



Advisor: AMIGOS FINSERV

Raman M (demo)'s Financial Plan

Welcome Note

Raman M (demo)

We are happy to present your financial plan. Our team continuously strives in making the financial plan document as relevant and realistic as possible.

It took us many clients to realize that the financial plan is not just for you but for us as well. We want to know as much as we can about you so we can guide you in making intelligent decisions.

We want to understand what motivates you to spend, save and work so that we can help you achieve your life goals, whatever they are.

The financial plan has the following sections. Each section is designed to give you a better understanding of your financial circumstances, and what's projected for the future.

- Goal summary
- Financial statement snapshot
- Advice on your current portfolio
- Insurance needs analysis
- Goal wise analysis
- Action Plan

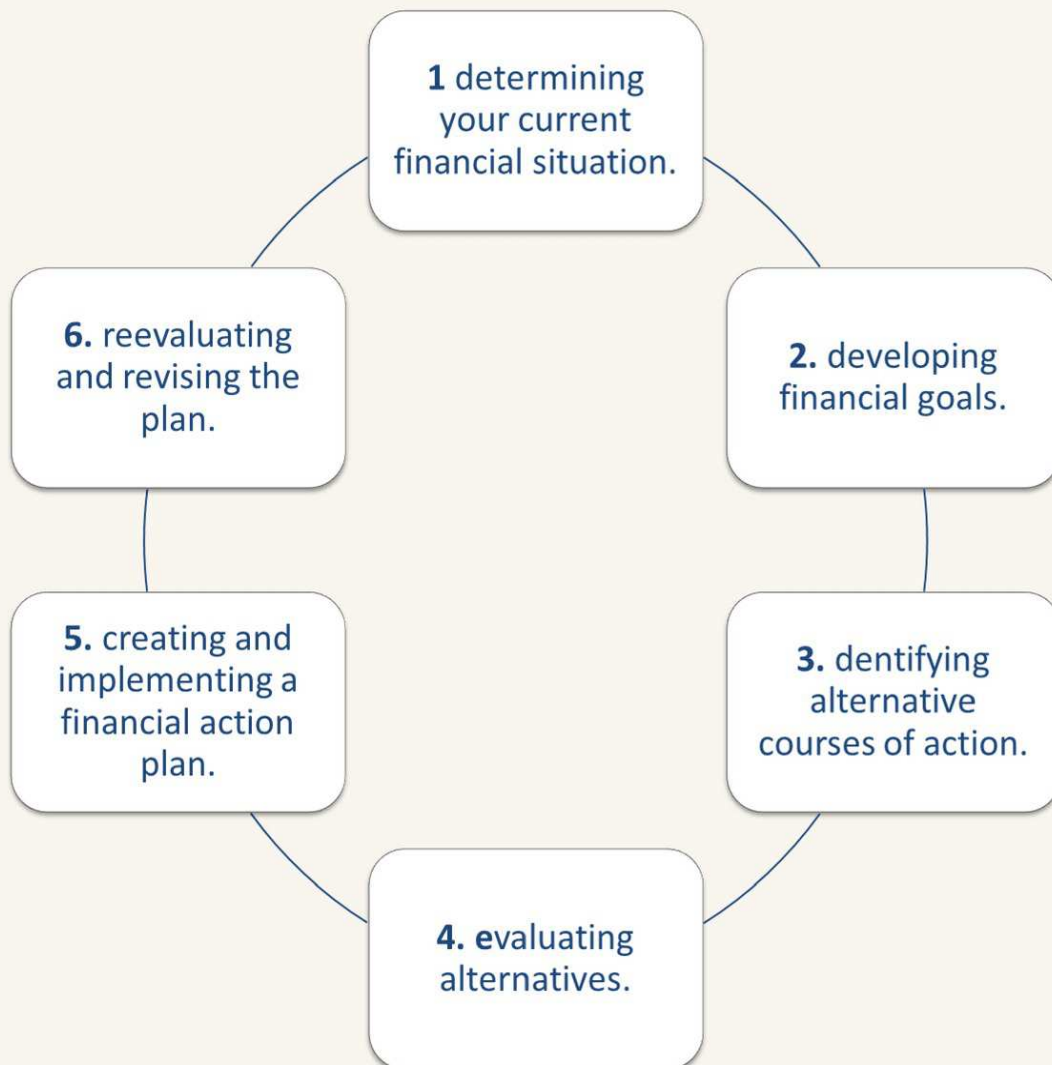
Periodic review will be necessary to keep your report up to date and pertinent to your life. If, after a thorough review of the plan, you feel you'd like to make different assumptions, we'll be happy to make adjustments based on whatever assumptions you may wish to adopt.

While the document is aided by a proprietary financial planning software, a lot of human intervention has gone into making this financial plan a worthwhile proposition. Be it an insurance policy or a mutual fund portfolio, our team scrutinizes each and every aspect of your financial life to give you effective and practical advice.

All the best and let us know if you have any questions,

- Phone: **9820798844**
- E-mail: **atul@amigosfinserv.com**

FINANCIAL PLANNING PROCESS



Basic Details

Family Member Details

Listed below is the details of your family as available with us:

Family Member Name	Gender	Date of Birth	PAN
Raman M (demo)	Male	1985-01-01	AAAAA0000Z
Romi M (demo)	Female	1986-01-01	
Ravi M (demo)	Male	2010-01-01	
Raima M (demo)	Female	2015-01-01	

Contact Details

Name	Email	Mobile
Raman M (demo)	rm@example.com	9999900000

Cash Flow Statement

Many people link cash flow with businesses but it is also fundamentally important in personal finance. Whether it's a person or a corporation, having a positive cash flow (or liquidity) is the key to survival. Simply put cash flow is a snapshot of your incomes and expenses. Below is a representation of your projected yearly cash flow for the next 12 months.

Cash Flow Statement

Inflows	Yearly Income
Salary	26,40,000
Total	26,40,000

Projected Cash Flows	Yearly Amt
A - B - C = Surplus (Deficit)	3,05,083

Outflows	Yearly Expense
Food & Groceries	1,44,000
Clothing	18,000
Medical expenses	18,000
Shopping	18,000
Basic misc.	60,000
Mobile	24,000
Electricity	36,000
DTH	9,600
Newspaper & Magazines	9,600
Bills & Utilities misc.	18,000
Gas	12,000
Driver's salary	96,000
Transport misc.	24,000
Vehicle Maintenance	18,000



School/College/University fees	2,64,000
Book & Supplies	6,000
Society maintenance	24,000
Maid/Domestic Helper	18,000
Property Tax	9,600
Housing misc.	12,000
Movies	12,000
Restaurants	24,000
Entertainment misc.	12,000
Gifts & Donations	12,000
Personal care	12,000
Health & Fitness	12,000
Doctor	12,000
Dentist	12,000
Repairs & Maintenance	18,000
Petrol/Diesel	1,20,000
Transport misc.	24,000
Parental care	1,20,000
Total	12,28,800

Other commitments	Yearly Amount
Loan EMI	4,48,932
Mutual Fund SIP	0
Life Insurance Premiums	5,36,367
General Insurance Premiums	20,818

Other commitments	Yearly Amount
Regular Gold investments	1,00,000
Total	11,06,117

2,88,45,382

Amount Invested

4,11,40,820

Current Value

1,22,95,438

Gain (Loss)

34,00,000

Total Loans

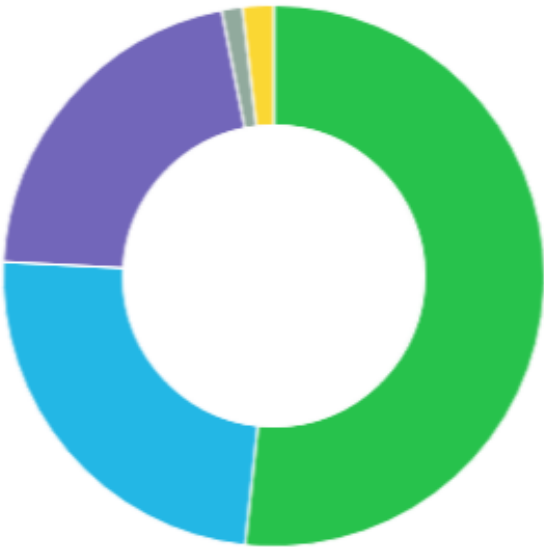
3,77,40,820

Networth

Asset Details

Category wise Details of Amount Invested vs. Current Value

Asset Category	Amount Invested	Current Value
Mutual Funds	58,68,000	1,55,29,628
Stocks	75,00,000	88,30,000
Life Insurance	37,00,382	47,21,453
Fixed/Recurring Deposits	2,75,000	2,89,368
Real Estate	80,00,000	85,00,000
Retirement Accounts	6,52,000	7,23,230
Post Office Schemes	0	0
Cash & Bank Accounts	5,00,000	5,00,000
Gold	5,50,000	7,50,000
Miscellaneous	18,00,000	12,97,141
Grand Total	2,88,45,382	4,11,40,820



Equity	2,08,53,639	51.69%
Debt	97,37,659	24.14%
Real Estate	85,00,000	21.07%
Cash & Bank	5,00,000	1.24%
Gold	7,50,000	1.86%

Goal Summary

We have presented below a snapshot of all your major financial goals as shared by you. It is important to note that the Financial Plan below will largely revolve around helping you lay a roadmap for achieving your financial goals through various strategies as outlined therein

Description	Year	Present Value
Ravi M (demo)'s Education	2028 - 2032	25,00,000
Raima M (demo)'s Education	2033 - 2037	25,00,000
Contingency Fund	2020	9,00,000
Ravi M (demo)'s Marriage	2035	15,00,000
Raima M (demo)'s Marriage	2040	25,00,000
Raman M (demo)'s Retirement	2045 - 2070	4,05,60,000
Vacation	2021 - 2048	14,00,000

Ravi M (demo)'s Education

2028 - 2032



Rs.34,43,561

Goal Amount

Rs.11,29,644

Achieved

32.8%

Additional Required

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	Monthly	Lumpsum
Equity	427 0%	32,525
Debt	0 0%	0

Assets allocated to this goal

Assets	Current Value	Maturity Value	Recommendation
LI LIC Jeevan Samridhi - 20 - Table - 156 Raman M (demo) RM-LIC-05	11,29,644	14,72,895	Continue paying premiums till maturity
Mirae Asset Emerging Bluechip Fund - Direct Plan - Growth SIP Romi M (demo) mf3333	5,000	-	-

Goal year wise details

Goal Year	Goal FV	FV of assets allocated	Status
2028	7,66,560	7,66,560	100% achievable
2029	8,12,554	8,12,554	100% achievable
2030	8,61,307	8,61,307	100% achievable
2031	9,12,986	9,12,986	100% achievable
2032	9,67,765	8,50,269	88% achievable

SIP details

Years	Equity	Debt
Upto 2028	427	0
2029	427	0
2030	427	0
2031	427	0
2032	427	0

Note: In the above table the status may not match with the overall goal achieved status shown in the progress bar. This is because in the progress bar we show goal achieved % based on today's value. While in the above table we show the status based on asset future value. These future values are for representative purpose only. Actual future value may vary based on asset performance.

Goal Note

Date:02-07-2020

Present Goal Cost: **2500000**

Inflation assumed: **7%**

Asset Allocation for investment: **Equity-100%, Debt-0%**

Returns rate assumed: **12% (Equity), 7% (Debt)**

Goal currently **insufficiently** funded.

Suggested Investment: Equity/equity related instruments or preferably mutual funds (**Large cap fund**).

Investment Objective: Capital appreciation over long term.

Suggested mutual fund: **XYZ..... Fund-Direct - Gr**

Fund objective: To provide capital appreciation by investing primarily in large cap equity stocks.

Please refer to the attached Fact sheet/s.

Overcoming shortages (In case the goal is insufficiently funded): You may consider following alternatives.

Delay your goal: Delaying your goal by a few years gives you more time to save and take advantage of the effects of compounding.

Decrease the cost of your goal: If you cannot delay your goal you might then consider reducing the overall cost of your goal.

Improve Cash Flow: The cash flow can be improved by cutting down some of your discretionary expenses and/or increasing your income. This will help deploying more funds for investment allocation.

Another alternative could be availing Education Loan if you face shortfall at the time of requirement.

Raima M (demo)'s Education

2033 - 2037



Rs.45,08,036

Goal Amount

Rs.8,11,149

Achieved

17.99%

Additional Required

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	Monthly	Lumpsum
Equity	0 0%	0
Debt	1,852 0%	2,00,933

Assets allocated to this goal

Assets	Current Value	Maturity Value	Recommendation
Axis Bluechip Fund - Direct Plan - Growth Ravi M (demo) mf11111	8,11,149		Hold

Goal year wise details

Goal Year	Goal FV	FV of assets allocated	Status
2033	10,25,831	9,20,504	90% achievable
2034	10,87,381	9,81,925	90% achievable
2035	11,52,623	10,47,076	91% achievable
2036	12,21,781	11,16,176	91% achievable
2037	12,95,088	11,89,460	92% achievable

SIP details

Years	Equity	Debt
Upto 2033	0	1,852

Years	Equity	Debt
2034	0	1,395
2035	0	988
2036	0	623
2037	0	296

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Goal Note

Date:15-08-2020

Present Goal Cost: **2500000**

Inflation assumed: **7%**

Asset Allocation for investment: **Equity-100%, Debt-0%**

Returns rate assumed: **12% (Equity), 7% (Debt)**

Goal currently **insufficiently** funded.

Suggested Investment: Equity/equity related instruments or preferably mutual funds (Multicap fund).

Investment Objective: Capital appreciation over long term.

Suggested mutual fund: **PQF..... Fund-Direct - Gr**

Fund objective: To provide capital appreciation by investing primarily in equity stocks across Large, Mid and Small cap.

Please refer to the attached Fact sheet/s.

Overcoming shortages (In case the goal is insufficiently funded): You may consider following alternatives.

Delay your goal: Delaying your goal by a few years gives you more time to save and take advantage of the effects of compounding.

Decrease the cost of your goal: If you cannot delay your goal you might then consider reducing the overall cost of your goal.

Improve Cash Flow: The cash flow can be improved by cutting down some of your discretionary expenses and/or increasing your income. This will help deploying more funds for investment allocation.

Another alternative could be availing Education Loan if you face shortfall at the time of requirement.

Contingency Fund

2020



Rs.9,00,000
Goal Amount

Rs.5,63,087
Achieved

62.57%

Additional Required

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	Monthly	Lumpsum
Equity	0 0%	0
Debt	83,517 0%	3,31,263

Assets allocated to this goal

Assets	Current Value	Maturity Value	Recommendation
Bank Account (Raman M (demo))	5,00,000		Maintain account balance equal to 3-6 months of expenses for any emergencies
Fixed Deposit abc bank Romi M (demo) RM-FD-01	80,141	84,364	Continue holding this asset.
Fixed Deposit xyz bank Raman M (demo) RM-FD-02	2,09,228	2,27,134	Continue holding this asset.
Aditya Birla Sun Life Liquid Fund - Growth - Direct Plan Raman M (demo) mf6666	63,087		Hold

Goal year wise details

Goal Year	Goal FV	FV of assets allocated	Status
2020	9,00,000	5,63,087	63% achievable

Note: In the above table the status may not match with the overall goal achieved status shown in the progress bar. This is because in the progress bar we show goal achieved % based on today's value. While in the above table we show the status based on asset future value. These future values are for representative purpose only. Actual

Goal Note

Date:16-05-2020

Present Goal Cost: **900000**

Inflation assumed: **6%**

Asset Allocation for investment: **Equity-0%, Debt-100%**

Returns rate assumed: **12% (Equity), 7% (Debt)**

Goal currently **insufficiently** funded.

Suggested Investment: Savings account, Bank flexi-deposit, other Debt/Debt related instruments, or preferably mutual funds (**Liquid/ Ultra short**).

Investment Objective: High Liquidity, safety, stability and capital appreciation.

Suggested mutual fund: XYZ Fund-Direct-Gr

Fund objective: To generate reasonable and stable income and provide liquidity to the unit holder. To achieve this objective the scheme will invest predominantly in a well diversified and highly liquid portfolio of money market instruments, government securities and corporate debt. The scheme will not invest in equities or equity related instruments.

Please refer to the attached Fact sheet/s.

Overcoming shortages (In case the goal is insufficiently funded): You may consider following alternatives.

Delay your goal: Delaying your goal by a few years gives you more time to save and take advantage of the effects of compounding.

Decrease the cost of your goal: If you cannot delay your goal you might then consider reducing the overall cost of your goal.

Improve Cash Flow: The cash flow can be improved by cutting down some of your discretionary expenses and/or increasing your income. This will help deploying more funds for investment allocation.

Note:

- **Whenever you use funds from this corpus for any purpose, make sure to replenish the same as soon as possible on top priority.**

Ravi M (demo)'s Marriage

2035



Rs.34,57,870

Goal Amount

Rs.6,25,547

Achieved

18.09%

Additional Required

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	Monthly	Lumpsum
Equity	79 0%	6,679
Debt	0 0%	0

Assets allocated to this goal

Assets	Current Value	Maturity Value	Recommmendation
Mirae Asset Emerging Bluechip Fund - Direct Plan - Growth Romi M (demo) mf3333	6,25,547		Hold

Goal year wise details

Goal Year	Goal FV	FV of assets allocated	Status
2035	34,57,870	34,23,974	99% achievable

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Raima M (demo)'s Marriage

2040



Rs.77,12,350

Goal Amount

Rs.14,98,573

Achieved

19.43%

Additional Required

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	Monthly	Lumpsum
Equity	1,363 0%	1,14,275
Debt	0 0%	0

Assets allocated to this goal

Assets	Current Value	Maturity Value	Recommendation
Gold (Romi M (demo))	7,50,000		Stop further contributions in Gold
LI Max Life Monthly Income Advantage Plan Raman M (demo) RM-ML-03	3,35,489	1,38,851	Stop paying further premiums and surrender the policy
LI LIC Money Back - Table - 93 Raman M (demo) RM-LIC-06	1,14,196	2,02,724	Continue paying premiums in this policy
LI Max Life Monthly Income Advantage Plan Raman M (demo) RM-ML-04	2,98,888	4,65,706	Stop paying further premiums and surrender the policy
Axis Bluechip Fund - Direct Plan - Growth SIP Ravi M (demo) mf11111	1,500	-	-

Goal year wise details

Goal Year	Goal FV	FV of assets allocated	Status
2040	77,12,350	62,73,184	81% achievable

Note: In the above table the status may not match with the overall goal achieved status shown in the progress bar. This is because in the progress bar we show goal achieved % based on today's value. While in the above table we show the status based on asset future value. These future values are for representative purpose only. Actual future value may vary based on asset performance.

Raman M (demo)'s Retirement

2045 - 2070

Rs.13,38,62,737
Goal AmountRs.85,49,767
Achieved

6.39%

Additional Required

ON TRACK

	Monthly	Lumpsum
Equity	0 0%	0
Debt	0 0%	0

Assets allocated to this goal

Assets	Current Value	Maturity Value	Recommendation
LI LIC New Endowment - Table - 814 Raman M (demo) RM-LIC-01	6,76,843	3,62,223	Stop paying further premiums and surrender the policy
LI LIC Jeevan Anand - Table - 149 Romi M (demo) RM-LIC-02	45,854	28,387	Stop paying further premiums and surrender the policy
EPF (Raman M (demo))	7,23,230		Continue contributions in your EPF Account
LI LIC Jeevan Saral - Table - 165 Raman M (demo) RM-LIC-07	2,52,385	1,74,799	Stop paying further premiums and surrender the policy
LI Max Life Monthly Income Advantage Plan Raman M (demo) RM-ML-04	6,06,227	4,65,706	Stop paying further premiums and surrender the policy
LI LIC Jeevan Saral - Table - 165 Raman M (demo) RM-LIC-08	12,61,927	8,73,994	Stop paying further premiums and surrender the policy
Mirae Asset Emerging Bluechip Fund - Direct Plan - Growth Romi M (demo) mf3333	33,20,301		Hold
Axis Bluechip Fund - Direct Plan			

Assets	Current Value	Maturity Value	Recommendation
- Growth Ravi M (demo) mf11111	16,63,000		Hold
Axis Bluechip Fund - Direct Plan - Growth SIP Ravi M (demo) mf11111	6,704	-	-

Goal year wise details

Goal Year	Goal FV	FV of assets allocated	Status
2045	64,40,219	64,40,219	100% achievable
2046	68,26,632	68,26,632	100% achievable
2047	72,36,230	72,36,230	100% achievable
2048	76,70,404	76,70,404	100% achievable
2049	81,30,628	81,30,628	100% achievable
2050	86,18,466	86,18,466	100% achievable
2051	91,35,574	91,35,574	100% achievable
2052	96,83,709	96,83,709	100% achievable
2053	1,02,64,731	1,02,64,731	100% achievable
2054	1,08,80,615	1,08,80,615	100% achievable
2055	1,15,33,452	1,15,33,452	100% achievable
2056	1,22,25,459	1,22,25,459	100% achievable
2057	1,29,58,986	1,29,58,986	100% achievable
2058	1,37,36,526	1,37,36,526	100% achievable
2059	1,45,60,717	1,45,60,717	100% achievable
2060	1,54,34,360	1,54,34,360	100% achievable
2061	1,63,60,422	1,63,60,422	100% achievable

Goal Year	Goal FV	FV of assets allocated	Status
2062	1,73,42,047	1,73,42,047	100% achievable
2063	1,83,82,570	1,83,82,570	100% achievable
2064	1,94,85,524	1,94,85,524	100% achievable
2065	2,06,54,656	2,06,54,656	100% achievable
2066	2,18,93,935	2,18,93,935	100% achievable
2067	2,32,07,571	2,32,07,571	100% achievable
2068	2,46,00,025	2,46,00,025	100% achievable
2069	2,60,76,027	2,60,76,027	100% achievable
2070	2,76,40,588	2,76,40,588	100% achievable

Note: In the above table the status may not match with the overall goal achieved status shown in the progress bar. This is because in the progress bar we show goal achieved % based on today's value. While in the above table we show the status based on asset future value. These future values are for representative purpose only. Actual future value may vary based on asset performance.

Vacation

2021 - 2048



Rs.8,91,782
Goal Amount

Rs.95,251
Achieved

10.68%

Additional Required

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	Monthly	Lumpsum
Equity	31,043 0%	6,84,741
Debt	35 0%	5,074

Assets allocated to this goal

Assets	Current Value	Maturity Value	Recommendation
IDFC Bond Fund - Medium Term Plan-Direct Plan-Growth Raman M (demo) mf44444	95,251		Hold
Kotak Standard Multicap Fund - Growth - Direct SIP Raman M (demo) mf22222	5,000	-	-

Goal year wise details

Goal Year	Goal FV	FV of assets allocated	Status
2021	1,19,099	41,184	35% achievable
2023	1,36,356	21,480	16% achievable
2025	1,56,114	22,079	14% achievable
2027	1,78,735	22,651	13% achievable
2029	2,04,634	23,196	11% achievable
2031	2,34,286	23,715	10% achievable

Goal Year	Goal FV	FV of assets allocated	Status
2033	2,68,234	24,211	9% achievable
2035	3,07,101	24,685	8% achievable
2037	3,51,600	25,138	7% achievable
2039	4,02,547	25,573	6% achievable
2041	4,60,876	25,989	6% achievable
2043	5,27,656	26,391	5% achievable
2045	6,04,114	24,166	4% achievable
2047	6,91,650	0	0% achievable

SIP details

Years	Equity	Debt
Upto 2021	31,043	35
2023	11,883	35
2025	8,356	35
2027	6,431	35
2029	5,105	35
2031	4,099	35
2033	3,294	35
2035	2,630	35
2037	2,071	35
2039	1,593	35
2041	1,181	35
2043	823	35
2045	512	35
2047	239	31

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Raman M (demo)'s Insurance calculations

Current age: 35

Normal life expectancy: 85

Romi M (demo)'s Living years: 51

Particulars	Amount	Total Amount
Liabilities		34,00,000
Dependant's Needs (75%)		2,48,47,143
Life Insurance Premiums	0	
Total Living Expenses of Dependents	12,28,800	
Goals to be met(92%)		1,16,84,000
Gross Life Insurance Required		3,99,31,143
Less : Continuous Income Source(0%)		0
Less : Existing Life Insurance (sum assured)		5,75,000
Less : Existing Assets(53%)		2,18,04,635
Additional Life Insurance Required		1,80,00,000

Planner note

In your absence, the dependent's regular expense needs is assumed to reduce to a percentage of current needs as mentioned above. The premiums on your life insurance will cease. There are no other dependent's Life insurance premiums payable as per the data provided by you. Your spouse does not have any source of income, hence continuous income source is 0%. Existing Life Insurance means only those life covers that are advised to be continued. Only the value of the existing assets that will be readily available in the unforeseen event is deducted (Assets such as Primary residence, Vehicles, Gold for personal use, etc are not accounted). You are advised to get the Pure Term Life insurance of the amount advised, preferably ONLINE for reduced premium. Since you have not provided any other existing life insurance policy documents, if any, we won't be able to analyse them for your suitability and advice whether the policies need to be surrendered, made paid-up or continued. Though not recommended, the amount of life insurance cover can be increased or decreased depending on the affordability and net cash flow. It is important to know that insurance should be given priority over investments. Please refer to the 'Notes' section for understanding the benefits of having Life Insurance



Life Insurance Suggestion

Raman M (demo)

SUM ASSURED Rs.1,80,00,000	POLICY NAME Max Life Online Term Plan Plus	SPECIAL FEATURES		PREMIUM AMOUNT Rs.40,000.00
	POLICY TENURE 25	EXCLUSION	PREMIUM FREQUENCY	

Policies Suggested Riders

ACCIDENTAL DEATH	WAIVER OF PREMIUM	ACCIDENTAL TOTAL & PERMANENT DISABILITY	CRITICAL ILLNESS
WOMEN CRITICAL ILLNESS	CANCER CARE		



Planner note

The premium amount shown is only indicative/approximate. Please check with the insurer for correct premium amount. The premium amount will increase with addon covers/ riders. Financial and/or Medical underwriting may also affect the premium amount and/or issuance of policy for the amount of cover applied. You may also check premium cost with other insurers through any online portal and buy the appropriate policy. If you are an NRI, check the terms and conditions for the issuance of policy.

Health Insurance Suggestion

SUM ASSURED
Rs.5,00,000.00



Planner note

Ideally it is beneficial to have individual health insurance, but depending on the net cash flow, if there are any constraints, family floater policy is an alternate option. Make sure to cover your spouse and children also. The amount of insurance can be increased or decreased depending on the affordability and net cash flow. Even if you are covered through your employer, this is required just in case you are left-out without any cover for a certain period in between because of job switch, job loss or any other such/similar reason. It is important to know that insurance should be given priority over investments. Please refer to the 'Notes' section for understanding the benefits of having health insurance.

Health Insurance Suggestion

Raman M (demo)

SUM ASSURED Rs.5,00,000.00	POLICY NAME Chola MS Family Healthline	SPECIAL FEATURES			PRE AMOUNT Rs.17,000.00
	POLICY TENURE 1 year (renewable)	EXISTING DISEASES	ROOM RENT ELIGIBILITY	CO PAY	

Policy Features

DAY CARE TREATMENTS	NO CLAIM BONUS	PRE HOSPITALIZATION EXPENSES	POST HOSPITALIZATION EXPENSES
ORGAN DONOR COVER	RECHARGE OF SUM INSURED	DAILY HOSPITALIZATION ALLOWANCES	PREGNANCY COVER
AMBULANCE COVER	HOME HOSPITALIZATION	HEALTH CHECKUP	REGULAR MEDICAL EXPENSES

Planner note



The premium amount shown is only indicative/approximate. Please check with the insurer for correct premium amount. The premium amount will increase with addon covers/ riders. Financial and/or Medical underwriting may also affect the premium amount and/or issuance of policy for the amount of cover applied. You may also check premium cost with other insurers through any online portal and buy the appropriate policy. If you are an NRI, check the terms and conditions for the issuance of policy. Also as an NRI, you can check suitable policy with the local providers in your present country of residence.

Personal Insurance Suggestion

SUM ASSURED

Rs.1,00,00,000.00



Planner note

The maximum amount of insurance offered by the insurer is generally 100 times the monthly income or around 5 to 10 times the annual income/salary. The amount of insurance can be increased or decreased depending on the affordability and the net cash flow. It is important to know that insurance should be given priority over investments. Please refer to the 'Notes' section for understanding the benefits of having Personal Accident & Disability insurance. The premium amount shown is only indicative/approximate. Please check with the insurer for correct premium amount. You may also check premium cost with other insurers through any online portal and buy the appropriate policy. If you are an NRI, check the terms and conditions for the issuance of policy.

Personal Accident Suggestion

Raman M (demo)			
SUM ASSURED Rs.1,00,00,000.00	POLICY NAME Chola MS Personal Accident and Disability Cover	SPECIAL FEATURES	PREMIUM AMOUNT Rs.5,000.00
	POLICY TENURE 1 year (renewable)	MEDICAL REQUIRED	

Critical Illness Suggestion

SUM ASSURED

Rs.10,00,000.00



Planner note

A critical illness plan works differently from a Mediclaim plan. A CI plan is a health insurance plan that pays a lump sum amount, equal to the sum insured, to the insured on acquiring critical illness such as cancer, stroke and various other serious ailments. Cost of critical ailments would typically be in lakhs and one may have to resort to either borrowing from relatives or breaking existing investments. If the ailment is required to be treated abroad then this lumpsum payment will be very useful as the health insurance (Mediclaim) generally is restricted to within India. The amount of insurance can be increased or decreased depending on the affordability and net cash flow. It is important to know that insurance should be given priority over investments. Please refer to the 'Notes' section for understanding the benefits of having Critical illness insurance. The premium amount shown is only indicative/approximate. Please check with the insurer for correct premium amount. Medical underwriting, if called for, may also affect the premium amount. You may also check premium cost with other insurers through any online portal and buy the appropriate policy. If you are an NRI, check the terms and conditions for the issuance of policy.

Critical Illness Suggestion

Raman M (demo)

SUM ASSURED	POLICY NAME	SPECIAL FEATURES		PREMIUM AMOUNT
Rs.10,00,000.00	Chola MS criticare			Rs.8,000.00
	TOTAL DISEASES COVERED	POLICY TENURE	MEDICAL REQUIRED	
		1 year (renewable)		

Asset Advice

The following recommendations are mainly looked at from the point of view of financial goals you want to achieve. Accordingly, we have looked at your portfolio at a holistic level and seen what best can be done to help you achieve your goals. While doing this we have kept in mind lots of practical aspects like your risk profile, current tax laws, ownership of assets, regulatory restrictions like Lock-ins, penalties etc.

Cash & Bank Accounts			
Asset Description	Owner	CurrentValue	Advice
Bank -	Raman M (demo)	5,00,000	Continue
<div><div>Advice: Maintain account balance equal to 3-6 months of expenses for any emergencies</div><div>Advice Reason: What if you have to pay a hefty medical bill or you lose your job and have no inflows for few months. You have to create an emergency fund to assist you during such emergencies. This would trim down your financial burden during difficult times. Your current emergency funds are inadequate. You should maintain account balance equal to 3-6 months of expenses for any emergencies. We advise you to build your emergency fund on a high priority basis. We will give you advice on where to re-invest the accumulated amount in the action plan section.</div></div>			

Fixed/Recurring Deposits					
Asset Description	Owner	CurrentValue	Maturity Date	Recurring Amount	Advice
Bank FD - abc bank	Romi M (demo)	80,141	27-04-2021	-	Continue

Asset Description	Owner	CurrentValue	Maturity Date	Recurring Amount	Advice
Advice: Continue holding this asset. Advice Reason: This is earmarked to your Contingency Fund goal.					
Bank FD - xyz bank	Raman M (demo)	2,09,228	20-10-2021	-	Continue
Advice: Continue holding this asset. Advice Reason: This is earmarked to your Contingency Fund goal.					

Gold

Asset Description	Owner	CurrentValue	Amount	Advice
Gold -	Romi M (demo)	7,50,000	100000	Stop contribution
Advice: Stop further contributions in Gold Advice Reason: After analysing your recurring saving outflows we advise you to stop regular contributions immediately. Given your financial goals you need more exposure to equity products that can offer higher growth within your portfolio. We will give you advice on where to re-invest the recurring contributions in the action plan section.				

Miscellaneous

Asset Description	Owner	CurrentValue	Amount	Advice
				Continue

Asset Description	Owner	CurrentValue	Amount	Advice
OtherAssets - Car	Raman M (demo)	7,42,337	-	
<p>Advice: Continue holding this asset</p> <p>Advice Reason: This being a Personal Asset, we do not consider it as an investment and hence do not give any actionable advice.</p>				
OtherAssets - Peer to Peer (P2P) Lending - 11% pa (Gr)	Romi M (demo)	5,54,804	-	Continue
<p>Advice: Continue</p> <p>Advice Reason: As per your risk profile and goal requirement. With a calculated risk, this investment gives a better returns that will help you towards achieving your goal.</p>				

Mutual Funds (individual)

Hide folios having currentValue zero

Asset Description	Owner	CurrentValue	Advice
MutualFund - Mirae Asset Emerging Bluechip Fund - Direct Plan - Growth mf3333	Romi M (demo)	66,40,602	Hold
MutualFund - Axis Bluechip Fund - Direct Plan - Growth mf11111	Ravi M (demo)	33,26,000	Hold

Asset Description	Owner	CurrentValue	Advice
MutualFund - Aditya Birla Sun Life Liquid Fund - Growth - Direct Plan mf6666	Raman M (demo)	17,53,952	Hold
MutualFund - IDFC Bond Fund - Medium Term Plan-Direct Plan-Growth mf44444	Raman M (demo)	9,52,514	Hold
MutualFund - Kotak Standard Multicap Fund - Growth - Direct mf22222	Raman M (demo)	14,07,037	Hold
MutualFund - SBI GOLD FUND-DIRECT PLAN - GROWTH mf5555	Raman M (demo)	7,99,522	Hold
MutualFund - Scheme name not provided - Equity RD-MF-E-1	Raman M (demo)	6,50,000	Switch
<p>Advice: Switch to DIRECT plans of suggested schemes as per the Goal Notes.</p> <p>Advice Reason: Switch or Redeem and re-invest as required or re-align as per the goal requirement and risk profile. Move to DIRECT plans for lower expense ratio and thus enhanced returns. Please check for any exit loads and tax implications before taking any action. Depending</p>			

Asset Description	Owner	CurrentValue	Advice
on the holding period, you can do it in phased manner to avoid/ minimise the loads and taxes.			
MutualFund - HDFC Top 100 Fund - Growth Option RM-MF-04	Romi M (demo)	0	Hold

Real Estate				
Asset Description	Owner	CurrentValue	Purchase Year	Advice
Real Estate -	Raman M (demo)	85,00,000	2015	Hold
<p>Advice: No advice for this asset</p> <p>Advice Reason: This being a residential property, we do not consider it as an investment and hence do not give any actionable advice.</p>				

Retirement Accounts					
Asset Description	Owner	CurrentValue	Employer's Contri	Employee's Contri	Advice
EPF -	Raman M (demo)	7,23,230	6550	6550	Continue

Stocks (individual)

Asset Description	Owner	CurrentValue	Advice
Stock - Stock name not provided AAAAA0000Z	Raman M (demo)	32,50,000	Hold
<p><i>Advice:</i> Hold, but advised to be managed by a professional stock portfolio advisor.</p> <p><i>Advice Reason:</i> Since, this needs a full time attention and tactical calls needs to be taken depending on the market dynamics.</p>			
Stock - Alchemy High Growth Concentrated Product AAAAA0000Z	Raman M (demo)	55,80,000	Hold
<p><i>Advice:</i> Hold</p> <p><i>Advice Reason:</i> It is a good product with reasonable performance and suits your risk profile and helps in meeting the objectives of your goals.</p>			

Life Insurance

Asset Description	Owner	CurrentValue	Premium Amount	Advice
LI - LIC New Endowment - Table - 814	Raman M (demo)	6,76,843	97034	Surrender the policy
<p><i>Advice:</i> Stop paying further premiums and surrender the policy</p>				

Asset Description	Owner	CurrentValue	Premium Amount	Advice
<p>Advice Reason: This is a traditional policy. These policies have very high cost structures and typically give very low returns between 4-7% over long term. We advise you to surrender this policy immediately. We will give you advice on where to re-invest the redemption proceeds in the Action Plan section.</p>				
LI - LIC Jeevan Anand - Table - 149	Romi M (demo)	45,854	1336	Surrender the policy
<p>Advice: Stop paying further premiums and surrender the policy Advice Reason: This is a traditional policy. These policies have very high cost structures and typically give very low returns between 4-7% over long term. We advise you to surrender this policy immediately. We will give you advice on where to re-invest the redemption proceeds in the Action Plan section.</p>				
LI - Max Life Monthly Income Advantage Plan	Raman M (demo)	3,35,489	76690	Surrender the policy
<p>Advice: Stop paying further premiums and surrender the policy Advice Reason: This is a traditional policy. These policies have very high cost structures and typically give very low returns between 4-7% over long term. We advise you to surrender this policy immediately. We will give you advice on where to re-invest the redemption proceeds in the Action Plan section.</p>				
LI - Max Life Monthly Income Advantage Plan	Raman M (demo)	9,05,114	160564	Surrender the policy
<p>Advice: Stop paying further premiums and surrender the policy Advice Reason: This is a traditional policy. These policies have very high cost structures and typically give very low returns between 4-7% over long term. We advise you to surrender this policy immediately. We will give you advice on where to re-invest the redemption proceeds in the Action Plan section.</p>				

Asset Description	Owner	CurrentValue	Premium Amount	Advice
LI - LIC Jeevan Samridhi - 20 - Table - 156	Raman M (demo)	11,29,644	40040	Continue - Almost maturing
<p>Advice: Continue paying premiums till maturity</p> <p>Advice Reason: Since the insurance policy is almost maturing you should continue paying premiums and avail complete benefits. We will give you advice on where to re-invest the redemption proceeds in the Action Plan section.</p>				
LI - LIC Money Back - Table - 93	Raman M (demo)	1,14,196	3695	Continue
<p>Advice: Continue paying premiums in this policy</p> <p>Advice Reason: We believe you would have invested in this policy for specific reasons. We advise you to continue paying premiums in this policy as the premium is too small to affect the cash flow.</p>				
LI - LIC Jeevan Saral - Table - 165	Raman M (demo)	2,52,385	25500	Surrender the policy
<p>Advice: Stop paying further premiums and surrender the policy</p> <p>Advice Reason: This is a traditional policy. These policies have very high cost structures and typically give very low returns between 4-7% over long term. We advise you to surrender this policy immediately. T We will give you advice on where to re-invest the redemption proceeds in the Action Plan section.</p>				
LI - LIC Jeevan Saral - Table - 165	Raman M (demo)	12,61,927	127500	Surrender the policy
<p>Advice: Stop paying further premiums and surrender the policy</p> <p>Advice Reason: This is a traditional policy. These policies have very high cost structures and typically give very low returns between 4-7%</p>				

Asset Description	Owner	CurrentValue	Premium Amount	Advice
over long term. We advise you to surrender this policy immediately. We will give you advice on where to re-invest the redemption proceeds in the Action Plan section.				



Action Plan - MutualFund

Raman M (demo)(Raman M (demo))	
Transaction Type	Redemption
Scheme To Redeem From	DSP BlackRock India T.I.G.E.R. Fund - Regular - Growth
Bank Account	12345
Units	All Units
Status	Approved
Mode	Online
Rationale	
Non-performing fund, not in line with your risk profile and not a DIRECT plan. Hence redeem and re-invest in a better performing fund in DIRECT plans that should be inline with your risk profile and financial plan requirement.	

Raman M (demo)(Raman M (demo))	
Transaction Type	Redemption
Scheme To Redeem From	DSP BlackRock Banking & PSU Debt Fund - Growth
Bank Account	12345
Units	All Units
Status	Approved
Mode	Online
Rationale	
Non-performing fund, not in line with your risk profile and not a DIRECT plan. Hence redeem and re-invest in a better performing fund in DIRECT plans that should be inline with your risk profile and financial plan requirement.	

Action Plan - Miscellaneous

Client Name	Category	Action to be taken	Taken by	Date	Status
Raman M (demo)	Income Tax	Also include accrued bank interest and other income and not just salary income while filing your IT returns	Raman M (demo)	30-06-2018	Done
Raman M (demo)	General Insurance	Residential Property insurance, if not done by the society you reside.	Raman M (demo)	30-06-2018	Cancelled

Raman M (demo)'s Financial Plan

Notes - General

The premium charged and the amount of insurance coverage offered by insurers, especially for Life, Personal Accident & Disability and Critical Illness, may depend on your current income, age, tenure, medical condition, in-built policy benefits, etc. and that may also vary from insurers to insurers.

You may at your wish, though not recommended, to choose a higher or lower amount of insurance coverage to suit your affordability, cash flow and/or the amount you wish to deploy as premium for the same.

Though tax deductions are available on premiums paid on Life insurance (u/s 80C) and Health insurance (u/s 80D) policies, it is important to understand that the primary reason for buying any kind of insurance is protection and safety. Insurance decisions should never be driven by tax considerations.

Buy the insurance covers if and as advised/suggested. Make sure to buy the suggested insurances first before making paid-up/ surrendering the existing policies. Buy Personal Accident & Disability Benefit, Critical Illness as add-ons/riders along with Life insurance or as Standalones. Choose ONLINE mode for much reduced premium rates. This saves you money that can be used to fund the expenses or do additional investments for your goals. Some of the companies offering ONLINE/ Offline insurance products are:-

Life Insurance: ICICI Prudential, HDFC Life, Kotak Life, Bajaj Allianz, LIC, SBI Life, TATA AIA, Reliance Life, Iffco Tokio Life, Aegon Religare, etc.

Health Insurance: Apollo Munich, Star Health, Max Bupa, Religare Health, Cigna TTK, HDFC Ergo, Reliance General, Iffco Tokio General, Royal Sundaram General, ICICI Lombard, New India Assurance, United India Assurance, National Insurance, Oriental Insurance, etc.

Critical Illness: Apollo Munich, Star Health, Max Bupa, Religare Health, Cigna TTK, HDFC Ergo, Reliance General, Iffco Tokio General, Royal Sundaram General, ICICI Lombard, New India Assurance, United India Assurance, National Insurance, Oriental Insurance, etc.

General Insurance: (Vehicle, property, home content, PA+Disability, etc): Reliance General, Iffco Tokio General, Royal Sundaram General, ICICI Lombard, New India Assurance, United India Assurance, National Insurance, Oriental Insurance, etc.

Mutual Fund Online transaction platforms: There are various mutual fund online transaction platforms available. Some are free of cost and others may charge a platform fee or only offer 'Regular' plans to earn commissions. Few of them are listed below:-

1. Kuvera
2. Goalwise
3. CAMS & Karvy Website/Mobile App, Directly through AMC portals.
4. Mutual Fund Utility (MFU)
5. PaisaBazaar
6. Zerodha
7. PayTM Money
8. ETMoney
9. Groww

10. Clearfunds
11. FundsIndia
12. Upwardly
13. NSE MF
14. BSE Star MF
15. Others

General recommendations:

- You are advised to consider continuing/renewing the Vehicle insurance, preferably ONLINE.
- You are advised to consider continuing/renewing the House (property) insurance, if not currently done by your home loan provider and/or your housing society, preferably ONLINE.
- You are advised to consider continuing/renewing the Home content insurance, preferably ONLINE.
- If you are not comfortable with ONLINE usage, then you may consider services of insurance brokers or an insurance agent.
- If you choose to invest in mutual funds, make sure to opt for DIRECT plan as they have lower expense ratio than REGULAR plan, thus enhancing the portfolio returns.
- Proper selection of asset class/schemes/categories is of paramount importance and should be in-line with the given advice.
- DO NOT rely on schemes' name alone as mere name may not correctly reflect its true attributes. Check the technical parameters also.
- Managing stock portfolio is a full time job. You may consider outsourcing it to professionals handling Stock Portfolios for better management and investment returns.
- Please be advised to consult your professional tax expert for any tax related issues before taking any action.

Overcoming shortages: If you are facing permanent shortages in terms of fund deployment towards your goals, you may consider following alternatives;

- Delay your goal: Delaying your goal by a few years gives you more time to save and take advantage of the effects of compounding interest.
- Decrease the cost of your goal: If you cannot delay your goal you might then consider reducing the overall cost of your goal.
- Improve Cash Flow: The cash flow can be improved by cutting down some of your discretionary expenses and/or increasing your income. This will help deploying more funds for investment allocation.

Notes on Risk: There are many forms of risk that have to be taken account of. For example;

- **Inflation Risk:** If the inflation rate exceeds your after tax returns then you are going backwards! You are losing your buying power. This often happens to those who just remain in cash and / or fixed interest.
- **Liquidity Risk:** The risk of being unable to buy or sell assets in a given size over a given period without adversely affecting the price of the asset.
- **Market Risk:** An investment will participate in a particular investment sector e.g. Domestic Share Market and often, regardless of the actual holding, will experience the impact of market sentiment both positive and negative. This can be driven by either economic factors or human behaviour and is often a

combination of both. Some funds use technical investment tools to manage and this.

- **Specific Risk:** If funds are placed into an asset which is not diversified within itself then the outcome will be dependent on that one placement's performance. Grouped Investment Funds / Mutual Funds seek to mitigate this by diversifying the risk.
- **Currency Risk:** If investments are held outside of the country in which you live and in which you intend to use these funds then differential in currencies can have significant impact on the purchasing power of your portfolio. Hedging strategies are a way of managing this.
- **Default Risk:** This occurs when the issuer of a security is unable to repay a loan. Research Houses / Rating Agencies seek to quantify the probability of this happening.
- **Sector Risk:** There are times when one sector is depressed while the others are buoyant. Diversification over different asset classes seeks to mitigate this.
- **Duration Risk:** Locking into a long term investment based on current economic assumptions when these assumptions can change. E.G Locking into a low interest rate Fixed Interest Security for 10 years means the value of the Bond, if tradable, will go down if not held to maturity if interest rates rise. In addition there is the missed opportunity of higher rates in the future. Few can see 10 years ahead!

Implement the suggestions/advice made on various aspects that will help you move to a better financial position.

Raman M (demo)'s Financial Plan

Notes - Life Insurance

Life insurance is a protection against financial loss that would result from the premature death of an insured. The named beneficiary receives the proceeds and is thereby safeguarded from the financial impact of the death of the insured. The death benefit is paid by a life insurer in consideration for premium payments made by the insured. The goal of life insurance is to provide a measure of financial security for your family after you die and also to wipe out any outstanding loans, liabilities, mortgages, etc. so that burden is not on your family members. So, before purchasing a life insurance policy, consider your financial situation and the standard of living you want to maintain for your dependents or survivors. It is prudent to re-evaluate your life insurance policies annually or when you experience a major life event like marriage, divorce, the birth or adoption of a child, or purchase of a major item such as a house or business.

Make sure to have adequate Life cover. In case something happens to you, your Spouse and other dependents should get a lump sum amount so that there is zero financial impact in your absence.

Notes - Personal Accident & Disability Insurance

While minor accidents can indispose you temporarily, major ones can severely impact your life and well-being. A sound insurance plan to protect you from economic repercussions of having a mishap has become a necessity. The value of the human life is immeasurable, but with a view to providing some relief to the injured person or a dependent, insurance companies have devised this insurance policy. It refers to an insurance which offers compensation in the event of demise, bodily hurts, impairment or mutilation resulting from an event, such as a violent, hazardous, visible and external means. The types of events that are included in such insurance are rail, road, and air, injury because of collision or fall, burn injury, drowning, etc. The policy guards your dependents (parents or family) from any economic repercussions if the unfortunate comes to pass. A person should purchase the policy that covers or provides reimbursements for all eventualities from short term impairment to untimely demise and safeguard the family's future. The benefits under this plan is payable if demise occurs from a mishap, disabled either partially or wholly, the policyholder's body has been severed or dismembered.

Raman M (demo)'s Financial Plan

Notes - Health Insurance

Health insurance (popularly known as Mediclaim) in India typically pays for only inpatient hospitalization and for treatment at hospitals in India. Hospitalization plans are indemnity plans that pay cost of hospitalization and medical costs of the insured subject to the sum insured. The sum insured can be applied on a per member basis in case of individual health policies or on a floater basis in case of family floater policies. In case of floater policies, the sum insured can be utilized by any of the members insured under the plan. These policies do not normally pay any cash benefit. In addition to hospitalization benefits, specific policies may offer several additional benefits like maternity and new-born coverage, day care procedures for specific procedures, pre- and post-hospitalization care, domiciliary benefits where patients cannot be moved to a hospital, daily cash, and convalescence. The benefit payments may be in the form of Direct payment to Hospital (Cashless) and/or Reimbursement to the policy holder at the end of the hospital stay of the insured.

Raman M (demo)'s Financial Plan

Notes - Critical Illness Insurance

Critical illness is a serious health condition that has a debilitating effect on an individual's lifestyle and requires a considerable amount of money towards treatment. It may also lead to loss of income due to inability to work. The count of serious illnesses is escalating every day. Acute illnesses also mean loss of income, change in lifestyle and permanent disability. Treatment may be required to be done abroad in certain situations. The financial burden could be more severe than what an indemnity health insurance plan would cover. To combat this issue one needs to get a critical illness insurance which meets your large medical cost as well as provides a lump sum compensation for meeting your day to day expenses without making you run in a fanatical race for money arrangement. Critical illness rider broadly covers following diseases:

1. Cancer of Specified Severity
2. First heart attack of specified severity
3. Open chest CABG
4. Open heart replacement or repair of heart valves
5. Coma of specified severity
6. Kidney failure requiring regular dialysis
7. Stroke resulting in permanent symptoms
8. Major organ/bone marrow transplant
9. Permanent paralysis of limbs
10. Motor neuron disease with permanent symptoms
11. Multiple sclerosis persisting symptoms
12. Aplastic anaemia
13. Bacterial meningitis
14. Loss of speech
15. End stage liver disease
16. Deafness
17. End-stage lung disease
18. Fulminant viral hepatitis
19. Major burns
20. Muscular dystrophy

This critical illness list is only indicative and not exhaustive in nature. Insurance companies cover a varying number of critical illnesses under different critical illness insurance policies. The list is also dependent on the critical illness insurance quote. One should carefully read the policy terms and conditions to see which all illnesses are covered under a particular policy.

Raman M (demo)'s Financial Plan

Notes - Debt Management

General

The most important step to take is to prioritise the payment of high interest debt. If you don't have enough cash-flow to do so, then you will need to look at areas where spending can be cut so additional money can be put towards become debt free faster.

Debt can be used as a tool to grow your wealth; however, it has to be used wisely. Focus on paying off your consumer debt first as this is usually at a much higher interest rate.

It is important to regularly review your loans and mortgages. It is possible to save thousands in interest costs and even pay your loan off much sooner than expected and then redirect the payments to your Goals.

Specific

Your current home loan interest rate is MCLR (Marginal Cost based Lending Rate) linked. Previously, under the MCLR (marginal cost based lending rate) regime, whenever RBI cut the repo rate, banks did not pass on the benefits to customers swiftly. On the other hand, when RBI hiked the repo rate, banks swiftly raised interest rates on loans.

You are advised to opt for RLLR (Repo rate Linked Lending Rate) the RBI's repo rate as the external benchmark to which all floating rate loans are linked ensuring greater transparency and faster transmission of the policy rate changes. Do keep in mind that the repo rate is subject to revision by the RBI in every two months.

The processing fee is in the range of 0.25% to 0.5% of the loan amount subject to a maximum of Rs. 10000 to Rs. 30000. Please check with your bank and transfer the loan to new rates.

Another thing that can affect the interest rate on your loan charged by the bank is your risk grade. Some banks have internal risk assessment teams who grade the risk category of the individual. Some banks also rely on credit score reports generated by credit bureaus. Therefore, while taking a loan it is important that you have a good credit score for a bank to charge lower risk premium from you. If your credit-risk assessment has undergone substantial changes during the tenure of the loan, then your bank can revise the risk premium charged.

Raman M (demo)'s Financial Plan

Notes - Assumptions & Limitations

General

Life Expectancy - 85, Expected Inflation -6%, Salary/Business income Growth Rate -8%, Debt Asset Growth Rate -7%, Equity Asset Growth Rate -12%, Return On Debt MF -7%, Return On Equity MF - 12%, Return On Gold -8%, Return On Property -8%, Return On Stocks -12%, Equity PMS - 12%, Advised Stock Portfolio - 12%, P2P Lending - 11%, Return On Traditional Insurance - 6%, Return On ULIP -8%, PPF - 8%, EPF - 8.5%, NPS - 8.5%, Savings Acc Growth Rate - 4%

- Tax implications, exit loads, fees & charges have not been factored in any calculation for pre-tax or post-tax returns or for any advice on surrender/paid-up/redemption of any insurance/investment products. However, therefore a conservative investment returns rate are assumed to subsume the same.
- EPFO - contributions, accumulation in EPS and pension thereafter or EDLI, if any, has been ignored as it is of insignificant value.
- Details of Group life insurance or Group health insurance, if any, are generally not factored as these are not static or permanent if one ceases to be a part of that group. If it has been included in the plan, it may be to assess the total amount of risk covered currently. You may choose to ignore that particular quantum and load your insurance requirement proportionately.
- PPF balance is accounted as on start of the current financial year, unless otherwise stated.
- Assets with maturity dates prior to goal dates have been assumed to be re-invested in the same returns bearing instruments until utilised by the goal.
- Where multiple other/misc. assets are allocated to same goal, the rate of returns assumed is weighted average returns.
- All the data with static values can be reset on Qly basis or at the time of annual review with your inputs.
- For investment type life insurance policies, please rely on the figures provided by respective insurers for paid-up and surrender values. Our limitations is that the system calculates the current values based on the premiums paid and applying returns rate as mentioned above. For moneyback type policies, the survival benefit is assumed to be re-invested to arrive at a consolidated value at maturity. The maturity values are also affected based on our recommendations such as to surrender, make it paid-up, continue, etc.

There are various ways to calculate the life insurance requirement value and advisors may have different approach to it. Some of the common approaches are:-

- Human Life Value
- Income Replacement Value
- Thumb Rule method
- Premium as a percentage of Income
- Need based analysis. The major factors to consider for for need based assessment are:-
 - Number of dependents and their needs
 - Loans/Liabilities
 - Children education
 - Children marriage
 - Provision for non-working spouse
 - Kind of lifestyle you want to provide your family
 - Any other special need.

We use Need based analysis method.

Specific

NA

Notes - Risk Profile

As per the Risk Profiling Questionnaire completed by you, the Risk Profile output was as *Moderately High (Aggressive Investor)*. You have chosen your risk profile to be as **Moderately High (Aggressive Investor)**.

Risk profiling can help you make decisions that are suitable to you, as it is a method of measuring personal tolerance to investment risk. In simple terms, how much risk an individual is willing to make, or not make. Risk tolerance can be seen as the sum of all the 'fear/greed' trade-offs available.

Once we have obtained your investor profile, we then examine the most suitable strategy. Once we have decided on the strategy, we then look at the investment options available to you. This process results in your money being invested across many investment sectors so that they are fully diversified as to your wishes and your tolerance levels.

Asset Allocation: In order to increase the probability of achieving the goals, if in deficit, you need to review your asset allocation to higher rate of return. However, this will introduce more risk into your portfolio and should only be used for your long-term, non-essential goals where you can afford to take the increased risk. With passage of time, the asset allocation requirement will change with respect to change in risk profile and time period to achieve the goals.

From investment perspective only, the asset allocation in general could be as per the risk profile questionnaire (workings). However, from financial planning perspective the asset allocation would vary due to certain factors like more allocation to debt due to the nearness of some goals with respect to time period, other priorities, constraints or restriction to liquidate existing investment, etc. or by own choice.

Raman M (demo)'s Financial Plan

Notes - Estate & Tax Planning

General

Remember to refer the attached sheet. This is VERY IMPORTANT.

Specific

Estate Planning: You may consider the following in your case:-

- Make sure you have proper nominations in all your bank accounts, investments, insurances, properties, etc.
- Relook your existing WILL, if any OR make a WILL.
- Durable Power of Attorney

On your request, a separate questionnaire can be sent to you to understand your specific concerns and issues. After analysing the same, suitable document/s recommendation would be given.

Tax Planning: You may consider the following in your case:-

- Considering your family background, you are advised to claim additional deduction u/s 80DD or u/s 80U.
- You can also claim deduction u/s 80G for the donations made by you as per the receipt.
- You are advised to consult your tax consultant before taking any action.



IT'S NOT HOW MUCH MONEY YOU MAKE

but how much money you keep,
how hard it works for you,
and how many generations
you keep it for.

Robert Kiyosaki

Disclaimer

This financial plan is for the sole use of the person to whom it is addressed and for no other purpose. No responsibility is accepted to any third party who may use or rely on the content of the financial plan.

This financial plan is designed from the personal information, data and documents furnished to us by you and also includes subsequent changes/modifications to the data following your verbal/written communications and discussions. The plan is an attempt to help you lay a roadmap to achieve your financial goals in a systematic and simplistic manner.

The solutions or strategies advised may not be the only available. There could be multiple solutions and strategies to your case. What we have provided is on best effort basis subject to our knowledge and information available to us.

The financial plan shows ballpark estimates of your future financial situation, and is intended only as a basis for discussion with us or, for that matter, any financial advisor. The estimates shown in this report are based on many assumptions that may or may not occur. Your investment returns will fluctuate over time. The only assurance is that over time, every investment program is likely to produce some losses on the road to achieving long-term gains.

You are advised to read all the scheme related documents of the recommended investment products including its warnings and disclaimers before investing.

No warranty as to correctness is given and no liability is accepted for any error, or omission, or any loss, which may arise from relying on this data. This service agreement is not enforceable by law and is a document of trust and faith.

While external factors like inflation, rate of return on investments etc. changes continuously, so does your financial situation. You are advised to periodically review the financial plan to make sure you are on track to achieve your financial goals. This plan is an on-going exercise as part of your long term financial planning process.

This plan is only as accurate as the information on which it was based. If the data originally supplied to us is incorrect, the plan will reflect these inaccuracies, and these errors will project into the future at a magnified rate.

It is essential that the tax, accounting or legal planning steps be considered only with the advice of your lawyer, chartered accountant, and your other financial advisors, which we will be happy to coordinate with.

You are under no obligation to act upon the recommendations/ action plan listed down in the financial plan.

AMIGOS FINSERV

FINANCIAL RATIOS ANALYSIS

Sr No.	Financial Ratios	Particulars	Amount	Actual	Range
I) BASIC LIQUIDITY RATIO					< 3 Adverse 3- <5 Moderate 5-6 Optimum > 6 Less Optimum
	<div>Cash / Liquid Assets Monthly Expenses</div>	This ratio indicates one's ability to meet mandatory monthly expenses & other emergency needs	<div>3,574,000 200,000</div>	17.87	
II) EXPANDED LIQUIDITY RATIO					< 10% Adverse 10% - 15% Moderate > 15% - Optimum
	<div>Liquid Assets Net Worth</div>	This ratio is required during emergency situations when other encashable assets can also be converted into cash in short time.	<div>5,324,000 60,459,000</div>	8.81%	
III) SAVINGS RATIO					< 10% Adverse 10% - 25% - Moderate > 25% - Optimum
	<div>Savings Gross Inflow</div>	This ratio calculates the proportion of income an individual sets aside for savings out of the total income	<div>561,000 2,825,000</div>	19.86%	
IV) DEBT ASSET RATIO					< 30% - Optimum 30% - 50% - Moderate > 50% - Adverse
	<div>Total Liabilities Total Assets</div>	This ratio calculates an individual's ability to pay liabilities out of assets.	<div>0 60,459,000</div>	0.00%	
V) SOLVENCY RATIO					< 30% - Adverse 30% - 50% - Moderate > 50% - Optimum
	<div>Net Worth Total Assets</div>	This ratio is used to measure the potential of long-term solvency	<div>60,459,000 60,459,000</div>	100.00%	
VI) DEBT SERVICE RATIO					< 25% - Optimum 25% - 45% - Moderate > 45% - Adverse
A}	<div>Annual Debt Payments Annual Take-Home</div>	These ratios are used to measure an individual's ability to make debt repayments out of Net Take Home	<div>0 2,825,000</div>	0.00%	
B}	<div>Non-Mortgage Debt Annual Take-Home</div>		<div>0 2,825,000</div>	0.00%	< 7% - Optimum 7% - 15% - Moderate > 15% -Adverse
VII) FINANCIAL INVESTMENT RATIO					< 30% - Adverse 30% - 50% - Moderate > 50% - Optimum
	<div>Invested Assets Net Worth</div>	This ratio is used to determine an individual's invested assets (excluding self consumption) out of total Net Worth	<div>31,526,000 60,459,000</div>	52.14%	

Notes:

- 1) Basic Liquidity Ratio - Cash / Liquid assets Will include only cash, liquid funds, savings & flexi accounts
- 2) Expanded Liquidity Ratio - Will include assets such as MFs, Direct Equity, etc besides the liquid assets
- 3) Savings Ratio - Only regular / systematic savings to be included. Gross inflow to include all inflows (Net salary, interest income, dividend income, rent income, etc.)
- 4) Debt Service Ratio - Annual Take Home will be calculated as Gross Income minus taxes & Contributions & Deductions from Salary, etc.

Client: MOORVOREE LINDEN

LIC New Jeevan Anand (Plan no. 815)

Policy no. 243003306

		Date	
SA	500000	21/08/2014	-26940
Premium	26940	21/08/2015	-26940
Mode	Yly	21/08/2016	-26940
Term (yrs)	21	21/08/2017	-26940
Assumed Avg. Bonus/ GA	49	21/08/2018	-26940
Assumed FAB/LA	100	21/08/2019	-26940
XIRR	5.42%	21/08/2020	-26940
		21/08/2021	-26940
		21/08/2022	-26940
		21/08/2023	-26940
		21/08/2024	-26940
		21/08/2025	-26940
		21/08/2026	-26940
		21/08/2027	-26940
		21/08/2028	-26940
		21/08/2029	-26940
		21/08/2030	-26940
		21/08/2031	-26940
		21/08/2032	-26940
		21/08/2033	-26940
		21/08/2034	-26940
		21/08/2035	1064500 SA+Bonus+FAB(Not guaranteed)
		21/08/2036	0
		21/08/2037	0
		21/08/2038	0
		21/08/2039	0
		21/08/2040	0
		21/08/2041	0
		21/08/2042	0
		21/08/2043	0
		21/08/2044	0
		21/08/2045	0
		21/08/2046	0
		21/08/2047	0
		21/08/2048	0
		21/08/2049	0
		21/08/2050	0
		21/08/2051	0
		21/08/2052	0
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		21/08/2054	0
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		21/08/2056	0
		21/08/2057	0
		21/08/2058	0
		21/08/2059	0
		21/08/2060	0
		21/08/2061	0
		21/08/2062	0
		21/08/2063	0
		21/08/2064	0
		21/08/2065	0
		21/08/2066	0
		21/08/2067	0
		21/08/2068	0
		21/08/2069	0
		21/08/2070	0
		21/08/2071	0
		21/08/2072	0
		21/08/2073	0
		21/08/2074	500000 (At age expectancy of 85)

(At this stage the XIRR = 5.83%)

>>>>>>>>>

Estimates with MF investments; assuming stopping of current premiums and investing the same from now onwards for the balance period in the form of MF SIP + Surrender value/ Paid up value.			
With Surrender Value		With Paid-up Value	
Returns Assumed	12%	Returns Assumed	12%
Surrender Value assumed	105000	Surrender Value assumed	0
Paid up assumed	0	Paid up assumed	290000
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
-26500		-26500	
1371551		1148404	

All the figures and calculations are based on current estimates and certain assumptions.
The actual figures may vary affecting the estimated XIRR
We do not guarantee any accuracy or correctness.
Please consult your insurance advisor before taking any action.

Policy no. 926325382

(Check the Surrender/ Paid up value from LIC)

>>>>>>>>>>

(At this stage XIRR = 7.54%)

(At this stage the XIRR = 7.73%)

All the figures and calculations are based on current estimates and certain assumptions.

The actual figures may vary affecting the estimated XIRR

We do not guarantee any accuracy or correctness.

Please consult your insurance advisor before taking any action.

[illegible]

Client: ~~XXXXXXXXXX~~ ~~XXXXXX~~

Calc. for insurance planning to arrive at % of assets

Total Asset Value (A)	9943000
------------------------------	----------------

Less: Assets that may not be desired/ not available to be converted into cash

Primary Residence 0

Vehicles 0

Jewelry personal use 0

Others' insurance policies 0

ULIP: Account value, if less than insurance value 0

Others/ Misc. assets 0

Less: Total (B)	0
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Asset Value convertible into cash (C) = A - B	9943000
--	----------------

% of Total Asset Value [C/A]	100%
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Client: CLAYTON CHRISTENSEN

Questionnaire/ Goal Data requirement for Life Insurance requirement

Sr. no.	Goal Description	Goal Year	Present Value/Cost (INR)	Incase of your absence Will the goal continue (Y/N)	If Yes, change in Present Value/Cost, if any. (INR)	Incase of spouse's absence, (if earning). Will the goal continue (Y/N)	If Yes, change in Present Value/Cost, if any. (INR)
1	Gifts1-Marriages in family	2020	150000	N			
2	Gifts2-Marriages in family	2021	200000	N			
3	Car	2020	2000000	N			
4	Higher education	2033-2039	35000000	Y	26250000		
5	Emergency fund	2020	3500000	Y	3500000		
6	House	2023	30000000	N			
7	Marriage marriage	2042	5000000	Y	5000000		
8	Child birth	2021	200000	N			
	Total		76050000		34750000		0

Goals to be met (rounded off)

46%

0%




Ranked by: ascending Name

	Name	Identifier	Market Value(INR)	Portfolio Weight %	Type	Equity Style Box	Equity Style Consistency	Geo Avg Cap (₹mil)	P/E Ratio	P/B Ratio	P/C Ratio	P/S Ratio	Net Margin % TTM	ROE % TTM
1.	Axis Bluechip Fund Dir Gr	F00000PDM3	10,081.41	33.16	MF	■ ■	Medium	2,341,341.00	29.08	4.87	21.86	4.25	15.16	—
2.	Edelweiss Arbitrage Fund Dir Gr	F00000TUZA	9,950.73	32.73	MF	■ ■	Medium	1,106,092.63	14.49	2.03	8.13	1.31	11.45	—
3.	Parag Parikh Long Term Equity Dir Gr	F00000PZH2	10,367.08	34.10	MF	■ ■	Medium	1,188,481.75	18.29	2.58	15.19	2.51	21.13	16.48
	Aggregate:	—	30,399.22	—	—	—	—	1,513,300.37	20.16	2.96	14.61	2.49	17.17	16.48

Ranked by: ascending Name

	Name	ROA % TTM	Debt % Total Cap TTM	Earnings Growth 3 Yr	Historical Earnings %	% Large Value	% Large Blend	% Large Growth	% Mid Value	% Mid Blend	% Mid Growth	% Small Value	% Small Blend
1.	Axis Bluechip Fund Dir Gr	—	31.71	14.81	7.05	0	27	73	0	0	0	0	0
2.	Edelweiss Arbitrage Fund Dir Gr	—	32.81	9.71	8.26	8	49	35	2	4	2	0	0
3.	Parag Parikh Long Term Equity Dir Gr	7.61	22.06	16.44	8.15	6	21	41	5	9	9	6	1
Aggregate:		7.61	27.59	13.70	7.82	4	28	50	3	5	5	3	1

Ranked by: ascending Name

Name		% Small Growth	Last Style Box Change	Last Style Box
1.	Axis Bluechip Fund Dir Gr	0	31-01-2010	
2.	Edelweiss Arbitrage Fund Dir Gr	0	31-03-2020	
3.	Parag Parikh Long Term Equity Dir Gr	2	31-01-2016	
Aggregate:		1	—	—

Parag Parikh Long Term Equity Dir Gr (INR)

Overall Morningstar Rtg™
★★★★★
166 Multi-Cap

Standard Index
S&P BSE 500
India TR INR

Category Index
—

Morningstar Cat
Multi-Cap

Performance 31-05-2020

Quarterly Returns	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total %
2018	-4.54	6.82	2.46	-4.14	0.16
2019	6.97	1.36	0.94	5.39	15.34
2020	-21.22	—	—	—	-5.67
Trailing Returns	1 Yr	3 Yr	5 Yr	10 Yr	Incept
Total Return	1.08	8.03	9.06	—	14.69
+/- Std Index	19.95	8.79	5.31	—	—
+/- Cat Index	—	—	—	—	—
% Rank Cat	1	1	1	—	—
No. in Cat	216	166	160	—	—

Performance Disclosure

The Overall Morningstar Rating is based on risk-adjusted returns, derived from a weighted average of the three-, five-, and 10-year (if applicable) Morningstar metrics.

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate thus an investor's shares, when sold or redeemed, may be worth more or less than their original cost.

Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call +91 22 61406555 or visit www.amc.ppfas.com.

Fees and Expenses

Sales Charges

Front-End Load %	NA
Deferred Load %	2.00
0 - 365 Days	2.00
365 - 730 Days	1.00
More Than 730 Days	0.00

Fund Expenses

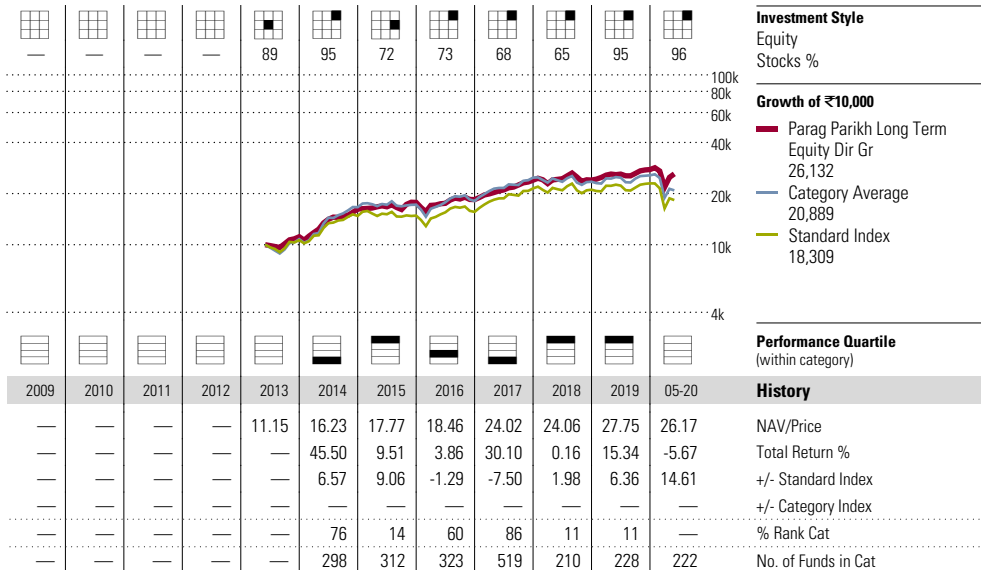
Management Fees %	NA
Net Expense Ratio %	1.92

Risk and Return Profile

	3 Yr	5 Yr	10 Yr
Morningstar Rating™	166 funds	160 funds	64 funds
Morningstar Risk	5★	5★	—
Morningstar Return	Low	Low	—
	High	High	—

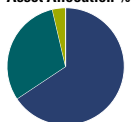
	3 Yr	5 Yr	10 Yr
Standard Deviation	17.21	15.43	—
Mean	8.03	9.06	—
Sharpe Ratio	0.35	0.42	—

	Standard Index	Best Fit Index
MPT Statistics		
Alpha	7.30	—
Beta	0.75	—
R-Squared	84.10	—
Potential Cap Gains Exp	—	—



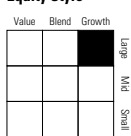
Portfolio Analysis 30-04-2020

Asset Allocation %



Domestic Equity	65.66
International Equity	30.69
Fixed Income	0.00
Gold	0.00
Cash	3.65
Others	0.00

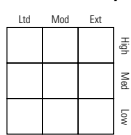
Equity Style



Portfolio Statistics

	Port Avg	Rel Index	Rel Cat
P/E Ratio TTM	18.3	1.12	1.04
P/C Ratio TTM	15.2	1.39	1.37
P/B Ratio TTM	2.6	1.17	1.13
Geo Avg Mkt Cap ₹ mil	118848	1.08	1.35

Fixed-Income Style



Credit Quality Breakdown —

	Bond %
AAA	—
AA	—
A	—
BBB	—
BB	—
B	—
Below B	—
NR	—

Regional Exposure

	Stocks %	Rel Std Index
Americas	27.9	—
Greater Europe	0.0	—
Greater Asia	72.1	0.72

Share Chg since 03-2020	Share Amount	Holdings : 25 Total Stocks , 0 Total Fixed-Income, 14% Turnover Ratio	Net Assets %
—	15,323	Amazon.com Inc	9.34
—	26,373	Alphabet Inc Class C	9.08
—	2 mil	HDFC Bank Ltd	7.83
—	124,349	Facebook Inc A	6.20
—	860,095	Bajaj Holdings and Investment Ltd	5.99
—	762,207	Hero MotoCorp Ltd	5.65
—	2 mil	Mphasis Ltd	4.87
—	4 mil	ICICI Bank Ltd	4.78
—	3 mil	Axis Bank Ltd	4.52
—	7 mil	ITC Ltd	4.36
—	2 mil	Persistent Systems Ltd	4.03
—	121,169	Suzuki Motor Corp ADR	3.80
—	1 mil	Balkrishna Industries Ltd	3.40
—	696,769	Zyduz Wellness Ltd	3.24
—	393,333	Oracle Financial Services Software	3.16

Sector Weightings

	Stocks %	Rel Std Index
Cyclical	52.6	1.14
Basic Materials	0.0	0.00
Consumer Cyclical	24.5	2.84
Financial Services	28.1	0.99
Real Estate	0.0	0.00
Sensitive	30.7	0.95
Communication Services	15.9	4.88
Energy	0.0	0.00
Industrials	0.0	0.00
Technology	14.9	1.24
Defensive	16.6	0.77
Consumer Defensive	7.9	0.68
Healthcare	8.8	1.28
Utilities	0.0	0.00

Operations

Family:	PPFAS Asset Management Pvt. Ltd
Manager:	Multiple
Tenure:	7.1 Years
Objective:	—

Base Currency:	INR
ISIN:	INF879001027
Minimum Initial Purchase:	₹1,000
Purchase Constraints:	—

Incept:	24-05-2013
Type:	MF
Total Assets:	₹29,254.30 mil

Axis Bluechip Fund Dir Gr (INR)

Morningstar Analyst Rtg™
Bronze
 22-05-2020

Overall Morningstar Rtg™
 ★★★★★
 257 Large-Cap

Standard Index
 S&P BSE 100
 India TR INR

Category Index
 —

Morningstar Cat
 Large-Cap

Performance 31-05-2020

Quarterly Returns	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total %
2018	-2.39	10.23	-1.77	2.22	8.05
2019	4.93	6.31	4.11	3.30	19.97
2020	-18.63	—	—	—	-15.07
Trailing Returns	1 Yr	3 Yr	5 Yr	10 Yr	Incept
Total Return	-8.00	8.18	8.26	—	12.70
+/- Std Index	10.37	7.62	4.29	—	—
+/- Cat Index	—	—	—	—	—
% Rank Cat	4	1	1	—	—
No. in Cat	275	257	198	—	—

Performance Disclosure

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Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call +91 22 43255161 or visit www.axismf.com.

Fees and Expenses

Sales Charges

Front-End Load %	NA
Deferred Load %	1.00
0 - 12 Months	1.00
More Than 12 Months	0.00

Fund Expenses

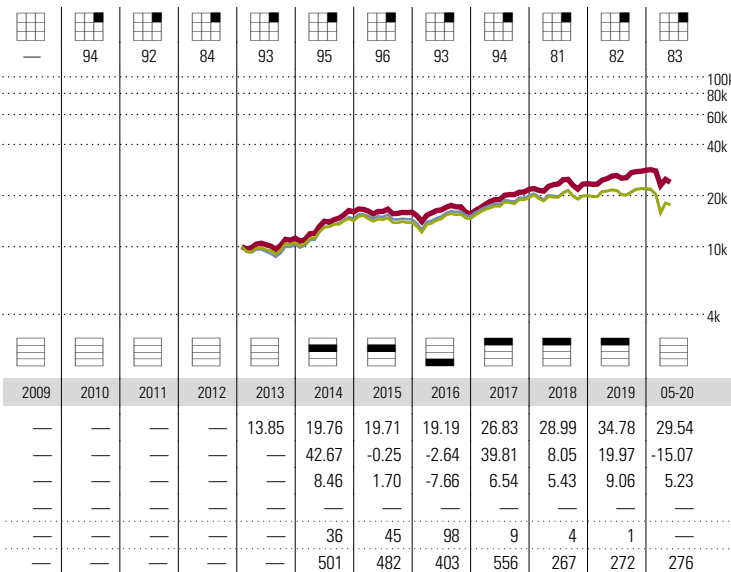
Management Fees %	NA
Net Expense Ratio %	0.90

Risk and Return Profile

	3 Yr	5 Yr	10 Yr
Morningstar Rating™	257 funds 5★	198 funds 5★	83 funds —
Morningstar Risk	Low	Low	—
Morningstar Return	High	High	—

	3 Yr	5 Yr	10 Yr
Standard Deviation	16.50	15.47	—
Mean	8.18	8.26	—
Sharpe Ratio	0.37	0.38	—

MPT Statistics	Standard Index	Best Fit Index
Alpha	6.43	—
Beta	0.75	—
R-Squared	87.58	—
Potential Cap Gains Exp	—	—



Investment Style

Equity
 Stocks %

Growth of ₹10,000

Axis Bluechip Fund Dir Gr
 23,958
 Category Average
 17,703
 Standard Index
 17,630

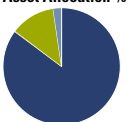
Performance Quartile (within category)

History

NAV/Price	29.54
Total Return %	-15.07
+/- Standard Index	5.23
+/- Category Index	—
% Rank Cat	276
No. of Funds in Cat	276

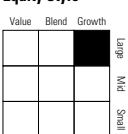
Portfolio Analysis 30-04-2020

Asset Allocation %



Domestic Equity	85.17
International Equity	0.00
Fixed Income	0.20
Gold	0.00
Cash	12.30
Others	2.34

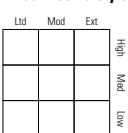
Equity Style



Portfolio Statistics

P/E Ratio TTM	29.1	1.73	1.88
P/C Ratio TTM	21.9	1.90	2.32
P/B Ratio TTM	4.9	2.09	2.31
Geo Avg Mkt Cap	234134	1.31	1.35
₹ mil	1	—	—

Fixed-Income Style



Credit Quality Breakdown

AAA	—
AA	—
A	—
BBB	—
BB	—
B	—
Below B	—
NR	—

Regional Exposure

	Stocks %	Rel Std Index
Americas	0.0	—
Greater Europe	0.0	—
Greater Asia	100.0	1.00

Share Chg since 03-2020	Share Amount	Holdings : 25 Total Stocks, 1 Total Fixed-Income, 142% Turnover Ratio	Net Assets %
⊕	10 mil	HDFC Bank Ltd	7.48
⊕	4 mil	Avenue Supermarts Ltd	6.98
⊕	6 mil	Kotak Mahindra Bank Ltd	6.86
⊕	11 mil	Infosys Ltd	6.02
⊖	19 mil	ICICI Bank Ltd	5.74
⊕	3 mil	Tata Consultancy Services Ltd	5.21
⊕	3 mil	Bajaj Finance Ltd	4.61
⊕	317,000	Nestle India Ltd	4.47
⊕	3 mil	Hindustan Unilever Ltd	4.44
⊕	11 mil	Bharti Airtel Ltd	4.31
⊕	3 mil	Reliance Industries Ltd	3.80
⊕	3 mil	Asian Paints Ltd	3.71
⊖	2 mil	Housing Development Finance Corp L	3.01
⊕	2 mil	Divi's Laboratories Ltd	2.78
☀	302,100	Nifty 50 Index May 2020 Future	2.34

Sector Weightings

	Stocks %	Rel Std Index
Cyclical	50.2	1.11
Basic Materials	8.7	1.26
Consumer Cyclical	4.3	0.58
Financial Services	37.3	1.20
Real Estate	0.0	0.00
Sensitive	23.4	0.69
Communication Services	5.2	1.48
Energy	4.6	0.35
Industrials	0.0	0.00
Technology	13.6	1.06
Defensive	26.4	1.27
Consumer Defensive	19.2	1.50
Healthcare	7.1	1.33
Utilities	0.0	0.00

Operations

Family: Axis Asset Management Company Limited
 Manager: Shreyash Devalkar
 Tenure: 3.6 Years
 Objective: —

Base Currency: INR
 ISIN: INF846K01DP8
 Minimum Initial Purchase: ₹5,000
 Min Auto Investment Plan: ₹1,000

Purchase Constraints: —
 Incept: 01-01-2013
 Type: MF
 Total Assets: ₹127,168.14 mil

Edelweiss Arbitrage Fund Dir Gr (INR)

Standard Index — Category Index — Morningstar Cat Arbitrage Fund

Performance 31-05-2020

Quarterly Returns	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total %
2018	1.77	1.65	1.60	1.61	6.79
2019	1.68	1.89	1.75	1.46	6.95
2020	2.11	—	—	—	3.61
Trailing Returns	1 Yr	3 Yr	5 Yr	10 Yr	Incept
Total Return	7.28	7.11	7.10	—	7.49
+/- Std Index	—	—	—	—	—
+/- Cat Index	—	—	—	—	—
% Rank Cat	2	1	1	—	—
No. in Cat	255	181	139	—	—

Performance Disclosure

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Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call +91 22 40979900 or visit www.edelweissmf.com.

Fees and Expenses

Sales Charges

Front-End Load %	NA
Deferred Load %	0.10
0 - 30 Days	0.10
More Than 30 Days	0.00

Fund Expenses

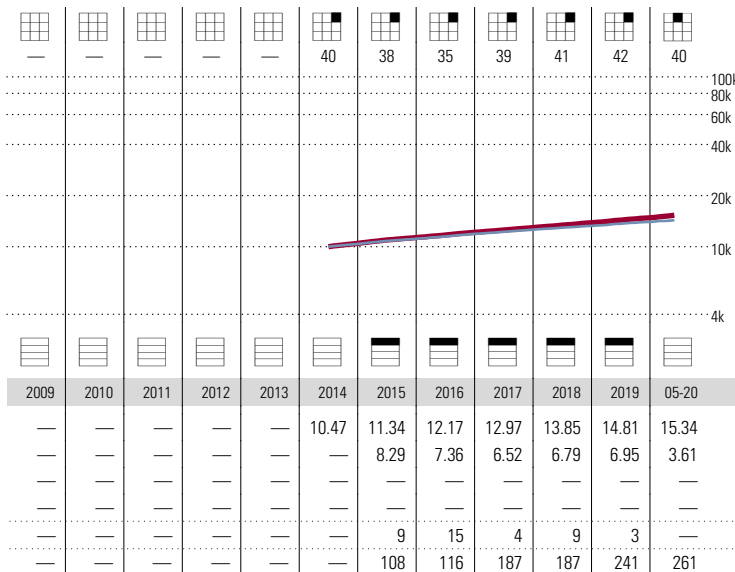
Management Fees %	NA
Net Expense Ratio %	0.46

Risk and Return Profile

	3 Yr	5 Yr	10 Yr
Morningstar Rating™	181 funds	139 funds	30 funds
Morningstar Risk	—	—	—
Morningstar Return	—	—	—

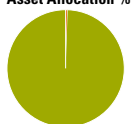
	3 Yr	5 Yr	10 Yr
Standard Deviation	0.52	0.48	—
Mean	7.11	7.10	—
Sharpe Ratio	6.51	6.79	—

MPT Statistics	Standard Index	Best Fit Index
Alpha	—	—
Beta	—	—
R-Squared	—	—
Potential Cap Gains Exp	—	—

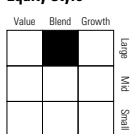


Portfolio Analysis 30-04-2020

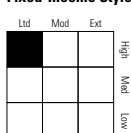
Asset Allocation %



Equity Style



Fixed-Income Style



Credit Quality Breakdown 30-04-2020

	Bond %
AAA	100.00
AA	0.00
A	0.00
BBB	0.00
BB	0.00
B	0.00
Below B	0.00
NR	0.00

Regional Exposure

	Stocks %	Rel Std Index
Americas	0.0	—
Greater Europe	0.0	—
Greater Asia	100.0	—

Share Chg since 03-2020	Share Amount	Holdings : 174 Total Stocks, 1 Total Fixed-Income, 443% Turnover Ratio	Net Assets %
✱	1 mil	Housing Development Finance Corpor	6.40
⊕	1 mil	Housing Development Finance Corp L	6.40
✱	3 mil	Infosys Ltd.28/05/2020	6.26
⊕	3 mil	Infosys Ltd	6.24
✱	1 mil	Reliance Industries Ltd.28/05/2020	5.36
⊕	1 mil	Reliance Industries Ltd	5.35
✱	3 mil	Bharti Airtel Ltd.28/05/2020	4.32
⊕	3 mil	Bharti Airtel Ltd	4.31
⊕	471,250	Tata Consultancy Services Ltd	3.09
✱	471,250	Tata Consultancy Services Ltd.28/0	3.08
✱	2 mil	Adani Ports & Special Economic Zon	2.12
⊕	2 mil	Adani Ports & Special Economic Zon	2.12
✱	1 mil	Sun Pharmaceutical Industries Ltd.	2.06
⊖	1 mil	Sun Pharmaceuticals Industries Ltd	2.06
✱	3 mil	State Bank Of India28/05/2020	1.98

Sector Weightings

	Stocks %	Rel Std Index
Cyclical	37.9	—
Basic Materials	15.4	—
Consumer Cyclical	5.7	—
Financial Services	16.1	—
Real Estate	0.8	—
Sensitive	40.2	—
Communication Services	7.4	—
Energy	12.0	—
Industrials	5.5	—
Technology	15.3	—
Defensive	21.9	—
Consumer Defensive	5.4	—
Healthcare	12.7	—
Utilities	3.8	—

Operations

Family:	Edelweiss Asset Management Limited
Manager:	Multiple
Tenure:	6.0 Years
Objective:	—

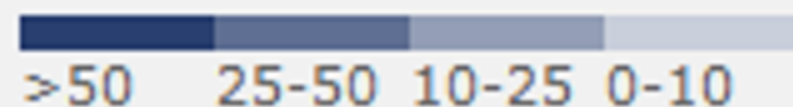
Base Currency:	INR
ISIN:	INF754K01EA4
Minimum Initial Purchase:	₹ 5,000
Purchase Constraints:	—

Incept:	27-06-2014
Type:	MF
Total Assets:	₹ 30,757.61 mil

Equity Style

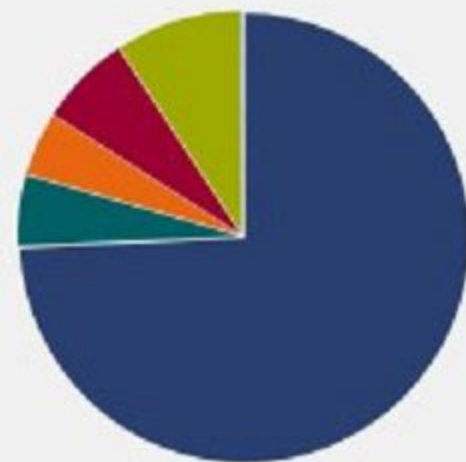
4	28	50	Large Mid Small
3	5	5	
3	1	1	
Value	Core	Growth	

	Portfolio
Avg Market Cap (₹mil)	1,513,300.37
Price/Earnings	20.16
Price/Book	2.96
Price/Sales	2.49
Price/Cashflow	14.61

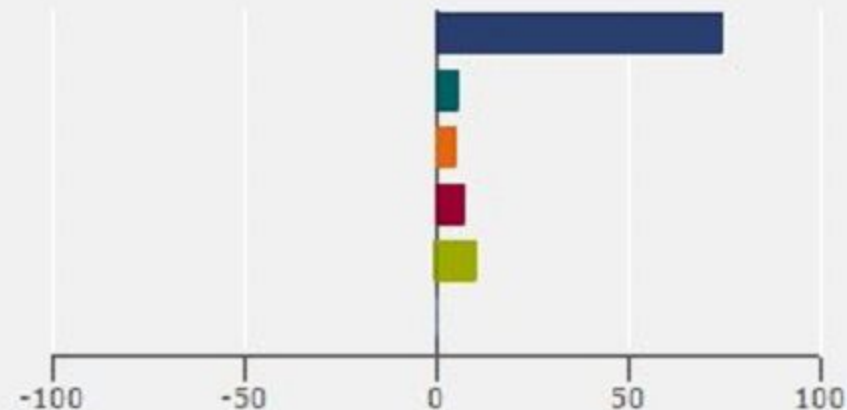


Asset Allocation

Net %



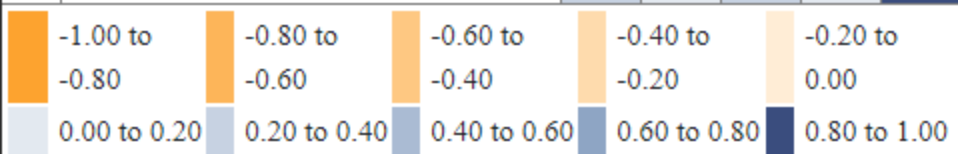
Long-Short-Net %





Asset Class	Long %	Short %	Net %
Domestic Equity	74.28	0.00	74.28
International Equity	5.14	0.00	5.14
Fixed Income	4.65	0.00	4.65
Gold	6.68	0.00	6.68
Cash	9.77	0.61	9.16
Others	0.10	0.00	0.10
Total	100.61	0.61	100.00

Common Holdings

		1	2	3	4	5
1	SBI Bluechip Reg Gr	1				
2	Parag Parikh Long Term Equity Reg Gr	0.19	1			
3	Nippon India Large Cap Gr	0.42	0.2	1		
4	Nippon India Growth Gr	0.13	0.07	0.16	1	
5	Motilal Oswal Multicap 35 Reg Gr	0.37	0.08	0.21	0.03	1



Ranked by: ascending Name

Name	Identifier	Market Value(INR)	Portfolio Weight %	Type	Fixed Income Style Box	Yield 12 Mo	SEC Yield	Average Maturity	Yield to Maturity	Modified Duration	Average Effective Duration	Average Credit Quality	AAA	AA	A
1. IDFC Cash Dir Gr	F00000PCT1	10,044.08	50.10	MF		0.00	—	0.10	4.38	0.10	—	AAA	100.00	0.00	0.00
2. L&T Ultra Short Term Dir Gr	F00000PD13	10,005.49	49.90	MF		0.00	—	0.54	5.73	0.52	—	AAA	100.00	0.00	0.00
Aggregate:	—	20,049.57	—	—	—	0.00	—	0.54	5.73	0.52	—	AAA	100.00	0.00	0.00

Ranked by: ascending Name

	Name	BBB	BB	B	Below B	NR/NA	Government %	Corporate %	Securitized %	Municipal %	Cash & Equivalents %	Derivative %
1.	IDFC Cash Dir Gr	0.00	0.00	0.00	0.00	0.00	12.83	21.03	0.00	0.00	66.14	0.00
2.	L&T Ultra Short Term Dir Gr	0.00	0.00	0.00	0.00	0.00	4.06	71.43	1.81	0.00	22.70	0.00
	Aggregate:	0.00	0.00	0.00	0.00	0.00	4.06	71.43	1.81	0.00	22.70	0.00

Ranked by: ascending Name

	Name	Credit Analysis Date	Average Weighted Coupon	Average Weighted Price
1.	IDFC Cash Dir Gr	30-04-2020	—	—
2.	L&T Ultra Short Term Dir Gr	30-04-2020	8.14	—
Aggregate:		—	8.14	—

IDFC Cash Dir Gr (INR)

Standard Index
CRISIL Liquid Fund
TR INR

Category Index
—

Morningstar Cat
Liquid

Performance 31-05-2020

Quarterly Returns	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total %
2018	1.75	1.77	1.83	1.86	7.41
2019	1.75	1.71	1.48	1.30	6.39
2020	1.35	—	—	—	2.17
Trailing Returns	1 Yr	3 Yr	5 Yr	10 Yr	Incept
Total Return	5.59	6.63	7.02	—	7.70
+/- Std Index	-0.44	-0.25	-0.09	—	—
+/- Cat Index	—	—	—	—	—
% Rank Cat	19	21	15	—	—
No. in Cat	603	512	438	—	—

Performance Disclosure

The Overall Morningstar Rating is based on risk-adjusted returns, derived from a weighted average of the three-, five-, and 10-year (if applicable) Morningstar metrics.

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate thus an investor's shares, when sold or redeemed, may be worth more or less than their original cost.

Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call +91 22 66289999 or visit www.idfcmf.com.

Fees and Expenses

Sales Charges

Front-End Load %	0.00
Deferred Load %	0.01
0 - 1 Days	0.01
1 - 2 Days	0.01
2 - 3 Days	0.01
3 - 4 Days	0.01
4 - 5 Days	0.01
5 - 6 Days	0.00
More Than 6 Days	0.00

Fund Expenses

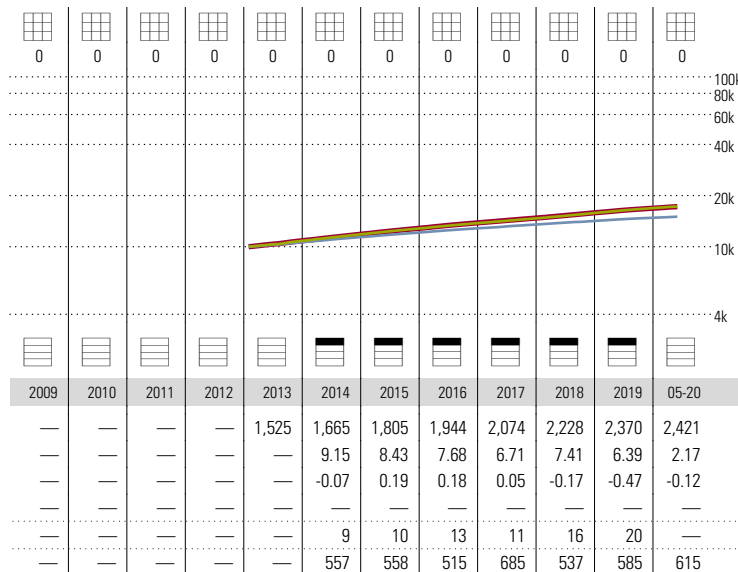
Management Fees %	NA
Net Expense Ratio %	0.05

Risk and Return Profile

	3 Yr 512 funds	5 Yr 438 funds	10 Yr 201 funds
Morningstar Rating™	—	—	—
Morningstar Risk	—	—	—
Morningstar Return	—	—	—
	3 Yr	5 Yr	10 Yr
Standard Deviation	0.26	0.28	—
Mean	6.63	7.02	—
Sharpe Ratio	13.89	14.47	—
MPT Statistics	Standard Index	Best Fit Index	
Alpha	0.31	—	—
Beta	0.84	—	—
R-Squared	81.09	—	—
Potential Cap Gains Exp	—	—	—

Operations

Family:	IDFC Asset Management Company Limited
Manager:	Multiple
Tenure:	4.8 Years
Objective:	—



Investment Style
Equity
Stocks %

Growth of ₹10,000

■ IDFC Cash Dir Gr
17,214
— Category Average
15,016
— Standard Index
17,264

Performance Quartile
(within category)

History

NAV/Price	2,421
Total Return %	2.17
+/- Standard Index	-0.12
+/- Category Index	—
% Rank Cat	615
No. of Funds in Cat	615

Portfolio Analysis 30-04-2020

Asset Allocation %



Equity Style

Value	Blend	Growth
Large	—	—
Mid	—	—
Small	—	—

Portfolio Statistics

	Port Avg	Rel Index	Rel Cat
P/E Ratio TTM	—	—	—
P/C Ratio TTM	—	—	—
P/B Ratio TTM	—	—	—
Geo Avg Mkt Cap ₹ mil	—	—	—

Fixed-Income Style

Intd	Mod	Ext
High	—	—
Mid	—	—
Low	—	—

Avg Eff Maturity	0.10
Modified Duration	0.10
Avg Wtd Coupon	—
Yield to Maturity	4.38

Credit Quality Breakdown 30-04-2020

	Bond %
AAA	100.00
AA	0.00
A	0.00
BBB	0.00
BB	0.00
B	0.00
Below B	0.00
NR	0.00

Regional Exposure

	Stocks %	Rel Std Index
Americas	—	—
Greater Europe	—	—
Greater Asia	—	—

Share Chg since 03-2020	Share Amount	Holdings : 0 Total Stocks , 0 Total Fixed-Income, 272% Turnover Ratio	Net Assets %
-------------------------	--------------	---	--------------

Sector Weightings

	Stocks %	Rel Std Index
Cyclical	—	—
Basic Materials	—	—
Consumer Cyclical	—	—
Financial Services	—	—
Real Estate	—	—
Sensitive	—	—
Communication Services	—	—
Energy	—	—
Industrials	—	—
Technology	—	—
Defensive	—	—
Consumer Defensive	—	—
Healthcare	—	—
Utilities	—	—

L&T Ultra Short Term Dir Gr (INR)

Overall Morningstar Rtg™
★★★★★
250 Ultra Short Duration

Standard Index
CRISIL Liquid Fund
TR INR

Category Index
—

Morningstar Cat
Ultra Short Duration

Performance 31-05-2020

Quarterly Returns	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total %
2018	1.89	1.63	1.72	2.32	7.79
2019	2.11	1.83	2.10	1.61	7.88
2020	1.66	—	—	—	3.28
Trailing Returns	1 Yr	3 Yr	5 Yr	10 Yr	Incept
Total Return	7.70	7.68	8.01	—	8.48
+/- Std Index	1.67	0.80	0.90	—	—
+/- Cat Index	—	—	—	—	—
% Rank Cat	7	8	7	—	—
No. in Cat	324	250	234	—	—

Performance Disclosure

The Overall Morningstar Rating is based on risk-adjusted returns, derived from a weighted average of the three-, five-, and 10-year (if applicable) Morningstar metrics.

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate thus an investor's shares, when sold or redeemed, may be worth more or less than their original cost.

Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call +91 22 66554000 or visit www.ltmf.com.

Fees and Expenses

Sales Charges

Front-End Load %	0.00
Deferred Load %	0.00
More Than 0 Years	0.00

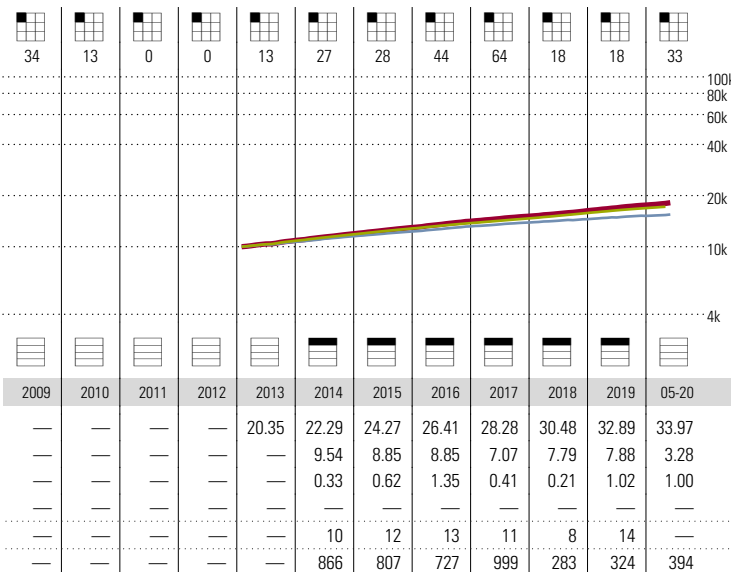
Fund Expenses

Management Fees %	NA
Net Expense Ratio %	0.22

Risk and Return Profile

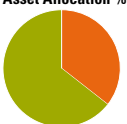
	3 Yr 250 funds	5 Yr 234 funds	10 Yr 65 funds
Morningstar Rating™	5★	5★	—
Morningstar Risk	-Avg	-Avg	—
Morningstar Return	High	High	—
	3 Yr	5 Yr	10 Yr
Standard Deviation	0.56	0.57	—
Mean	7.68	8.01	—
Sharpe Ratio	7.31	7.53	—

MPT Statistics	Standard Index	Best Fit Index
Alpha	-0.33	—
Beta	1.31	—
R-Squared	31.85	—
Potential Cap Gains Exp	—	—



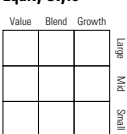
Portfolio Analysis 30-04-2020

Asset Allocation %



Domestic Equity	0.00
International Equity	0.00
Fixed Income	35.57
Gold	0.00
Cash	64.43
Others	0.00

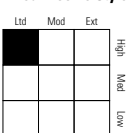
Equity Style



Portfolio Statistics

	Port Avg	Rel Index	Rel Cat
P/E Ratio TTM	—	—	—
P/C Ratio TTM	—	—	—
P/B Ratio TTM	—	—	—
Geo Avg Mkt Cap ₹ mil	—	—	—
Avg Eff Maturity	0.54	—	—
Modified Duration	0.52	—	—
Avg Wtd Coupon	—	—	—
Yield to Maturity	5.73	—	—

Fixed-Income Style



Credit Quality Breakdown 30-04-2020

	Bond %
AAA	100.00
AA	0.00
A	0.00
BBB	0.00
BB	0.00
B	0.00
Below B	0.00
NR	0.00

Regional Exposure

	Stocks %	Rel Std Index
Americas	—	—
Greater Europe	—	—
Greater Asia	—	—

Share Chg since 03-2020	Share Amount	Holdings : 0 Total Stocks, 11 Total Fixed-Income, 541% Turnover Ratio	Net Assets %
—	1,000	Reliance Industries Limited	6.22
—	100	Housing Development Finance Corpor	6.20
—	750	Small Industries Development Bank	4.78
—	650	NTPC Limited	4.09
—	500	LIC HOUSING FINANCE LIMITED	3.12
—	500	LIC HOUSING FINANCE LIMITED	3.11
—	400	Bajaj Finance Limited	2.49
—	250	Rural Electrification Corporation	1.56
—	11	FIRST BUSINESS RECEIVABLES TRUST	0.64
—	10	FIRST BUSINESS RECEIVABLES TRUST	0.60
—	10	FIRST BUSINESS RECEIVABLES TRUST	0.59
—	0	Reliance Industries Limited	0.00

Sector Weightings

	Stocks %	Rel Std Index
Cyclical	—	—
Basic Materials	—	—
Consumer Cyclical	—	—
Financial Services	—	—
Real Estate	—	—
Sensitive	—	—
Communication Services	—	—
Energy	—	—
Industrials	—	—
Technology	—	—
Defensive	—	—
Consumer Defensive	—	—
Healthcare	—	—
Utilities	—	—

Operations

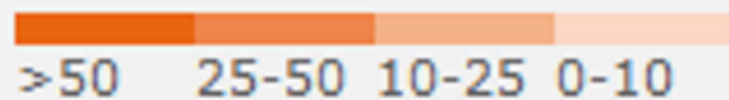
Family:	L&T Investment Management Ltd
Manager:	Multiple
Tenure:	6.0 Years
Objective:	—

Base Currency:	INR
ISIN:	INF917K01HS2
Minimum Initial Purchase:	₹10,000
Min Auto Investment Plan:	₹0

Purchase Constraints:	—
Incept:	01-01-2013
Type:	MF
Total Assets:	₹16,162.06 mil

Fixed-Income Style

100	0	0	High
0	0	0	Med
0	0	0	Low
Ltd	Mod	Ext	



Average Effective Duration (Yrs)

Portfolio

-

Average Effective Maturity (Yrs)

0.54

Average Credit Quality

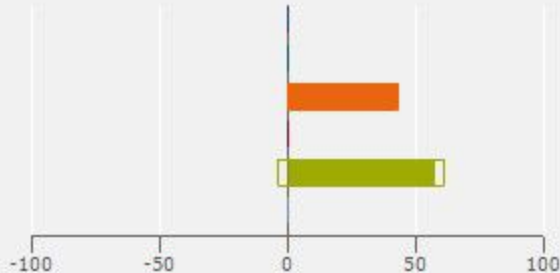
AAA

Asset Allocation

Net %



Long-Short-Net %



Asset Class	Long %	Short %	Net %
Domestic Equity	0.00	0.00	0.00
International Equity	0.00	0.00	0.00
Fixed Income	43.33	0.00	43.33
Gold	0.00	0.00	0.00
Cash	60.86	4.19	56.67
Others	0.00	0.00	0.00
Total	104.19	4.19	100.00

Correlation Matrix 31-07-2017 to 31-07-2020: Client Aggregate

Report Currency

INR

Correlation Matrix 3 Year

1								
1								
2	0.03							
3	0.84	-0.01						
4	-0.20	-0.42	-0.15					
5	-0.15	-0.22	-0.16	0.37				
6	0.94	0.05	0.94	-0.21	-0.15			
7	-0.20	-0.41	-0.14	0.98	0.50	-0.19		
8	0.83	0.08	0.91	-0.36	-0.19	0.89	-0.34	
9	0.92	-0.01	0.81	-0.23	-0.23	0.92	-0.24	0.80

Investment Key

- 1 Axis Midcap Dir Gr (INR)
- 2 HDFC Gold Dir Gr (INR)
- 3 HDFC Index Sensex Dir (INR)
- 4 IDFC Cash Dir Gr (INR)
- 5 L&T Ultra Short Term Dir Gr (INR)
- 6 Mirae Asset Emerging Bluechip Dir Gr (INR)
- 7 Nippon India Liquid Dir Gr (INR)
- 8 Parag Parikh Long Term Equity Dir Gr (INR)
- 9 SBI Small Cap Fund Dir Gr (INR)

Degree of Correlation

High	Moderate	None	Moderately Negative	Highly Negative
0.70 to 1.00	0.11 to 0.69	0.10 to -0.10	-0.11 to -0.69	-0.70 to -1.00

The Correlation Matrix demonstrates the relationship of return patterns among investments. It is based upon the correlation coefficient, a number between -1.0 and 1.0. A perfect negative linear relationship between two investments has a correlation of -1.0, whereas a perfect positive linear relationship exists with a correlation of 1.0.

A correlation coefficient of 0.0 indicates no linear relationship between the investments. Correlation information can be valuable in assessing the diversification effect of combining an investment with other investing options.





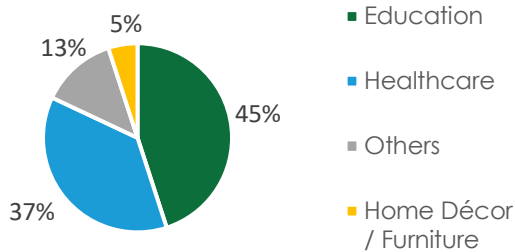
For every Borrower, there is a Lender

PORTFOLIO FACT SHEET

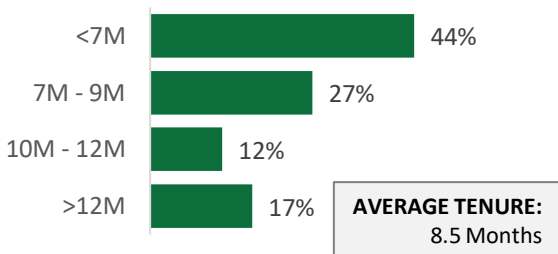
As on 30th April, 2020

Private & Confidential

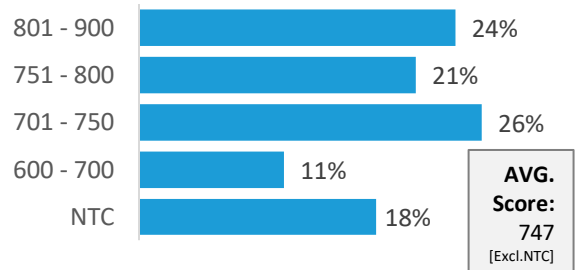
SEGMENT WISE DISBURSAL



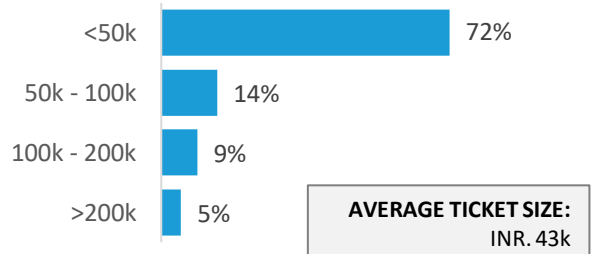
TENURE OF LOANS (IN MONTHS)



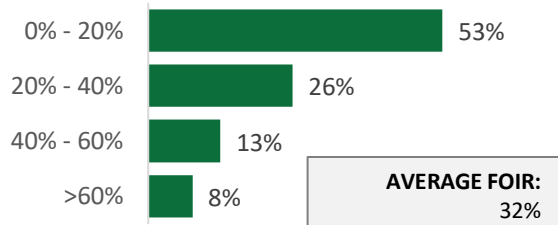
CREDIT SCORECARD



LOANS DISBURSED BY TICKET SIZE [INR]



BORROWER'S [FOIR] SCORECARD



FOIR (Fixed Obligations to Income Ratio) is a popular parameter which Banks / NBFCs use to determine loan eligibility.

FOIR takes into account all the fixed obligations that a borrower is supposed to meet regularly on a monthly basis.

Analysis of Credit Growth in FY20

As per recently released RBI data the overall loan book of 39 scheduled commercial banks, which account for 90% of the Total Non-Food Credit deployed, grew by ~6.7% in FY20. The comparable credit growth in FY19 was 12.3%; pointing towards a steep deceleration in credit growth in FY20. Each of the three segments that comprise the total lending book i.e. Agriculture and Allied activities, Corporate Loans and Personal Loans (Retail Loans) saw varying degrees of slowdown in loan book growth in FY20 compared to FY19.

Corporate Loans: These include loans given to manufacturing firms and service industries. Manufacturing firms are further classified into small & micro, medium and large. Credit growth for all three sub-segments has ranged between -0.7% to 1.7% with combined growth coming in at a dismal 0.7%. Services segment was the saving grace within the corporate loans segment clocking in 7.4% growth albeit a sharp decrease from 17.8% loan growth seen in FY19. However if one digs deeper, NBFCs that were forced to shift their borrowing from the CP market to banks, account for ~93% of the incremental credit offtake in the services segment in FY20; though they accounted for just over a quarter of the total borrowings outstanding in the services segment at the end of FY19. Rest of the services sub-segments effectively grew at just under 1% in FY20 declining from 14% growth in FY19.

Retail Loans: Facing weak credit demand from the corporate segment, banks maintained / sharpened their focus on retail loans as a channel for growth. Overall credit growth was at ~15% in FY20 slowing marginally from 16.4% in FY19. Loan book growth was strong in Credit Cards (22.5%), Personal Loans (19.7%) and Housing Loans (15.4%).

Impact of COVID-19 and FY21 Outlook

Our economy was slowing down over the last couple of years due to weak demand. The socio-economic disruption caused by the Covid-19 pandemic has further soured demand outlook. Resultantly, most firms that were already operating below full capacity will postpone capacity expansion plans indefinitely, resulting in weak credit demand. Driven by the heightened economic uncertainty, many firms are looking at deleveraging their balance sheet by paring down debt. Key example being Reliance Industries which has raised nearly Rs. 60,000 crores by diluting some stake in Reliance Jio with the intention of becoming net debt free by 2021.

As a result, incremental credit demand from relatively unimpacted firms is likely to be weak or negative; whereas firms that saw a sharp decline in sales and have been deeply impacted by the pandemic will need further credit to finance their stretched working capital cycles, meet fixed expenses and repay/rollover existing debt obligations. Hence, even with banking liquidity at all-time highs, credit markets will remain polarised and witness widening of credit spreads i.e. interest rates for strong corporates will decline with credit availability remaining strong while weaker firms will be forced to borrow the limited credit available at higher rates to avoid defaulting on existing debt and other fixed expense obligations.

Laced with uncertainty around salary cuts and job-losses, individuals are expected to become cautious with consumer spends in the near future. As consumers delay large-ticket purchases, demand for Housing Loans which account for over half the outstanding retail credit is likely to be impacted. Demand for unsecured credit i.e. personal loans and credit cards is expected to be relatively less impacted. Banks are however expected to sharpen their underwriting norms for both unsecured loans (lower leverage, approvals ratios and FOIR) and secured loans (lower LTV and ticket sizes).

The weak overall demand from all segments combined with a cautious stance by Banks, is likely to result in credit growth remaining muted in FY21.

Company Name: [REDACTED]

Trustee: [REDACTED]

Escrow: [REDACTED]

Minimum Investment per PAN: INR. 1 Lakh

Maximum Investment per PAN: INR. 10 Lakh

Disclaimers: This Fact Sheet dated 30th April 2020 has been prepared by [REDACTED] is based on internal data, publicly available information and other sources believed to be reliable. Any calculations made are approximations, meant as guidelines only, which you must confirm before relying on them. The information contained in this document is for general purposes only. The document is given in summary form and does not purport to be complete. The document does not have regard to specific lending objectives, financial situation and the particular needs of any specific person who may receive this document. The information/data herein alone are not sufficient and should not be used for the development or implementation of a lending strategy. The statements contained herein may include statements of future expectations and other forward-looking statements that are based on our current views and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Past performance may or may not be sustained in future. [REDACTED] or any person connected with them, accepts any liability arising from the use of this document. The recipient(s) before acting on any information herein should make his/her/their own investigation and seek appropriate professional advice and shall alone be fully responsible / liable for any decision taken on the basis of information contained herein.

Estate & Tax Planning

ESTATE PLANNING

What makes up your Estate?

Anything you Own or anything which you will Own After Your Death forms a part of Your Estate.

Some questions for you:

- Do You want to have Full Control over your Property while you are Alive?
- Do you want to take care of your Loved Ones and Yourself if you become Disabled?
- Do You want to “Give what You want, to whom You want the way You want and when You want on your Death”?
- Do you want to save every last professional fee, transfer cost and court cost related to Transfer of Your Wealth?

If you answer is YES, then you need to learn about Estate Planning.

What is Estate Planning?

Estate Planning is a systematic plan to distribute one’s estate according to one’s wishes in future. The ultimate goal of Estate Planning is to fulfill the estate owner’s wishes as closely as possible.

Why have a Estate Plan?

- •To clearly give one's property as per one’s wishes.
- •To avoid the application of Succession Laws causing complications.
- •To minimize disputes in the Family after Death

Do You Require Estate Planning?

- Would your Heirs know about your Assets, Liabilities, Rights, Digital Assets etc. if you Pass Away or become Incapacitated?
- Who will be able to access your Wealth if you become Incapacitated?
- Who will get your assets after you pass away?
- Do you know Who are your Legal Heirs?
- Who will get Custody of your Minor Children & their Assets if You and Your Spouse Pass Away?
- In case You and Your Partner have to undergo Divorce, are your assets protected from the Separating Partner?
- Will there be enough cash required to take care of your family after you pass away, if your estate goes into litigation?
- Are you Leaving Behind, Unpaid Taxes, Debt or Disputes?

If you do not know the Answers to these Questions, then you need Estate Planning?

What Happens When You Haven’t Done Estate Planning?

- Suppose, if you die without a WILL, it means you have died “intestate.” When this happens, the intestacy laws of the country/state where you reside and/or the succession laws of the

religion the person belongs will determine how your property is distributed upon your death. This includes any bank accounts, securities, real estate, and other assets you own at the time of death.

- Unnecessary Court Proceedings & Legal Costs.
- Delays and Distress for Loved Ones.
- Inheritances Wasted.
- Your Family can lose most of what it took you a lifetime to build.

Some of the reasons to have a Estate Planning

- To choose who gets your assets when you die.
- To choose who should be in charge of your minor children.
- To protect you hard earned assets.
- To protect your loved ones from creditors.
- To choose who will make your decision in the event of mental or physical disability.

In absence of proper estate planning, the Court or the State will make these decisions for you in accordance with the law and not in accordance to your wishes. The cost of NOT having a Estate Plan is much higher (to the legal heirs) if you die without making one, in terms of money, time, mental agony, inconvenience, strained relationships, enmity amongst them for life, etc.

Some of the tools that can address the issues

- WILLS
- Power of Attorney
- Asset Inventory
- Letter of Guardianship
- Minor Beneficiary Trust
- Asset Protection Trust
- Special Child Trust
- Family Trust

Other different types of Trusts as per your objectives.

You are advised to take help of a professional Estate Planner/ Estate Planning firm before taking any action.

Tax Planning

Tax planning is an important part of a financial plan. Whether you are a salaried individual, a professional or a businessman, you can save taxes to certain extent through proper tax planning.

The Indian Income Tax act allows for certain Tax Deductions / Tax Exemptions which can be claimed to save tax. You can subtract tax deductions from your Gross Income and your taxable income gets reduced to that extent.

Effective from FY 2020-21, an individual tax assessee will have an option to go for new Tax Slab Rates by foregoing the existing Income Tax Deductions and Exemptions, like HRA, Section 80C, Home loan tax benefits etc.,

So, to avail the below new tax regime, which is optional, taxpayers will have to let go of income tax exemptions.

- Income below Rs 2.5 lakh will continue to remain tax-exempt.
- Income between Rs 2.5 to Rs 5 lakh will be taxed at 5% but will continue to get Section 87a rebate, hence no tax liability.
- Under the new regime, taxpayers will pay 10%, 15%, 20% and 25% for incomes between Rs 5 to Rs 7.5 lakh, Rs 7.5 to Rs 10 lakh, Rs 10 to Rs 12.5 lakh and Rs 12.5 to Rs 15 lakh, respectively.

New Income Tax slabs & rates: FY 2020-21 (A.Y. 2021-22)	
<i>Income Slabs</i>	<i>Tax Rates</i>
Upto Rs. 250000	Nil
Rs. 250001 to Rs. 500000	5% (with tax rebate u/s 87A)
Rs. 500001 to 750000	10%
Rs. 750001 to Rs. 1000000	15%
Rs. 1000001 to Rs. 1250000	20%
Rs. 1250001 to Rs. 1500000	25%
Above Rs. 1500000	30%
To opt for new tax regime, one has to forego the tax exemptions available under old regime.	

In case, you wish to claim your IT deductions and exemptions then your income will be subject to tax as per the income tax slab rates (*as below*);

Income Tax Slab & Rates - Financial Year 2020-21 (Assessment Year 2021-2022)			
Income Slabs	General Category (non-senior citizens)	Senior citizens (60 years & above, but below 80 years)	Very senior citizens (80 years & above)

	Income Tax rates		
Upto Rs. 2,50,000	Nil	Nil	Nil
Rs. 2,50,001 to Rs. 3,00,000	5%	Nil	Nil
Rs. 3,00,001 to Rs. 5,00,000	5%	5%	Nil
Rs. 5,00,001 to Rs. 10,00,000	20%	20%	20%
Rs. 10,00,001 & above	30%	30%	30%

Taxable income upto Rs. 5,00,000/- will qualify for full tax rebate.

Income Tax Deductions List FY 2020-21 / AY 2021-22 (Chapter VI-A deductions list)

Section 80c

The maximum tax exemption limit under Section 80C has been retained as Rs 1.5 Lakh only. The various investment avenues or expenses that can be claimed as tax deductions under section 80c are as below;

- PPF (*Public Provident Fund*)
- EPF (*Employees' Provident Fund*)
- Five year Bank or Post office Tax saving Deposits
- NSC (*National Savings Certificates*)
- ELSS Mutual Funds (*Equity Linked Saving Schemes*)
- Kid's Tuition Fees
- SCSS (*Post office Senior Citizen Savings Scheme*)
- Principal repayment of Home Loan
- NPS (*National Pension System*)
Income Tax benefits are currently available on Tier-1 deposits only (FY 2018-19). The contributions by the government employees (only) under Tier-II of NPS will also be covered under Section 80C for deduction up to Rs 1.5 lakh for the purpose of income tax, with a three-year lock-in period. This is w.e.f April, 2019.
- Life Insurance Premium
- Sukanya Samriddhi Account Deposit Scheme

Section 80CCC

Contribution to annuity plan of LIC (*Life Insurance Corporation of India*) or any other Life Insurance Company for receiving pension from the fund is considered for tax benefit. The maximum allowable Tax deduction under this section is Rs 1.5 Lakh.

Section 80CCD

Employee can contribute to Government notified Pension Schemes (*like National Pension Scheme – NPS*). The contributions can be upto 10% of the salary (salaried individuals) and Rs 50,000 additional tax benefit u/s 80CCD (1b) was proposed in Budget 2015.

The self-employed (*individual other than the salaried class*) can contribute up to 20% of their gross income and the same can be deducted from the taxable income under Section 80CCD (1) of the Income Tax Act, 1961.

To claim this deduction, the employee has to contribute to Govt recognized Pension schemes like NPS. The 10% of salary limit is applicable for salaried individuals only and Gross income is applicable for non-salaried. The definition of Salary is only 'Dearness Allowance.' If your employer also contributes to Pension Scheme, the whole contribution amount (*10% of salary*) can be claimed as tax deduction under Section 80CCD (2).

The Centre will contribute 14% of basic salary to Govt employees' pension corpus, up from 10%. This is w.e.f April, 2019.

Kindly note that the Total Deduction under *section 80C*, 80CCC and 80CCD(1) together cannot exceed Rs 1,50,000 for the financial year 2018-19. The additional tax deduction of Rs 50,000 u/s 80CCD (1b) is over and above this Rs 1.5 Lakh limit.

Contributions to '[Atal Pension Yojana](#)' are eligible for Tax Deduction under section 80CCD.

Section 80D

In the union budget 2018, the government of India had proposed the below changes with respect to deductions available on Health Insurance and/or towards Medical treatment. This continues for FY2020-21.

- **Health Insurance & Senior Citizens :**
 - Under Section 80D an assessee, being an individual or a Hindu undivided family, can claim a deduction in respect of payments towards annual

premium on health insurance policy, preventive health check-up or medical expenditure in respect of senior citizen (*above 60 years of age*).

- **Single premium Health Insurance policy / Multi-year Mediclaim policy :**
 - In case of single premium health insurance policies having cover of more than one year, it is proposed that the deduction shall be allowed on proportionate basis for the number of years for which health insurance cover is provided, subject to the specified monetary limit.

The below limits are applicable for Financial Year 2020-2021 (or) Assessment Year (2021-2022) u/s 80D.

Health Insurance Policy Premium & Sec. 80D tax benefits for FY 2020-21 (AY 2021-22)			
Scenarios	Health insurance premium paid for & maximum tax deduction limits		Total deduction u/s 80D
	Self, spouse & dependent children	Parents (whether dependent or not)	
No one in your family has attained 60 years of age	upto Rs. 25,000	upto Rs. 25,000	Rs. 50,000
The eldest member in your family (yourself, spouse and dependent children) is less than 60 years & Your parents (either mother or father) are above 60 years of age)	upto Rs. 25,000	upto Rs. 50,000*	Rs. 75,000
The eldest member in your family (yourself, spouse and dependent children) has attained 60 years & Your parents (either mother or father) are above 60 years of age)	upto Rs. 50,000*	upto Rs. 50,000*	Rs. 1,00,000

*Nature of amount spent can be towards medical expenditure as well.

Preventive health checkup (*Medical checkups*) expenses to the extent of Rs 5,000/- per family can be claimed as tax deductions. Remember, this is not over and above the

individual limits as explained above. (*Family includes: Self, spouse, parents and dependent children*).

Section 80DD

You can claim up to Rs 75,000 for spending on medical treatments of your dependents (*spouse, parents, kids or siblings*) who have 40% disability. The tax deduction limit of upto Rs 1.25 lakh in case of severe disability can be availed.

To claim this deduction, you have to submit [Form no 10-IA](#).

Section 80DDB

An individual (*less than 60 years of age*) can claim upto Rs 40,000 for the treatment of specified critical ailments. This can also be claimed on behalf of the dependents. **The tax deduction limit under this section for Senior Citizens and very Senior Citizens (*above 80 years*) has been revised to Rs 1,00,000** wef FY 2018-19.

To claim Tax deductions under Section 80DDB, it is mandatory for an individual to obtain 'Doctor Certificate' or 'Prescription' from a specialist working in a Govt or Private hospital.

For the purposes of section 80DDB, the following shall be the eligible diseases or ailments:

- Neurological Diseases where the disability level has been certified to be of 40% and above;
 - (a) Dementia
 - (b) Dystonia Musculorum Deformans
 - (c) Motor Neuron Disease
 - (d) Ataxia
 - (e) Chorea
 - (f) Hemiballismus
 - (g) Aphasia
 - (h) Parkinson's Disease
- Malignant Cancers

- Full Blown Acquired Immuno-Deficiency Syndrome (AIDS) ;
- Chronic Renal failure
- Hematological disorders
 1. Hemophilia
 2. Thalassaemia

Section 24 (B) *(Loss under the head Income from House Property)*

- From FY 2017-18, the Tax benefit on loan repayment of second house is **restricted to Rs 2 lakh per annum** only *(even if you have multiple houses the limit is still going to be Rs 2 Lakh only and the ceiling limit is not per house property)*.
- The unclaimed loss if any will be carried forward to be set off against house property income of subsequent 8 years. In most of the cases, this can be treated as '**dead loss**'.
- I believe that this is a major blow to the investors who have bought multiple houses on home loan(s) with an intention to save taxes alone.
- Until FY 2016-17, interest paid on your housing loan is eligible for the following tax benefits ;
 - Municipal taxes paid, 30% of the net annual income *(standard deduction)* and interest paid on the loan taken for that house are allowed as deductions.
 - After these deductions, your rental income can be **NIL** or **NEGATIVE** and is called 'loss from house property' in the latter case.
 - Such loss is currently allowed to be set off against other heads of income like Income from Salary or Business etc. which helps you to lower your tax liability substantially.
- Now no tax on notional rent on **Second Self-occupied house**. So, you can now hold 2 Self-occupied properties and don't have to show the rental income from second SoP as notional rent. This is with effect from FY 2019-20.

Section 80E

If you take any loan for higher studies *(after completing Senior Secondary Exam)*, tax deduction can be claimed under Section 80E for interest that you pay towards your Education Loan. This loan should have been taken for higher education for you, your spouse or your children or for a student for whom you are a legal guardian. Principal Repayment on educational loan cannot be claimed as tax deduction.

There is no limit on the amount of interest you can claim as deduction under section 80E. The deduction is available for a maximum of 8 years or till the interest is paid, whichever is earlier.

New [Section 80EEB](#) Income Tax Deduction of Rs 1.5 Lakh on Loan taken to purchase Electronic Vehicle

A new Tax deduction of up to Rs 1.5 lakh has been proposed on Interest paid on Loans taken to purchase Electronic Vehicles.

[Section 80G](#)

Contributions made to certain relief funds and charitable institutions can be claimed as a deduction under Section 80G of the Income Tax Act. This deduction can only be claimed when the contribution has been made via cheque or draft or in cash. In-kind contributions such as food material, clothes, medicines etc do not qualify for deduction under section 80G.

The donations made to any Political party can be claimed under section 80GGC.

W.e.f FY 2017-18, the limit of deduction under section 80G / 80GGC for donations made in cash is reduced from current Rs 10,000 to Rs 2,000 only.

If you want to donate some fund to a political party of your choice, you can do so in cash of up to Rs 2,000. Beyond that you cannot donate the amount in cash mode. It can be done through [Electoral Bonds](#).

[Section 80GG](#)

The Tax Deduction amount under 80GG is Rs 60,000 per annum. Section 80GG is applicable for all those individuals who do not own a residential house & do not receive HRA (*House Rent Allowance*).

The extent of tax deduction will be limited to the least amount of the following;

- Rent paid minus 10 percent the adjusted total income.
- Rs 5,000 per month.
- 25 % of the total income.

*(If you are claiming **HRA** (House Rent Allowance) of more than Rs 50,000 per month (or) paying rent which is more than Rs 50,000 then the tenant has to deduct TDS @ 5%. It has been proposed that the tax could be deducted at the time of credit of rent for the last month of the tax year or last month of tenancy, as applicable.)*

[Rebate under Section 87A](#)

Tax rebate of Rs 12,500 for individuals with **income of up to Rs 5 Lakhs**. Only Individual Assesses earning net taxable income up to Rs 5 lakhs are eligible to enjoy tax rebate u/s 87A.

- **For Example :** Suppose your yearly pay comes to Rs 6,50,000 and you claim Rs 1,50,000 u/s 80C. The total net income in your case comes to Rs 5,00,000 which makes you eligible to claim tax rebate of Rs 12,500.
- The amount of tax rebate u/s 87A is restricted to maximum of Rs 12,500. In case the computed tax payable is less than Rs 12,500, say Rs 10,000 the tax rebate shall be limited to that lower amount i.e. Rs 10,000 only.
- The Tax Assesse is first required to add all incomes i.e. salary, house income, capital gains, business or profession income and income from other sources and then deduct the eligible tax deduction amounts u/s 80C to 80U and under section 24(b) (*Home Loan Interest*) to come up with the net taxable income.
- If the above net taxable income happens to be less than Rs 5 lakhs then the tax rebate of Rs 12,500 comes in to the picture and should be deducted from the calculated total income tax payable.

Section 80 TTA & new Section 80TTB

For Senior Citizens, the Interest income earned on Fixed Deposits & Recurring Deposits (*Banks / Post office schemes*) will be exempt till Rs 50,000 . This deduction can be claimed under new Section 80TTB. However, no deductions under existing 80TTA can be claimed if 80TTB tax benefit has been claimed .

Section 80TTA of Income Tax Act offers deductions on interest income earned from savings bank deposit of up to Rs 10,000. From FY 2018-19, this benefit will not be available for late Income Tax filers.

- No deduction of **TDS of up to Rs 40,000 on interest income** from Bank / Post office deposits Kindly note that no TDS does not mean no tax liability. Interest income on Deposits (FDs/RDs) is still a taxable income.

Interest income from deposits held with companies will not benefit under this section. This means, senior citizens will not get this benefit for interest income from [corporate fixed deposits](#) us/ 80TTB.

Section 80U

This is similar to Section 80DD. Tax deduction is allowed for the tax assessee who is physically and mentally challenged.

Standard Deduction of Rs 50,000 in-lieu of Medical Allowance

A **standard deduction of Rs 50,000** in lieu of travel, medical expense reimbursement and other allowances for salaried employees and pensioners. To claim this standard deduction, there is no need to submit medical bills to your employer.

As per this new proposal, irrespective of amount of taxable salary the assessee will be entitled to get a deduction of Rs.50,000 or taxable salary, whichever is less. Thus suppose if a person has worked for few days (*or*) months and his salary was just Rs 50,000 for a previous year, then he will be entitled to deduction equal to salary being the same amount. If his salary is less, say Rs 30,000 the deduction shall be restricted to Rs 30,000. If salary exceeds amount of Rs 50,000, the deduction shall be restricted to Rs 50,000.

Section 54

The benefit of rollover of capital gains under section 54 of the Income Tax Act will be increased from investment in one residential house to two residential houses for a tax payer having capital gains up to Rs 2 crore. This benefit can be availed once in a life time.

Under Section 54GB(5) of the Income Tax Act, 1961, long term capital gains on the sale of residential property will be exempt if the sale proceeds are invested in an eligible startup, provided such transfer took place prior to March 31, 2019. This has now been extended to March 2021.

Kindly note that the above 'Income Tax Deductions list for FY 2020-2021' is based on the proposals presented in the Budget 2020-21. Data is subject to change as per the amendments, if any, after it has been presented and passed in the parliament.

Conclusion

It is prudent to avoid last minute tax planning. Do not invest in low-yielding life insurance policies or in any other financial products just to save taxes. It is better you plan your taxes based on your financial goals at the beginning of the Financial Year itself. Plan your taxes from April itself, instead of waiting until late December (or) Jan, Feb or March.

It is fine to pay some taxes when you cannot save or cannot invest in right financial products. But, do not invest just to save TAXES. The cost of buying wrong financial products may outweigh the cost of taxes. Tax Planning is not a goal but a tool. Remember "Tax Planning alone is not Financial Planning."

Also, kindly understand the tax treatment of the selected investment products across the different investment stages (i.e., investment, accrual & withdrawal) and then invest.

Disclaimer: We do not claim to be experts on tax related issues. You are therefore advised to also consult a professional qualified tax expert before taking any action.