15         | 16         | 17       | 18       | 19       | 20       | 21               | 22              | 23        | 24       | 25        | 26        | 27         | 28         | 29         | 30         | 31         | 32       | 33       | 34       |
| Jan-80           |            |            | 1%         | -1%        | -2%        | -1%        | 3%         | 5%         | 4%         | 5%        | 5%         | 7%         | 7%         | 8%         | 7%         | 8%         | 7%       | 6%       | 6%       | 6%       | 5%               | 5%              | 6%        | 6%       | 6%        | 7%        | 7%         | 8%         | 8%         | 9%         | 9%         | 10%      | 10%      | 9%       |
| Jan-81           | -22%       | -3%        |            | -5%        | -3%        | 2%         | 4%         | 4%         | 4%         | 4%        | 6%         | 6%         | 8%         | 7%         | 7%         | 7%         | 5%       | 6%       | 5%       | 5%       | 5%               | 6%              | 6%        | 6%       | 7%        | 7%        | 8%         | 8%         | 9%         | 9%         | 10%        | 10%      | 9%       | 9%       |
| Jan-82           | 19%        |            | 2%         | 2%         | 7%         | 9%         | 8%         | 8%         | 7%         | 10%       | 9%         | 11%        | 10%        | 10%        | 9%         | 7%         | 7%       | 7%       | 7%       | 7%<br>7% | 8%<br><b>7</b> % | 8%              | 7%<br>••• | 8%       | 9%        | 9%        | 10%        | 10%        | 10%        | 11%        |            | 10%      | 10%      | 9%       |
| Jan-83<br>Jan-84 | -8%<br>-4% | -6%<br>-1% | -3%<br>8%  | 4%         | 7%<br>9%   | 6%<br>9%   | 6%<br>8%   | 6%<br>11%  | 9%<br>10%  | 8%<br>12% | 10%<br>11% | 9%         | 9%<br>10%  | 8%<br>8%   | <b>7</b> % | 7%<br>7%   | 7%<br>7% | 6%<br>7% | 6%<br>8% | 7%<br>8% | 7%<br>8%         | <b>7%</b><br>8% | 8%<br>9%  | 8%<br>9% | 8%<br>10% | 9%<br>10% | 10%<br>11% | 10%<br>11% | 11%<br>11% | 11%<br>10% | 10%<br>10% | 9%<br>9% | 9%<br>9% | 9%<br>9% |
| Jan-85           |            |            | 17%        | 11%        |            |            |            | 12%        | 14%        | 12%       | 12%        | 11%<br>11% | 9%         | 9%         | 8%         | 8%         | 8%       | 9%       | 9%       | 8%       | 9%               | 9%              |           |          | 11%       |           | 12%        | 12%        | 11%        | 10%        |            | 10%      |          | 10%      |
| Jan-86           | 29%        |            | 16%        |            |            |            |            | 15%        | 13%        | 13%       | 12%        | 9%         | 9%         | 9%         | 8%         | 8%         | 9%       | 9%       | 9%       | 9%       | 10%              | 10%             |           | 11%      |           |           |            | 11%        | 11%        | 10%        | 10%        |          | 10%      | 10%      |
| Jan-87           | 21%        | 10%        |            | 8%         | 12%        |            |            | 11%        | 12%        | 10%       | 8%         | 8%         | 7%         | 7%         | 7%         | 8%         | 8%       | 8%       | 8%       | 9%       | 9%               | 10%             | 11%       |          | 12%       | 12%       | 10%        | 10%        | 9%         | 10%        | 9%         | 9%       |          | 10%      |
| Jan-88           | 0%         | 4%         | 4%         | 10%        |            | 12%        | 10%        | 11%        | 9%         | 6%        | 7%         | 6%         | 6%         | 6%         | 7%         | 7%         | 7%       | 8%       | 8%       | 9%       | 10%              | 10%             | 11%       | 11%      | 11%       | 10%       | 10%        | 9%         | 9%         | 9%         | 9%         | 9%       |          | 10%      |
| Jan-89           | 8%         | 7%         |            |            |            |            |            | 10%        | 7%         | 7%        | 7%         | 6%         | 6%         | 7%         | 8%         | 7%         | 8%       | 9%       |          | 10%      |                  | 11%             |           |          | 11%       | 10%       | 9%         | 10%        | 9%         | 9%         | 10%        | 10%      |          |          |
| Jan-90           | 5%         | 17%        |            |            |            |            |            | 7%         | 7%         | 7%        | 6%         | 6%         | 7%         | 8%         | <b>7</b> % | 8%         | 9%       | 9%       |          |          | 11%              | 12%             | 12%       | 11%      | 10%       | 9%        | 10%        | 9%         | 9%         | 10%        | 10%        | 10%      |          |          |
| Jan-91           | 31%        | 18%        | 21%        | 15%        | 14%        | 11%        | 7%         | 7%         | 7%         | 6%        | 6%         | 8%         | 8%         | <b>7</b> % | 8%         | 9%         | 10%      | 11%      | 11%      | 12%      | 12%              | 12%             | 11%       | 10%      | 10%       | 10%       | 10%        | 10%        | 10%        | 10%        | 10%        |          |          |          |
| Jan-92           | 6%         | 16%        | 10%        | 11%        | 8%         | 4%         | 4%         | 4%         | 4%         | 4%        | 6%         | 6%         | 6%         | <b>7</b> % | 8%         | 8%         | 9%       | 10%      | 11%      | 12%      | 12%              | 10%             | 10%       | 9%       | 9%        | 9%        | 9%         | 9%         | 10%        | 9%         |            |          |          |          |
| Jan-93           | 27%        | 12%        | 12%        | 8%         | 3%         | 4%         | 4%         | 4%         | 4%         | 6%        | 6%         | 6%         | 7%         | 8%         | 9%         | 10%        | 10%      | 11%      | 12%      | 12%      | 10%              | 10%             | 9%        | 9%       | 9%        | 9%        | 9%         | 10%        | 10%        |            |            |          |          |          |
| Jan-94           | -2%        | 5%         | 3%         | -2%        | 0%         | 1%         | 1%         | 1%         | 3%         | 4%        | 4%         | 5%         | <b>7</b> % | <b>7</b> % | 9%         | 9%         | 10%      | 11%      | 11%      | 9%       | 9%               | 8%              | 8%        | 8%       | 8%        | 9%        | 9%         | 9%         |            |            |            |          |          |          |
| Jan-95           | 13%        | 5%         | -2%        | 0%         | 1%         | 1%         | 1%         | 4%         | 5%         | 5%        | 6%         | 7%         | 8%         | 9%         | 10%        | 11%        | 12%      | 12%      | 10%      | 10%      | 9%               | 9%              | 9%        | 9%       | 9%        | 10%       | 9%         |            |            |            |            |          |          |          |
| Jan-96           | -3%        | -9%        | -3%        | -2%        | -1%        | 0%         | 3%         | 4%         | 4%         | 5%        | <b>7</b> % | 8%         | 9%         | 10%        | 11%        | 12%        | 12%      | 10%      | 9%       | 9%       | 9%               | 9%              | 9%        | 9%       | 10%       | 9%        |            |            |            |            |            |          |          |          |
| Jan-97           | -14%       | -4%        | -2%        | -1%        | 0%         | 4%         | 5%         | 5%         | 6%         | 8%        | 9%         | 10%        | 11%        | 12%        | 13%        | 13%        | 11%      | 10%      | 9%       | 9%       | 9%               | 9%              | 10%       | 10%      | 10%       |           |            |            |            |            |            |          |          |          |
| Jan-98           | 7%         | 5%         | 4%         | 4%         | 8%         | 9%         | 8%         | 9%         | 11%        | 11%       | 13%        | 13%        | 14%        | 15%        | 15%        | 12%        | 12%      | 11%      | 11%      | 10%      | 10%              | 11%             | 11%       | 11%      |           |           |            |            |            |            |            |          |          |          |
| Jan-99           | 3%         | 2%         | 3%         | 8%         | 9%         | 8%         | 10%        | 11%        | 12%        |           |            | 15%        |            |            | 13%        |            |          |          | 11%      |          |                  | 12%             | 11%       |          |           |           |            |            |            |            |            |          |          |          |
| Jan-00           | 1%         | 3%         | 10%        | 11%        | 8%         | 11%        | 12%        | 13%        | 14%        |           |            | 17%        |            | 14%        | 13%        |            | 11%      |          |          |          |                  | 11%             |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-01           |            | 14%        |            | 10%        | 13%        | 14%        | 14%        | 16%        |            |           |            | 18%        |            | 14%        | 12%        |            |          |          | 12%      |          | 12%              |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-02<br>Jan-03 | 25%        | 19%<br>7%  |            | 15%        | 16%        | 16%        | 18%        | 18%        | 19%        | 20%       |            | 15%        |            |            | 12%        |            |          |          | 13%      | 12%      |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-03<br>Jan-04 |            |            | 12%<br>14% | 14%<br>15% | 15%<br>17% | 17%<br>18% | 17%<br>19% | 18%<br>20% | 19%<br>19% |           |            | 14%<br>12% |            | 12%        |            | 11%<br>11% |          |          | 12%      |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
|                  |            | •          | 20%        |            |            |            |            | 22%        | 16%        |           |            |            |            |            |            | 13%        |          | 11/0     |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-06           |            | 19%        |            |            | 22%        | 23%        |            | 16%        |            |           |            | 11%        |            |            |            |            | 12/0     |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-07           | 17%        | 23%        |            |            | 24%        |            | 15%        |            |            |           | 10%        | 10%        |            |            |            | 12/0       |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-08           | -          | 24%        |            |            |            | 15%        | 13%        |            | 10%        |           | 10%        | 10%        |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-09           |            | 22%        |            |            | 12%        | 10%        | 7%         | 8%         | 8%         | 8%        | 9%         | 10%        | 9%         |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-10           |            |            |            |            |            | 6%         | 6%         | 6%         | 7%         | 8%        | 10%        | 8%         |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-11           |            | 20%        |            | 5%         | 2%         | 4%         | 4%         | 4%         | 6%         | 8%        | 7%         |            |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-12           | 12%        | -4%        | -2%        | -4%        | -1%        | 0%         | 1%         | 4%         | 6%         | 5%        |            |            |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-13           | -18%       | -8%        | -8%        | -4%        | -2%        | 0%         | 3%         | 5%         | 4%         |           |            |            |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-14           | 2%         | -3%        | 1%         | 3%         | 4%         | 6%         | 9%         | 8%         |            |           |            |            |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-15           | -8%        | 1%         | 3%         | 4%         | 7%         | 10%        | 8%         |            |            |           |            |            |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-16           | 11%        | 8%         | 8%         | 11%        | 14%        | 11%        |            |            |            |           |            |            |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-17           | 6%         | 7%         |            | 15%        | 12%        |            |            |            |            |           |            |            |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-18           | 8%         |            | 19%        | 13%        |            |            |            |            |            |           |            |            |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |
| Jan-19           | 21%        | 24%        | 15%        |            |            |            |            |            |            |           |            |            |            |            |            |            |          |          |          |          |                  |                 |           |          |           |           |            |            |            |            |            |          |          |          |

Returns >=10%
7 to <10%
0 to <7%
Less than 0%

Jan-20 28% 11% Jan-21 -3%

# 1980-1990: It took gold 10 years to hit its 1980 peak once again

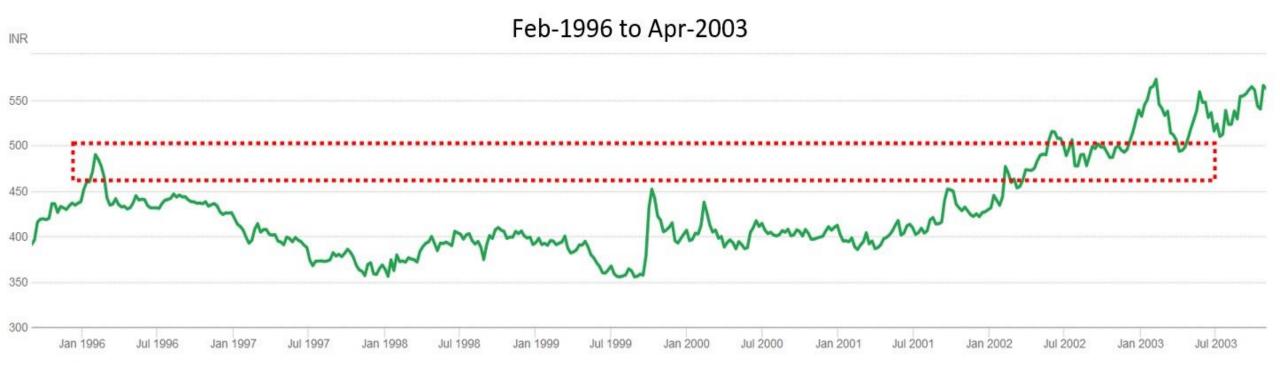






# 1996-2003: It took gold 8 years to hit its 1996 peak once again







# 2012-2019: It took gold 7 years to hit its 2012 peak once again

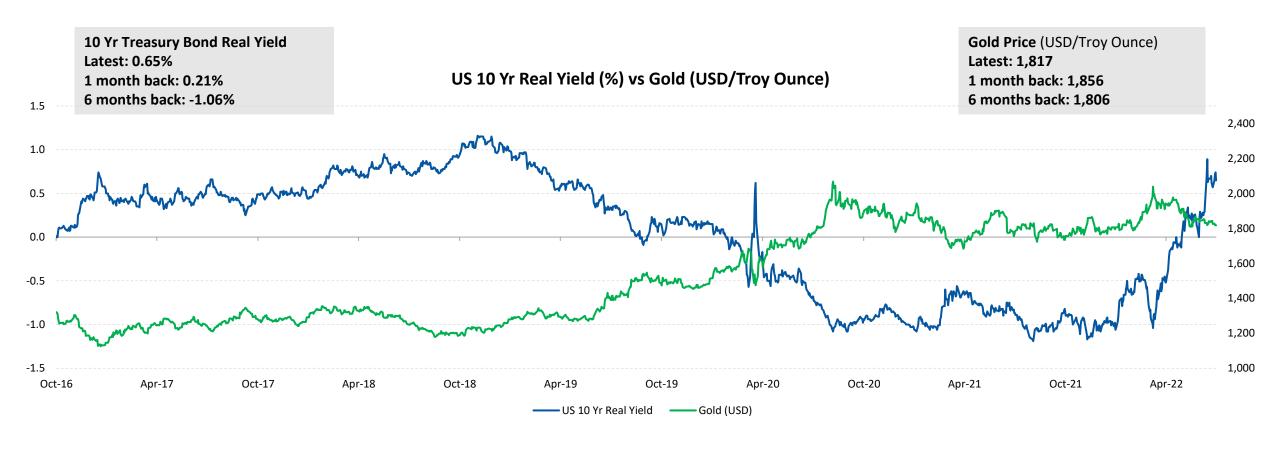






#### **Gold shows inverse correlation to US Real Yields**





#### **Gold - Takeaways**



- 1. Over the Long Term (10-15 years) Gold has provided returns above inflation
- 2. Long Term Return Expectation = Inflation + 1-3% but...
- 3. Gold also goes through extended interim periods of subdued returns
- 4. Gold Returns in INR are driven by
  - 1. Gold Price (in USD) inversely correlated to US Real Yields
  - 2. Currency (USD-INR) movement

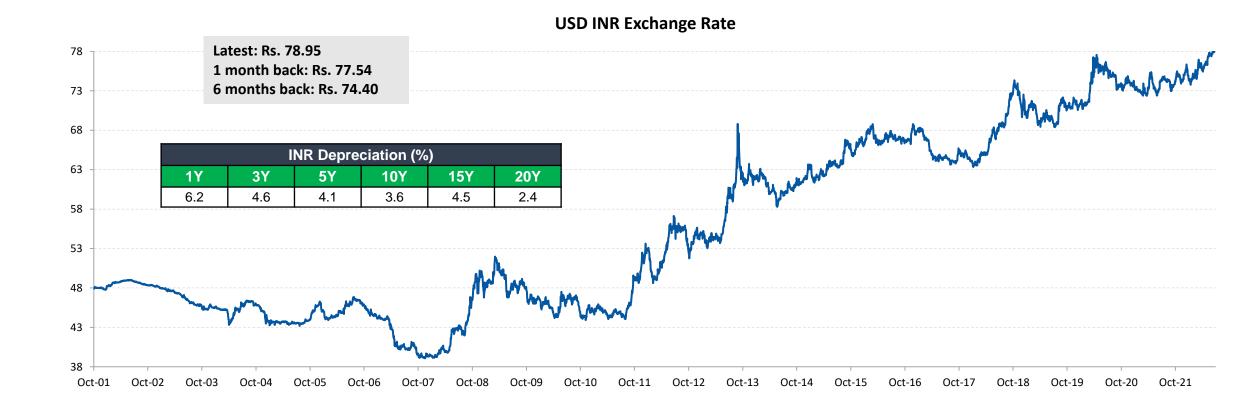




### **Currency**

### **Currency (USD-INR)**









**Asset Allocation** 

### Winners keep changing across Asset Classes



#### **Calendar Year-wise Performance of Asset Classes**

| CY-2010     | CY-2011     | CY-2012     | CY-2013     | CY-2014     | CY-2015     | CY-2016     | CY-2017     | CY-2018     | CY-2019     | CY-2020     | CY-2021     | CY-2022<br>(YTD) |
|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------------|
| Gold        | Gold        | Ind-Equity  | US-Equity   | Ind-Equity  | Real Estate | US-Equity   | Ind-Equity  | Gold        | US-Equity   | Gold        | US-Equity   | Gold             |
| 24.2%       | 29.4%       | 29.4%       | 48.8%       | 32.9%       | 9.8%        | 14.9%       | 30.3%       | 8.4%        | 34.9%       | 27.6%       | 30.8%       | 6.9%             |
| Ind-Equity  | Real Estate | Real Estate | Real Estate | Real Estate | Debt        | Gold        | US-Equity   | Debt        | Gold        | US-Equity   | Ind-Equity  | Debt             |
| 19.2%       | 26.3%       | 25.1%       | 10.1%       | 16.9%       | 8.3%        | 10.9%       | 14.5%       | 6.9%        | 21.1%       | 21.2%       | 25.6%       | 0.9%             |
| US-Equity   | US-Equity   | US-Equity   | Debt        | US-Equity   | US-Equity   | Debt        | Real Estate | Real Estate | Ind-Equity  | Ind-Equity  | Debt        | Real Estate      |
| 10.9%       | 21.1%       | 20.3%       | 8.5%        | 15.9%       | 6.5%        | 9.2%        | 7.2%        | 5.1%        | 13.5%       | 16.1%       | 3.8%        | -1.1%            |
| Debt        | Debt        | Gold        | Ind-Equity  | Debt        | Ind-Equity  | Real Estate | Debt        | Ind-Equity  | Debt        | Debt        | Real Estate | Ind-Equity       |
| 4.7%        | 9.0%        | 11.7%       | 8.1%        | 9.6%        | -3.0%       | 8.3%        | 6.4%        | 4.6%        | 8.7%        | 9.5%        | 0.2%        | -8.3%            |
| Real Estate | Ind-Equity  | Debt        | Gold        | Gold        | Gold        | Ind-Equity  | Gold        | US-Equity   | Real Estate | Real Estate | Gold        | US-Equity        |
| -0.6%       | -23.8%      | 9.6%        | -18.0%      | 2.2%        | -7.9%       | 4.4%        | 6.0%        | 4.2%        | 3.0%        | 2.2%        | -2.7%       | -14.9%           |

Note:

Real Estate: Returns based on RBI House Price Index. CY-2010 Returns since 01-Apr-10. CY-2022 Returns as on 30-Jun-2022. CY-2022 Real Estate Returns as on 31-Mar-22. Ind-Equity: Nifty 50 TRI, US-Equity: S&P 500 TRI.

Debt: Index calibrated based on the Debt Schemes - Aditya Birla SL Low Duration Fund, HDFC Low Duration Fund, Aditya Birla SL Corporate Bond Fund.

Source: MFI, RBI, gold.org, FundsIndia Research



## Asset Allocation is an important driver of long term returns



| Period:                   |            |     | Pas |     | Max | Min 1Y | Max 1Y |          |        |        |
|---------------------------|------------|-----|-----|-----|-----|--------|--------|----------|--------|--------|
| 30-Dec-99 to 30-Jun-22    | <b>1</b> Y | 3Y  | 5Y  | 7Y  | 10Y | 15Y    | 20Y    | Drawdown | Return | Return |
| Equity 70% : Debt 30%     | 2%         | 10% | 10% | 10% | 11% | 11%    | 14%    | -40%     | -35%   | 74%    |
| Equity 50% : Debt 50%     | 2%         | 9%  | 9%  | 9%  | 10% | 10%    | 13%    | -27%     | -23%   | 52%    |
| Equity 30% : Debt 70%     | 3%         | 8%  | 8%  | 8%  | 9%  | 9%     | 11%    | -14%     | -10%   | 32%    |
| Ind Equity (Nifty 50 TRI) | 2%         | 12% | 12% | 11% | 13% | 10%    | 16%    | -59%     | -55%   | 110%   |
| US Equity (S&P 500 TR)    | -5%        | 16% | 16% | 15% | 17% | 13%    | 12%    | -37%     | -33%   | 71%    |
| Debt                      | 3%         | 6%  | 6%  | 7%  | 8%  | 8%     | 7%     | -4%      | 0%     | 15%    |
| Gold                      | 9%         | 14% | 12% | 10% | 5%  | 12%    | 12%    | -23%     | -21%   | 79%    |



## 5Y Rolling Returns for various asset allocation combinations

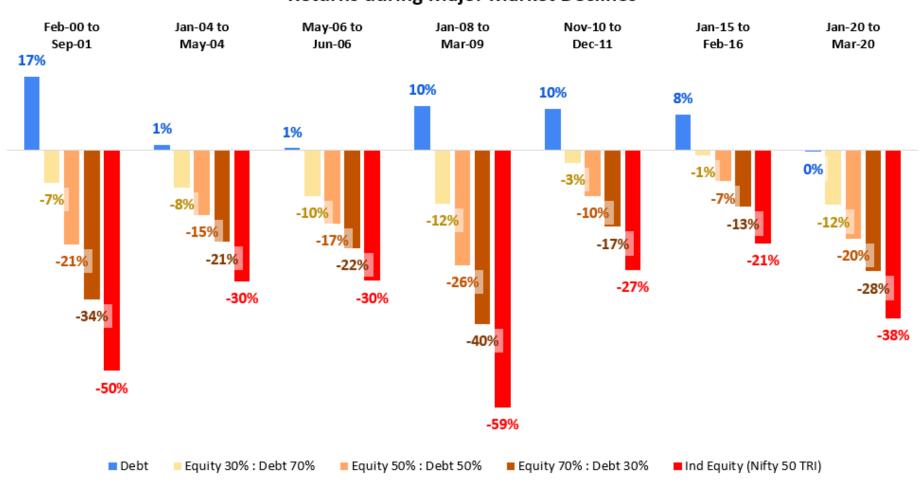


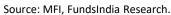
| Rolling<br>Returns 5Y |      | Equity 50%<br>: Debt 50% |      | Ind Equity<br>(Nifty 50<br>TRI) | US Equity<br>(S&P 500<br>TR) | Debt | Gold |
|-----------------------|------|--------------------------|------|---------------------------------|------------------------------|------|------|
| Avg                   | 14%  | 13%                      | 11%  | 16%                             | 11%                          | 8%   | 12%  |
| Min                   | 2%   | 4%                       | 5%   | -1%                             | -6%                          | 6%   | -3%  |
| Max                   | 35%  | 27%                      | 19%  | 47%                             | 30%                          | 9%   | 28%  |
|                       |      |                          |      |                                 |                              |      |      |
| >15%                  | 31%  | 25%                      | 9%   | 39%                             | 42%                          | 0%   | 39%  |
| >12%                  | 56%  | 41%                      | 27%  | 63%                             | 51%                          | 0%   | 52%  |
| >10%                  | 76%  | 74%                      | 59%  | 72%                             | 54%                          | 0%   | 61%  |
| >7%                   | 96%  | 98%                      | 99%  | 86%                             | 61%                          | 79%  | 74%  |
| >0%                   | 100% | 100%                     | 100% | 100%                            | 90%                          | 100% | 92%  |
| 0 to -10%             | 0%   | 0%                       | 0%   | 0%                              | 10%                          | 0%   | 8%   |
| -10 to -20%           | 0%   | 0%                       | 0%   | 0%                              | 0%                           | 0%   | 0%   |

## Higher Debt Exposure lowers portfolio declines during market falls – but also lowers long term returns



#### **Returns during Major Market Declines**









### Diversification

## **Avoid Chasing Performance – Past Winners in Equity Mutual Funds may not be Future Winners**



Ranked lower than 30

#### How did the 30 Top Funds Fare in the Subsequent 3Y Period?

| 2009-11 | 2012-14 |
|---------|---------|
| 1       | 38      |
| 2       | 15      |
| 3       | 31      |
| 4       | 27      |
| 5       | 17      |
| 6       | 14      |
| 7       | 1       |
| 8       | 16      |
| 9       | 120     |
| 10      | 51      |
| 11      | 25      |
| 12      | 101     |
| 13      | 29      |
| 14      | 36      |
| 15      | 104     |
| 16      | 24      |
| 17      | 116     |
| 18      | 67      |
| 19      | 74      |
| 20      | 105     |
| 21      | 3       |
| 22      | 12      |
| 23      | 131     |
| 24      | 113     |
| 25      | 2       |
| 26      | 139     |
| 27      | 35      |
| 28      | 64      |
| 29      | 102     |
| 30      | 100     |

| 010-12 | 2013-15 | 2011-13 | 2014- |
|--------|---------|---------|-------|
| 1      | 103     | 1       | 1     |
| 2      | 15      | 2       | 40    |
| 3      | 33      | 3       | 27    |
| 4      | 13      | 4       | 31    |
| 5      | 57      | 5       | 53    |
| 6      | 11      | 6       | 11    |
| 7      | 2       | 7       | 12    |
| 8      | 12      | 8       | 26    |
| 9      | 19      | 9       | 90    |
| 10     | 62      | 10      | 55    |
| 11     | 21      | 11      | 92    |
| 12     | 6       | 12      | 14    |
| 13     | 27      | 13      | 104   |
| 14     | 128     | 14      | 24    |
| 15     | 93      | 15      | 2     |
| 16     | 30      | 16      | 144   |
| 17     | 43      | 17      | 10    |
| 18     | 91      | 18      | 81    |
| 19     | 55      | 19      | 96    |
| 20     | 14      | 20      | 141   |
| 21     | 132     | 21      | 137   |
| 22     | 121     | 22      | 136   |
| 23     | 70      | 23      | 47    |
| 24     | 45      | 24      | 52    |
| 25     | 24      | 25      | 147   |
| 26     | 38      | 26      | 25    |
| 27     | 47      | 27      | 95    |
| 28     | 44      | 28      | 80    |
| 29     | 40      | 29      | 43    |
| 30     | 146     | 30      | 113   |

| 2012-14     | 2015-17 |
|-------------|---------|
| 1           | 7       |
| 2           | 48      |
| 3           | 8       |
| 4           | 2       |
| 4<br>5<br>6 | 33      |
| 6           | 12      |
| 7           | 44      |
| 8           | 114     |
| 9           | 6       |
| 10          | 74      |
| 11          | 73      |
| 12          | 30      |
| 13          | 13      |
| 14          | 46      |
| 15          | 126     |
| 16          | 20      |
| 17          | 51      |
| 18          | 3       |
| 19          | 37      |
| 20          | 28      |
| 21          | 11      |
| 22          | 85      |
| 23          | 10      |
| 24          | 9       |
| 25          | 19      |
| 26          | 16      |
| 27          | 141     |
| 28          | 25      |
| 29          | 23      |
| 30          | 31      |

| 1 2 2 34 3 166 4 140 5 116 6 106 7 134 8 14 9 85 10 75 11 156 12 46 13 43 14 60 15 125 16 96 17 131 18 12 19 57 20 105 21 145 22 91 23 101 24 49 25 55 26 129 27 44 28 26 29 79 30 158   | 2013-15 | 2016-18 |
|--|---------|---------|
| 3       166         4       140         5       116         6       106         7       134         8       14         9       85         10       75         11       156         12       46         13       43         14       60         15       125         16       96         17       131         18       12         19       57         20       105         21       145         22       91         23       101         24       49         25       55         26       129         27       44         28       26         29       79 | 1       | 2       |
| 4 140 5 116 6 106 7 134 8 14 9 85 10 75 11 156 12 46 13 43 14 60 15 125 16 96 17 131 18 12 19 57 20 105 21 145 22 91 23 101 24 49 25 55 26 129 27 44 28 26 29 79   | 2       | 34      |
| 5     116       6     106       7     134       8     14       9     85       10     75       11     156       12     46       13     43       14     60       15     125       16     96       17     131       18     12       19     57       20     105       21     145       22     91       23     101       24     49       25     55       26     129       27     44       28     26       29     79   | 3       | 166     |
| 6 106 7 134 8 14 9 85 10 75 11 156 12 46 13 43 14 60 15 125 16 96 17 131 18 12 19 57 20 105 21 145 22 91 23 101 24 49 25 55 26 129 27 44 28 26 29 79   | 4       | 140     |
| 7 134 8 14 9 85 10 75 11 156 12 46 13 43 14 60 15 125 16 96 17 131 18 12 19 57 20 105 21 145 22 91 23 101 24 49 25 55 26 129 27 44 28 26 29 79   | 5       | 116     |
| 8 14 9 85 10 75 11 156 12 46 13 43 14 60 15 125 16 96 17 131 18 12 19 57 20 105 21 145 22 91 23 101 24 49 25 55 26 129 27 44 28 26 29 79   | 6       | 106     |
| 9 85 10 75 11 156 12 46 13 43 14 60 15 125 16 96 17 131 18 12 19 57 20 105 21 145 22 91 23 101 24 49 25 55 26 129 27 44 28 26 29 79  | 7       | 134     |
| 10     75       11     156       12     46       13     43       14     60       15     125       16     96       17     131       18     12       19     57       20     105       21     145       22     91       23     101       24     49       25     55       26     129       27     44       28     26       29     79   | 8       | 14      |
| 11     156       12     46       13     43       14     60       15     125       16     96       17     131       18     12       19     57       20     105       21     145       22     91       23     101       24     49       25     55       26     129       27     44       28     26       29     79   | 9       | 85      |
| 12 46 13 43 14 60 15 125 16 96 17 131 18 12 19 57 20 105 21 145 22 91 23 101 24 49 25 55 26 129 27 44 28 26 29 79  | 10      | 75      |
| 13 43 14 60 15 125 16 96 17 131 18 12 19 57 20 105 21 145 22 91 23 101 24 49 25 55 26 129 27 44 28 26 29 79  | 11      | 156     |
| 14     60       15     125       16     96       17     131       18     12       19     57       20     105       21     145       22     91       23     101       24     49       25     55       26     129       27     44       28     26       29     79  | 12      | 46      |
| 15 125<br>16 96<br>17 131<br>18 12<br>19 57<br>20 105<br>21 145<br>22 91<br>23 101<br>24 49<br>25 55<br>26 129<br>27 44<br>28 26<br>29 79  | 13      | 43      |
| 16     96       17     131       18     12       19     57       20     105       21     145       22     91       23     101       24     49       25     55       26     129       27     44       28     26       29     79   | 14      | 60      |
| 17     131       18     12       19     57       20     105       21     145       22     91       23     101       24     49       25     55       26     129       27     44       28     26       29     79   | 15      | 125     |
| 18     12       19     57       20     105       21     145       22     91       23     101       24     49       25     55       26     129       27     44       28     26       29     79  | 16      | 96      |
| 19 57 20 105 21 145 22 91 23 101 24 49 25 55 26 129 27 44 28 26 29 79  | 17      | 131     |
| 20 105<br>21 145<br>22 91<br>23 101<br>24 49<br>25 55<br>26 129<br>27 44<br>28 26<br>29 79   | 18      | 12      |
| 21 145<br>22 91<br>23 101<br>24 49<br>25 55<br>26 129<br>27 44<br>28 26<br>29 79   | 19      | 57      |
| 22 91<br>23 101<br>24 49<br>25 55<br>26 129<br>27 44<br>28 26<br>29 79   | 20      | 105     |
| 23 101<br>24 49<br>25 55<br>26 129<br>27 44<br>28 26<br>29 79  | 21      | 145     |
| 24 49<br>25 55<br>26 129<br>27 44<br>28 26<br>29 79  | 22      | 91      |
| 25 55<br>26 129<br>27 44<br>28 26<br>29 79   | 23      | 101     |
| 26     129       27     44       28     26       29     79   | 24      | 49      |
| 27 44<br>28 26<br>29 79  | 25      | 55      |
| 28 26<br>29 79   | 26      | 129     |
| 29 79  | 27      |         |
|  | 28      | 26      |
| 30 158   | 29      | 79      |
|  | 30      | 158     |

| 2014-16 | 2017-19 |
|---------|---------|
| 1       | 6       |
| 2       | 30      |
| 3       | 168     |
| 4       | 95      |
| 5       | 148     |
| 6       | 116     |
| 7       | 160     |
| 8       | 130     |
| 9       | 68      |
| 10      | 154     |
| 11      | 147     |
| 12      | 166     |
| 13      | 167     |
| 14      | 129     |
| 15      | 144     |
| 16      | 109     |
| 17      | 137     |
| 18      | 98      |
| 19      | 120     |
| 20      | 113     |
| 21      | 163     |
| 22      | 104     |
| 23      | 88      |
| 24      | 157     |
| 25      | 85      |
| 26      | 66      |
| 27      | 133     |
| 28      | 164     |
| 29      | 87      |
| 30      | 67      |

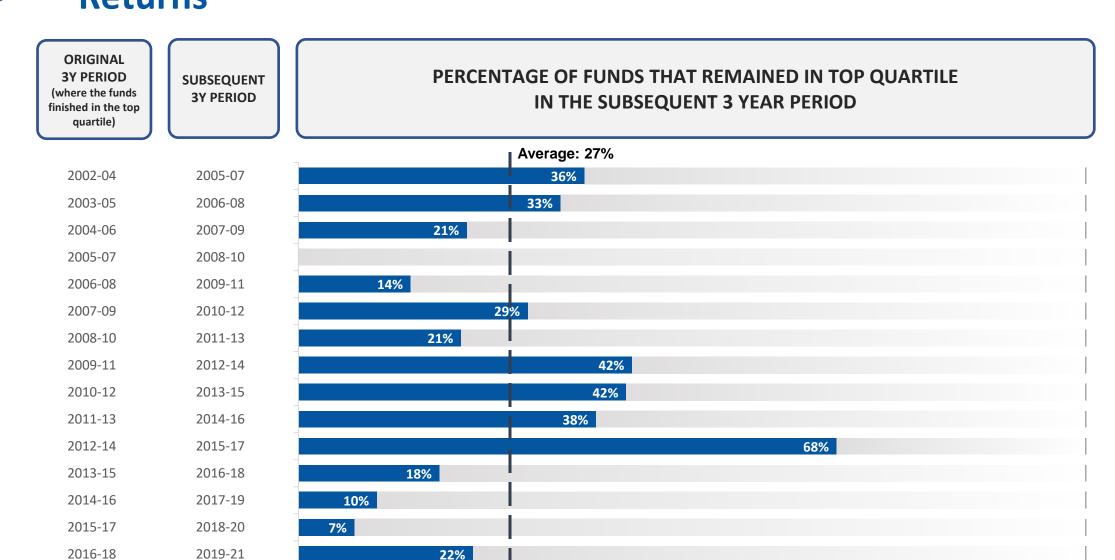
| 2015-17 | 2018-20 |
|---------|---------|
| 1       | 175     |
| 2       | 20      |
| 3       | 161     |
| 4       | 68      |
| 5       | 139     |
| 6       | 177     |
| 7       | 64      |
| 8       | 95      |
| 9       | 171     |
| 10      | 156     |
| 11      | 92      |
| 12      | 122     |
| 13      | 154     |
| 14      | 9       |
| 15      | 173     |
| 16      | 90      |
| 17      | 93      |
| 18      | 116     |
| 19      | 71      |
| 20      | 147     |
| 21      | 100     |
| 22      | 129     |
| 23      | 172     |
| 24      | 142     |
| 25      | 85      |
| 26      | 32      |
| 27      | 135     |
| 28      | 102     |
| 29      | 127     |
| 30      | 134     |

| 2016-18 | 2019-21 |
|---------|---------|
| 1       | 22      |
| 2       | 17      |
| 3       | 63      |
| 4       | 184     |
| 5       | 84      |
| 6       | 163     |
| 7       | 98      |
| 8       | 97      |
| 9       | 109     |
| 10      | 102     |
| 11      | 2       |
| 12      | 39      |
| 13      | 105     |
| 14      | 156     |
| 15      | 85      |
| 16      | 106     |
| 17      | 59      |
| 18      | 144     |
| 19      | 49      |
| 20      | 119     |
| 21      | 57      |
| 22      | 171     |
| 23      | 117     |
| 24      | 182     |
| 25      | 38      |
| 26      | 15      |
| 27      | 23      |
| 28      | 77      |
| 29      | 169     |
| 30      | 46      |
| •       |         |

| Total Number of Funds in the Universe |     |     |     |     |     |     |     |  |     |     |     |     |     |     |   |     |     |
|---------------------------------------|-----|-----|-----|-----|-----|-----|-----|--|-----|-----|-----|-----|-----|-----|---|-----|-----|
| 125                                   | 145 | 135 | 148 | 141 | 152 | 145 | 158 |  | 148 | 167 | 152 | 168 | 158 | 177 |   | 167 | 186 |
| <br>-                                 | •   | •   | •   |     | -   |     |     |  |     |     |     | •   | •   | •   | _ |     |     |

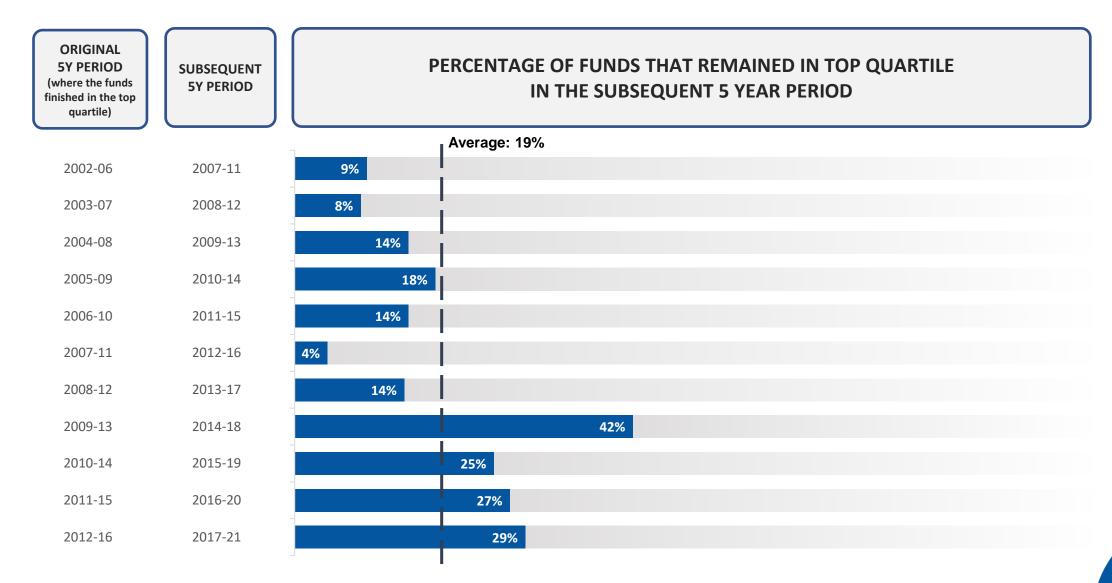
### Past Performance is Not Enough To Predict Future Returns



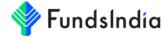


### Past Performance is Not Enough To Predict Future Returns





### **Diversify Across Investment Styles**



| Style Returns by Calendar Year |
|--------------------------------|
|                                |

| Otyle Retains by Galendar Tear |                |                |                   |                |                |                   |                |                |                |                |                |                |
|--------------------------------|----------------|----------------|-------------------|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| 2010                           | 2011           | 2012           | 2013              | 2014           | 2015           | 2016              | 2017           | 2018           | 2019           | 2020           | 2021           | 2022 YTD       |
| Dividend Yield                 | Global         | Size (Midcap)  | Global            | Value          | Momentum       | Value             | Momentum       | Quality        | Global         | Quality        | Value          | Value          |
| 34%                            | 21%            | 47%            | 50%               | 79%            | 11%            | 25%               | 57%            | 9%             | 34%            | 26%            | 56%            | -4%            |
| Value                          | Quality        | Momentum       | Quality           | Size (Midcap)  | Low Volatility | Global            | Size (Midcap)  | Low Volatility | Nifty 50 TRI   | Size (Midcap)  | Momentum       | Dividend Yield |
| 31%                            | -10%           | 39%            | 20%               | 63%            | 10%            | 15%               | 56%            | 7%             | 13%            | 26%            | 54%            | -8%            |
| Quality                        | Low Volatility | Dividend Yield | Momentum          | Momentum       | Size (Midcap)  | Dividend Yield    | Value          | Nifty 50 TRI   | Momentum       | Low Volatility | Size (Midcap)  | Low Volatility |
| 28%                            | -12%           | 34%            | 13%               | 50%            | 10%            | 13%               | 47%            | 5%             | 11%            | 24%            | 48%            | -8%            |
| Low Volatility                 | Dividend Yield | Value          | Nifty 50 TRI      | Quality        | Global         | Momentum          | Low Volatility | Global         | Quality        | Global         | Dividend Yield | Nifty 50 TRI   |
| 25%                            | -13%           | 32%            | 8%                | 40%            | 6%             | 10%               | 30%            | 4%             | 6%             | 21%            | 34%            | -8%            |
| Size (Midcap)                  | Momentum       | Low Volatility | Low Volatility 7% | Low Volatility | Quality        | Size (Midcap)     | Nifty 50 TRI   | Dividend Yield | Low Volatility | Momentum       | Global         | Size (Midcap)  |
| 20%                            | -16%           | 32%            |                   | 37%            | 2%             | 7%                | 30%            | 1%             | 5%             | 20%            | 31%            | -12%           |
| Momentum                       | Nifty 50 TRI   | Quality        | Size (Midcap)     | Dividend Yield | Nifty 50 TRI   | Nifty 50 TRI      | Quality        | Momentum       | Dividend Yield | Nifty 50 TRI   | Quality        | Quality        |
| 20%                            | -24%           | 31%            | -1%               | 37%            | -3%            | 4%                | 30%            | -2%            | 1%             | 16%            | 26%            | -12%           |
| Nifty 50 TRI                   | Size (Midcap)  | Nifty 50 TRI   | Dividend Yield    | Nifty 50 TRI   | Value          | Low Volatility 3% | Dividend Yield | Size (Midcap)  | Size (Midcap)  | Dividend Yield | Nifty 50 TRI   | Global         |
| 19%                            | -31%           | 29%            | -5%               | 33%            | -7%            |                   | 29%            | -13%           | 1%             | 16%            | 26%            | -15%           |
| Global                         | Value          | Global         | Value             | Global         | Dividend Yield | Quality           | Global         | Value          | Value          | Value          | Low Volatility | Momentum       |
| 10%                            | -38%           | 19%            | -14%              | 16%            | -9%            | 1%                | 15%            | -26%           | -14%           | 8%             | 24%            | -20%           |

## Diversify Across Market Cap Segments - Large, Mid & Small Cap

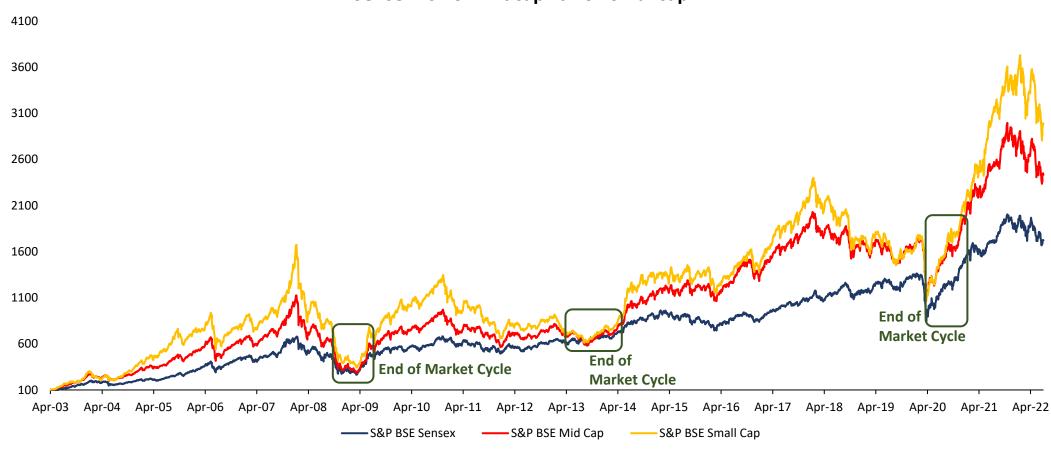


|           | Returns of Market Cap Segments by Calendar Year |           |           |           |           |           |           |           |           |           |           |           |  |
|-----------|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--|
| 2010      | 2011  | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      | 2021      | 2022 YTD  |  |
| Mid Cap   | Large Cap                                       | Mid Cap   | Large Cap | Small Cap | Small Cap | Mid Cap   | Small Cap | Large Cap | Large Cap | Small Cap | Small Cap | Large Cap |  |
| 20%       | -25%  | 47%       | 8%        | 72%       | 11%       | 7%        | 58%       | 3%        | 12%       | 26%       | 63%       | -9%       |  |
| Large Cap | Mid Cap   | Small Cap | Mid Cap   | Mid Cap   | Mid Cap   | Large Cap | Mid Cap   | Mid Cap   | Mid Cap   | Mid Cap   | Mid Cap   | Mid Cap   |  |
| 19%       | -31%  | 40%       | -1%       | 63%       | 10%       | 5%        | 56%       | -13%      | 1%        | 26%       | 48%       | -12%      |  |
| Small Cap | Small Cap                                       | Large Cap | Small Cap | Large Cap | Large Cap | Small Cap | Large Cap | Small Cap | Small Cap | Large Cap | Large Cap | Small Cap |  |
| 18%       | -35%  | 33%       | -6%       | 35%       | -1%       | 1%        | 33%       | -26%      | -7%       | 16%       | 26%       | -17%      |  |

## Large, Mid & Small Cap returns historically converge over a market cycle



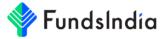




### **Diversify Across Geographies**



| 2011   | 2012   | 2013   | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   |
|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| USA    | India  | USA    | India  | USA    | USA    | China  | USA    | USA    | China  | USA    |
| 21%    | 32%    | 50%    | 28%    | 6%     | 14%    | 45%    | 4%     | 34%    | 33%    | 29%    |
| World  | China  | World  | USA    | World  | World  | Asia   | World  | World  | Asia   | India  |
| 13%    | 27%    | 44%    | 16%    | 4%     | 11%    | 34%    | 0%     | 31%    | 28%    | 27%    |
| Europe | Asia   | Europe | China  | Europe | Asia   | India  | India  | Europe | USA    | World  |
| 6%     | 26%    | 42%    | 11%    | 2%     | 8%     | 30%    | 0%     | 27%    | 24%    | 24%    |
| Asia   | Europe | China  | World  | India  | China  | Europe | Asia   | China  | World  | Europe |
| -1%    | 23%    | 17%    | 8%     | 0%     | 4%     | 19%    | -6%    | 26%    | 19%    | 19%    |
| China  | World  | Asia   | Asia   | China  | Europe | World  | Europe | Asia   | India  | Asia   |
| -3%    | 20%    | 17%    | 8%     | -3%    | 3%     | 16%    | -6%    | 21%    | 11%    | -3%    |
| India  | USA    | India  | Europe | Asia   | India  | USA    | China  | India  | Europe | China  |
| -20%   | 19%    | 15%    | -4%    | -5%    | -1%    | 15%    | -11%   | 8%     | 9%     | -20%   |



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