

## WEALTH

**CONVERSATIONS** 

Oct 2022



#### **Asset Class Performance**



Index	Compound Annualized Returns (%) — as on 30-Sep-2022												
muex	<b>1</b> Y	<b>3Y</b>	5Y	<b>10</b> Y	15Y	20Y							
India – Equity (Nifty 50 TRI)	-1.6	15.6	13.2	13.0	9.8	17.1							
US – Equity (S&P 500 TRI in INR)	-6.0	14.0	14.5	16.8	13.4	12.8							
Gold (in INR)	5.1	8.9	10.2	3.8	10.7	11.4							
Debt*	3.2	5.9	6.5	7.5	7.6	7.3							

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



Index		No of times y	our money mı	ı <b>ltiplied</b> – as oı	า 30-Sep-2022	
inuex	<b>1</b> Y	3Y	5Y	<b>10Y</b>	15Y	20Y
India – Equity (Nifty 50 TRI)	1.0x	1.5x	1.9x	3.4x	4.1x	23.3x
US – Equity (S&P 500 TRI in INR)	0.9x	1.5x	2.0x	4.7x	6.6x	11.2x
Gold (in INR)	1.1x	1.3x	1.6x	1.5x	4.6x	8.7x
Debt*	1.0x	1.2x	1.4x	2.1x	3.0x	4.1x



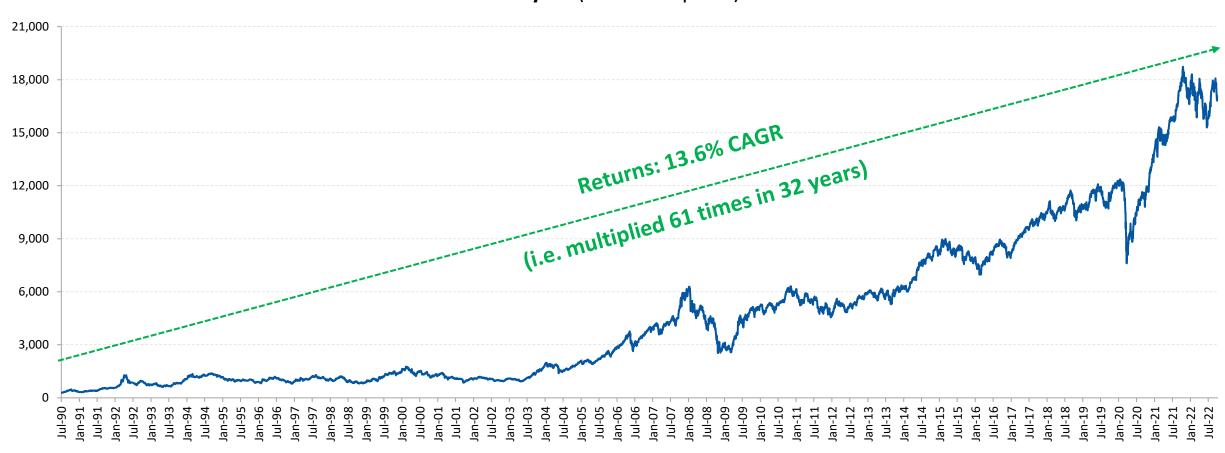


**Equity Returns & Volatility** 

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







### **India Equity - Performance**



		Compound	ed Annualized Ret	urns (%) – as on 30	0-Sep-2022	
Index	1Y	3Y	5Y	<b>10</b> Y	15Y	20Y
		La	arge Cap			
S&P BSE Sensex TRI	-1.6	15.4	14.2	13.3	9.8	17.6
Nifty 50 TRI	-1.6	15.6	13.2	13.0	9.8	17.1
Nifty 100 TRI	-1.0	15.8	12.8	13.5	10.2	
		ľ	Mid Cap			
S&P BSE Mid Cap TRI	-0.3	22.2	11.2	15.6	9.8	
Nifty Midcap 150 TRI	2.1	25.4	12.2	15.9	11.9	
		Sı	mall Cap			
S&P BSE Small Cap TRI	2.2	30.5	13.1	16.2	9.2	
Nifty Smallcap 250 TRI	-0.7	26.6	9.7	15.2	9.8	
		F	lexi Cap			
Nifty 500 TRI	-0.2	18.0	12.8	14.0	10.1	18.2

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



Index		No of time	es your money mu	ltiplied – as on 30-	-Sep-2022	
Index	1Y	<b>3Y</b>	5Y	<b>10Y</b>	15Y	20Y
		L	arge Cap			
S&P BSE Sensex TRI	1.0x	1.5x	1.9x	3.5x	4.1x	25.7x
Nifty 50 TRI	1.0x	1.5x	1.9x	3.4x	4.1x	23.3x
Nifty 100 TRI	1.0x	1.6x	1.8x	3.5x	4.3x	
		Г	Mid Cap			
S&P BSE Mid Cap TRI	1.0x	1.8x	1.7x	4.3x	4.1x	
Nifty Midcap 150 TRI	1.0x	2.0x	1.8x	4.4x	5.4x	
		S	mall Cap			
S&P BSE Small Cap TRI	1.0x	2.2x	1.8x	4.5x	3.7x	
Nifty Smallcap 250 TRI	1.0x	2.0x	1.6x	4.1x	4.0x	
		F	lexi Cap			
Nifty 500 TRI	1.0x	1.6x	1.8x	3.7x	4.2x	28.5x

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



	Compounded Annualized Returns (%) – as on 30-Sep-2022													
Scheme	<b>1</b> Y	3Y	5Y	10Y	15Y	20Y								
	La	rge Cap												
Franklin India Bluechip - Growth	-5.5	14.8	9.3	11.6	9.8	19.2								
HDFC Top 100 Fund - Growth	1.3	13.7	10.6	12.6	11.3	21.2								
	ľ	Viid Cap												
Franklin India Prima Fund - Growth	-1.9	17.7	10.7	17.7	12.9	22.3								
Nippon India Growth Fund - Reg - Growth	4.4	25.4	15.2	16.5	12.9	24.3								
	F	lexi Cap												
Aditya Birla Sun Life Flexi Cap Fund - Growth	-5.8	15.4	9.9	15.5	10.7	21.1								
Franklin India Flexi Cap Fund - Growth	1.5	19.4	12.0	15.1	11.9	21.0								
HDFC Flexi Cap Fund - Growth	8.6	18.4	13.0	14.4	12.5	22.0								

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



(no of times multiplied)

	No of Times Your Money Multiplied – as on 30-Sep-2022													
Scheme	1Y	3Y	5Y	10Y	15Y	20Y								
	La	arge Cap												
Franklin India Bluechip - Growth	0.9x	1.5x	1.6x	3.0x	4.1x	33.4x								
HDFC Top 100 Fund - Growth	1.0x	1.5x	1.7x	3.3x	5.0x	46.9x								
	-	Mid Cap												
Franklin India Prima Fund - Growth	1.0x	1.6x	1.7x	5.1x	6.1x	56.4x								
Nippon India Growth Fund - Reg - Growth	1.0x	2.0x	2.0x	4.6x	6.1x	78.0x								
	F	lexi Cap												
Aditya Birla Sun Life Flexi Cap Fund - Growth	0.9x	1.5x	1.6x	4.2x	4.6x	46.3x								
Franklin India Flexi Cap Fund - Growth	1.0x	1.7x	1.8x	4.1x	5.4x	45.3x								
HDFC Flexi Cap Fund - Growth	1.1x	1.7x	1.8x	3.9x	5.8x	53.5x								

### **Global Equity Markets - Performance**



Indov (in INID)	Compounded Annualized Returns (%, in INR terms) – as on 30-Sep-2022													
Index (in INR)	<b>1</b> Y	3Y	5Y	10Y	15Y	20Y								
Nasdaq 100 TR	-17.4	18.7	19.1	21.0	18.4	17.8								
S&P 500 TR	-6.0	14.0	14.5	16.8	13.4	12.8								
MSCI World (represents Developed Markets)	-13.2	8.0	8.2	10.8										
MSCI Emerging Markets	-23.3	0.3	0.2	3.0										

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



Indov (in INID)	Multiples (x times) – as on 30-Sep-2022													
Index (in INR)	<b>1</b> Y	3Y	5Y	<b>10Y</b>	15Y	20Y								
Nasdaq 100 TR	0.8x	1.7x	2.4x	6.8x	12.5x	26.3x								
S&P 500 TR	0.9x	1.5x	2.0x	4.7x	6.6x	11.2x								
MSCI World (represents Developed Markets)	0.9x	1.3x	1.5x	2.8x										
MSCI Emerging Markets	0.8x	1.0x	1.0x	1.3x										

#### Nifty 50 TRI – Rolling Returns



### On a 15Y Rolling basis, Large cap Index (Nifty 50 TRI) gave >12% returns ~86% of the times since Inception (Jun-1999)

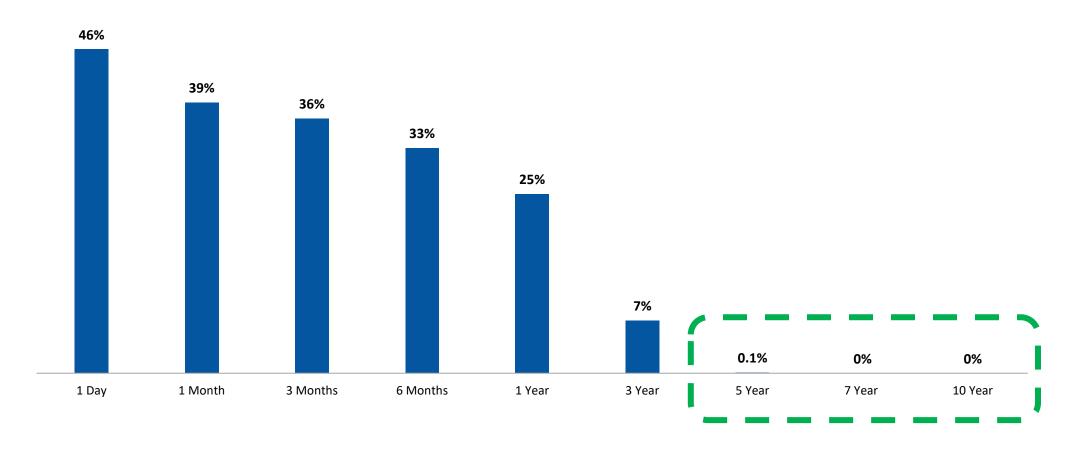
		Rolling Returns Since Inception													
	15 Y	12 Y	10 Y	7 Y	5 Y	3 Y	1 Y								
Average	15%	14%	14%	15%	15%	15%	17%								
Maximum	19%	22%	22%	30%	47%	62%	108%								
Minimum	10%	6%	5%	5%	-1%	-15%	-55%								

% No. of Times							
Less than 0%	0%	0%	0%	0%	0.1%	7%	25%
Less than 7%	0%	2%	1%	2%	15%	24%	37%
<b>Greater than 7%</b>	100%	98%	99%	98%	85%	76%	63%
<b>Greater than 10%</b>	100%	88%	81%	81%	71%	64%	57%
Greater than 12%	86%	72%	66%	62%	61%	54%	53%
Greater than 15%	37%	36%	46%	38%	38%	39%	46%

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



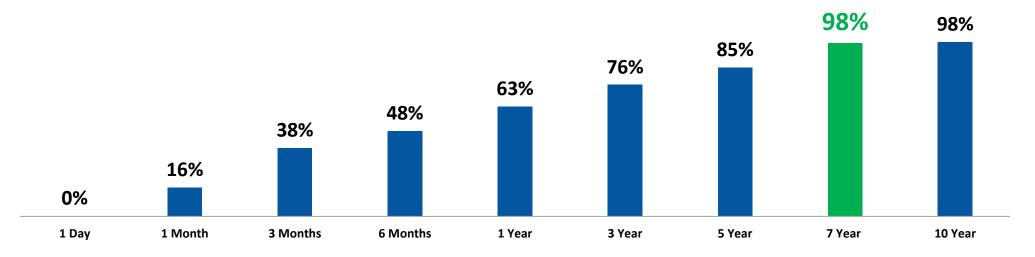
Nifty 50 TRI - % Instances of Negative Returns since Inception (Jun-1999)

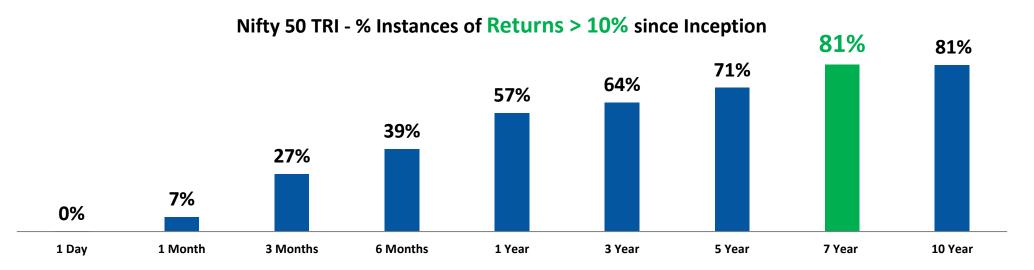


### Longer the time frame, higher the odds of better returns

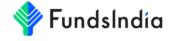


Nifty 50 TRI - % Instances of Returns > 7% since Inception





### 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	221
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%	
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%	ı
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%	J
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%		
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%	l																					
Jan-18	1%	4%	5%	12%	l																				Retu	ırns >=:	10%
Jan-19	3%	5%	14%																						7 to	<10%	
Jan-20	29%	32%																								<b>∠7</b> 0/	

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 Jan-18	18% -2%	6% 1%	5% 6%	8% 13%	14%																				Retu	rns >=1	10%
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%	ì
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%	l								
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%													
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% E%	6% 10%	9% 18%	16%	l																			Retur	ns >=1	)%
Jan-18	3% 6%	5% 16%	10% 23%	18%	l																				7 to <	:10%	
Jan-19 Jan-20	43%	16% 33%	23%																						0 to <	7%	
		33%	ı																								
Jan-21	23%																								Less t	:han 0%	5

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



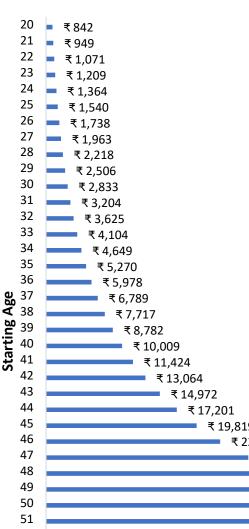
Average	18%	19%	19%	20%	20%	19%	19%	20%	20%	20%	20%	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	18%	18%	18%	18%	18%	19%
Max	131%	92%	72%	57%	46%	43%	40%	36%	35%	35%	34%	33%	31%	26%	26%	25%	22%	23%	23%	22%	21%	21%	20%	19%	19%	19%	19%
Min	-83%	-41%	-24%	-16%	-10%	-6%	-2%	1%	3%	4%	5%	6%	6%	7%	8%	9%	11%	12%	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%	19%	19%	10%	14%	12%	18%	16%	14%	16%	14%	13%	13%	15%										
Jan-06 Jan-07	42% 58%	46% -28%	-11% 17%	17% 17%	17% 5%	7% 12%	12% 10%	11% 17%	17% 15%	15% 13%	14% 15%	15% 13%	13% 12%	12% 12%	12% 14%	14%											
Jan-07 Jan-08	-50%	28%	23%	6%	13%	11%	19%	16%	14%	16%	13%	12%	12%	15%	14%												
Jan-08 Jan-09	60%	30%	4%	14%	11%	21%	17%	14%	16%	13%	12%	12%	15%	13/6													
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%	13/0																	
Jan-14	50%	16%	10%	16%	10%	8%	10%	15%	25/0																		
Jan-15	-1%	2%	15%	7%	6%	9%	15%	20,0																			
Jan-16	2%	18%	7%	5%	10%	16%		•																			
Jan-17	21%	3%	3%	10%	18%		•																		Potur	ns >=10	10/
Jan-18	-3%	2%	13%	21%		'																					//0
Jan-19	5%	21%	27%																						7 to <	10%	
Jan-20	47%	36%																							0 to <	7%	
Jan-21	27%																								Less t	han 0%	,

Less than 0%

#### Advantage of starting your SIP early

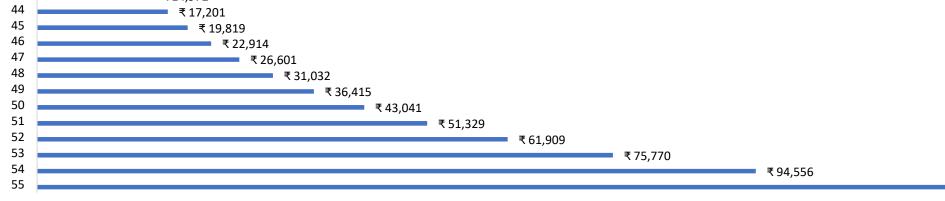


₹ 1,21,232



Monthly SIP Amount Required to Reach Rs 1 crore at 60 years (@12% returns per annum)

If you start investing via SIP at the age of 20, it takes only Rs 842 per month to reach Rs 1 crore at the age of 60. If you delay by 10 years the SIP amount required is 3x more at Rs 2,800 per month. If you delay by 20 years the SIP amount required is 12x more at Rs 10,000 per month.



#### **Power of Compounding**



#### Portfolio Value when investing Rs. 30,000 every month (at 12% CAGR)



#### **Power of Compounding**



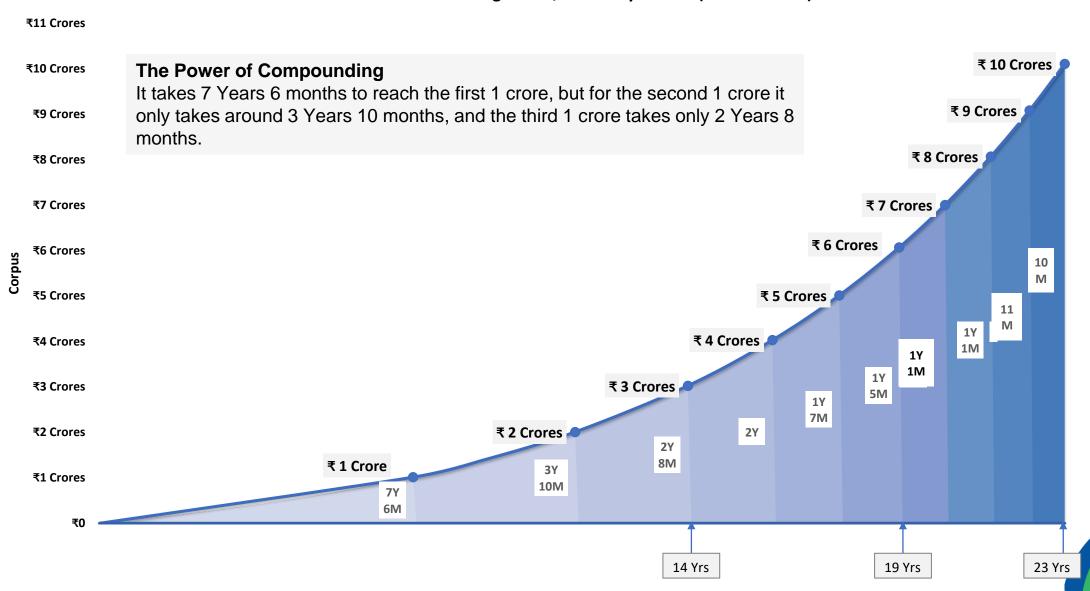
#### Portfolio Value when investing Rs. 50,000 every month (at 12% CAGR)



#### **Power of Compounding**



#### Portfolio Value when investing Rs. 70,000 every month (at 12% CAGR)



### Years Required To Build Your Target Corpus with No Annual Increase in SIP Amount



SIP Amount					Tar	get Corpus	s @ 12% CA	AGR				
(0% Annual Increase)	Rs. 10 Lakhs	Rs. 20 Lakhs	Rs. 30 Lakhs	Rs. 50 Lakhs	Rs. 75 Lakhs	Rs. 1 Crore	Rs. 2 Crores	Rs. 3 Crores	Rs. 4 Crores	Rs. 5 Crores	Rs. 7 Crores	Rs. 10 Crores
Rs. 10,000	5Y 10M	9Y 2M	11Y 7M	15Y 0M	17Y 11M	20Y 1M	25Y 6M	28Y 9M	31Y 1M	32Y 11M	35Y 8M	38Y 7M
Rs. 20,000	3Y 5M	5Y 10M	7Y 8M	10Y 6M	13Y 0M	15Y 0M	20Y 1M	23Y 2M	25Y 6M	27Y 3M	30Y 0M	32Y 11M
Rs. 25,000	2Y 10M	4Y 11M	6Y 7M	9Y 2M	11Y 7M	13Y 5M	18Y 4M	21Y 5M	23Y 8M	25Y 6M	28Y 2M	31Y 1M
Rs. 30,000	2Y 5M	4Y 3M	5Y 10M	8Y 2M	10Y 6M	12Y 4M	17Y 0M	20Y 1M	22Y 3M	24Y 0M	26Y 8M	29Y 7M
Rs. 40,000	1Y 11M	3Y 5M	4Y 8M	6Y 9M	8Y 10M	10Y 6M	15Y 0M	17Y 11M	20Y 1M	21Y 9M	24Y 5M	27Y 3M
Rs. 50,000	1Y 7M	2Y 10M	3Y 11M	5Y 10M	7Y 8M	9Y 2M	13Y 5M	16Y 3M	18Y 4M	20Y 1M	22Y 8M	25Y 6M
Rs. 75,000	1Y 1M	2Y 0M	2Y 10M	4Y 3M	5Y 10M	7Y 1M	10Y 10M	13Y 5M	15Y 5M	17Y 0M	19Y 6M	22Y 3M
Rs. 100,000	0Y 10M	1Y 7M	2Y 3M	3Y 5M	4Y 8M	5Y 10M	9Y 2M	11Y 7M	13Y 5M	15Y 0M	17Y 5M	20Y 1M

In the first 12 years, the portfolio value of a Rs.30K SIP is only ~Rs.1 Cr In the next 12 years, the portfolio values zooms to Rs.5 Cr

### Years Required To Build Your Target Corpus with 5% Annual Increase in SIP Amount



SIP Amount					Та	arget Corpus	s @ 12% CAG	îR				
(5% Annual Increase)	Rs. 10 Lakhs	Rs. 20 Lakhs	Rs. 30 Lakhs	Rs. 50 Lakhs	Rs. 75 Lakhs	Rs. 1 Crore	Rs. 2 Crores	Rs. 3 Crores	Rs. 4 Crores	Rs. 5 Crores	Rs. 7 Crores	Rs. 10 Crores
Rs. 10,000	5Y 5M	8Y 4M	10Y 5M	13Y 5M	15Y 11M	17Y 10M	22Y 9M	25Y 9M	27Y 11M	29Y 8M	32Y 3M	35Y 1M
Rs. 20,000	3Y 3M	5Y 5M	7Y 1M	9Y 6M	11Y 8M	13Y 5M	17Y 10M	20Y 8M	22Y 9M	24Y 4M	26Y 11M	29Y 8M
Rs. 25,000	2Y 9M	4Y 8M	6Y 1M	8Y 4M	10Y 5M	12Y 1M	16Y 4M	19Y 1M	21Y 1M	22Y 9M	25Y 3M	27Y 11M
Rs. 30,000	2Y 4M	4Y 1M	5Y 5M	7Y 6M	9Y 6M	11Y 0M	15Y 2M	17Y 10M	19Y 10M	21Y 5M	23Y 10M	26Y 6M
Rs. 40,000	1Y 10M	3Y 3M	4Y 5M	6Y 3M	8Y 1M	9Y 6M	13Y 5M	15Y 11M	17Y 10M	19Y 5M	21Y 9M	24Y 4M
Rs. 50,000	1Y 6M	2Y 9M	3Y 9M	5Y 5M	7Y 1M	8Y 4M	12Y 1M	14Y 6M	16Y 4M	17Y 10M	20Y 2M	22Y 9M
Rs. 75,000	1Y 1M	2Y 0M	2Y 9M	4Y 1M	5Y 5M	6Y 6M	9Y 10M	12Y 1M	13Y 9M	15Y 2M	17Y 5M	19Y 10M
Rs. 100,000	0Y 10M	1Y 6M	2Y 2M	3Y 3M	4Y 5M	5Y 5M	8Y 4M	10Y 5M	12Y 1M	13Y 5M	15Y 6M	17Y 10M

With a 5% annual increase, the Rs.1 Cr target can be achieved **2.5 years** sooner!

### Years Required To Build Your Target Corpus with 10% Annual Increase



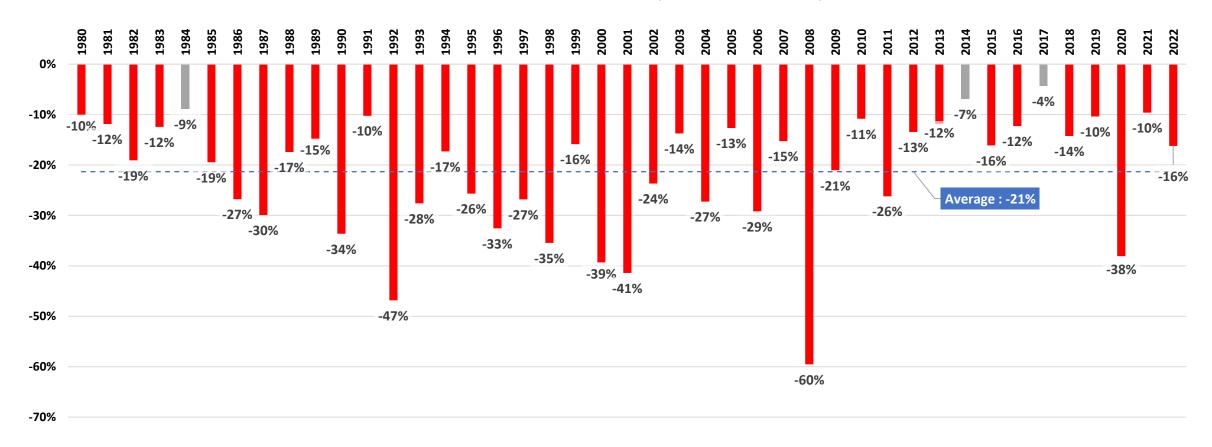
SIP Amount					Та	arget Corpus	s @ 12% CAG	GR				
(10% Annual Increase)	Rs. 10 Lakhs	Rs. 20 Lakhs	Rs. 30 Lakhs	Rs. 50 Lakhs	Rs. 75 Lakhs	Rs. 1 Crore	Rs. 2 Crores	Rs. 3 Crores	Rs. 4 Crores	Rs. 5 Crores	Rs. 7 Crores	Rs. 10 Crores
Rs. 10,000	5Y 1M	7Y 8M	9Y 6M	12Y 0M	14Y 3M	15Y 10M	20Y 1M	22Y 8M	24Y 7M	26Y 1M	28Y 5M	30Y 11M
Rs. 20,000	3Y 2M	5Y 1M	6Y 6M	8Y 8M	10Y 7M	12Y 0M	15Y 10M	18Y 3M	20Y 1M	21Y 6M	23Y 8M	26Y 1M
Rs. 25,000	2Y 8M	4Y 5M	5Y 8M	7Y 8M	9Y 6M	10Y 10M	14Y 7M	16Y 11M	18Y 8M	20Y 1M	22Y 3M	24Y 7M
Rs. 30,000	2Y 4M	3Y 10M	5Y 1M	6Y 11M	8Y 8M	10Y 0M	13Y 7M	15Y 10M	17Y 7M	18Y 11M	21Y 1M	23Y 5M
Rs. 40,000	1Y 10M	3Y 2M	4Y 2M	5Y 10M	7Y 5M	8Y 8M	12Y 0M	14Y 3M	15Y 10M	17Y 2M	19Y 3M	21Y 6M
Rs. 50,000	1Y 6M	2Y 8M	3Y 7M	5Y 1M	6Y 6M	7Y 8M	10Y 10M	13Y 0M	14Y 7M	15Y 10M	17Y 10M	20Y 1M
Rs. 75,000	1Y 1M	1Y 11M	2Y 8M	3Y 10M	5Y 1M	6Y 1M	8Y 11M	10Y 10M	12Y 4M	13Y 7M	15Y 5M	17Y 7M
Rs. 100,000	0Y 10M	1Y 6M	2Y 1M	3Y 2M	4Y 2M	5Y 1M	7Y 8M	9Y 6M	10Y 10M	12Y 0M	13Y 10M	15Y 10M

With a 10% annual increase, the Rs.5 Cr target can be achieved **5 years** sooner!

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



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



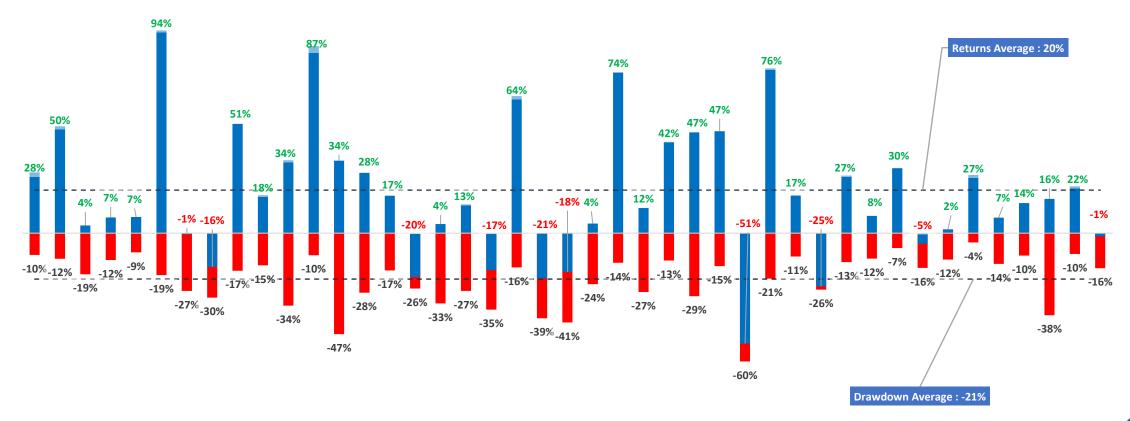
Only 3 out of the last 43 calendar years, had intra-year declines less than 10%

# 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

## 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 has occurred once every 7-10 years



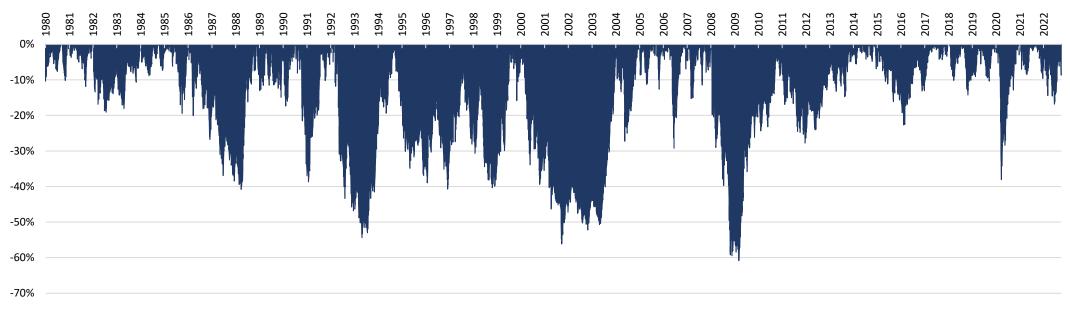
Peak Date	Peak Value	Trough Date	Trough Value	Fall from Peak	Recovery Date	Sensex Value	Time Taken for Fall (in yrs)	Time Taken to Recover (in yrs)	Fall & Recovery (in yrs)
94-Jun-86	659	28-Mar-88	390	-41%	30-Sep-88	663	1Y 10M	6M	2Y 4M
9-Oct-90	1,559	25-Jan-91	956	-39%	26-Jul-91	1,600	4M	6M	10M
2-Apr-92	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
1-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
8-Jan-08	20,873	09-Mar-09	8,160	-61%	04-Nov-10	20,894	1Y 2M	1Y 8M	2Y 10M
4-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 temporary falls >30%**



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

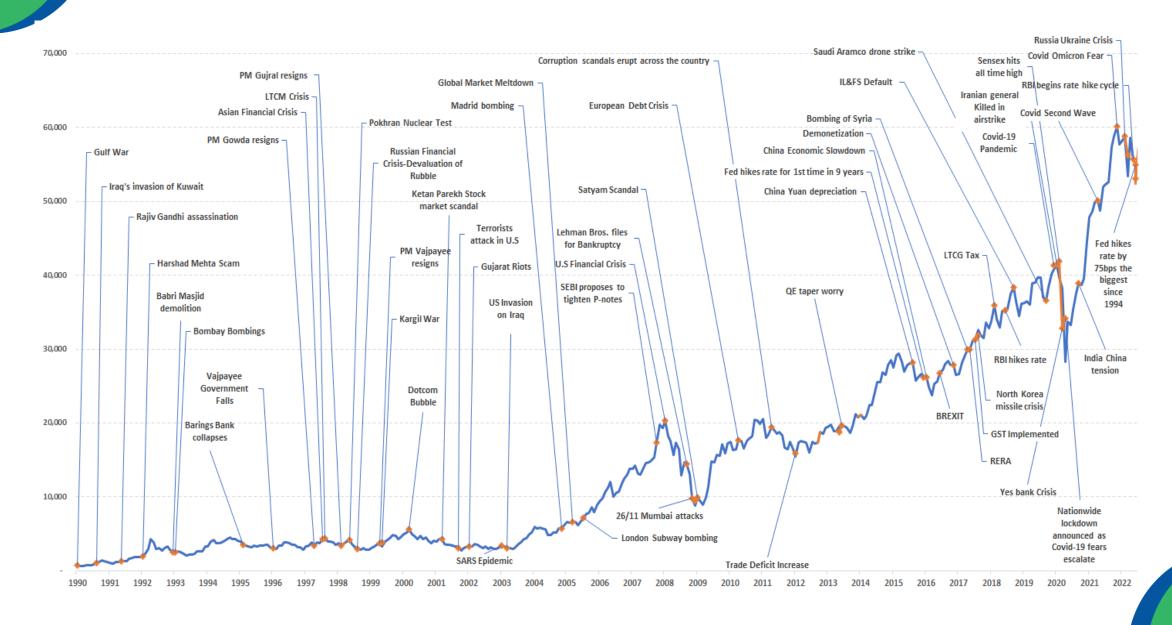




Decade	Number of declines in the given range					Returns
	10 to 20%	20 to 30%	30 to 40%	40 to 50%	50 to 60%	CAGR (%)
1981-90	7			1		21.3%
1991-00	2		1	1	1	14.2%
2001-10	3	2			2	17.9%
2011-20	2	2	1			8.8%
2021-22	2					1.9%

#### 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



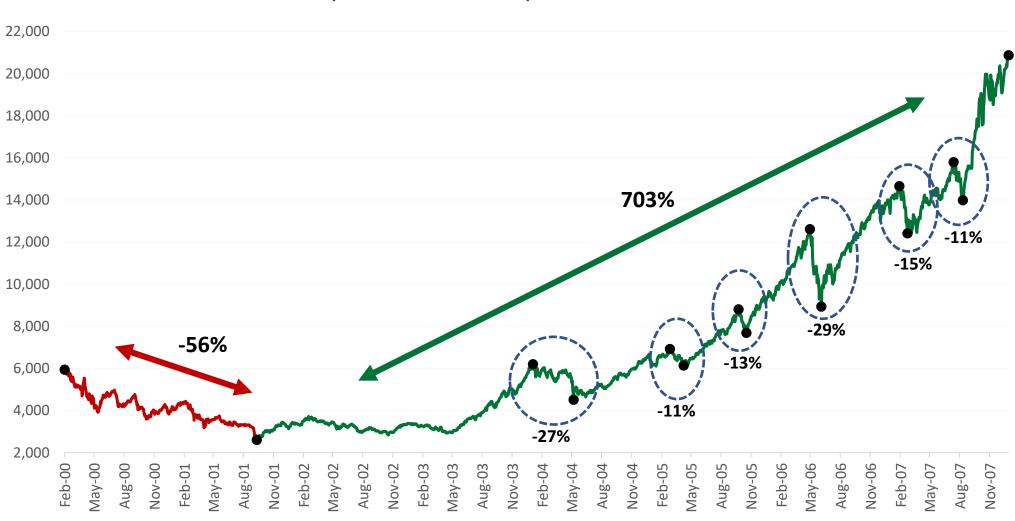
Major Falls > 20% since 2000	Absolute Decline	Nifty 50 TRI Lumpsum CAGR (When Invested at Peaks before the Fall)	Debt	Inflation
2000 Dotcom Bubble	-50%	12%	8%	6%
2004 Indian Election Uncertainty	-30%	14%	7%	6%
2006 Global Rate Hike Selloff	-30%	11%	8%	6%
2008 Global Financial Crisis	-59%	8%	8%	7%
2010 European Debt Crisis	-27%	10%	8%	7%
2015 Global Market Selloff (Yuan Devaluation)	-22%	10%	7%	4%
2020 Covid Crash	-38%	14%	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-Sep-22.

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







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



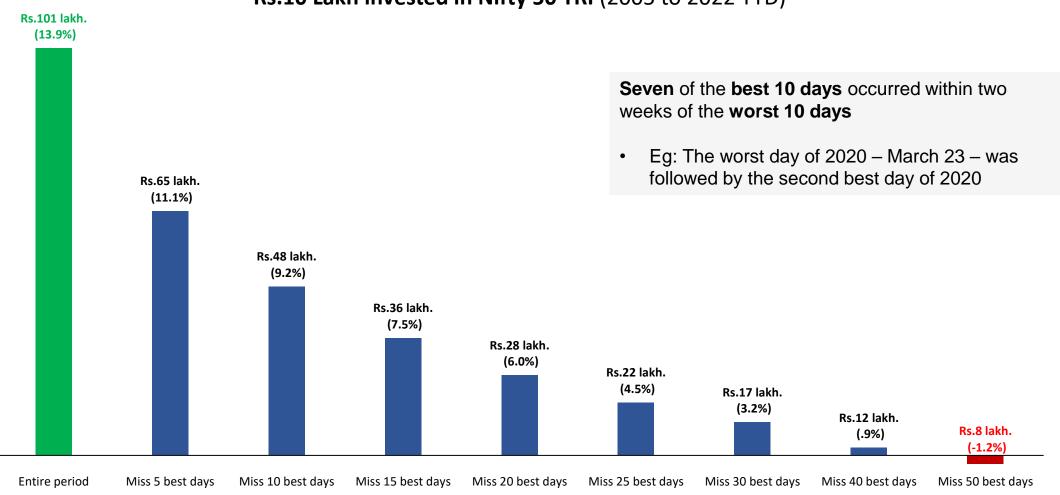
#### Sensex (Jan 2008 to Jan 2020) – 5 Intermittent Declines



# 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

В	Best Day No	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

22 (	or Top 30 Bes	t Days
<b>Best Day No</b>	Date	Returns
1	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

<b>Best Day No</b>	Date	Returns											
2	07-Apr-20	8.8%											
5	25-Mar-20	6.6%											
11	20-Mar-20	5.8%											
27	01-Feb-21	4.7%											

**Others** 

1 of Top 30 Best Days

<b>Best Day No</b>	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







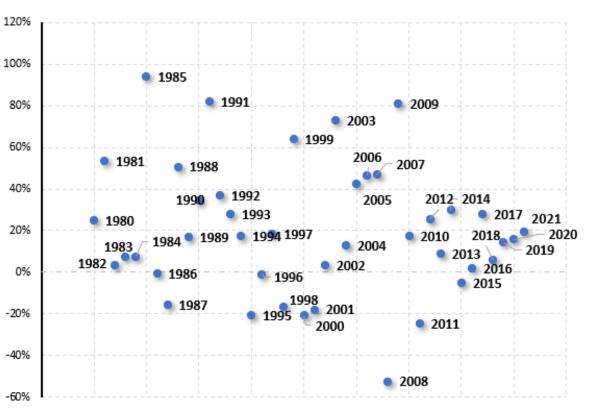
# All Time Highs automatically don't imply a market fall. FundsIndi Majority of times, were followed by high returns in the next year

Nifty 50 TRI Performance post All-Time Highs	1 Y Returns	3 Y Returns	5 Y Returns
Average Returns (CAGR)	15%	11%	11%
% (	of times		
>20% returns	39%	18%	9%
>15% returns	50%	20%	22%
>12% returns	61%	33%	48%
>10% returns	64%	43%	61%
>8% returns	66%	59%	72%
>0% returns	76%	88%	100%
<0% returns	24%	12%	0%

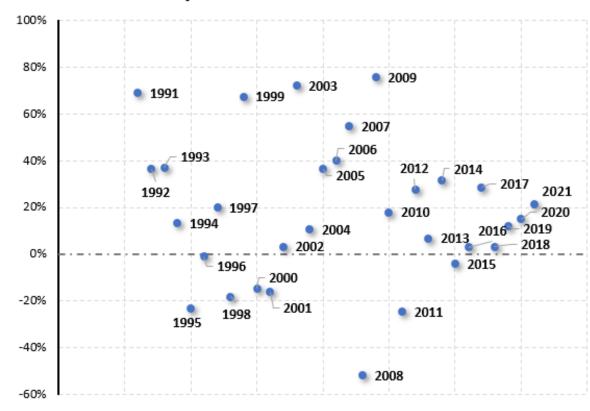


# Calendar year returns are volatile & rarely resemble long term averages

#### Sensex - Calendar Year Returns



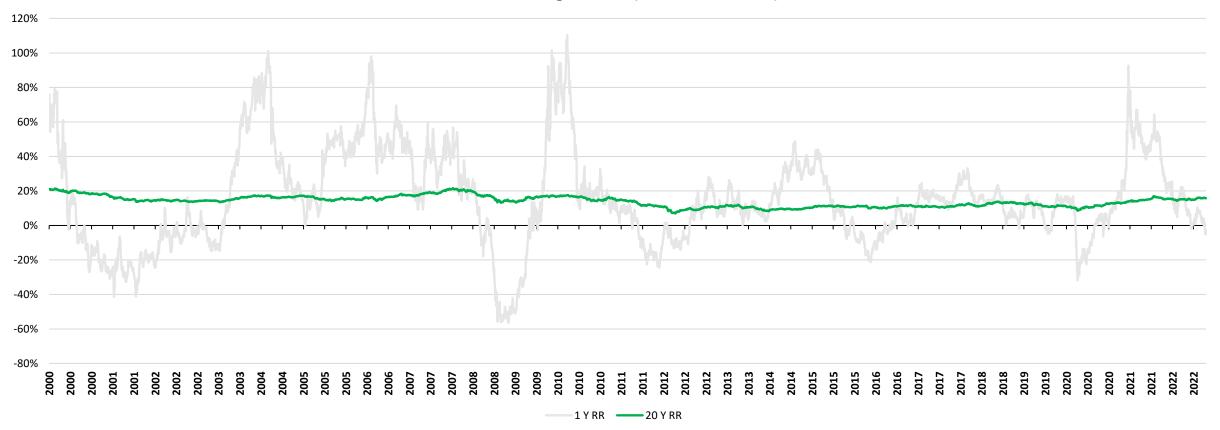
#### Nifty 50 - Calendar Year Returns



### Equities are less volatile over longer time horizons







#### **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%

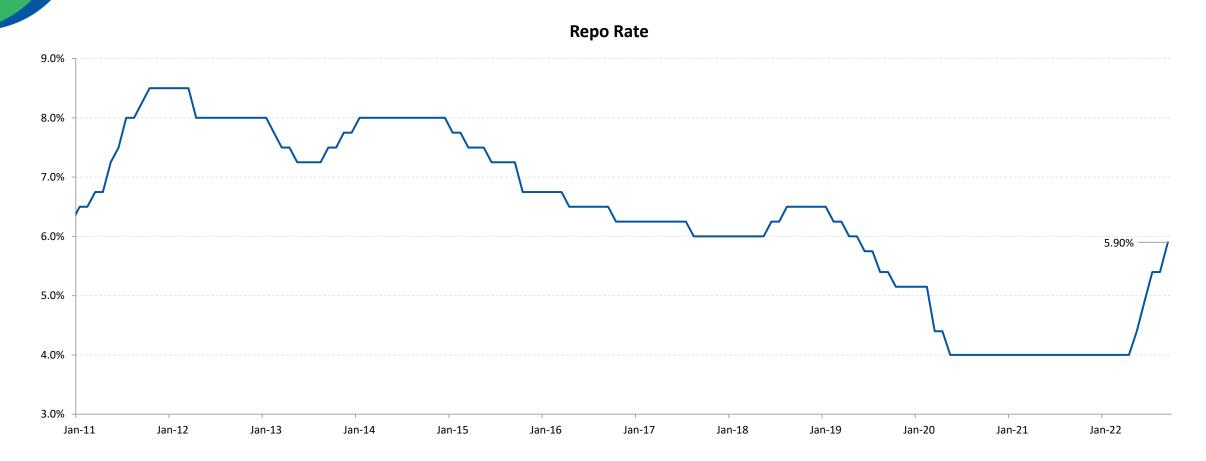
>=8% 0 to <6%

Less than 0%

Jan-21

### India – Repo Rate





#### RBI's priority has shifted to controlling inflation -

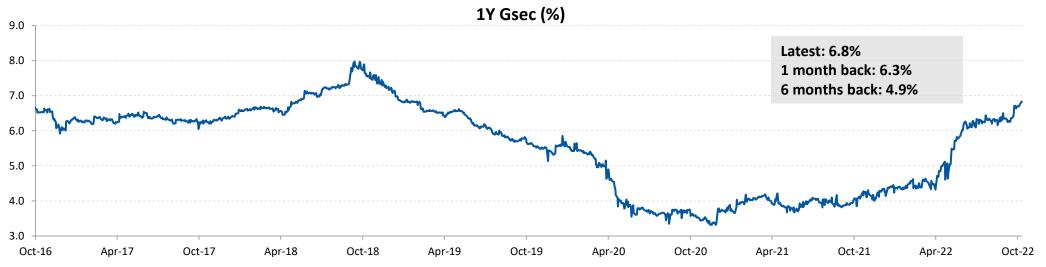
In its last monetary policy update (30-Sep-2022), RBI hiked the repo rate by 50 bps to 5.9% and retained the CRR at 4.5%.

- Repo Rate at 5.90%
- Inflation forecast for FY23 retained at 6.7%
- Growth forecast for FY23 at 7.0% (reduced from 7.2% in Sept MPC)

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

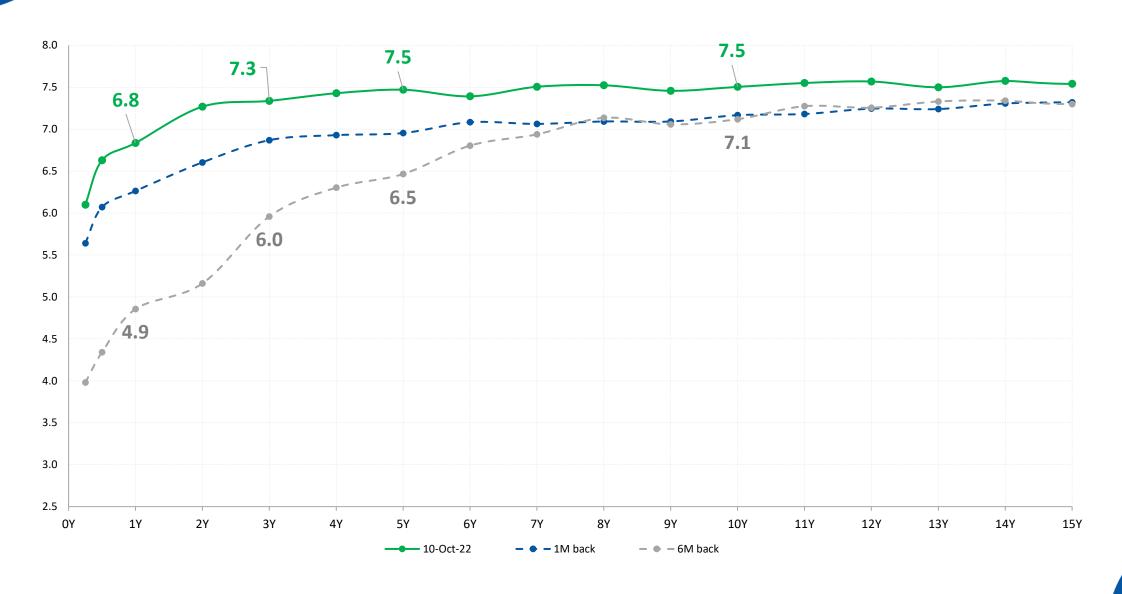






### India GSec Yield Curve – Yields have significantly increased





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



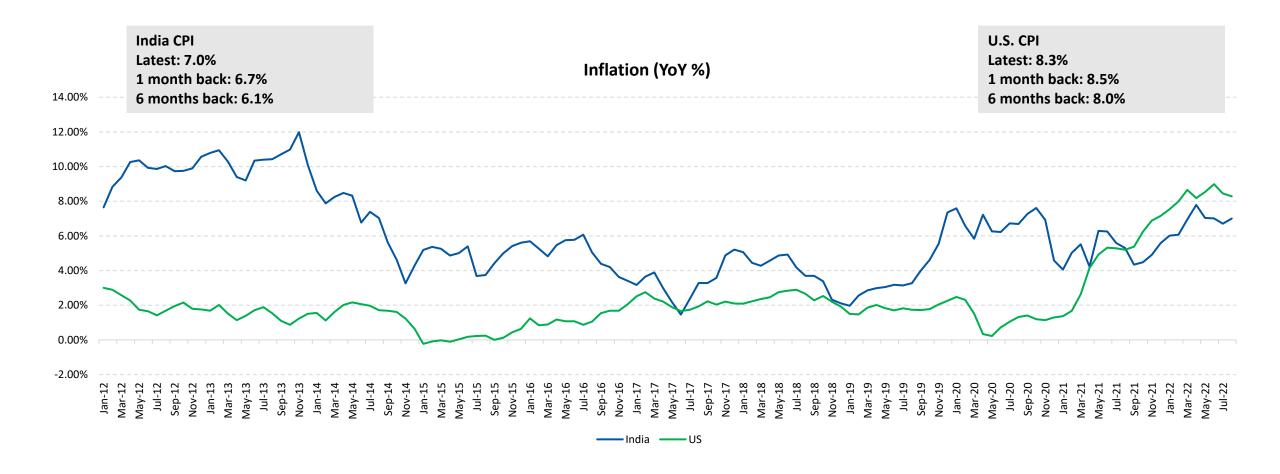
#### FD Rates of Large Banks

		-		
		Upto 6 Months		
HDFC Bank	ICICI Bank	SBI Bank	PNB Bank	Bank FD Average
3.75	4.25	3.90	4.00	3.98
		6 Months to 1 Year		
HDFC Bank	ICICI Bank	SBI Bank	PNB Bank	Bank FD Average
5.50	4.90	4.60	4.50	4.88
		1 to 2 Years		
<b>HDFC Bank</b>	ICICI Bank	SBI Bank	PNB Bank	Bank FD Average
5.50	5.70	5.45	5.50	5.54
			·	
		2 to 3 Years		
HDFC Bank	ICICI Bank	SBI Bank	PNB Bank	Bank FD Average
5.50	5.80	5.50	5.60	5.60

3 to 5 Years											
HDFC Bank	ICICI Bank	SBI Bank	PNB Bank	Bank FD Average							
6.10	6.10	5.60	5.75	5.89							

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





### **Debt Funds - Taxation Advantage over FD**



	Debt Mutual Fund Scheme	Traditional Term Deposit	Difference
Amount Invested	10,00,000	10,00,000	
Pre- Tax Annual Return	6.5%	6.5%	
Tenure (in Years)	3	3	
Pre-Tax Amount after 3 Years	12,07,950	12,07,950	
Pre-Tax Absolute Return (%)	20.8%	20.8%	
Pre-Tax Gain (Rs)	2,07,950	2,07,950	
Indexed Cost (assuming 5% inflation)	11,57,625	-	
Taxable Capital Gain Post Indexation	50,325	2,07,950	
Applicable Tax Rate	20%	30%	
Tax payable	10,065	62,385	
Capital Gain Post Tax & Indexation	1,97,885	1,45,565	
Post-Tax Amount after 3 Years	11,97,885	11,45,565	52,320
Post-Tax Absolute Return	19.8%	14.6%	5.2%
Post-Tax Annual Return	6.2%	4.6%	1.6%

### **Indian Debt - Takeaways**



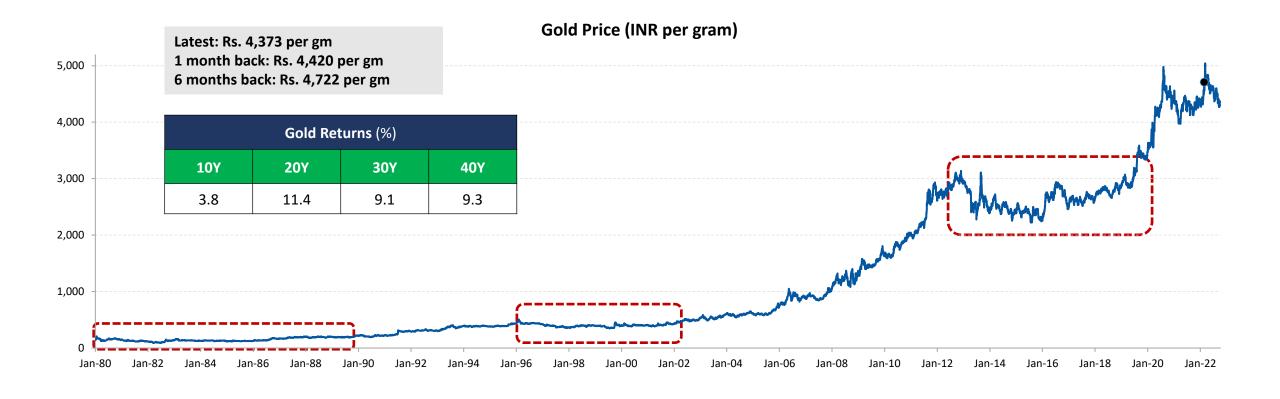
- 1. Over the Long Term (10-15 years) Debt has provided returns above inflation
- 2. Long Term Return Expectation = Inflation + 1-2%
- 3. Taxation Advantage over FDs when held for >3 years
- 4. High Credit Quality, Shorter Duration Debt Funds should form a part of your Core Debt Portfolio





### **Gold Returns**

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



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



9%

9%

												•	Γ,			•	•		•••							'-												Y	ΓL
Ave	rage	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%	9%	9%	9%	9%
М	ах	31%	27%	24%	25%	24%	23%	23%	22%	19%	20%	19%	18%	16%	15%	15%	13%	12%	12%	13%	13%	12%	12%	12%	12%	12%	12%	12%	12%	11%	11%	11%	10%	10%	10%	11%	10%	10%	10% 1
M		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%	8%	8%	8%	
Ye	ar	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	35	36	37	
Jan	-80	10%	-7%	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%	9%	8%	8%	8%
Jan	-81	22%	-3%	-5%	-5%	-3%	2%	4%	4%	4%	4%	6%	6%	8%	7%	7%	7%	5%	6%	5%	5%	5%	6%	6%	6%	<b>7</b> %	7%	8%	8%	9%	9%	10%	10%	9%	9%	8%	8%	8%	8%
Jan	-82	19%	5%	2%	2%	7%	9%	8%	8%	<b>7</b> %	10%	9%	11%	10%	10%	9%	7%	7%	7%	<b>7</b> %	<b>7</b> %	8%	8%	7%	8%	9%	9%	10%	10%	10%	11%	11%	10%	10%	9%	9%	9%	9%	9% 1
Jan	-83	-8%	-6%	-3%	4%	7%	6%	6%	6%	9%	8%	10%	9%	9%	8%	7%	7%	7%	6%	6%	<b>7</b> %	7%	7%	8%	8%	8%	9%	10%	10%	11%	11%	10%	9%	9%	9%	9%	9%	9%	10%
Jan	-84	-4%	-1%	8%	11%	9%	9%	8%	11%	10%	12%	11%	11%	10%	8%	8%	7%	7%	7%	8%	8%	8%	8%	9%	9%	10%	10%	11%	11%	11%	10%	10%	9%	9%	9%	9%	10%	10%	10%
Jan	-85	2%	15%	17%	12%	12%	10%	13%	12%	14%	12%	12%	11%	9%	9%	8%	8%	8%	9%	9%	8%	9%	9%	10%	11%	11%	11%	12%	12%	11%	10%	10%	10%	10%	10%	10%	10%	10%	ı
Jan	-86	29%	25%	16%	14%	12%	15%	14%	15%	13%	13%	12%	9%	9%	9%	8%	8%	9%	9%	9%	9%	10%	10%	11%	11%	12%	12%	12%	11%	11%	10%	10%	10%	10%	10%	11%	10%		
Jan	-87	21%	10%	9%	8%	12%	11%	13%	11%	12%	10%	8%	8%	7%	<b>7</b> %	<b>7</b> %	8%	8%	8%	8%	9%	9%	10%	11%	11%	12%	12%	10%	10%	9%	10%	9%	9%	10%	10%	10%			
Jan	-88	0%	4%	4%	10%	10%	12%	10%	11%	9%	6%	7%	6%	6%	6%	<b>7</b> %	<b>7</b> %	<b>7</b> %	8%	8%	9%	10%	10%	11%	11%	11%	10%	10%	9%	9%	9%	9%	9%	10%	10%				
Jan	-89	8%	<b>7</b> %	14%	12%	15%	12%	12%	10%	7%	7%	7%	6%	6%	7%	8%	<b>7</b> %	8%	9%	9%	10%	11%	11%	12%	12%	11%	10%	9%	10%	9%	9%	10%	10%	10%					
Jan	-90	5%	17%	13%	17%	13%	13%	10%	7%	7%	7%	6%	6%	7%	8%	7%	8%	9%	9%	10%	11%	11%	12%	12%	11%	10%	9%	10%	9%	9%	10%	10%	10%						
Jan	-91	31%	18%	21%	15%	14%	11%	7%	<b>7</b> %	7%	6%	6%	8%	8%	7%	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%	7%	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%	<b>7</b> %	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%	7%	7%	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%	7%	8%	9%	10%	11%	12%	12%	10%	9%	9%	9%	9%	9%	9%	10%	9%												
			-4%	-2%	-1%	0%	4%	5%	5%	6%	8%	9%	10%	11%	12%	13%	13%	11%	10%	9%	9%	9%	9%	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%														
		3%	2%	3%	8%	9%	8%	10%	11%	12%	13%	14%	15%	16%	15%	13%	12%	11%		11%			12%																
		1%		10%		8%	11%	12%	13%	14%	15%	16%	17%	16%			11%	11%					11%																
				14%			14%	14%	16%	16%	17%	18%		15%		12%	12%	12%	11%																				
				12%			16%	18%	18%	19%	20%	19%							12%		12%																		
	-03			12%		15%	17%	17%	18%	19%	18%	15%	14%	12%					12%	12%																			
		_		14%			18%	19%	20%	19%	15%	13%		11%				12%	11%																				
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						23%		13%	10%	10%	10%	10%		12%	11%																								
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					10%		6%	6%	6%	7% cw		10%	8%																										
			20%		5%	2%	4%	4%	4%	6% 6%		7%																											
		12%		-2% -8%	-4% -4%	-1% -2%	0%	1% 3%	4% 5%	6% 4%	5%																												
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			-5% 1%	3%					070																														
	-15 -16					7% 14%		070																															
		6%			15%		11/0	l																															
				19%		12/0																																	
			24%			I																																	
Jan	-19	21/0	24/0	13/0																																			

Jan-20 28% 11%

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

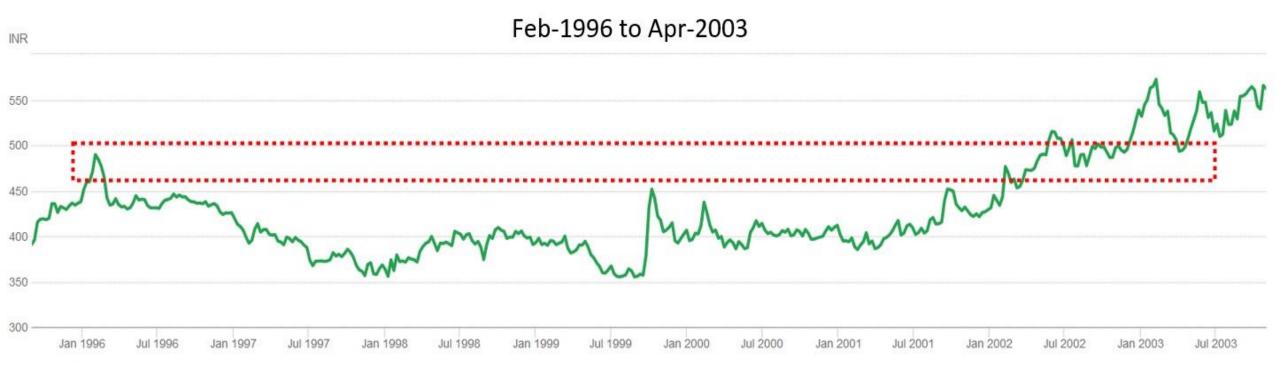






# 1996-2003: It took gold 8 years to hit its 1996 peak once again







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

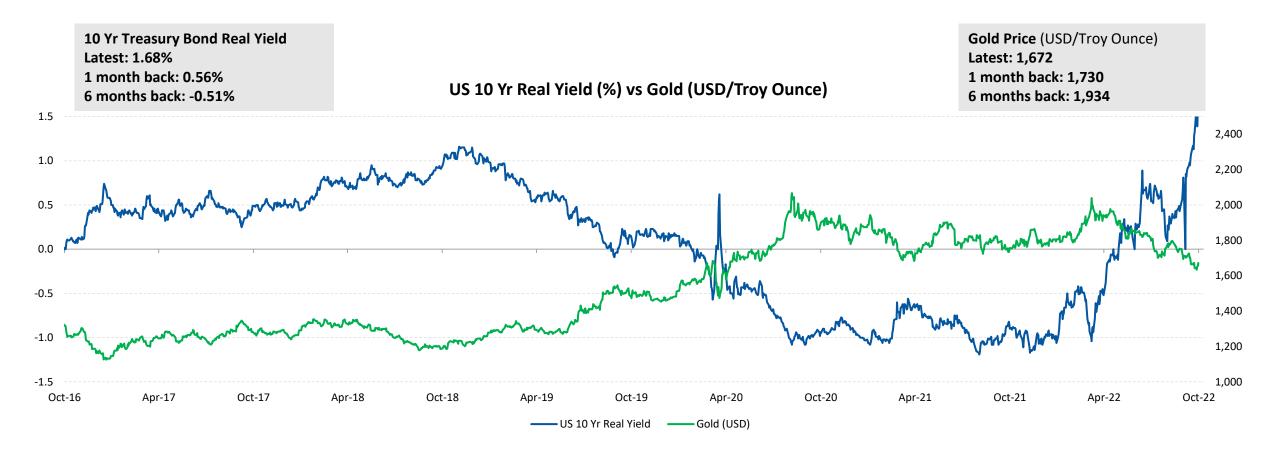






#### **Gold shows inverse correlation to US Real Yields**





#### **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

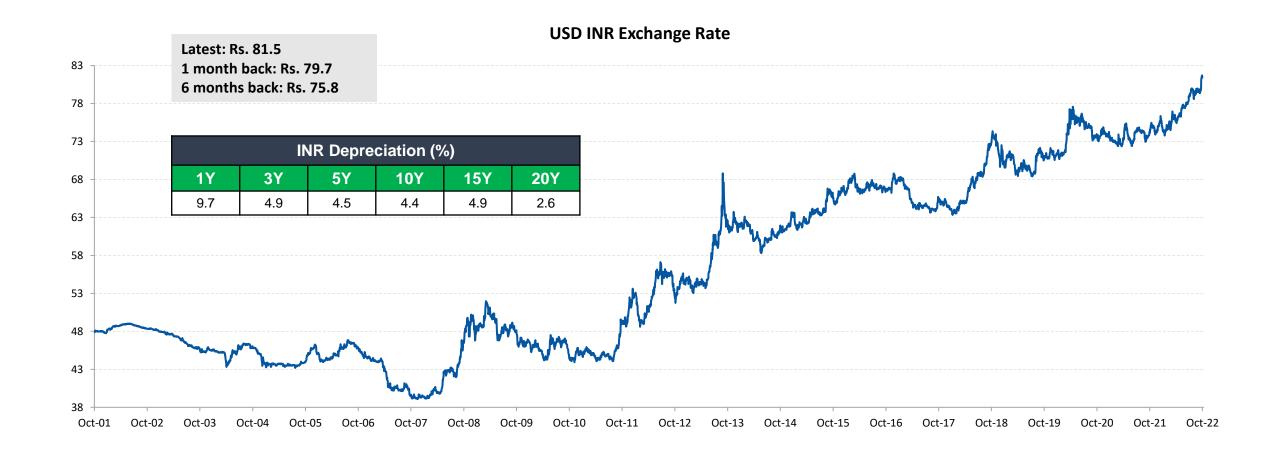




### **Currency**

### **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 (YTD)
Gold	Gold	Ind-Equity	US-Equity	Ind-Equity	Real Estate	US-Equity	Ind-Equity	Gold	US-Equity	Gold	US-Equity	Debt
24.2%	29.4%	29.4%	48.8%	32.9%	9.8%	14.9%	30.3%	8.4%	34.9%	27.6%	30.8%	2.6%
Ind-Equity	Real Estate	Real Estate	Real Estate	Real Estate	Debt	Gold	US-Equity	Debt	Gold	US-Equity	Ind-Equity	Gold
19.2%	26.3%	25.1%	10.1%	16.9%	8.3%	10.9%	14.5%	6.9%	21.1%	21.2%	25.6%	1.3%
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%	-0.4%
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%	-15.4%

#### Note:

Real Estate: Returns based on RBI House Price Index. CY-2010 Returns since 01-Apr-10. CY-2022 Returns as on 30-Sep-2022. CY-2022 Real Estate Returns as on 30-Jun-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:			Max	Min 1Y	Max 1Y					
30-Dec-99 to 30-Sep-22	<b>1</b> Y	зү	5Y	7Y	10Y	15Y	20Y	Drawdown	Return	Return
Equity 70% : Debt 30%	0%	13%	11%	11%	12%	10%	15%	-40%	-35%	74%
Equity 50% : Debt 50%	0%	11%	10%	10%	10%	10%	13%	-27%	-23%	52%
Equity 30% : Debt 70%	1%	9%	9%	9%	9%	9%	11%	-14%	-10%	32%
Ind Equity (Nifty 50 TRI)	-2%	16%	13%	13%	13%	10%	17%	-59%	-55%	110%
US Equity (S&P 500 TR)	-6%	14%	14%	15%	17%	13%	13%	-44%	-33%	71%
Debt	3%	6%	6%	7%	8%	8%	7%	-4%	0%	15%
Gold	5%	9%	10%	9%	4%	11%	11%	-29%	-21%	79%



### 5Y Rolling Returns for various asset allocation combinations

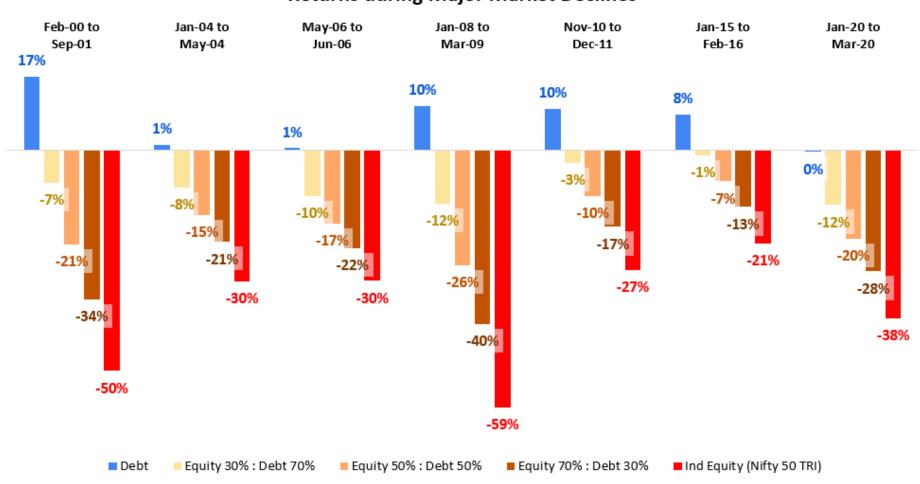


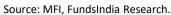
Rolling Returns 5Y	Equity 70% : Debt 30%	Equity 50% : Debt 50%		Ind Equity (Nifty 50 TRI)	US Equity (S&P 500 TR)	Debt	Gold
Avg	14%	13%	11%	16%	11%	8%	12%
Min	2%	4%	5%	-1%	-1% -6%		-3%
Max	35%	27%	19%	47%	30%	9%	28%
>15%	31%	25%	9%	39%	43%	0%	38%
>12%	55% 41% 2		26%	63%	52%	0%	51%
>10%	76%	74%	58%	73%	55%	0%	61%
>7%	96% 98%		99%	86%	61%	77%	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 5 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

2013-15	2016-18
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

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

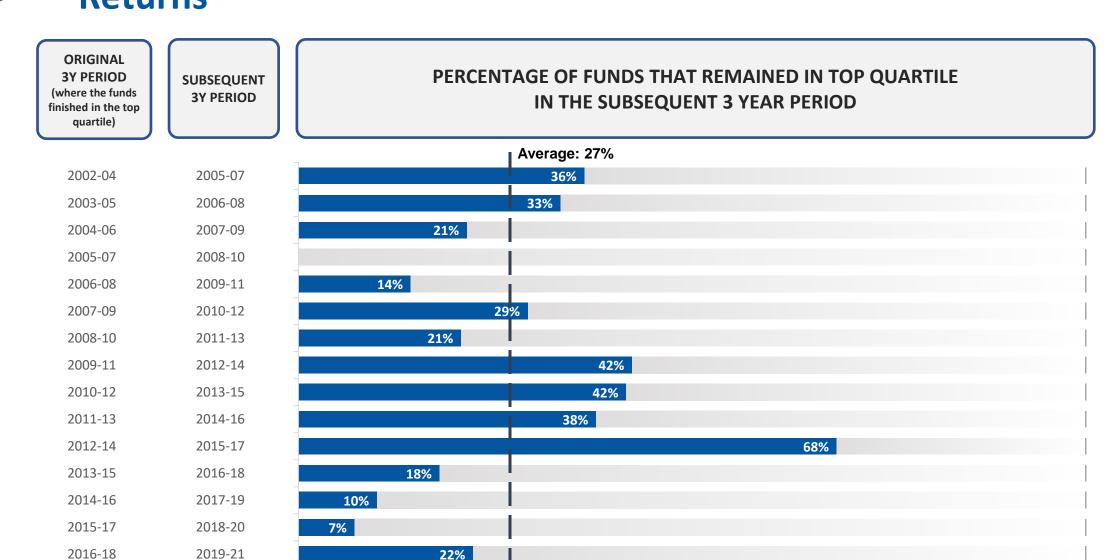
2015-17	2018-20
1	175
2	20
3	161
4	68
5	139
6	177
7	64
8	95
9	171
10	156
11	92
12	122
13	154
14	9
15	173
16	90
17	93
18	116
19	71
20	147
21	100
22	129
23	172
24	142
25	85
26	32
27	135
28	102
29	127
30	134

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	2016-18	2019-21
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	1	22
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	2	17
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24 182 25 38 26 15 27 23 28 77 29 169	22	171
25 38 26 15 27 23 28 77 29 169	23	117
26 15 27 23 28 77 29 169	24	182
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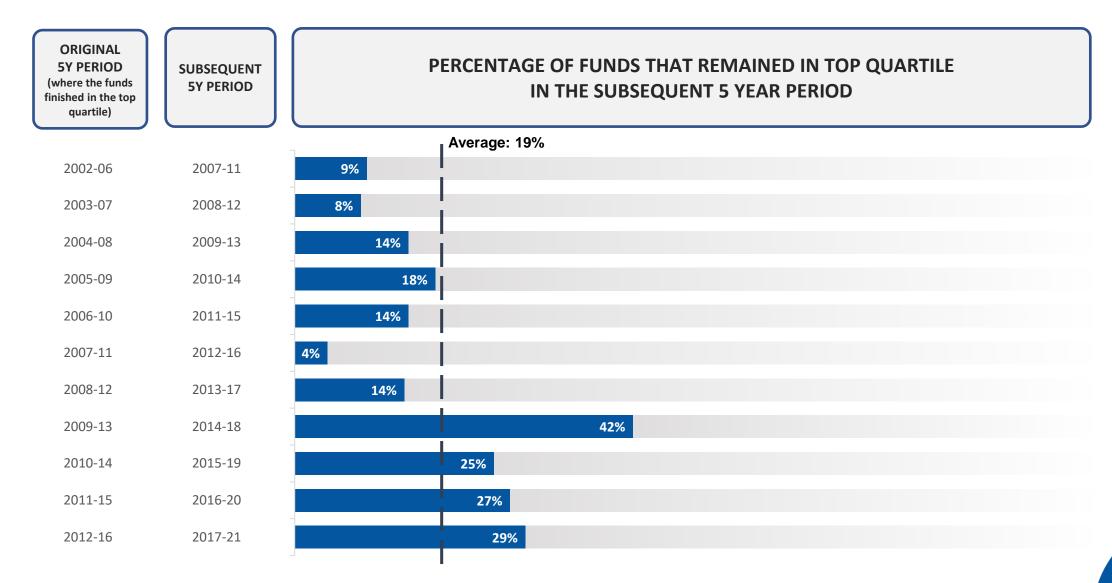
### Past Performance is Not Enough To Predict Future Returns





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





### **Diversify Across Investment Styles**



				St	tyle Retur	ns by Cal	endar Ye	ar				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022 YTD
Dividend Yield 34%	Global	Size (Midcap)	Global	Value	Momentum	Value	Momentum	Quality	Global	Quality	Value	Value
	21%	47%	50%	79%	11%	25%	57%	9%	34%	26%	56%	5%
Value	Quality	Momentum	Quality	Size (Midcap)	Low Volatility	Global	Size (Midcap)	Low Volatility	Nifty 50 TRI	Size (Midcap)	Momentum	Size (Midcap)
31%	-10%	39%	20%	63%	10%	15%	56%	7%	13%	26%	54%	2%
Quality	Low Volatility	Dividend Yield	Momentum	Momentum	Size (Midcap)	Dividend Yield	Value	Nifty 50 TRI	Momentum	Low Volatility	Size (Midcap)	Nifty 50 TRI
28%	-12%	34%	13%	50%	10%	13%	47%	5%	11%	24%	48%	0%
Low Volatility	Dividend Yield	Value	Nifty 50 TRI	Quality	Global	Momentum	Low Volatility	Global	Quality	Global	Dividend Yield	Low Volatility
25%	-13%	32%	8%	40%	6%	10%	30%	4%	6%	21%	34%	-1%
Size (Midcap)	Momentum	Low Volatility	Low Volatility 7%	Low Volatility	Quality	Size (Midcap)	Nifty 50 TRI	Dividend Yield	Low Volatility	Momentum	Global	Dividend Yield
20%	-16%	32%		37%	2%	7%	30%	1%	5%	20%	31%	-2%
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%	-4%
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	Momentum
19%	-31%	29%	-5%	33%	-7%		29%	-13%	1%	16%	26%	-7%
Global	Value	Global	Value	Global	Dividend Yield	Quality	Global	Value	Value	Value	Low Volatility	Global
10%	-38%	19%	-14%	16%	-9%	1%	15%	-26%	-14%	8%	24%	-15%

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

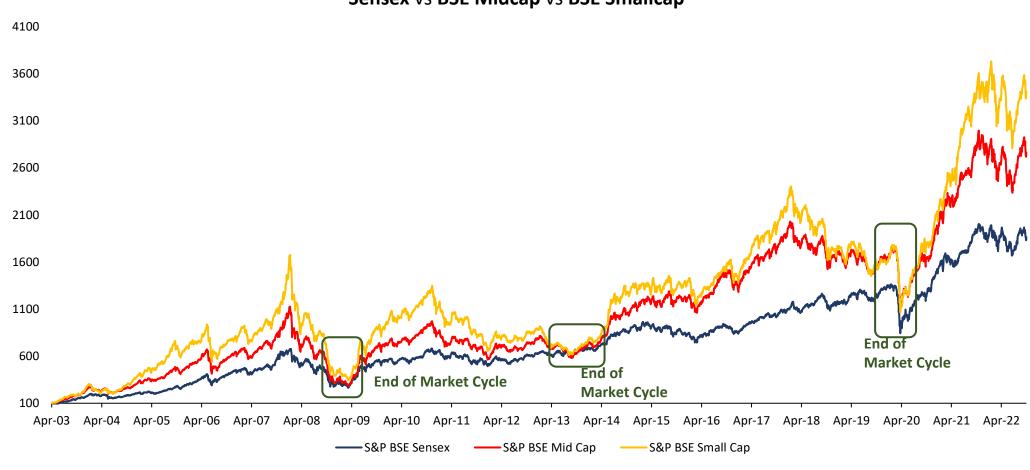


Returns of Market Cap Segments by Calendar Year												
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022 YTD
Mid Cap	Large Cap	Mid Cap	Large Cap	Small Cap	Small Cap	Mid Cap	Small Cap	Large Cap	Large Cap	Small Cap	Small Cap	Mid Cap
20%	-25%	47%	8%	72%	11%	7%	58%	3%	12%	26%	63%	2%
Large Cap	Mid Cap	Small Cap	Mid Cap	Mid Cap	Mid Cap	Large Cap	Mid Cap	Mid Cap	Mid Cap	Mid Cap	Mid Cap	Large Cap
19%	-31%	40%	-1%	63%	10%	5%	56%	-13%	1%	26%	48%	0%
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%	-6%

# 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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