

WEALTH

CONVERSATIONS

August 2024





FundsIndia's Wealth Conversations is a visual curation of interesting investment insights.

Here we focus on long-term insights related to Equity, Debt, Gold, Real Estate, Asset Allocation and Diversification.

This can help you set the right expectations, reduce behavioral blindspots, and become a better investor.

We'd be glad if you enjoy reading it as much as we enjoyed creating it.

Happy Investing!

This is published every month on our blog where you can read it along with other interesting insights.

Explore Blog





Long Term Asset Class Performance

Indian Equities have outperformed all other asset classes over the long run



Index (as on 31-Jul-2024)		Compou	nd Annua	alized Re	turns (%)	N	o of time	es your	money :	multiplie	ed
	1 Y	3Y	5Y	10Y	15Y	20Y	1Y	3Y	5Y	10Y	15Y	20Y
India – Equity (Nifty 50 TRI)	27.8	17.9	18.9	13.8	13.2	16.1	1.3x	1.6x	2.4x	3.6x	6.4x	19.7x
US — Equity (S&P 500 TRI in INR)	24.3	14.0	19.6	16.9	18.7	13.9	1.2x	1.5x	2.4x	4.8x	13.1x	13.4x
Gold (in INR)	26.4	14.3	15.6	10.1	10.6	12.8	1.3x	1.5x	2.1x	2.6x	4.5x	11.2x
Real Estate	3.3	5.7	4.8	4.5	6.4	8.4	1.0x	1.2x	1.3x	1.6x	2.5x	5.0x
Debt*	7.4	5.8	6.4	7.2	7.5	7.4	1.1x	1.2x	1.4x	2.0x	2.9x	4.2x

Indian Equities have given 16% returns over 20 years

Indian Equities multiplied ~20 times in 20 years

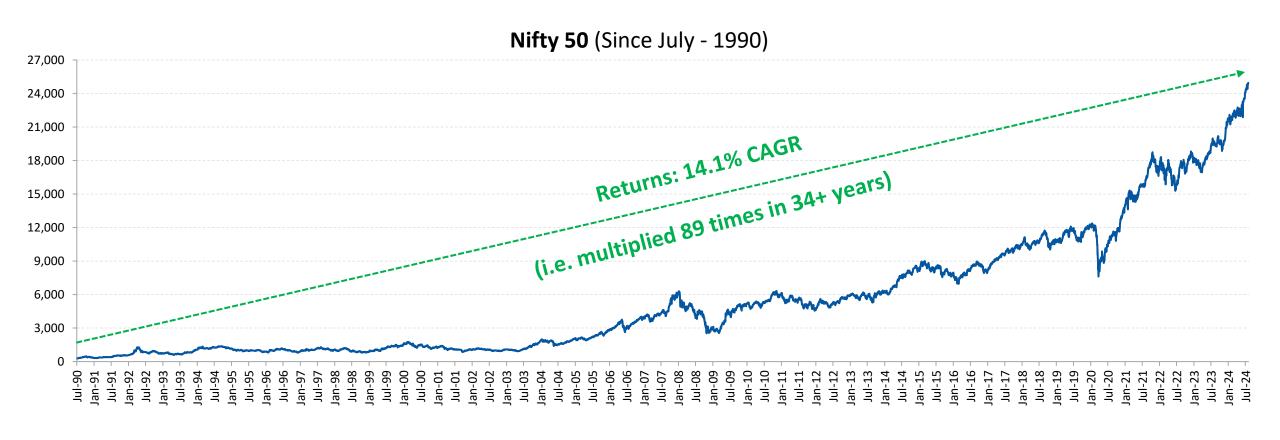




Understanding Equity Returns & Volatility



Indian Equities – The long term story... 14.1% i.e. 89 times in last 34+ years





Mid & Small Caps have delivered 17-19% returns in the last 15 years...



Index		Compou	nd Annu	alized Ret	turns (%)			No of tim	nes your	money n	nultiplied	
(as on 31-Jul-2024)	1 Y	3Y	5Y	10Y	15Y	20Y	1Y	3Y	5Y	10Y	15Y	20Y
						Large Ca	ар					
S&P BSE Sensex TRI	24.5	17.3	18.3	13.6	13.2	16.4	1.2x	1.6x	2.3x	3.6x	6.4x	20.8x
Nifty 50 TRI	27.8	17.9	18.9	13.8	13.2	16.1	1.3x	1.6x	2.4x	3.6x	6.4x	19.7x
Nifty 100 TRI	33.7	18.8	19.6	14.4	13.8	16.5	1.3x	1.7x	2.5x	3.8x	6.9x	21.3x
						Mid Ca	p					
S&P BSE Mid Cap TRI	61.5	29.7	30.4	19.5	17.0		1.6x	2.2x	3.8x	5.9x	10.5x	
Nifty Midcap 150 TRI	55.5	28.7	31.6	21.0	19.1		1.6x	2.1x	3.9x	6.7x	13.7x	
						Small Ca	ар					
S&P BSE Small Cap TRI	59.2	28.4	35.4	19.7	17.0		1.6x	2.1x	4.6x	6.0x	10.5x	
Nifty Smallcap 250 TRI	59.1	26.3	32.6	18.0	16.8		1.6x	2.0x	4.1x	5.2x	10.3x	
						Flexi Ca	р					
Nifty 500 TRI	39.3	21.1	22.3	15.5	14.3	16.8	1.4x	1.8x	2.7x	4.2x	7.4x	22.3x

Many Well Managed Diversified Equity Mutual Funds have 🧇 FundsIndia outperformed Index over long run



Scheme	(Compound	ded Annu	alized Ret	turns (%)		ı	No of Tim	nes Your	Money N	Multiplie	d
(as on 31-Jul-2024)	1 Y	3Y	5Y	10Y	15Y	20Y	1 Y	3Y	5Y	10Y	15Y	20Y
				Large	Сар							
Franklin India Bluechip Fund	31.5	15.0	18.2	12.8	13.0	16.2	1.3x	1.5x	2.3x	3.3x	6.3x	20.3x
HDFC Top 100 Fund	35.5	22.7	19.3	14.2	14.3	18.5	1.4x	1.8x	2.4x	3.8x	7.4x	30.0x
				Mid	Сар							
Franklin India Prima Fund	53.8	23.8	25.0	18.4	19.2	19.7	1.5x	1.9x	3.0x	5.4x	13.9x	36.2x
Nippon India Growth Fund	58.1	29.0	31.3	20.1	17.8	22.0	1.6x	2.1x	3.9x	6.2x	11.6x	53.6x
				Flexi	Сар							
Aditya Birla Sun Life Flexi Cap Fund	36.7	17.3	20.4	15.5	15.1	18.8	1.4x	1.6x	2.5x	4.2x	8.3x	31.3x
Franklin India Flexi Cap Fund	43.6	23.6	24.2	16.8	16.5	19.2	1.4x	1.9x	3.0x	4.7x	9.9x	33.7x
HDFC Flexi Cap Fund	42.2	27.4	23.6	16.1	16.5	19.9	1.4x	2.1x	2.9x	4.5x	9.9x	37.8x

16% to 22% returns over 20 years

Nasdaq 100 has delivered 18.5% returns in the last 20 years



Index (in INR)		Compou	nded An	nualized	Returns			No. of ti	mes your	money m	ultiplied	
(as on 31-Jul-2024)	1Y	3Y	5Y	10Y	15Y	20Y	1Y	3 Y	5Y	10Y	15Y	20Y
NASDAQ 100	26.1	14.3	25.6	22.5	23.8	18.5	1.3x	1.5x	3.1x	7.6x	24.7x	29.9x
S&P 500	24.3	14.0	19.6	16.9	18.7	13.9	1.2x	1.5x	2.4x	4.8x	13.1x	13.4x
MSCI World (represents Developed Markets)	18.6	9.4	14.7	11.2			1.2x	1.3x	2.0x	2.9x		
MSCI Emerging Markets	5.5	-1.5	4.9	3.5			1.1x	1.0x	1.3x	1.4x		

NASDAQ 100 multiplied ~ 30 times in 20 years



83% of the times Indian Equities gave more than 10% returns over 7 years

No instance of negative returns over 7 years - Lowest return is 5%!

	Rolling R	leturns (Comp	ound Annual	ised) for Nifty	50 TRI Since	Inception i.e	Jun-99
	15 Y	12 Y	10 Y	7 Y	5 Y	3 Y	1 Y
_				,			1
Average	14%	14%	14%	15%	15%	15%	16%
Maximum	19%	22%	22%	30%	47%	62%	108%
Minimum	9%	6%	5%	1 5%	-1%	-15%	-55%
<u>.</u>		•		1			
% No. of Times							
Less than 0%	0%	0%	0%	0%	0.1%	7%	24%
Less than 7%	0%	2%	1%	2%	14%	22%	36%
Greater than 7%	100%	98%	99%	98%	86%	78%	64%
Greater than 10%	95%	89%	84%	83%	73%	67%	57%
Greater than 12%	80%	71%	70%	66%	65%	58%	53%
Greater than 15%	34%	32%	40%	37%	37%	43%	46%

80% of the times Indian Equities have tripled in 10-11 years

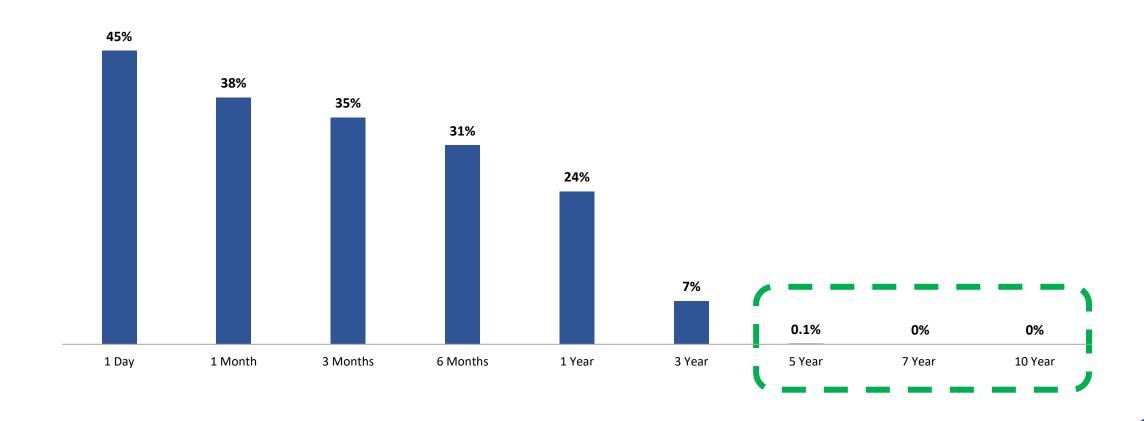


5.6 112.1						No. of Year	S							
Multiply	5 Year	6 Year	7 Year	8 Year	9 Year	10 Year	11 Year	12 Year	13 Year	14 Year	15 Yea			
2 times	38%	65%	80%	93%	95%	98%	100%	100%	100%	100%	100%			
3 times	14% 23% 25% 41% 58% (73% 85%) 92% 93% 100% 1													
4 times	8%	9%	15%	17%	24%	42%	56%	(67%	81%	91%	97%			
5 times	4%	3%	8%	11%	15%	22%	28%	40%	51%	68%	87%			
	'	,	,			,	•							

Longer the time frame, lower the odds of negative returns



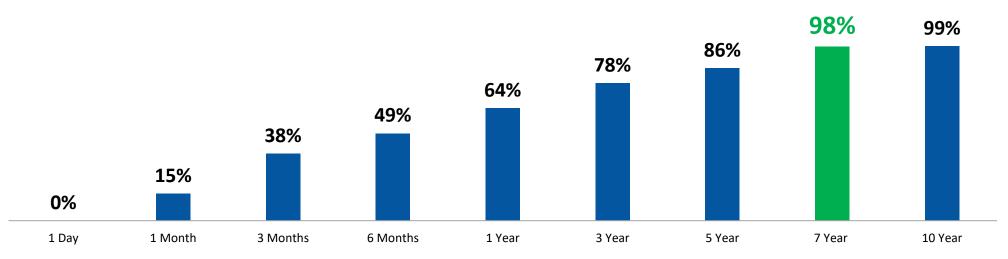
Nifty 50 TRI - % Instances of Negative Returns since Inception

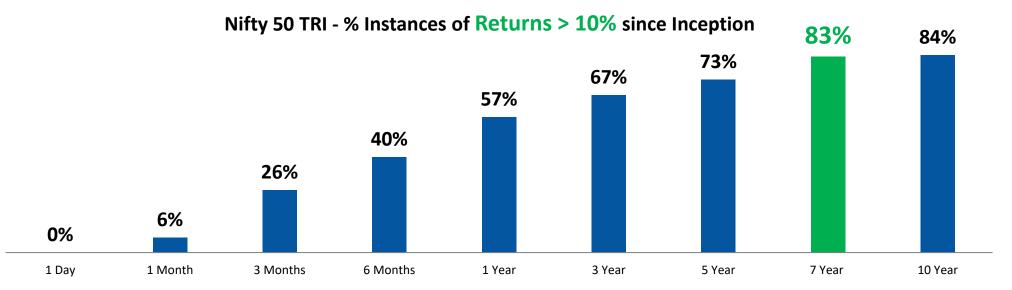


Longer the time frame, higher the odds of better returns











Equities have beaten Inflation over the long run



Year wise Outperformance of Nifty 50 TRI vs Inflation (2000 to 2023)

Average	11%	9%	9%	10%	9%	9%	8%	8%	7%	7%	7 %	7%	7%	7%	7%	7%	8%	8%	9%	9%	9%	8%	8%	7%
Max	75%	41%	39%	38%	39%	32%	23%	21%	19%	14%	12%	13%	12%	10%	12%	11%	11%	11%	11%	11%	11%	10%	9%	7%
Min	-58%	-21%	-14%	-14%	-10%	-8%	-3%	-5%	-4%	0%	0%	0%	1%	2%	3%	_4%_	_5%	_ 6% _	_7%	7%	7%	7%	7%	7%
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	/ 15	16	17	18	19	20	21	22	23	24
Jan-00	-24%	-21%	-14%	4%	5%	10%	13%	17%	4%	10%	10%	6%	6%	6%	7%	6%	6%	7%	7%	7%	7%	7%	7%	7%
Jan-01	-20%	-9%	13%	13%	17%	20%	23%	9%	15%	14%	8%	9%	8%	9%	8%	8%	9%	8%	8%	8%	9%	8%	9%	
Jan-02	2%	34%	26%	28%	30%	32%	13%	20%	19%	12%	12%	11%	12%	10%	10%	11%	10%	10%	10%	11%	10%	10%		
Jan-03	75%	39%	38%	38%	39%	15%	23%	21%	13%	13%	12%	13%	11%	10%	12%	11%	11%	11%	11%	11%	11%			
Jan-04	11%	22%	27%	31%	5%	15%	14%	7%	7%	6%	8%	7%	6%	7%	8% - 20	8%	8%	8%	8%	8%				
Jan-05	35%	36%	39%	4%	16%	14%	6%	6%	6%	8%	6%	6%	8%	7%	7 %	7%	8%	8%	9%					
Jan-06	38%	41%	-4%	12%	11%	2%	4%	3%	5%	4%	3%	5%	5% 20/	5%	6% 50/	6%	6%	6%						
Jan-07	45%	-21%	4%	5%	-5%	-2%	-2%	1%	0%	1%	2%	3%	3%	4% 20/	5%	4%	5%							
Jan-08	-58% 73%	-11%	-6%	-14%	-10%	-8%	-3%	-5% 7 %	-4%	0%	0%	0% •••	1% 10%	2% 9%	3% \ 9%	4%								
Jan-09 Jan-10	6%	38% -17%	-8%	10% -7%	7% 0%	11% -1%	7% -1%	7% 2%	9% 2%	8% 2%	8% 4%	8% 5%	10% 4%	5%	9%									
Jan-10	-34%	-17 <i>%</i> -15%	- 6 % -11%	-7 <i>%</i> -2%	- 3 %	-1% -2%	1%	2% 2%	2% 2%	3% 3%	4% 5%	5% 5%	4% 6%	3%				_						
Jan-12	10%	4%	12%	7%	6%	9%	7%	8%	9%	10%	9%	9%	070					/ Equit						
Jan-13	-2%	12%	5%	5%	8%	7 %	7%	8%	9%	8%	9%	370				outpe	rform	ned In	flatio	n by 6	5-8%.			
Jan-14	27%	9%	7 %	11%	9%	9%	9%	11%	10%	11%	370					•				•				
Jan-15	-7%	-1%	6%	6%	6%	7 %	9%	8%	9%															
Jan-16	4%	13%	10%	10%	9%	11%	10%	11%	270															
Jan-17	23%	12%	12%	11%	13%	11%	11%																	

Outperformance >= 0%
Outperformance < 0%

Jan-18

Jan-19 Jan-20

Jan-21

Jan-22

Jan-23

9%

11%

21%

1%

16%

10%

16%

10%

8%

13%

10%

12%

11%

10%

12%

11%

Investing in Indian Equities with a time frame of 7+ Years has led to a good experience



Year wise Lumpsum Returns of Nifty 50 TRI (2000 to 2023)

													.,				,							
Average	16%	15%	15%	15%	15%	15%	15%	15%	14%	14%	14%	14%	14%	14%	14%	14%	15%	15%	15%	15%	15%	14%	13%	13%
Max	97%	59%	60%	48%	47%	37%	30%	28%	26%	22%	21%	22%	20%	20%	19%	19%	18%	18%	18%	18%	17%	17%	15%	14%
Min	-53%	-19%	-13%	-6%	0%	2%	6%	4%	4%	6%	7%	6%	7%	8%	9%	9%	11%	12%	12%	10%	12%	12%	12%	13%
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
Jan-00	-14%	-14%	-8%	9%	9%	14%	17%	22%	10%	15%	16%	12%	13%	13%	14%	13%	12 %	13%	13%	13%	13%	13%	13%	13%
Jan-01	-15%	-5%	17%	16%	20%	23%	28%	14%	19%	19%	14%	16%	15%	16%	15%	14%	15%	14%	14%	14%	15%	14%	15%	
Jan-02	6%	38%	28%	31%	33%	37%	18%	24%	24%	18%	19%	18%	19%	17%	16%	17%	16%	16%	16%	17%	16%	16%		
Jan-03	79%	41%	40%	41%	44%	20%	27%	26%	19%	20%	19%	20%	18%	17%	18%	17%	17%	17%	17%	17%	17%			
Jan-04	11%	24%	30%	36%	11%	20%	20%	13%	15%	14%	16%	14%	13%	14%	14%	14%	14%	14%	14%	14%				
Jan-05	39%	40%	46%	11%	22%	21%	13%	15%	15%	16%	14%	13%	15%	14%	14%	14%	15%	14%	15%		Retur	ns >=1	0%	
Jan-06	42%	49%	4%	18%	18%	10%	13%	12%	14%	12%	11%	13%	12 %	12%	13%	13%	13%	13%			7 to <			
Jan-07	57%	-11%	11%	13%	4%	8%	8%	11%	9%	9%	10%	10%	10%	11%	12 %	11%	12%				0 to <			
Jan-08	-50%	-7%	1%	-6%	0%	2 %	6%	4%	4%	7%	7%	7%	8%	9%	9%	10%						han 0%	5	
Jan-09	73%	44%	16%	20%	17%	20%	16%	15%	16%	15%	15%	15%	16%	15%	15%									
Jan-10	19%	-5%	6%	6%	11%	9%	8%	10%	10%	10%	11%	12%	11%	12%										
Jan-11	-24%	0%	2%	9%	7%	6%	9%	9%	9%	10%	11%	11%	12%											
Jan-12	30%	18%	23%	16%	13%	16%	14%	14%	15%	16%	15%	15%												
Jan-13	7%	19%	11%	10%	13%	12%	12%	13%	14%	13%	14%													
Jan-14	33%	14%	10%	15%	13%	13%	13%	15%	14%	15%	т.,		a 4 :	4		. 7.		4 :	£					
Jan-15	-3%	1%	9%	9%	9%	11%	13%	12 %	13%							'	rear		_					
Jan-16	4%	16%	13%	13%	13%	15%	14%	15%			in	crea	ses	the (odds	of r	retur	ns >	10%	0.				
Jan-17	29%	17%	16%	16%	18%	16%	16%			•	Tr	rar	e ins	stand	ces v	vher	e re	turn	s we	re. <	10%			
Jan-18	6%	10%	12%	15%	13%	14%		,											_					
lan-19	13%	15%	18%	15%	16%						e)	(ren	aing	ine	rime	tra	me t) A T-	< ye	ars	neip:	5.		

21% 15% 17%

15% 17%

13%

Jan-20

Jan-21

Jan-22

Jan-23

25%

In rare instances where 7 year returns were < 10% extending the time frame by few years helped to recover performance



Year wise Lumpsum Returns of Nifty 50 TRI (2000 to 2023)

	Average	15%	15%	14%	14%	14%	14%	
İ	Max	30%	28%	26%	22%	21%	22%	1
ĺ	Min	6%	4%	4%	6%	7%	6%	1
	Period	7	8	9	10	11	12	
	Apr-06	9%	10%	12%	10%	11%	11%	
	May-06	9%	10%	11%	10%	10%	11%	
	Sep-06	8%	13%	11%	11%	12%	12%	
	Oct-06	8%	12%	11%	10%	11%	11%	
	Nov-06	9%	12%	10%	10%	11%	10%	
	Dec-06	8%	11%	9%	9%	10%	10%	
	Jan-07	8%	11%	9%	9%	10%	10%	
	Feb-07	7%	11%	8%	9%	11%	10%	
	Mar-07	9%	12%	9%	10%	11%	10%	
Ī	May-07	8%	10%	9%	10%	10%	10%	
ĺ	Jun-07	9%	10%	9%	10%	10%	10%	
•	Oct-07	8%	7%	7 %	8%	9%	8%	•
ĺ	Nov-07	6%	5%	6%	7 %	7 %	7%	
ĺ	Dec-07	7%	5%	5%	7%	7%	8%	
Ī	Jan-08	6%	4%	4%	7 %	7 %	7%	ı
Ī	Feb-08	9%	6%	7%	9%	8%	8%	
ĺ	Mar-08	9%	5%	7%	8%	8%	8%	
Ī	May-08	8%	7 %	8%	9%	9%	7%	
٠.	Jun-08	9%	8%	9%	9%	10%	7%	
Ī	Oct-09	9%	10%	10%	10%	9%	12%	
Ī	Dec-09	8%	10%	10%	10%	10%	12%	
İ	Jan-10	8%	10%	10%	10%	11%	12%	
	Apr-10	9%	10%	11%	6%	11%	12%	
Ī	Oct-10	8%	9%	8%	8%	11%	10%	
ı	Nov-10	9%	8%	9%	8%	12%	11%	
	Dec-10	9%	9%	9%	10%	11%	11%	
İ	Jan-11	9%	9%	9%	10%	11%	11%	
	Apr-13	7%	14%	15%	13%			
ľ	May-13	9%	13%	14%				
İ	Jun-13	9%	14%	13%				

Except for lumpsum investments done during 2008 bubble, in all other instances the performance recovered (>10%) in the next few years

Returns >=10%

7 to <10%

0 to <7%

Less than 0%

On average your money multiplied more than 2 times over 7+ Years (Nifty 50 TRI)



Number of Times your Money Multiplied over the years - Nifty 50 TRI (2000 to 2023)

										-	-			-		-	•			-			
Average	1x	1.2x	1.4x	1.7x	1.9x	2.3x	2.6x	2.9x	3.2x	3.6x	4.1x	4.6x	5.2x	6x	6.9x	7.8x	9.2x	10.9x	13.1x	15.4x	17.9x	19.2x	19x
Max	1.1x	2.1x	2.6x	3.8x	5.3x	7x	7.5x	6.3x	7.2x	7.9x	7.1x	9.4x	11.4x	11.2x	13.4x	14.2x	14.7x	17.4x	20.5x	24.2x	28.6x	28.1x	32.9
Min	0х	0.5x	0.6x	0.6x	0.9x	1x	1.1x	1.5x	1.4x	1.6x	1.8x	2.1x	1.6x	2.5x	3.4x	3.2x	5.5x	7.1x	7.9x	8.9x	6.9x	11.1x	12.4
Period	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Jan-00	0.9x	0.7x	0.8x	1.4x	1.5x	2.2x	3x	4.9x	2.4x	4x	5.1x	3.9x	4.9x	5.5x	7.1x	7.1x	6.9x	9x	10.2x	11.5x	13x	14.7x	16.8
Jan-01	0.9x	0.9x	1.6x	1.8x	2.5x	3.5x	5.6x	2.9x	4.8x	5.7x	4.2x	5.9x	6.2x	8x	8.1x	8.1x	10.8x	10.6x	12.1x	13.7x	18.8x	17.9x	23.8
Jan-02	1.1x	1.9x	2.1x	2.9x	4.2x	6.6x	3.2x	5.6x	6.9x	5.2x	6.8x	7.3x	9.6x	9x	9.3x	12.3x	12.5x	14.5x	16.8x	23.1x	22.6x	26.2x	
Jan-03	1.8x	2x	2.7x	4x	6.2x	3x	5.3x	6.4x	4.8x	6.2x	6.8x	8.9x	8.6x	9x	12x	12.3x	14.4x	16.9x	19.7x	23.1x	27x		
Jan-04	1.1x	1.5x	2.2x	3.4x	1.7x	3x	3.6x	2.7x	3.5x	3.7x	5.1x	4.8x	4.9x	6.3x	7.1x	8.1x	9.3x	10.6x	12.1x	13.7x			
Jan-05	1.4x	2x	3.1x	1.5x	2.7x	3.1x	2.4x	3.1x	3.5x	4.4x	4.2x	4.3x	6.2x	6.3x	7.1x	8.1x	10.8x	10.6x	14.2x				
Jan-06	1.4x	2.2x	1.1x	1.9x	2.3x	1.8x	2.4x	2.5x	3.3x	3.1x	3.2x	4.3x	4.4x	4.9x	6.3x	7.1x	8x	9x			Retu	ırns >=1	L0%
Jan-07	1.6x	0.8x	1.4x	1.6x	1.2 x	1.6x	1.7x	2.3x	2.2x	2.4x	2.9x	3.1x	3.5x	4.3x	5.5x	5.3x	6.9x				7 to	<10%	
Jan-08	0.5x	0.9x	1x	0.8x	1x	1.1x	1.5x	1.4x	1.4x	2x	2.1x	2.3x	2.7x	3.3x	3.6x	4.6x					0 to	<7%	
Jan-09	1.7x	2.1x	1.6x	2.1x	2.2x	3x	2.8x	3.1x	3.8x	4x	4.7x	5.4x	6.9x	7.1x	8.1x						Less	than 0	%
Jan-10	1.2x	0.9x	1.2 x	1.3x	1.7x	1.7x	1.7x	2.1x	2.4x	2.6x	3.2x	3.9x	3.9x	4.9x									
Jan-11	0.8x	1x	1.1x	1.4x	1.4x	1.4x	1.8x	2x	2.2x	2.6x	3.2x	3.5x	4.4x										
Jan-12	1.3x	1.4x	1.9x	1.8x	1.8x	2.4x	2.5x	2.9x	3.5x	4.4x	4.7x	5.4x											
Jan-13	1.1x	1.4x	1.4x	1.5x	1.8x	2x	2.2x	2.7x	3.3x	3.4x	4.2x												
Jan-14	1.3x	1.3x	1.3x	1.7x	1.8x	2.1x	2.4x	3.1x	3.3x	4x													
Jan-15	1x	1x	1.3x	1.4x	1.5x	1.9x	2.4x	2.5x	3x														
Jan-16	1x	1.3x	1.4x	1.6x	1.8x	2.3x	2.5x	3.1x															
Jan-17	1.3x	1.4x	1.6x	1.8x	2.3x	2.4x	2.8x																
Jan-18	1.1x	1.2x	1.4x	1.7x	1.8x	2.2x																	
Jan-19	1.1x	1.3x	1.6x	1.7x	2.1x																		
Jan-20	1.2x	1.5x	1.5x	1.9x																			
Jan-21	1.3x	1.3x	1.6x																				
Jan-22	1.1x	1.3x																					
lan-23	1.2x																						

Year wise Lumpsum Returns of HDFC Flexi Cap Fund (1995 to 2023)



	1-																										
Average	25%	23%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	21%	22%	22%	22%	22%	22%	21%	21%	21%	21%	21%	Γ
Max	155%	102%	78%	63%	60%	52%	43%	43%	44%	42%	40%	36%	34%	33%	29%	29%	29%	29%	26%	26%	26%	24%	23%	24%	23%	23%	Ť
Min	-52%	-25%	-12%	-2%	-1%	4%	7%	7%	5%	6%	9%	9%	8%	9%	12%	12%	14%	16%	17%	15%	17%	18%	17%	19%	17%	18%	
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	
Jan-95	-27%	-25%	-12%	-2%	19%	11%	9%	11%	20%	21%	24%	25%	27%	19%	23%	24%	20%	21%	20%	21%	20%	19%	20%	19%	18%	18%	
Jan-96	-22%	-3%	8%	34%	21%	16%	18%	28%	28%	31%	31%	33%	24%	28%	28%	24%	24%	23%	25%	23%	22%	23%	21%	21%	20%	21%	
Jan-97	20%	28%	61%	35%	26%	26%	37%	36%	39%	38%	40%	28%	33%	33%	28%	28%	26%	28%	26%	25%	25%	24%	23%	22%	23%	23%	l
Jan-98	37%	86%	40%	28%	28%	41%	38%	41%	41%	42%	29%	34%	34%	28%	29%	27%	28%	26%	25%	26%	24%	23%	22%	23%	23%	23%	l
Jan-99	154%		25%	25%	41%	39%	42%	41%	42%	29%	34%	34%	28%	28%	26%	28%	26%	24%	25%	24%	23%	22%	22%	22%	23%		
Jan-00	1		-1%	22%	23%	29%	30%	33%	19%	26%	26%	20%	22%	20%	22%	20%	19%	20%	19%	18%	18%	18%	18%	19%			
Jan-01	-3%		41%	37%	42%	41%	43%	25%	32%	32%	25%	26%	24%	26%	24%	22%	23%	22%	21%	20%	21%	21%	21%				
Jan-02	26%	69%	53%	56%	52%	52%	30%	37%	36%	28%	29%	26%	28%	26%	24%	25%	23%	22%	21%	22%	22%	22%					
Jan-03	128%	69%	67%	59%	58%	31%	39%	38%	28%	29%	27%	29%	26%	24%	25%	23%	22%	21%	22%	22%	22%						
Jan-04	26%	43%	41%	44%	17%	28%	28%	20%	21%	19%	22%	20%	19%	20%	18%	17%	17%	18%	18%	18%							
Jan-05	63%	49%	51%	15%	29%	29%	19%	21%	19%	22%	19%	18%	19%	18%	17%	16%	17%	17%	18%								
Jan-06	36%	45%	2%	21%	23%	13%	16%	14%	18%	15%	15%	16%	15%	14%	14%	15%	15%	16%									
Jan-07	54%	-11%	17%	20%	9%	13%	11%	16%	13%	13%	15%	13%	13%	12%	14%	14%	15%										
Jan-08 Jan-09	-49% 102%	1% 61%	10% 24%	-1% 27%	6% 22%	5% 27%	11% 22%	9% 20 %	9% 21 %	11%	10% 18%	10% 17%	9% 18%	11% 18%	12% 19%	13%											
Jan-10	29%	-3%	9%	7%	15%	12%	11%	14%	12%	19% 11%	11%	13%	13%	14%	13/0												
Jan-10 Jan-11	-27%	0%	1%	12%	8%	8%	12%	10%	9%	9%	11%	12%	13%	14/0													
Jan-12	36%	18%	29%	20%	17%	20%	16%	15%	14%	16%	16%	17%	13/0														
Jan-13	3%	26%	15%	13%	17%	13%	12%	12%	14%	15%	16%	1770															
Jan-14	54%	21%	16%	21%	16%	14%	13%	16%	16%	17%																	
Jan-15	-5%	1%	11%	8%	8%	7%	11%	12%	14%																		
Jan-16	6%	20%	12%	11%	10%	14%	14%	16%																		Ret	
Jan-17	36%	15%	12%	11%	15%	16%	18%																				
Jan-18	-2%	2%	4%	11%	12%	15%		,																		7 to	
Jan-19	7%	7%	15%	16%	19%																					0 to	
Jan-20	7%	20%	20%	22%																						Less	S
Jan-21	35%	27%	28%																								

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

20%

23%

20% 19%

19%

21%

 18%
 18%
 19%

 27
 28
 29

 18%
 18%
 19%

 21%
 21%

 23%
 4

Jan-22

Jan-23

18% 24%

Number of Times Money Multiplied - Lumpsum Investment in SprindsIndia HDFC Flexi Cap Fund (1995 to 2023)



149.4x

206.6x

115.3x

28

115.3x

150.6x

150.6x

150.6x

150.6x

•	4.2	4.5	_	2.4	_	27.			7.0	0.5	44.2	42.5	46.4	40.0	22.6	26.5	24.0	20.7	47.5		66.4	740	05.5	405.0
Average	1.3x	1.6x	2x	2.4x	3x	3.7x	4.7x	6.1x	7.8x	9.5x	11.3x	13.5x	16.1x	19.3x	22.6x	26.5x	31.9x	38.7x	47.5x	57.2x	66.4x	74.8x	85.5x	105.3x
Max	2.6x	4.1x	5.6x	7.1x	10.5x	12.3x	12.2x	17.5x	26.6x	33.3x	40.5x	40x	44.9x	54.2x	45.6x	58.8x	75.9x	97.9x	80.7x	101.7x	128.2x	113.6x	126.9x	1
Min	0.5x	0.6x	0.7x	0.9x	1x	1.3x	1.6x	1.7x	1.6x	1.8x	2.6x	2.8x	2.7x	3.3x	5.5x	6.1x	9.3x	14.5x	19.7x	16.4x	27x	38.1x	40.6x	62.6x
Period	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
Jan-95	0.7x	0.6x	0.7x	0.9x	2.4x	1.9x	1.8x	2.3x	5.2x	6.7x	10.7x	14.6x	22.4x	11.4x	22.3x	31.2x	22.2x	30.9x	31.9x	45.3x	46x	45.9x	65x	63.4x
Jan-96	0.8x	0.9x	1.3x	3.2x	2.6x	2.4x	3.2x	7.2x	9.2x	14.9x	19.5x	30.6x	16.4x	31.7x	40.6x	31.2x	38.7x	41.5x	69.4x	62.8x	65.1x	95x	87x	92.6x
Jan-97	1.2x	1.6x	4.2x	3.3x	3.2x	4x	9.1x	11.7x	19.4x	25x	40.5x	19.3x	40.7x	54.2x	40.6x	51.9x	50.9x	85.1x	80.7x	86.7x	108.4x	113.6x	119.1x	
Jan-98	1.4x	3.5x	2.7x	2.7x	3.4x	7.9x	9.5x	15.6x	22x	33.3x	16.5x	33.5x	44.9x	31.7x	45.6x	45.8x	66.5x	64.1x	69.4x	101.7x	91.6x	95x	106.1x	
Jan-99	2.5x	2x	2x	2.4x	5.6x	7.2x	11.6x	15.6x	23.5x	12.8x	25x	33.5x	24.8x	31.7x	32x	51.9x	50.9x	48x	69.4x	73.9x	77.3x	79.4x	104.9x	
Jan-00	0.8x	0.8x	1x	2.2x	2.8x	4.6x	6.3x	9.8x	4.8x	10.1x	12.7x	8.9x	13.3x	12.8x	19.7x	18.5x	19.2x	26.6x	27.3x	27.4x	32.3x	38.1x	48.9x	63.8x
Jan-01	1x	1.2x	2.8x	3.5x	5.8x	7.9x	12.2x	6x	12.2x	16.1x	11.6x	16x	16.4x	25.4x	25.2x	24.1x	33.8x	35.8x	37.4x	38.3x	54.8x	66.3x	80.1x	1
Jan-02	1.3x	2.9x	3.6x 4.7x	5.9x	8.1x	12.3x	6.3x 10x	12.4x 13.2x	15.9x	11.8x	16.5x 13.9x	16x	24.8x 20.2x	25.4x	25.2x 28.4x	35.5x	33.8x	35.8x	37.4x	53.4x 53.4x	65.1x	79.4x		
Jan-03 Jan-04	2.3x 1.3x	2.9x 2x	4.7x 2.8x	6.4x 4.3x	9.8x 2.2x	5.1x 4.4x	5.6x	4.3x	9.2x 5.6x	12.8x 5.7x	8.9x	21.2x 8.9x	9.6x	20.3x 12.8x	20.4x 12x	27.4x 12.3x	29.4x 14.4x	30.9x 19.7x	43.7x 23.2x	27.4x	65.1x			
Jan-04 Jan-05	1.6x	2.2x	3.4x	4.5x 1.7x	3.6x	4.4x 4.6x	3.4x	4.6x	4.8x	7.3x	6.8x	7.3x	9.6x	10.1x	10.5x	12.5x	14.4x	16.9x	23.2x	27.48				
Jan-06	1.4x	2.2x 2.1x	1.1x	2.1x	2.8x	4.0x 2.1x	2.8x	2.9x	4.4x	7.5x 4x	4.7x	7.3x 5.9x	6.2x	6.3x	7.1x	9.4x	10.8x	14.5x	23.28					
Jan-07	1.5x	0.8x	1.6x	2.1x	1.5x	2.1x	2.1x	3.3x	3x	3.4x	4.7x	4.3x	4.9x	4.9x	7.1x	8.1x	10.8x	14.57						
Jan-08	0.5x	1x	1.3x	1x	1.3x	1.3x	2.1x	2x	2.2x	2.8x	2.9x	3.1x	3.1x	4.3x	5.5x	7.1x	10.07							
Jan-09	2x	2.6x	1.9x	2.6x	2.7x	4.2x	4x	4.3x	5.6x	5.7x	6.2x	6.6x	8.6x	10.1x	13.6x	7127								
Jan-10	1.3x	0.9x	1.3x	1.3x	2x	2x	2.1x	2.9x	2.8x	2.8x	3.2x	4.3x	4.9x	6.3x										
Jan-11	0.7x	1x	1x	1.6x	1.5x	1.6x	2.2x	2.1x	2.2x	2.4x	3.2x	3.9x	4.9x											
Jan-12	1.4x	1.4x	2.1x	2.1x	2.2x	3x	2.8x	3.1x	3.3x	4.4x	5.1x	6.6x												
Jan-13	1x	1.6x	1.5x	1.6x	2.2x	2.1x	2.2x	2.5x	3.3x	4x	5.1x													
Jan-14	1.5x	1.5x	1.6x	2.1x	2.1x	2.2x	2.4x	3.3x	3.8x	4.8x														
Jan-15	1x	1x	1.4x	1.4x	1.5x	1.5x	2.1x	2.5x	Ev 23v															
Jan-16	1.1x	1.4x	1.4x	1.5x	1.6x	2.2x	2.5x	3.3x	A lumpsum investment in HDFC Flexi Cap Fund on an															
Jan-17	1.4x	1.3x	1.4x	1.5x	2x	2.4x	3.2x	average multiplied more than 2 times over a 7 year																
Jan-18	1x	1x	1.1x	1.5x	1.8x	2.3x			time from a															

1.8x

2.2x

1.5x

1.7x

2.1x

Jan-19

Jan-20

Jan-21

Jan-22

Jan-23

1.1x

1.1x

1.4x

1.2x

1.3x

1.1x

1.4x

1.6x

1.5x

2.4x

time frame

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

132.9x 153.9x 159.8x

72x

72x

223.8x 266.2x

133.7x 158.2x 171.9x 203.4x 265.6x 169.8x 221.8x 162.1x

97.5x

27

97.5x

182.3x

48.6x

Year wise Lumpsum Returns of Franklin India Flexicap Fund (1995 to 2023)



18%

18%

19%

20%

18%

20%

22%

20%

22%

								١																		
Average	23%	21%	21%	21%	21%	20%	21%	21%	21%	21%	21%	21%	21%	20%	20%	20%	21%	21%	21%	21%	21%	20%	20%	20%	20%	20%
Max	209%	119%	72%	58%	56%	50%	39%	41%	41%	40%	37%	33%	31%	30%	28%	27%	28%	26%	26%	26%	24%	23%	23%	23%	22%	22%
Min	-48%	-22%	-12%	-3%	-2%	4%	7%	8%	7%	7%	9%	8%	8%	9%	11%	12%	13%	16%	16%	14%	16%	16%	16%	17%	16%	17%
Period	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
Jan-95	-23%	-18%	-9%	1%	26%	14%	11%	12%	20%	21%	23%	25%	27%	19%	22%	22%	19%	20%	19%	21%	20%	19%	20%	19%	18%	18%
Jan-96	-13%	-2%	10%	42%	23%	18%	18%	27%	27%	29%	30%	32%	23%	26%	26%	23%	23%	22%	24%	23%	22%	22%	21%	20%	20%	21%
Jan-97	11%	24%	68%	34%	25%	24%	34%	33%	34%	36%	37%	27%	30%	29%	25%	26%	24%	26%	25%	24%	24%	23%	22%	21%	22%	21%
Jan-98	38%	107%	43%	29%	27%	38%	36%	37%	39%	40%	28%	31%	31%	26%	27%	25%	27%	26%	24%	25%	23%	22%	22%	23%	22%	22%
Jan-99	209%	45%	26%	24%	38%	36%	37%	39%	41%	28%	31%	30%	26%	26%	24%	26%	25%	24%	24%	22%	21%	21%	22%	21%	22%	
Jan-00	-32%	-20%	-8%	13%	15%	20%	24%	27%	16%	20%	20%	17%	18%	17%	19%	18%	17%	18%	17%	16%	16%	17%	16%	17%		
Jan-01	-5%	7%	33%	31%	34%	37%	39%	24%	28%	27%	22%	23%	22%	24%	22%	21%	22%	20%	19%	19%	20%	19%	20%			
Jan-02	20%	58%	47%	47%	47%	49%	28%	33%	31%	26%	26%	24%	26%	25%	23%	24%	22%	21%	21%	21%	21%	21%				
Jan-03	108%	62%	57%	55%	55%	30%	35%	33%	26%	27%	25%	27%	25%	23%	24%	22%	21%	21%	21%	21%	21%					
Jan-04	25%	36%	40%	44%	18%	25%	24%	18%	20%	18%	21%	20%	19%	19%	18%	17%	17%	18%	17%	18%						
Jan-05	48%	48%	51%	16%	25%	24%	17%	19%	18%	21%	19%	18%	19%	17%	16%	16%	17%	17%	17%							
Jan-06	49%	52%	7%	20%	20%	13%	16%	14%	18%	17%	16%	17%	15%	14%	14%	16%	15%	16%								
Jan-07	55%	-9%	12%	14%	7%	11%	10%	15%	14%	13%	14%	13%	12%	12%	14%	13%	14%									
Jan-08	-47%	-5%	3%	-2%	4%	4%	10%	9%	9%	11%	9%	9%	9%	11%	11%	12%										
Jan-09	69%	42%	19%	22%	19%	24%	21%	19%	20%	18%	16%	16%	18%	17%	18%											
Jan-10	19%	0%	10%	8%	17%	15%	13%	15%	13%	12%	12%	14%	14%	15%												
Jan-11	-16%	5%	5%	16%	14%	12%	14%	12%	11%	12%	14%	13%	14%													
Jan-12	32%	18%	30%	23%	19%	21%	17%	15%	15%	17%	16%	17%														
Jan-13	5%	28%	20%	16%	19%	15%	13%	13%	16%	15%	16%															
Jan-14	57%	28%	20%	22%	17%	14%	15%	17%	16%	17%																
Jan-15	5%	5%	12%	8%	7%	9%	13%	12%	14%																	
Jan-16	4%	16%	9%	8%	9%	14%	13%	15%																		
Jan-17	30%	12%	9%	11%	16%	14%	16%																			
Jan-18	-4%	0%	5%	13%	11%	14%		,																		
Jan-19	3%	10%	19%	15%	18%																					
Jan-20	16%	27%	20%	22%																						
Jan-21	40%	21%	24%																							

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

5% 17%

31%

Jan-22

Jan-23

Number of Times Money Multiplied - Lumpsum Investment in SprindsIndia Franklin India Flexicap Fund (1995 to 2023)



124.6x 124.1x 119.3x 173.1x 202.8x 156x 68.9x 92.2x

28 99.5x 104.8x 137.1x 135.4x 177x 203.1x

97x

Average	1x	1.3x	1.6x	2x	2.4x	2.9x	3.6x	4.4x	5.6x	7.1x	8.5x	10.1x	11.9x	14x	16.5x	19.4x	23.2x	28x	34.6x	42.2x	50.4x	57.1x	63.9x	73.5x	91.6x	110.3x	1
Max	1.1x	3.8x	4.9x	5.6x	6.8x	10x	13.1x	12.1x	18x	22.5x	27.1x	31.8x	30x	35.8x	33.7x	38.3x	48.6x	70.7x	67.9x	85.5x	91.7x	96.7x	100.1x	117.9x	144.8x	156.3x	1
Min	0.9x	0.5x	0.7x	0.6x	0.9x	0.9x	1.3x	1.5x	2x	1.7x	2x	2.9x	1.8x	2.8x	4.4x	4.3x	7.3x	9.6x	15x	17.4x	14.2x	23.4x	27.2x	30.1x	53.5x	41.4x	
Period	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	
Jan-95	0.8x	0.7x	0.8x	1x	3.2x	2.2x	2.1x	2.5x	5.2x	6.7x	9.7x	14.6x	22.4x	11.4x	19.7x	24.1x	19.2x	26.6x	27.3x	45.3x	46x	45.9x	61.5x	59.3x	61.3x	71.3x	
Jan-96	0.9x	1x	1.3x	4.1x	2.8x	2.7x	3.2x	6.8x	8.6x	12.8x	17.9x	28x	14.7x	25.4x	32x	27.4x	33.8x	35.8x	59.6x	62.8x	65.1x	79.4x	76.6x	79.1x	92.1x	128.5x	1
Jan-97	1.1x	1.5x	4.7x	3.2x	3.1x	3.6x	7.8x	9.8x	13.9x	21.6x	31.9x	17.6x	30.3x	35.3x	28.4x	40.4x	38.7x	64.1x	69.4x	73.9x	91.6x	95x	90.8x	105.6x	147.4x	155.3x	2
Jan-98	1.4x	4.3x	2.9x	2.8x	3.3x	6.9x	8.6x	12.4x	19.4x	28.9x	15.1x	25.5x	33.5x	25.4x	36.1x	35.5x	58.2x	64.1x	59.6x	86.7x	77.3x	79.4x	95.4x	133.1x	140.3x	183.4x	
Jan-99	3.1x	2.1x	2x	2.4x	5x	6.3x	9.1x	13.9x	22x	11.8x	19.5x	23.3x	20.2x	25.4x	25.2x	40.4x	44.4x	48x	59.6x	53.4x	54.8x	66.3x	96.4x	101.6 x	132.8x		
Jan-00	0.7x	0.6x	0.8x	1.6x	2x	3x	4.5x	6.8x	3.8x	6.2x	7.4x	6.6x	8.6x	9x	13.6x	14.1x	14.4x	19.7x	19.7x	19.5x	22.6 x	31.6x	32.9x	43x			
Jan-01	1x	1.1x	2.4x	2.9x	4.3x	6.6x	10x	5.6x	9.2x	10.9 x	8.9x	12 x	13.3x	20.3x	19.7x	21.1x	29.4x	26.6x	27.3x	32.4x	46x	45.9x	63.1x				
Jan-02	1.2x	2.5x	3.2x	4.7x	6.9x	10.9x	5.6x	9.8x	11.4x	10.1x	12.7x	13.2x	20.2x	22.7x	22.3x	31.2x	29.4x	30.9 x	37.4x	45.3x	54.8x	66.3x					
Jan-03	2.1x	2.6x	3.9x	5.8x	8.9x	4.8x	8.2x	9.8x	8x	10.9 x	11.6x	17.6x	18.2x	18.1x	25.2x	24.1x	25.5x	30.9 x	37.4x	45.3x	54.8x						
Jan-04	1.3x	1.8x	2.7x	4.3x	2.3x	3.8x	4.5x	3.8x	5.2x	5.2x	8.1x	8.9x	9.6x	11.4x	12x	12.3x	14.4x	19.7x	19.7x	27.4x							
Jan-05	1.5x	2.2x	3.4x	1.8x	3.1x	3.6x	3x	4x	4.4x	6.7x	6.8x	7.3x	9.6x	9x	9.3x	10.7x	14.4x	16.9x	19.7x								
Jan-06	1.5x	2.3x	1.2x	2.1x	2.5x	2.1x	2.8x	2.9x	4.4x	4.8x	5.1x	6.6x	6.2x	6.3x	7.1x	10.7x	10.8x	14.5x									
Jan-07	1.6x	0.8x	1.4x	1.7x	1.4x	1.9x	1.9x	3.1x	3.3x	3.4x	4.2x	4.3x	4.4x	4.9x	7.1x	7.1x	9.3x										
Jan-08	0.5x	0.9x	1.1x	0.9x	1.2x	1.3x	1.9x	2x	2.2x	2.8x	2.6x	2.8x	3.1x	4.3x	4.8x	6.1x											
Jan-09	1.7x	2x	1.7x	2.2x	2.4x	3.6x	3.8x	4x	5.2x	5.2x	5.1x	5.9x	8.6x	9x	12x												
Jan-10	1.2x	1x	1.3x	1.4x	2.2x	2.3x	2.4x	3.1x	3x	3.1x	3.5x	4.8x	5.5x	7.1x													
Jan-11	0.8x	1.1x	1.2x	1.8x	1.9x	2x	2.5x	2.5x	2.6x	3.1x	4.2x	4.3x	5.5x														
Jan-12	1.3x	1.4x	2.2x	2.3x	2.4x	3.1x	3x	3.1x	3.5x	4.8x	5.1x	6.6x															
Jan-13	1.1x	1.6x	1.7x	1.8x	2.4x	2.3x	2.4x	2.7x	3.8x	4x	5.1x																
Jan-14	1.6x	1.6x	1.7x	2.2x	2.2x	2.2x	2.7x	3.5x	3.8x	4.8x		A	lumi	osum	inve	stme	nt in	Fran	nklin	India	a Fle	xi Ca	b				
Jan-15	1.1x	1.1x	1.4x	1.4x	1.4x	1.7x	2.4x	2.5x	3.3x														•				
Jan-16	1.0	1.3	1.3	1.4	1.5	2.2	2.4	3.1			•••				_			piiea	mor	eino	uri Z	iimes	s ove	L.			
Jan-17	1.3	1.3	1.3	1.5	2.1	2.2	2.8					а	7 ye	ar tii	ne fr	rame										Re	!t
Jan-18	1.0	1.0	1.2	1.6	1.7	2.2		•					•		-											7 1	tc
Jan-19	1.0	1.2	1.7	1.7	2.3																					0 1	to

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

1.7

1.9

1.5

1.4

2.2

Jan-20

Jan-21

Jan-22

Jan-23

1.1

1.3

If you are hesitant to invest large lumpsum money in Equity, stagger entry over 6 months



vice CNA CTD Deturns of Nifty EO TDI (2000 to 2022)

						·	Year w	rise 6N	/I STP	Returi	ns of N	lifty 50) TRI (2000 t	o 2023	3)								
Average	13%	14%	14%	15%	15%	15%	15%	14%	14%	14%	14%	14%	14%	14%	14%	14%	14%	15%	15%	15%	15%	14%	13%	13%
Max	93%	50%	49%	45%	46%	36%	28%	27%	24%	21%	20%	21%	20%	18%	19%	18%	17%	17%	18%	17%	17%	16%	15%	13%
Min	-49%	-20%	-12%	-2%	1%	1%	6%	6%	6%	6%	7%	6%	7%	8%	9%	9%	11%	12%	12%	11%	12%	13%	13%	13%
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
Jan-00	-15%	-15%	-8%	8%	9%	13%	17%	21%	10%	15%	15%	11%	13%	12%	14%	13%	12%	13%	13%	13%	13%	13%	13%	13%
Jan-01	-13%	-4%	18%	16%	21%	24%	28%	14%	19%	19%	15%	16%	15%	16%	15%	14%	15%	15%	14%	15%	15%	15%	15%	I
Jan-02	3%	35%	27%	30%	32%	36%	18%	24%	23%	17%	18%	17%	19%	17%	16%	17%	16%	16%	16%	16%	16%	16%		
Jan-03	93%	46%	44%	43%	46%	22%	28%	27%	20%	21%	20%	21%	19%	18%	18%	18%	17%	17%	18%	17%	17%			
Jan-04	20%	29%	33%	39%	13%	21%	21%	14%	16%	15%	17%	15%	14%	15%	14%	14%	14%	15%	14%	15%				
Jan-05	41%	41%	46%	12%	22%	22%	14%	16%	15%	16%	15%	14%	15%	14%	14%	14%	15%	14%	15%					
Jan-06	29%	42%	0%	15%	16%	8%	11%	10%	13%	11%	10%	12%	11%	12%	12%	13%	12%	13%						
Jan-07	55%	-12%	10%	12%	4%	8%	8%	11%	9%	9%	10%	10%	10%	11%	12%	11%	12%							
Jan-08	-41%	1%	7%	-2%	4%	4%	8%	7%	6%	8%	8%	9%	9%	10%	10%	11%								
Jan-09	64%	40%	14%	18%	16%	18%	15%	14%	15%	14%	14%	14%	15%	15%	15%									
Jan-10	22%	-4%	7 %	7 %	12%	9%	8%	11%	10%	10%	11%	12%	12%	12%										
Jan-11	-18%	3%	5%	11%	8%	7%	10%	10%	10%	11%	12%	11%	12%											
Jan-12	18%	13%	19%	13%	11%	14%	13%	13%	13%	14%	14%	14%												
Jan-13	8%	20%	12%	10%	13%	12%	12%	13%	14%	13%	14%													
Jan-14	28%	12%	9%	14%	12%	12%	13%	14%	13%	14%														
Jan-15	-6%	-1%	8%	8%	9%	10%	12%	11%	12%															
Jan-16	7%	18%	14%	13%	14%	16%	14%	15%																
Jan-17	18%	12%	12%	13%	16%	14%	15%																	

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

15%

14%

22%

11%

17%

22%

13%

31%

14%

23%

Jan-18

Jan-19

Jan-20

Jan-22

Jan-23

13%

15%

Year wise 6M STP Returns of HDFC Flexicap Fund (1995 to 2023)



20%

21%

19%

19% 21% 19%

19%

19%

Average	19%	20%	21%	21%	21%	21%	21%	22%	22%	22%	22%	21%	21%	21%	21%	21%	21%	22%	22%	22%	22%	21%	21%	21%	21%	21%	21%
Max	123%	91%	67%	60%	57%	49%	43%	42%	41%	41%	39%	34%	34%	33%	29%	28%	28%	28%	26%	25%	25%	24%	23%	23%	23%	23%	23%
Min	-48%	-22%	-11%	-1%	-1%	2%	8%	7%	5%	6%	9%	9%	8%	10%	12%	13%	14%	15%	17%	16%	17%	18%	18%	18%	17%	18%	19%
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Jan-95	-21%	-22%	-10%	0%	21%	13%	10%	12%	21%	22%	25%	26%	28%	20%	24%	24%	20%	21%	20%	22%	20%	20%	20%	19%	19%	18%	19%
Jan-96	-20%	-2%	9%	35%	21%	17%	18%	28%	28%	31%	32%	33%	24%	28%	28%	24%	25%	23%	25%	23%	22%	23%	22%	21%	20%	21%	21%
Jan-97	16%	26%	59%	34%	26%	26%	37%	35%	38%	38%	39%	28%	33%	32%	27%	28%	26%	28%	26%	25%	25%	24%	23%	22%	23%	23%	23%
Jan-98	27%	80%	37%	26%	26%	39%	37%	40%	39%	41%	28%	33%	33%	27%	28%	26%	28%	26%	25%	25%	24%	23%	22%	23%	22%	23%	
Jan-99	112%	30%	18%	20%	36%	34%	38%	38%	40%	26%	32%	32%	26%	26%	25%	26%	24%	23%	24%	22%	22%	21%	21%	21%	22%		
Jan-00	-21%	-12%	-1%	22%	23%	29%	30%	32%	19%	26%	26%	20%	21%	20%	22%	20%	19%	20%	19%	18%	18%	18%	18%	19%			
Jan-01	0%	12%	42%	38%	43%	41%	43%	26%	33%	32%	25%	26%	24%	26%	24%	23%	23%	22%	21%	20%	21%	21%	21%				
Jan-02	10%	58%	47%	50%	47%	49%	28%	35%	34%	26%	27%	25%	27%	24%	23%	24%	22%	21%	20%	21%	21%	21%					
Jan-03	123%	67%	66%	58%	57%	30%	39%	37%	28%	29%	26%	28%	25%	24%	25%	23%	22%	21%	22%	22%	22%						
Jan-04	28%	44%	41%	44%	17%	28%	29%	20%	21%	19%	22%	20%	19%	20%	18%	17%	17%	18%	18%	18%							
Jan-05	60%	47%	50%	14%	28%	28%	18%	20%	18%	21%	19%	18%	19%	17%	17%	16%	17%	17%	18%								
Jan-06	24%	38%	-1%	18%	20%	11%	14%	13%	17%	14%	14%	15%	14%	13%	13%	14%	14%	15%									
Jan-07	50%	-12%	16% 17%	19% 4%	8% 10%	12%	11%	15%	13% 11%	12%	14% 12%	13%	12%	12% 13%	13% 13%	14% 14%	15%										
Jan-08 Jan-09	-38% 98%	12% 60%	23%	26%	21%	9% 26%	14% 21%	12% 19%	21%	13% 18%	17%	11% 16%	11% 18%	18%	19%	1470											
Jan-10	28%	-3%	8%	7%	15%	12%	11%	14%	12%	11%	11%	13%	13%	14%	1370												
Jan-11	-22%	3%	3%	14%	10%	9%	13%	11%	10%	10%	12%	12%	14%	1470													
Jan-12	20%	11%	24%	16%	14%	17%	14%	13%	13%	15%	15%	16%	21/0	l													
Jan-13	7%	29%	16%	14%	18%	14%	13%	12%	15%	15%	16%																
Jan-14	45%	18%	14%	19%	14%	13%	12%	15%	15%	17%																	
Jan-15	-5%	0%	11%	8%	7%	7%	11%	12%	14%		•																
Jan-16	14%	25%	15%	13%	12%	15%	16%	17%																			
Jan-17	22%	9%	8%	8%	13%	14%	16%																				
Jan-18	1%	4%	5%	12%	13%	16%		7																		Retur	ns >=10
Jan-19	3%	5%	14%	15%	18%		-																			7 to <	10%
Jan-20	29%	32%	28%	28%																						0 to <	

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

21%

23%

15%

31%

Jan-22

Jan-23

Year wise 6M STP Returns of Franklin India Flexicap Fund (1995 to 2023)



18% 19% 18% 29

Average	18%	19%	20%	20%	20%	20%	20%	20%	21%	21%	21%	20%	20%	20%	20%	20%	20%	21%	21%	21%	21%	20%	20%	20%	20%	20%	20%	19%
Max	150%	99%	68%	56%	55%	46%	39%	38%	38%	39%	37%	32%	31%	29%	26%	26%	27%	26%	25%	24%	24%	23%	22%	23%	22%	22%	22%	20%
Min	-44%	-21%	-11%	-3%	-2%	3%	7%	8%	7%	7%	10%	8%	8%	10%	11%	12%	13%	15%	17%	15%	15%	17%	17%	17%	16%	17%	18%	18%
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28
Jan-95	-19%	-16%	-8%	2%	27%	15%	11%	13%	21%	21%	23%	25%	27%	20%	22%	22%	20%	20%	19%	21%	20%	19%	20%	19%	18%	18%	19%	18%
Jan-96	-17%	-4%	8%	41%	22%	17%	17%	26%	26%	28%	30%	32%	23%	26%	25%	22%	23%	22%	23%	22%	21%	22%	21%	20%	20%	20%	20%	20%
Jan-97	7%	21%	66%	33%	24%	23%	33%	32%	34%	35%	37%	27%	29%	29%	25%	25%	24%	26%	25%	23%	24%	22%	21%	21%	22%	21%	22%	
Jan-98	26%	98%	38%	26%	25%	36%	34%	36%	37%	39%	27%	31%	30%	26%	26%	25%	26%	25%	24%	24%	23%	22%	21%	22%	21%	22%		
Jan-99	150%	30%	17%	18%	32%	31%	33%	35%	37%	25%	28%	28%	24%	24%	23%	25%	23%	22%	23%	21%	20%	20%	21%	20%	21%			
Jan-00	-26%	-16%	-6%	15%	17%	22%	25%	29%	17%	21%	21%	17%	18%	17%	20%	19%	18%	18%	17%	16%	16%	17%	17%	17%				
Jan-01	-5%	7%	34%	31%	35%	37%	39%	24%	28%	27%	22%	23%	22%	24%	22%	21%	22%	20%	19%	19%	20%	19%	20%					
Jan-02	7%	49%	41%	42%	44%	46%	26%	31%	30%	24%	25%	23%	25%	24%	22%	23%	21%	20%	20%	21%	20%	20%						
Jan-03	109%	62%	57%	55%	55%	30%	35%	33%	26%	27%	25%	27%	25%	24%	24%	22%	21%	21%	22%	21%	21%							
Jan-04	26%	37%	41%	44%	18%	25%	25%	19%	20%	18%	21%	20%	19%	19%	18%	17%	17%	18%	17%	18%								
Jan-05	45%	47%	50%	16%	25%	24%	17%	19%	17%	21%	19%	18%	19%	17%	16%	16%	17%	17%	17%									
Jan-06	33%	43%	3%	17%	17%	11%	14%	13%	17%	15%	14%	16%	14%	13%	13%	15%	14%	15%										
Jan-07	52%	-10%	11%	13%	7%	10%	10%	15%	14%	13%	14%	12%	12%	12%	14%	13%	14%											
Jan-08 Jan-09	-36% 66%	4% 41%	9% 18%	2% 21%	7% 18%	7% 24%	13% 21%	12% 19%	11% 20%	13% 17%	11% 16%	11% 16%	11% 18%	13% 17%	12% 18%	13%												
Jan-10	19%	0%	9%	8%	17%	24% 15%	13%	15%	13%	12%	12%	14%	14%	15%	10%													
Jan-10 Jan-11	-12%	7%	7%	17%	15%	13%	15%	13%	12%	12%	14%	14%	15%	13/0	l													
Jan-12	21%	13%	26%	20%	17%	19%	15%	14%	14%	16%	15%	17%	13/0	•														
Jan-13	8%	30%	21%	17%	19%	15%	13%	14%	16%	15%	17%	27,3	•															
Jan-14	50%	25%	18%	21%	15%	13%	14%	17%	15%	17%																		
Jan-15	0%	2%	11%	7%	6%	8%	12%	11%	13%		•																	
Jan-16	6%	18%	10%	8%	10%	14%	13%	15%		•																		
Jan-17	18%	6%	5%	8%	14%	12%	15%		•																F	Returns	>=10%	6
Jan-18	-2%	1%	6%	13%	12%	15%		,																	7	7 to <10)%	
lan-19	1%	9%	18%	15%	18%																				•) to <79	6	

0 to <7%

Less than 0%

Jan-20

Jan-21

Jan-22

Jan-23

7%

33%

27%

Equity SIPs over 7+ Years have historically given a good return experience



Year wise SIP Returns of Nifty 50 TRI (2000 to 2023)

							Te	ar wisc	S 215 K	keturn	SOLIN	iity 50	IKI (Z	טטט נכ	2023)								
Average	17%	16%	16%	17%	16%	16%	15%	15%	14%	14%	14%	13%	13%	13%	14%	13%	14%	14%	14%	14%	14%	15%	15%	
Max	141%	67%	54%	49%	48%	44%	40%	35%	25%	24%	22%	18%	18%	18%	18%	16%	16%	16%	15%	16%	16%	15%	15%	:
Min	-65%	-40%	-22%	-8%	-4%	-2%	0%	2%	3%	4%	5%	6%	6%	6%	7%	8%	9%	10%	11%	11%	13%	14%	14%	
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	
Jan-00	-18%	-14%	-2%	28%	23%	27%	30%	35%	14%	22%	21%	15%	16%	15%	17%	15%	14%	15%	14%	14%	14%	15%	15%	
Jan-01	-9%	4%	42%	30%	33%	35%	40%	15%	23%	23%	15%	17%	16%	17%	15%	14%	15%	15%	15%	15%	15%	15%	15%	
Jan-02	13%	67%	39%	39%	40%	44%	15%	24%	23%	15%	17%	16%	17%	15%	14%	15%	14%	14%	14%	15%	15%	15%		
Jan-03	141%	47%	44%	43%	47%	12%	23%	23%	13%	15%	14%	17%	14%	13%	14%	14%	14%	14%	15%	14%	14%			
Jan-04	41%	43%	42%	48%	5%	21%	20%	10%	13%	12%	15%	13%	11%	13%	13%	13%	13%	14%	13%	14%				
Jan-05	58%	46%	53%	-2%	19%	19%	7%	12%	11%	14%	11%	10%	13%	12%	12%	12%	13%	13%	13%					
Jan-06	42%	57%	-15%	16%	17%	4%	10%	9%	13%	10%	9%	12%	11%	11%	12%	13%	12%	13%						
Jan-07	81%	-29%	17%	18%	2%	9%	9%	13%	10%	9%	12%	11%	11%	12%	13%	13%	13%							
Jan-08	-47%	28%	24%	1%	10%	10%	15%	11%	10%	13%	12%	12%	12%	14%	13%	14%								
Jan-09	74%	35%	-1%	11%	10%	16%	11%	10%	13%	12%	12%	13%	14%	13%	14%									
Jan-10	28%	-13%	8%	8%	16%	10%	9%	13%	11%	12%	12%	14%	13%	14%										
Jan-11	-25%	12%	10%	19%	11%	9%	13%	12%	12%	13%	15%	13%	14%											
Jan-12	26%	14%	23%	12%	9%	14%	12%	12%	13%	15%	14%	15%												
Jan-13	15%	27%	10%	7%	14%	12%	12%	13%	15%	14%	15%													
Jan-14	31%	4%	4%	13%	11%	11%	13%	15%	14%	15%														
Jan-15	-7%	1%	14%	11%	12%	14%	16%	14%	15%															
Jan-16	3%	20%	12%	13%	15%	18%	15%	16%																
Jan-17	21%	9%	11%	15%	18%	15%	17%													R	eturns >	>=10%		
Jan-18	4%	11%	18%	20%	16%	17%														7	to <10%	6		
Jan-19	14%	25%	25%	17%	19%																to <7%			

0 to <7%

Less than 0%

Jan-20

Jan-21

Jan-22 Jan-23

59%

22%

10%

33%

33%

11%

21%

19%

17%

Year wise SIP Returns of HDFC Flexicap Fund (1995 to 2023)



Average	27%	25%	24%	24%	23%	22%	22%	22%	22%	22%	22%	21%	21%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	21%	21%	21%	21%
Max	177%	127%	92%	69%	60%	54%	51%	46%	43%	43%	42%	40%	37%	34%	33%	30%	27%	27%	27%	26%	24%	24%	23%	22%	22%	22%	21%	21%	21%
Min	-63%	-40%	-23%	-13%	-8%	-5%	-1%	1%	2%	3%	4%	6%	6%	7%	8%	10%	11%	13%	15%	15%	16%	17%	18%	18%	18%	20%	20%	20%	21%
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
Jan-95	-27%	-24%	-2%	13%	46%	25%	18%	20%	33%	32%	36%	36%	37%	25%	31%	30%	25%	26%	24%	26%	24%	23%	23%	22%	21%	20%	21%	21%	21%
Jan-96	-25%	5%	22%	61%	31%	21%	22%	37%	35%	39%	38%	40%	26%	32%	32%	26%	27%	25%	26%	24%	23%	24%	22%	21%	21%	21%	21%	21%	
Jan-97	14%	32%	82%	34%	22%	23%	40%	38%	41%	40%	42%	27%	33%	33%	26%	27%	25%	27%	24%	23%	24%	22%	21%	20%	21%	21%	21%		
Jan-98	46%	115%	33%	18%	20%	42%	38%	42%	41%	43%	26%	33%	33%	25%	26%	24%	26%	24%	22%	23%	22%	21%	20%	21%	20%	21%			
Jan-99	163%	13%	6%	13%	42%	38%	43%	41%	43%	24%	32%	32%	24%	25%	23%	25%	23%	21%	22%	21%	20%	19%	20%	20%	20%				
Jan-00	-22%	-4%	10%	48%	41%	46%	44%	46%	24%	33%	32%	24%	25%	22%	25%	22%	21%	22%	20%	19%	18%	19%	19%	20%					
Jan-01	11%	20%	68%	52%	55%	50%	51%	25%	35%	34%	24%	25%	23%	26%	22%	21%	22%	20%	19%	18%	19%	19%	20%						
Jan-02	18%	95%	59%	61%	53%	54%	22%	34%	33%	22%	24%	21%	25%	21%	20%	21%	19%	18%	17%	18%	18%	19%							
Jan-03	177%	66%	66%	54%	54%	17%	32%	32%	19%	22%	19%	23%	19%	18%	20%	18%	17%	16%	17%	17%	18%								
Jan-04	51%	63%	49%	52%	8%	28%	28%	15%	18%	16%	20%	17%	16%	18%	16%	15%	14%	16%	16%	17%									
Jan-05	84%	49%	53%	-1%	26%	27%	12%	16%	14%	19%	16%	14%	17%	15%	14%	13%	15%	15%	16%										
Jan-06	35%	52%	-14%	24%	26%	8%	14%	12%	18%	14%	13%	16%	14%	13%	12%	14%	15%	16%											
Jan-07	75%	-28%	28%	29%	7%	14%	12%	19%	14%	13%	16%	14%	13%	12%	14%	15%	16%												
Jan-08	-43%	48%	38%	7%	16%	12%	21%	15%	14%	17%	14%	13%	12%	15%	15%	16%													
Jan-09	119%	52%	3%	16%	12%	22%	15%	13%	17%	14%	13%	12%	15%	15%	16%														
Jan-10	33%	-16%	9%	7%	21%	13%	12%	16%	13%	12%	11%	14%	14%	16%															
Jan-11	-32%	12%	9%	25%	15%	12%	17%	13%	12%	11%	14%	15%	17%																
Jan-12	30%	14%	33%	16%	13%	19%	14%	12%	11%	15%	15%	17%																	
Jan-13	21%	43%	16%	12%	19%	13%	11%	11%	15%	15%	17%																		
Jan-14	50%	8%	7%	18%	11%	10%	10%	14%	15%	17%																			
Jan-15	-6%	4%	19%	10%	9%	9%	15%	16%	18%																				
Jan-16	11%	27%	11%	9%	10%	16%	17%	19%																	R	eturns	>=10%		
Jan-17	29%	7%	6%	9%	17%	17%	20%																			to <10			
Jan-18	3%	5%	11%	20%	19%	22%																							
Jan-19	6%	17%	25%	23%	25%																				0	to <7%)		
Jan-20	53%	38%	28%	29%	l																				Le	ess tha	n 0 %		
Jan-21	25%	21%	27%																										

Jan-23

Year wise SIP Returns of Franklin India Flexicap Fund (1995 to 2023)



20%

20%

19%

28

20%

20%

20%

20%

20%

29

20%

20%

21%

18%

26

20% 20% 20%

21%

19%

27

20%

20%

20%

Max 245% 144% 101% 75% 57% 52% 49% 43% 41% 41% 40% 38% 35% 30% 29% 28% 25% 25% 25% 23% 23% 22% 21% 21% Min -57% -34% -22% -14% -10% -6% -2% 1% 3% 4% 5% 6% 6% 7% 8% 9% 11% 13% 14% 14% 15% 16% 17% 17% 17% Year 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 Jan-95 -26% -18% -4% 18% 30% 29% 32% 33% 35% 24% 28% 27% 23% 24% 22% 24% 22%)																	
Min 5.7% 3.4% 2.2% 1.4% 1.0% 6.5% 2.2% 1.8% 3.4% 3.5% 6.6% 6.6% 6.6% 7.8 8.8% 9.9% 1.1% 1.3% 1.4% 1.4% 1.5% 16.6% 1.7% 1	Average	25%	23%	23%	23%	22%	21%	21%	21%	21%	21%	21%	20%	20%	20%	20%	19%	19%	19%	20%	20%	20%	20%	19%	19%	19%
Year 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 23 24 23 24 23 22 23 24 23 24 23 24 23 24 23 24 23 24 24	Max	245%	144%	101%	75%	57%	52%	49%	43%	41%	41%	40%	38%	35%	30%	29%	28%	25%	25%	25%	25%	23%	23%	22%	21%	219
Jan-95	Min	-57%	-34%	-22%	-14%	-10%	-6%	-2%	1%	3%	4%	5%	6%	6%	7%	8%	9%	11%	13%	14%	14%	15%	16%	17%	17%	179
Jan-96 19% 0% 19% 70% 30% 20% 20% 33% 32% 34% 36% 38% 25% 29% 28% 24% 24% 23% 25% 23% 22% 23% 21% 20% 20% 20% 36% 34% 36% 38% 44% 25% 29% 28% 24% 24% 23% 22% 22% 22% 20	Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
Jan-97 1% 26% 97% 34% 20% 20% 36% 34% 36% 38% 40% 25% 29% 28% 24% 24% 23% 25% 23% 22% 22% 20% 19% 19% 20% 19% 13% 13% 13% 13% 13% 13% 13% 13% 13% 13% 13% 13% 13% 13% 13% 16% 15% 13% 13% 13% 13% 16% 15% 13% 13% 13% 15% 13% 13% 13% 15% 13% 13% 15% 13% 13% 15% 13% 13% 15% 13% 13% 15% 13% 13% 15% 13% 13% 13% 15% 13% 13% 15% 13% 13% 15% 13% 13% 15% 13% 13% 15% 13% 13% 15% 14% 16% 15% 15% 13% 13% 13% 15% 14% 16% 15% 15% 13% 13% 15% 13% 13% 15% 14% 16% 15% 16% 13% 13% 15% 13% 13% 15% 14% 16% 15% 16% 13% 13% 16% 15	Jan-95	-26%	-18%		12%	53%	26%	18%	18%	30%	29%	32%	33%	35%	24%	28%	27%	23%	24%	22%	24%	23%	22%	22%	21%	20%
Jan-98 36% 143% 32% 16% 17% 36% 34% 37% 38% 41% 25% 29% 28% 23% 24% 22% 24% 23% 22% 20% 19% 19% 20% 19%	Jan-96	-19%	0%	19%	70%	30%	20%	20%	33%	32%	34%	36%	38%	25%	29%	28%	24%	24%	23%	25%	23%	22%	23%	21%	20%	20%
Jan-99	Jan-97	1%	26%	97%	34%	20%	20%	36%	34%	36%	38%	40%	25%	29%	28%	24%	24%	23%	25%	23%	22%	23%	21%	20%	20%	219
Jan-00 Jan-01 Jan-01 Jan-01 Jan-01 Jan-02 Jan-02 Jan-03 Jan-02 Jan-03 Jan-03 Jan-03 Jan-03 Jan-03 Jan-03 Jan-03 Jan-03 Jan-04 Jan-04 Jan-04 Jan-04 Jan-05 Jan-05 Jan-05 Jan-05 Jan-08 Jan-07 Jan-08 Jan-08 Jan-07 Jan-08 Jan-08 Jan-08 Jan-09 Jan-08 Jan-08 Jan-09 Jan-08 Jan-08 Jan-08 Jan-08 Jan-08 Jan-08 Jan-08 Jan-08 Jan-09 Jan-08 Jan-18 Ja								34%																		19%
Jan-01 3% 14% 58% 45% 46% 47% 49% 24% 30% 29% 22% 23% 21% 24% 22% 20% 21% 19% 18% 18% 19% 18% 19% 18m-02 14% 83% 54% 52% 51% 52% 22% 30% 28% 21% 22% 20% 23% 21% 20% 21% 18% 17% 17% 18% 18% 18% 18% 19m-04 46% 50% 56% 53% 54% 18% 28% 16% 18% 20% 18% 22% 20% 18% 19% 17% 16% 16% 16% 15% 16% 16% 15% 16% 14% 15% 13% 19% 17% 15% 17% 14% 13% 14% 16% 15% 16% 16% 18m-05 53% 54% 55% 2% 21% 21% 21% 11% 15% 13% 19% 17% 15% 17% 14% 13% 13% 15% 14% 16% 15% 16% 16% 14% 16% 15% 16% 18m-05 58% 10% 22% 23% 14% 17% 15% 17% 14% 13% 13% 15% 14% 16% 15% 16% 16% 14m-05 51% 58% 10% 24% 23% 14% 17% 15% 17% 15% 17% 14% 13% 13% 15% 14% 16% 16% 15% 16% 14m-05 58% 18% 19% 6% 12% 11% 19% 16% 14% 16% 14% 12% 13% 15% 14% 16% 16% 15% 16% 14m-05 15% 58% 40% 15% 12% 23% 18% 15% 17% 15% 17% 14% 13% 13% 16% 15% 16% 16% 15% 1																										199
Jan-02 14% 83% 54% 52% 51% 52% 22% 30% 28% 21% 22% 20% 23% 21% 20% 21% 18% 17% 17% 18% 18% 18% 18% 13n-03 161% 62% 56% 53% 54% 18% 28% 26% 18% 20% 18% 22% 20% 18% 19% 17% 15% 16% 16% 18% 17% 18% 18% 18% 18n-03 18n-05 63% 54% 55% 22% 21% 21% 11% 15% 13% 19% 17% 15% 17% 13% 14% 16% 15% 16% 16% 13% 16% 13m-05 16% 18% 15% 14% 16% 15% 16% 16% 15% 16% 18m-07 76% -25% 18% 14% 12% 11% 15% 14% 16% 14% 12% 13% 15% 14% 16% 16% 15% 16% 18m-07 18%																									19%	l .
Jan-03 Jan-04 46% 50% 50% 52% 10% 24% 23% 14% 17% 15% 20% 18% 26% 18% 16% 18% 15% 14% 14% 16% 15% 16% 15% 16% 13m-05 63% 54% 55% 2% 21% 21% 11% 15% 13% 19% 17% 15% 17% 14% 13% 13% 15% 14% 16% 15% 16% 16% 13m-06 51% 58% 1-00% 18% 19% 66% 12% 11% 19% 16% 14% 16% 14% 12% 13% 15% 14% 16% 15% 16% 16% 13m-07 76% 25% 18% 19% 66% 12% 11% 19% 16% 14% 16% 14% 12% 13% 15% 14% 16% 16% 15% 16% 13m-08 40% 31% 25% 6% 14% 12% 23% 18% 15% 17% 14% 13% 13% 16% 15% 16% 15% 16% 13m-09 79% 35% 4% 15% 12% 23% 18% 15% 17% 13% 12% 133% 16% 15% 16% 15% 16% 13m-11 22% 99% 11% 99% 23% 18% 15% 17% 13% 12% 13% 16% 15% 16% 15% 16% 13m-12 30% 14% 35% 22% 16% 19% 13% 10% 15% 15% 17% 13m-12 30% 14% 35% 22% 16% 19% 13% 10% 15% 17% 13m-15 14% 26% 17% 10% 10% 17% 10% 10% 17% 10% 10% 17% 10% 10% 17% 10% 10% 17% 10% 10% 17% 10% 10% 10% 10% 10% 10% 10% 10% 10% 10																								19%		
Jan-04																							18%			
Jan-05 63% 54% 55% 2% 21% 21% 11% 15% 13% 19% 17% 15% 17% 14% 13% 14% 16% 15% 16% 16% 14% 16% 15% 16% 16% 14% 16% 15% 16% 16% 14% 16% 15% 16% 16% 14% 16% 16% 14% 16% 16% 14% 16% 16% 14% 16																						18%				
Jan-06 51% 58% -10% 18% 18% 7% 13% 11% 18% 16% 14% 16% 14% 13% 13% 15% 14% 16% Jan-07 76% -25% 18% 19% 6% 12% 11% 19% 16% 14% 16% 14% 15% 14% 16% Jan-08 -40% 31% 25% 6% 14% 12% 21% 17% 15% 17% 14% 13% 13% 16% 15% 16% 16% Jan-10 22% -9% 11% 9% 23% 18% 15% 18% 14% 13% 13% 16% 15% 16% Jan-11 30m 14% 35% 22% 16% 19% 14% 12% 13% 16% 15% 17% Jan-12 30% 14% 35% 22% 16% 19% 14% 12% 13% 16% 15% 17% Jan-14 52% 17% 5% 10%																					16%					
Jan-07 76% -25% 18% 19% 6% 12% 11% 19% 16% 14% 16% 14% 12% 13% 15% 14% 16% 15% 16% Jan-09 79% 35% 4% 15% 12% 23% 18% 15% 18% 14% 13% 13% 16% 15% 16% 16% Jan-10 22% -9% 11% 28% 20% 15% 18% 14% 12% 13% 16% 15% 17% Jan-11 -20% 15% 11% 28% 20% 15% 18% 14% 12% 13% 16% 15% 17% Jan-12 30% 14% 35% 22% 16% 19% 13% 10% 12% 16% 15% 17% Jan-13 18% 46% 22% 15% 19% 13% 10% 12% 16% 15% 17% Jan-14 62% 17% 10% 8% 11% 16% 14% 17% Jan-16 2% 20% 7% 5% 10% 18% 15% 17% 18% Jan-17 23% 3% 3% 11% 19% 15% 19% Jan-18 -3% 2% 14% 23% 17% 21% 21% 21% 23% 30% 20% 24% 24% 24% 24% 23% 30% 20% 24%																				16%						
Jan-08																			16%							
Jan-09																		16%								
Jan-10 22% -9% 11% 9% 23% 18% 15% 17% 13% 16% 14% 16% Jan-11 -20% 15% 11% 28% 20% 15% 18% 14% 12% 13% 16% 15% 17% Jan-12 30% 14% 35% 22% 16% 19% 14% 11% 13% 16% 15% 17% Jan-13 18% 46% 22% 15% 19% 13% 10% 12% 16% 15% 17% Jan-14 62% 17% 10% 8% 11% 16% 14% 17% Jan-15 -1% 2% 16% 7% 6% 10% 16% 14% 17% Jan-17 23% 3% 3% 11% 19% 15% 19% Jan-19 5% 23% 30% 20% 24% Jan-19 59% 43% 23%																	16%									
Jan-11 -20% 15% 11% 28% 20% 15% 18% 14% 12% 13% 16% 15% 17% Jan-12 30% 14% 35% 22% 16% 19% 14% 11% 13% 16% 15% 17% Jan-13 18% 46% 22% 15% 19% 13% 10% 12% 16% 15% 17% Jan-14 62% 17% 10% 17% 10% 8% 11% 16% 14% 17% Jan-15 -1% 2% 16% 7% 6% 10% 16% 14% 17% Jan-16 2% 20% 7% 5% 10% 18% 19% Jan-18 -3% 2% 14% 23% 17% 21% Jan-20 59% 43% 23% 27% 24%																16%										
Jan-12 30% 14% 35% 22% 16% 19% 14% 11% 13% 16% 15% 17% Jan-13 18% 46% 22% 15% 19% 13% 10% 12% 16% 15% 17% Jan-14 62% 17% 10% 8% 11% 16% 14% 17% Jan-15 -1% 2% 16% 7% 6% 10% 16% 14% 17% Jan-16 2% 20% 7% 5% 10% 18% 15% 18% Jan-18 -3% 2% 14% 23% 17% 21% 19% Jan-19 5% 23% 30% 20% 24% 19% 10%															16%											
Jan-13 18% 46% 22% 15% 19% 13% 10% 15% 17% 10% 18% 11% 16% 15% 17% 10% 11% 16% 14% 17% 17% 17% 11% 16% 14% 17% <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>1/%</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>														1/%												
Jan-14 62% 17% 10% 17% 10% 8% 11% 16% 14% 17% Jan-15 -1% 2% 16% 7% 6% 10% 16% 14% 17% Jan-16 2% 20% 7% 5% 10% 18% 15% 18% Jan-17 23% 3% 3% 11% 19% 15% 19% Jan-18 -3% 2% 14% 23% 17% 21% Jan-20 59% 43% 23% 27%													1/70													
Jan-15 -1% 2% 16% 7% 6% 10% 16% 17% 18% <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>17/0</td> <td></td>												17/0														
Jan-16 2% 20% 7% 5% 10% 18% 15% 18% Jan-17 23% 3% 3% 11% 19% 15% 19% Jan-18 -3% 2% 14% 23% 17% 21% Jan-19 5% 23% 30% 20% 24% Jan-20 59% 43% 23% 27%											17/0															
Jan-17 23% 3% 11% 19% 15% 19% Jan-18 -3% 2% 14% 23% 17% 21% 7 to <1										17/0																
Jan-18 Jan-19 Jan-20 Jan-20									10/0																	
Jan-19 5% 23% 30% 20% 24% Jan-20 59% 43% 23% 27%								25/8	j																	
Jan-20 59% 43% 23% 27%							E1/0																		7 t	:o <1
																									0 t	:o <7
						ı																			Le	ss th

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

Jan-22

Jan-23

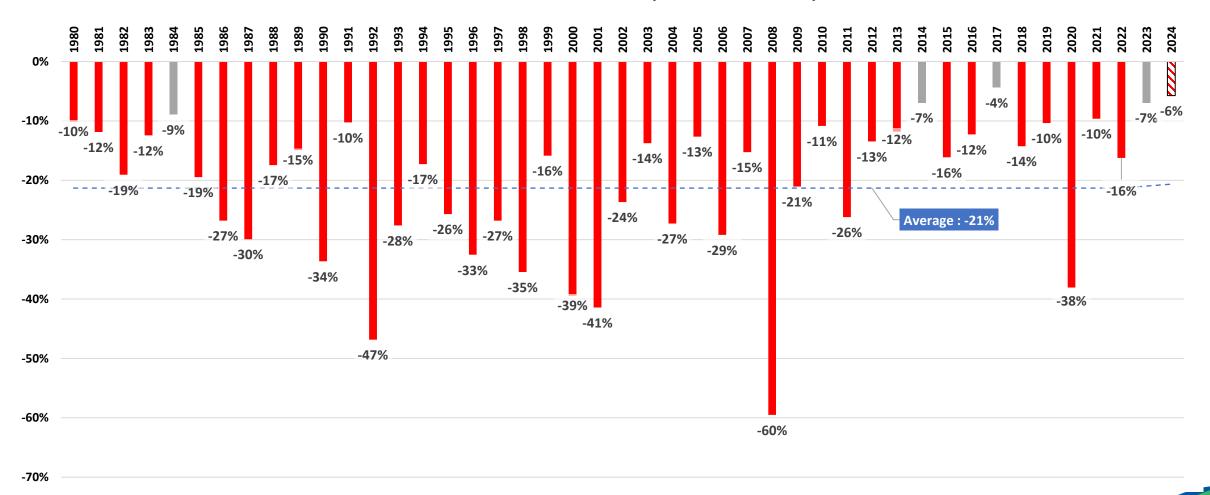
11%

47%

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



Sensex: Year-wise Drawdown (1980 to 2024 YTD)



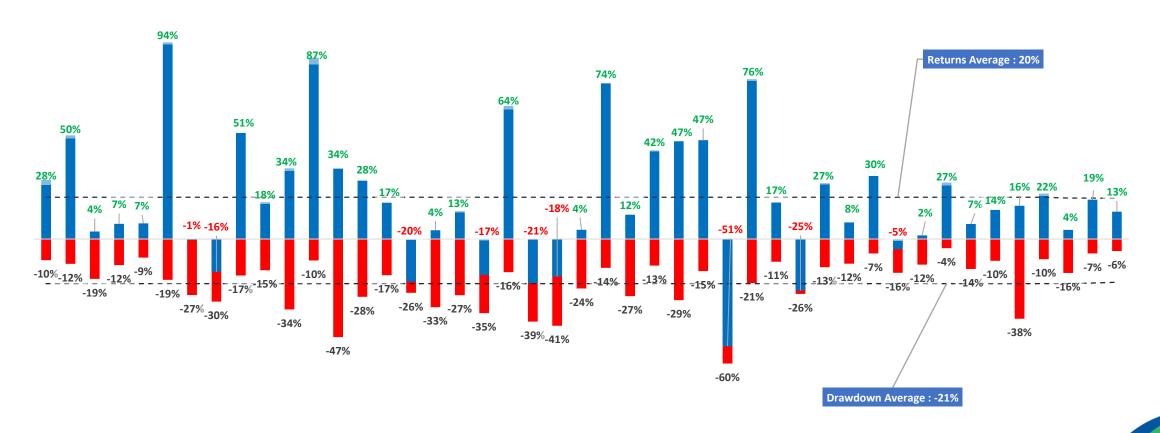
Only 4 out of the last 44 calendar years, had intra-year declines less than 10%

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



Sensex (1980 to 2024 YTD) - Calendar Year Returns vs Drawdown





Despite the markets having intra-year declines every year, 35 out of 44 years ended with positive returns

Despite the markets having intra-year declines every year, 35 out of 44 years ended with positive returns



Years	CY Returns	Drawdown
1980	28%	-10%
1981	50%	-12%
1982	4%	-19%
1983	7%	-12%
1984	7%	-9%
1985	94%	-19%
1986	-1%	-27%
1987	-16%	-30%
1988	51%	-17%
1989	18%	-15%
1990	34%	-34%
1991	87%	-10%
1992	34%	-47%
1993	28%	-28%
1994	17%	-17%
1995	-20%	-26%
1996	4%	-10%

Years	CY Returns	Drawdown
1997	13%	-27%
1998	-17%	-35%
1999	64%	-16%
2000	-21%	-39%
2001	-18%	-41%
2002	4%	-24%
2003	74%	-14%
2004	12%	-27 %
2005	42%	-13%
2006	47%	- 29 %
2007	47%	-15%
2008	-51%	-60%
2009	76%	- 21 %
2010	17%	-11%
2011	-25%	-26%
2012	27%	-13%
2013	8%	-12 %

Years	CY Returns	Drawdown
2014	30%	-7%
2015	-5%	-16%
2016	2%	-12%
2017	27%	-4%
2018	7%	-14%
2019	14%	-10%
2020	16%	-38%
2021	22%	-10%
2022	4%	-16%
2023	19%	-7 %
2024 YTD	13%	-6%

Out of 35 years that ended	with positive returns
Intra Year Declines	No of Years
0 to -10%	5
-10% to - 20%	20
> -20%	10

Temporary declines are more frequent – 34% of the days Sensex is down more than 10% from their peak



Drawdown from Peak (Since Jan-2004)	% of days Sensex traded below the drawdown threshold	% of days Nifty Midcap 100 traded below the drawdown threshold	% of days Nifty Smallcap 100 traded below the drawdown threshold
< 0%	91%	90%	92%
< -5%	55%	65%	73%
< -10%	34%	50%	66%
< -20%	12%	30%	49%
< -30%	5%	11%	40%
< -40%	3%	6%	27%
< -50%	2%	3%	8%

Falls are more frequent in Mid & Smallcaps - 50% and 66% of the days it is down more than 10% from their peak.

Large Falls are more frequent Smallcaps - 40% of the days it is down more than 30% from their peak.

Temporary market declines of 30-60%, historically has occurred once every 7-10 years



S. No.	Peak Date	Peak Value	Trough Date	Trough Value	Fall from Peak	Recovery Date	Sensex Value	Time Taken for Fall (in yrs)	Time Taken to Recover (in yrs)	Fall & Recovery (in yrs)
1	04-Jun-86	659	28-Mar-88	390	-41%	30-Sep-88	663	1Y 10M	6M	2Y 4N
2	09-Oct-90	1,559	25-Jan-91	956	-39%	26-Jul-91	1,600	4M	6M	10M
3	22-Apr-92	4,467	26-Apr-93	2,037	-54%	12-Aug-94	4,508	12M	1Y 4M	2Y 4N
4	12-Sep-94	4,631	04-Dec-96	2,745	-41%	14-Jul-99	4,710	2Y 3M	2Y 7M	4Y 10N
5	21-Apr-98	4,281	20-Oct-98	2,764	-35%	05-Jul-99	4,306	6M	8M	1Y 2N
6	11-Feb-00	5,934	21-Sep-01	2,600	-56%	02-Jan-04	6,027	1Y 7M	2Y 3M	3Y 10M
7	08-Jan-08	20,873	09-Mar-09	8,160	-61%	04-Nov-10	20,894	1Y 2M	1Y 8M	2Y 10N
8	14-Jan-20	41,952	23-Mar-20	25,981	-38%	09-Nov-20	42,597	2M	8M	10N

Max

Min

2Y 3M

2M

2Y 7M

6M

4Y 10M

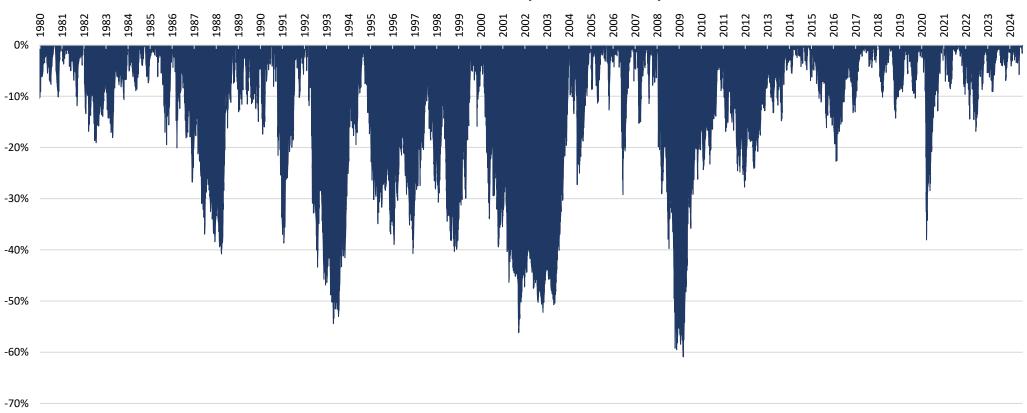
8M

Every decade saw 1 or 2 sharp temporary falls >30% in Largecaps



Frequency of Market Declines







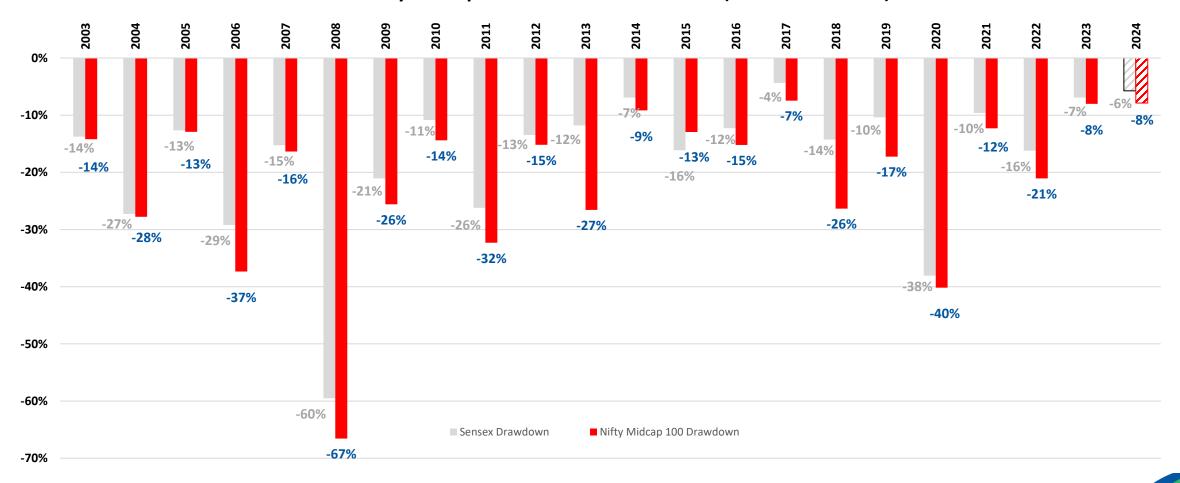


India Mid Cap Returns & Volatility

Midcaps are more volatile than Largecaps - witness 15-25% PundsIndia temporary declines almost every year



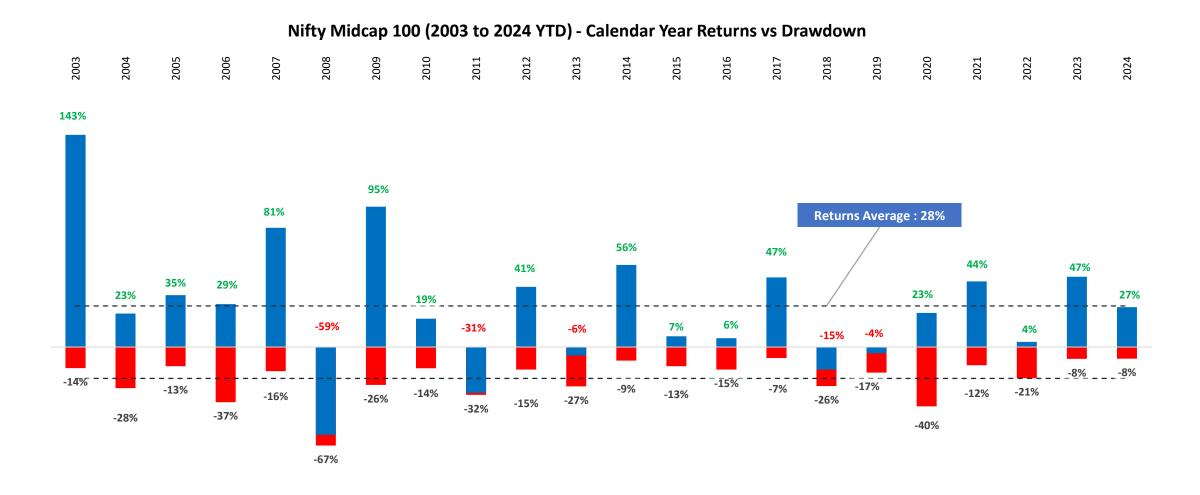




Only in 3 out of the last 21 calendar years, Midcaps had intra-year declines less than 10%

Despite an intra-year decline of more than 15% almost every year in Midcaps, 3 out of 4 years ended with positive returns!





Despite the markets having intra-year declines every year, 16 out of 21 years ended with positive returns

Temporary market declines of more than 30%, historically has occurred once every 8-10 years



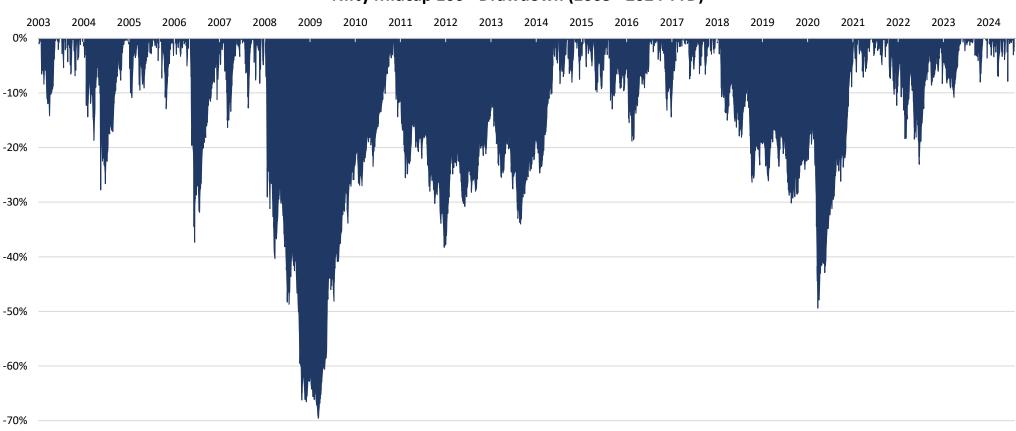
	Historically, large market falls (of more than 30%) and subsequent recoveries have taken around 2-3 years									
SI. No.	Peak Date	Peak Value	Trough Date	Trough Value	Fall from Peak	Recovery Date	Nifty Midcap 100 Value	Time Taken for Fall (in yrs)	Time Taken to Recover (in yrs)	Fall & Recovery (in yrs)
1	10-May-06	5,323	14-Jun-06	3,335	-37%	29-Jan-07	5,326	1N	I 7M	8M
2	07-Jan-08	9,655	09-Mar-09	2,938	-70%	04-Nov-10	9,673	1Y 2N	1Y 8M	2Y 10M
3	10-Nov-10	9,783	29-Dec-11	6,078	-38%	19-May-14	9,908	1Y 2N	2Y 5M	3Y 7M
4	23-Jan-18	21,732	23-Mar-20	10,991	-49%	07-Jan-21	21,965	2Y 2N	I 10M	3Y 0M
							Average	1Y 2M	1Y 4M	2Y 6M

Last two decades saw frequent sharp temporary falls >30% in Midcaps



Frequency of Market Declines







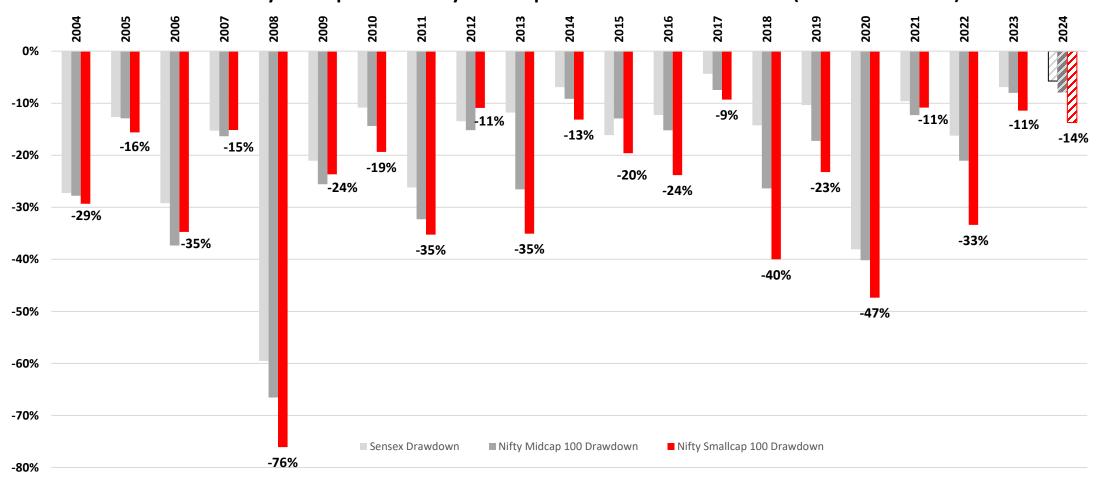


India Small Cap Returns & Volatility

Smallcaps are more volatile than Large & Midcaps - witness 💠 FundsIndía 15-30% temporary declines almost every year



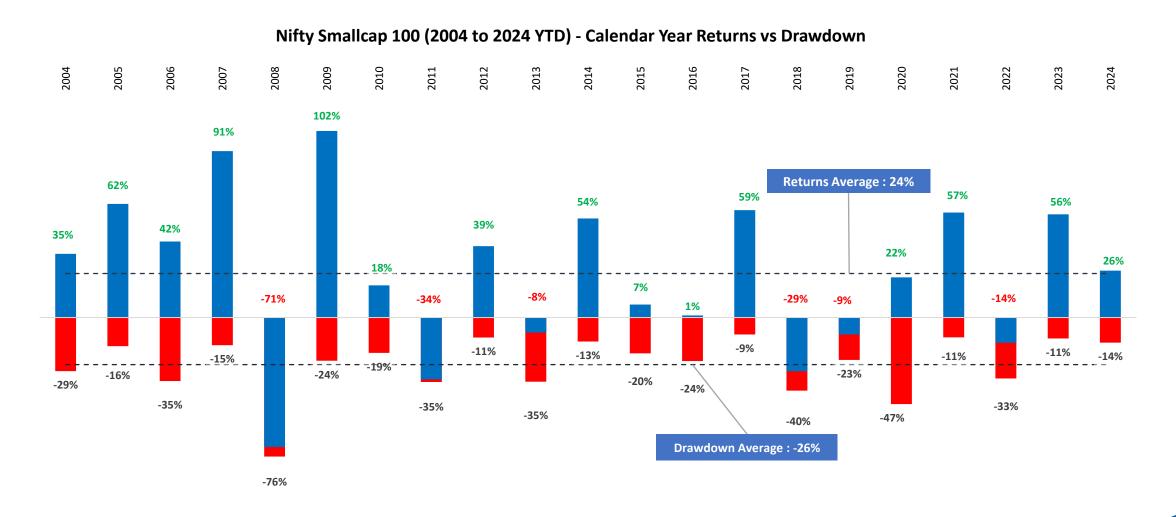




Only in 1 out of the last 20 calendar years, Smallcaps had intra-year declines less than 10%

Despite an intra-year decline of more than 15% almost every StundsIndia year in Smallcaps, 3 out of 4 years ended with positive returns!





Despite the markets having intra-year declines every year, 14 out of 20 years ended with positive returns

Temporary market declines of more than 30%, historically has occurred once every 8-10 years



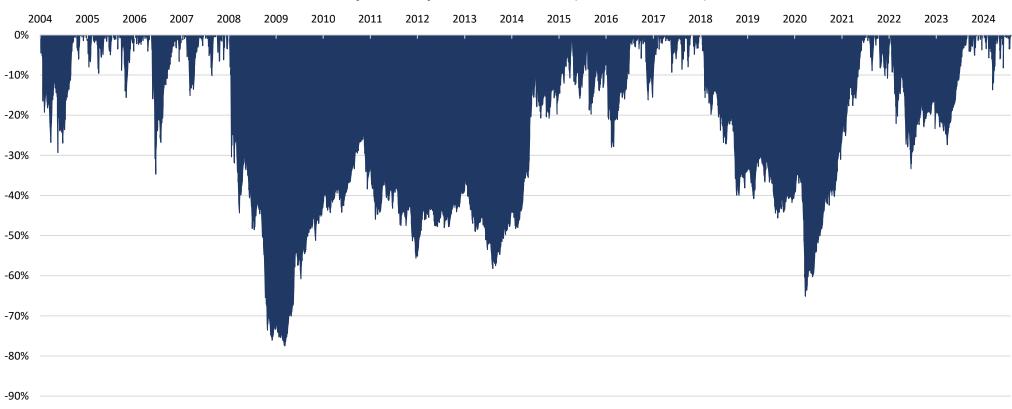
S.No	Peak Date	Peak Value	Trough Date	Trough Value	Fall from Peak	Recovery Date	Nifty Smallcap 100 Value	Time Taken for Fall (in yrs)	Time Taken to Recover (in yrs)	Fall & Recovery (in yrs)
1	10-May-06	3,050	14-Jun-06	1,991	-35%	10-Nov-06	3,052	1M	5M	6N
2	07-Jan-08	6,048	09-Mar-09	1,362	-77%	28-Jul-16	6,094	1Y 2M	7Y 5M	8Y 7N
3	10-Nov-10	4,620	20-Dec-11	2,682	-42%	20-May-14	4,658	1Y 1M	2Y 5M	3Y 6N
4	07-Jan-13	3,889	06-Aug-13	2,525	-35%	09-Apr-14	3,932	7M	8M	1Y 3M
5	13-Apr-15	6,039	12-Feb-16	4,354	-28%	27-Jul-16	6,044	10M	6M	1Y 4N
6	15-Jan-18	9,580	24-Mar-20	3,340	-65%	07-Jun-21	9,623	2Y 2M	1Y 3M	3Y 5M
7	17-Jan-22	11,981	20-Jun-22	7,983	-33%	29-Aug-23	12,022	5M	1Y 2M	1Y 7N
							Average	9M	1Y 10M	2Y 9N
							Max	2Y 2M	7Y 5M	8Y 7N
							Min	1M	5M	6N

Last two decades saw frequent sharp temporary falls >30% in Smallcaps



Frequency of Market Declines

Nifty Smallcap 100 - Drawdown (2004 - 2024 YTD)



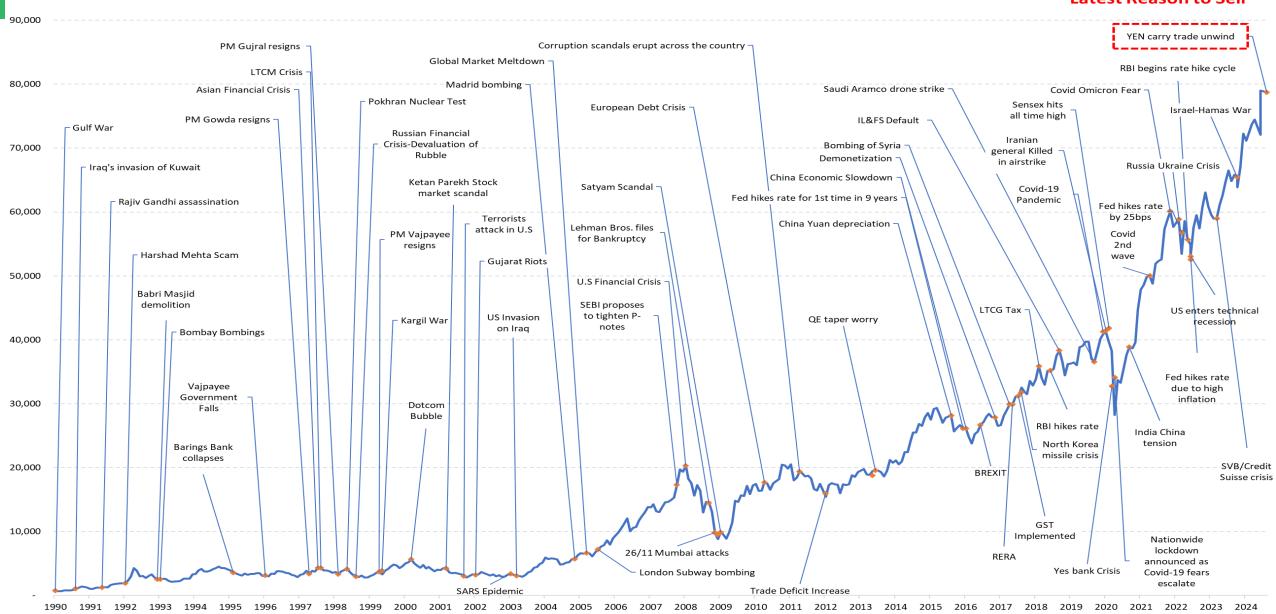




There is always a reason to sell Equities

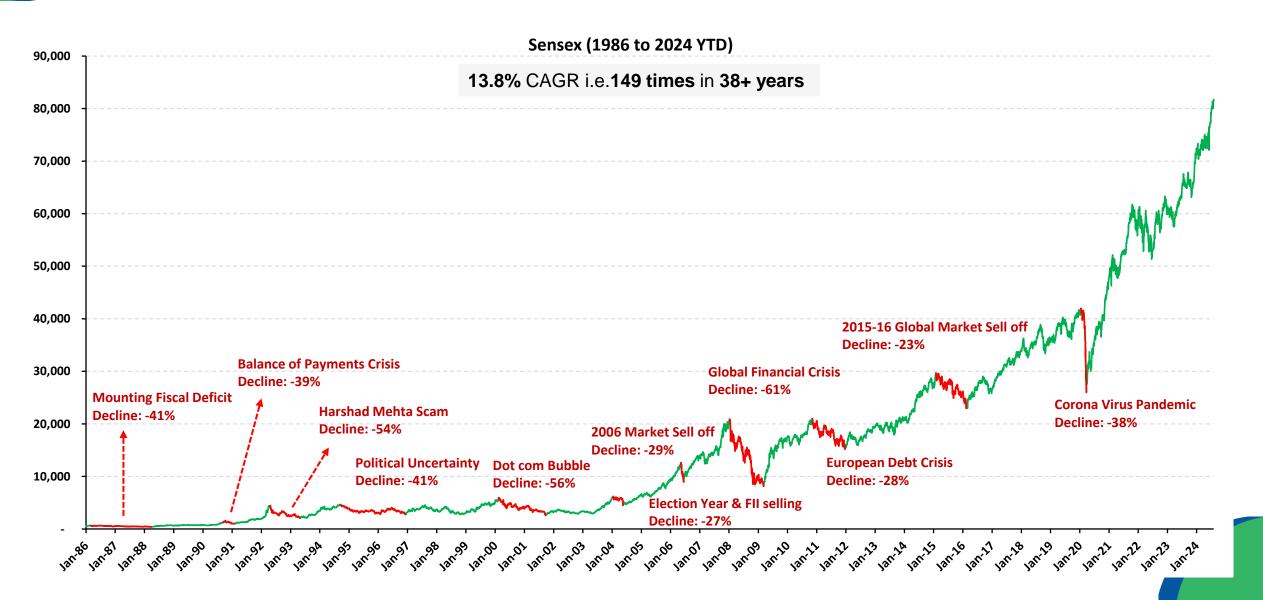


Latest Reason to Sell



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





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



Sensex - Market Decline and Recovery (1980 to 2024 YTD)

Upsides are much higher than the Declines!





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

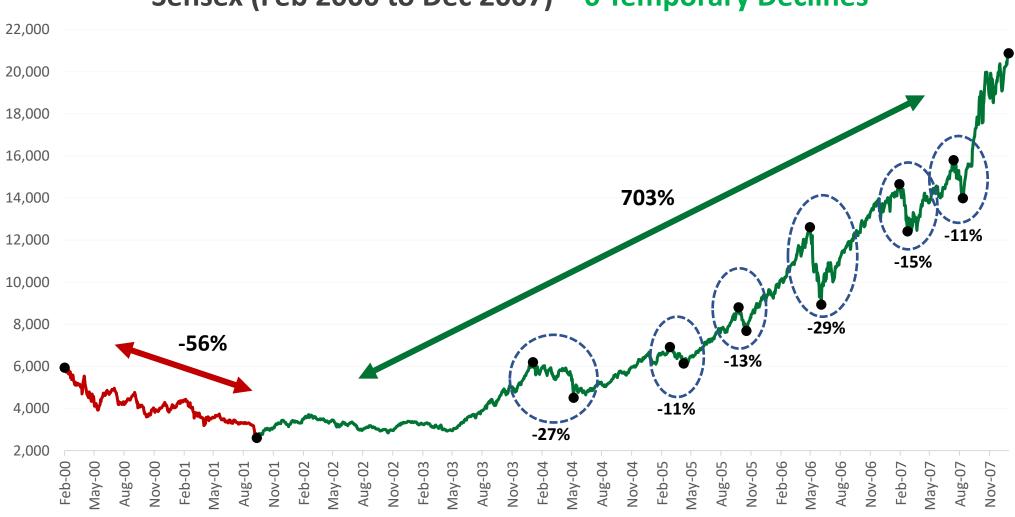


Major Falls > 20% since 2000	Absolute Decline	Nifty 50 TRI	Debt	Inflation
		Annualize	ed Returns – from Pe	ak till Jul-24
2000 Dotcom Bubble	-50%	13%	8%	6%
2004 Indian Election Uncertainty	-30%	15%	7 %	6%
2006 Global Rate Hike Selloff	-30%	12%	8%	6%
2008 Global Financial Crisis	-59%	10%	7%	6%
2010 European Debt Crisis	-27%	12%	8%	6%
2015 Global Market Selloff (Yuan Devaluation)	-22%	13%	7%	4%
2020 Covid Crash	-38%	18%	6%	5%

Even Bull Markets have several intermittent declines



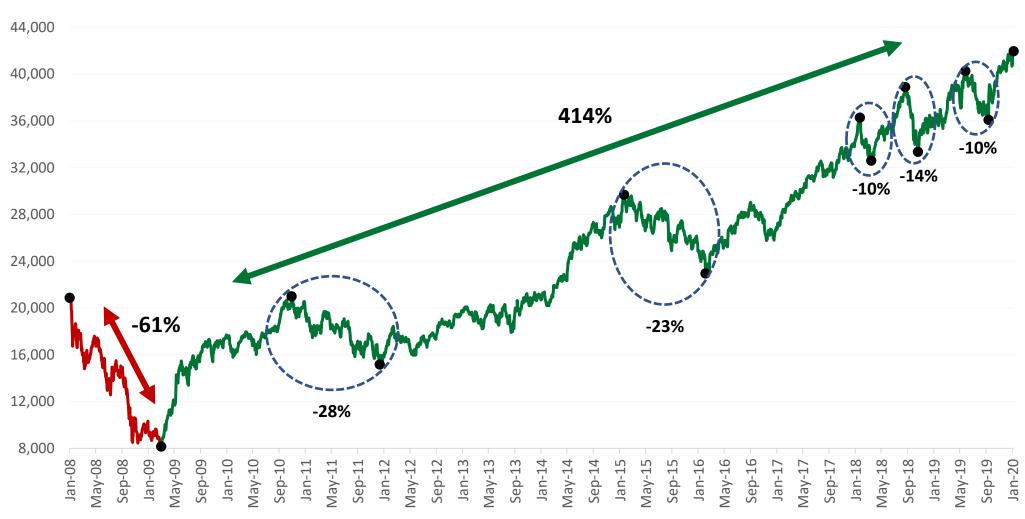




Even Bull Markets have several intermittent declines



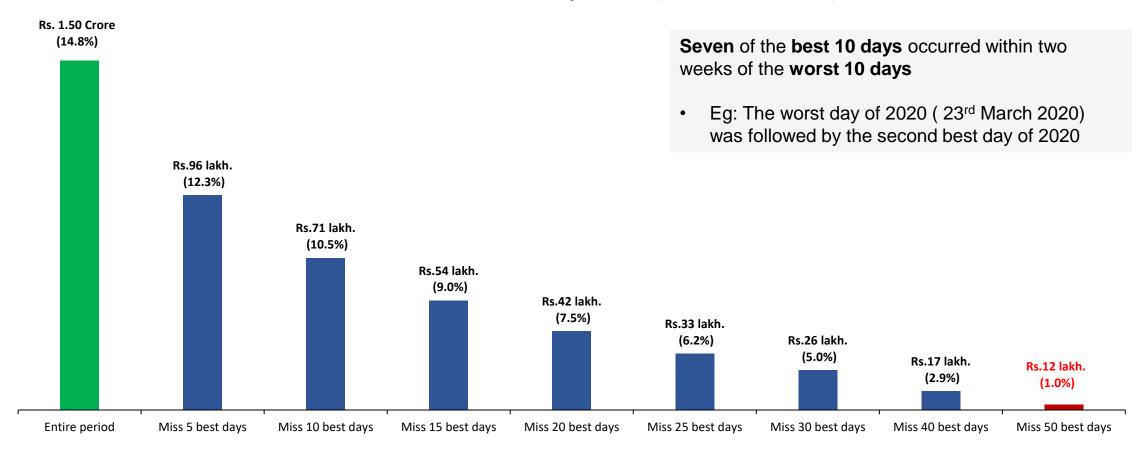
Sensex (Jan 2008 to Jan 2020) – 5 Temporary Declines



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



Rs.10 Lakh invested in Nifty 50 TRI (2005 to 2024 YTD)



If you missed the 10 best days in the last 19+ years, your portfolio value was lower by 50%

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



2006: FII & DII - Heavy sell off

crash

Market Fall: -30%

3 of Top 30 Best Days

Best Day No	Date	Returns
8	15-Jun-06	6.3%
19	09-Jun-06	5.2%
30	30-Jun-06	4.4%

2008: Global Financial Crisis

Market Fall: -60%

22 of Top 30 Best Days

22 of Top 30 Best Days					
Best Day No	Date	Returns			
1	18-May-09	17.7%			
3	31-Oct-08	7.0%			
4	25-Jan-08	7.0%			
6	13-Oct-08	6.4%			
7	28-Oct-08	6.4%			
9	23-Jan-08	6.2%			
10	10-Nov-08	5.9%			
12	25-Mar-08	5.8%			
13	23-Oct-07	5.6%			
14	23-Jul-08	5.6%			
15	14-Feb-08	5.5%			
16	21-Nov-08	5.5%			
17	03-Nov-08	5.5%			
20	04-May-09	5.2%			
21	10-Dec-08	5.2%			
22	19-Sep-08	5.1%			
23	02-Jul-08	5.0%			
24	04-Dec-08	5.0%			
25	02-Apr-09	4.9%			
26	09-Oct-07	4.8%			
28	23-Mar-09	4.7%			
29	15-Oct-07	4.5%			

2020: Covid-19 Pandemic

Market Fall: -40%

4 of Top 30 Best Days

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

Others

1 of Top 30 Best Days

Best Day No	Date	Returns
18	20-Sep-19	5.3%

4 of the top 30 best days (from Jan 2005 to Dec 2021) occurred during the 2020 market crash.

Best Days	Returns
Top 5 Best Days	47.1%
Top 10 Best Days	78.3%
Top 15 Best Days	106.6%
Top 20 Best Days	133.3%

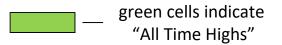


All Time Highs are a natural part of any growing asset class and not something to be feared

Calender Year	Sensex Max Level during the year	
1979	132	
1980	149	
1981	228	
1982	253	
1983	253	
1984	280	
1985	540	
1986	659	
1987	579	
1988	719	
1989	798	
1990	1,559	
1991	1,924	
1992	4,467	
1993	3,455	
1994	4,631	
1995	3,932	
1996	4,069	
1997	4,548	
1998	4,281	
1999	5,075	

Sensex Max Level during the year
5,934
4,438
3,713
5,839
6,603
9,398
13,972
20,376
20,873
17,465
21,005
20,561
19,487
21,326
28,694
29,682
29,045
34,057
38,897
41,682
47,751

Calender Year	Sensex Max Level during the year
2021	61,766
2022	63,284
2023	72,410
2024 YTD	81,741





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







FundsIndía

All Time Highs automatically don't imply a market fall. The average 1Y returns when invested in Nifty 50 TRI during an all-time high, is ~14%

Nifty 50 TRI Performance post All-Time Highs	1 Y Returns	3 Y Returns	5 Y Returns
Average Returns (CAGR)	14%	12%	12%
%	of times		
>20% returns	38%	15%	8%
>15% returns	48%	29%	20%
>12% returns	57%	42%	53%
>10% returns	60%	51%	66%
>8% returns	65%	65%	75%
>0% returns	77%	89%	100%
<0% returns	23%	11%	0%

Never interrupt compounding – Profit booking at market highs underperforms over long term



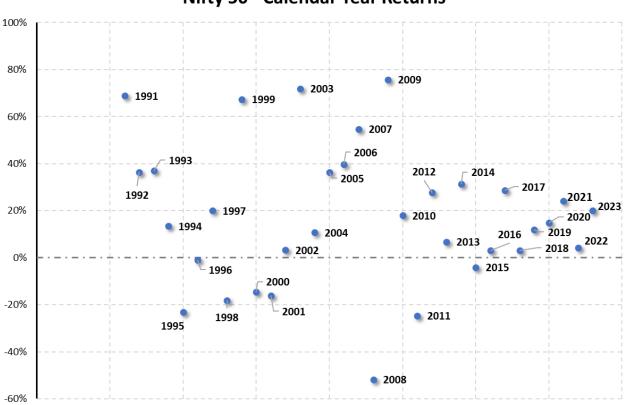
	'Buy & Hold'	Annualized Outperformance of 'Buy & Hold' vs 'Profit Booking' Strategies								
10Y Period	Annualized Returns	Profit Booking @ 20% Gains	Profit Booking @ 30% Gains	Profit Booking @ 50% Gains	Profit Booking @ All-time Highs					
2000 to 2009	15.2%	3.2%	2.8%	2.6%	3.5%					
2001 to 2010	19.1%	5.1%	5.0%	4.5%	5.4%					
2002 to 2011	17.7%	2.9%	2.6%	2.0%	2.8%					
2003 to 2012	20.1%	4.2%	3.9%	3.3%	4.2%					
2004 to 2013	14.2%	0.9%	0.7%	0.9%	1.5%					
2005 to 2014	16.2%	2.1%	2.0%	1.6%	2.6%					
2006 to 2015	12.2%	-0.2%	0.1%	0.4%	0.3%					
2007 to 2016	8.8%	-1.1%	-1.2%	-1.7%	-0.7%					
2008 to 2017	6.7%	0.3%	0.4%	0.1%	0.4%					
2009 to 2018	15.0%	1.5%	1.1%	1.4%	0.2%					
2010 to 2019	10.2%	0.9%	0.7%	0.4%	0.6%					
2011 to 2020	9.9%	0.9%	0.8%	0.6%	1.2%					
2012 to 2021	15.5%	3.0%	3.0%	2.6%	3.3%					
2013 to 2022	13.1%	2.2%	2.2%	1.8%	2.6%					
2014 to 2023	14.6%	3.0%	2.8%	2.7%	3.3%					

Source: FundsIndia Research, MFI; 'Buy & Hold' Investor invests into equities and holds the same for the entire period; 'Profit Booking @ X% Gains' indicates portfolios of investors who deploy the profits made in equity into debt whenever the absolute gains reach 20%, 30% and 50% levels; 'Profit Booking @ All-time Highs' indicates the portfolio of an investor who deploys the profits made in equity into debt whenever the Nifty index touches an all-time high; Nifty 50 TRI is considered as the equity option and HDFC Money Market Fund is considered as the debt option; Taxation impact has not been factored for simplicity.

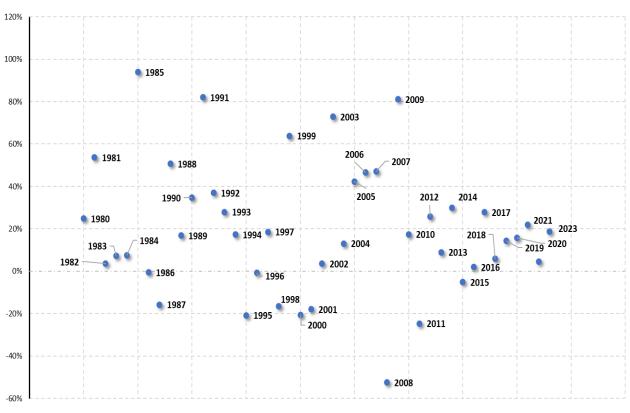
Calendar year returns are volatile & rarely resemble long term averages







Sensex - Calendar Year Returns

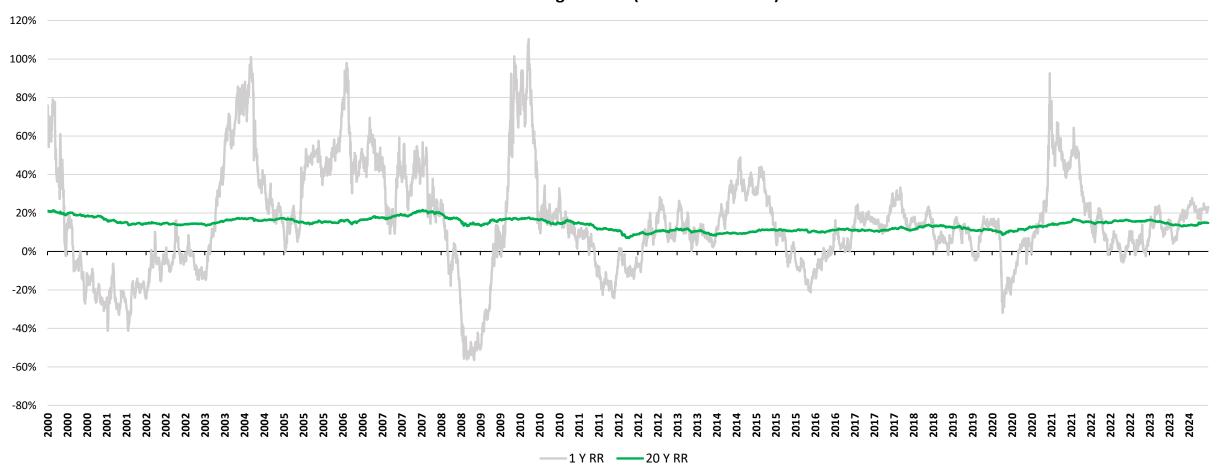




Equities are less volatile over longer time horizons







Indian Equity - Takeaways



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



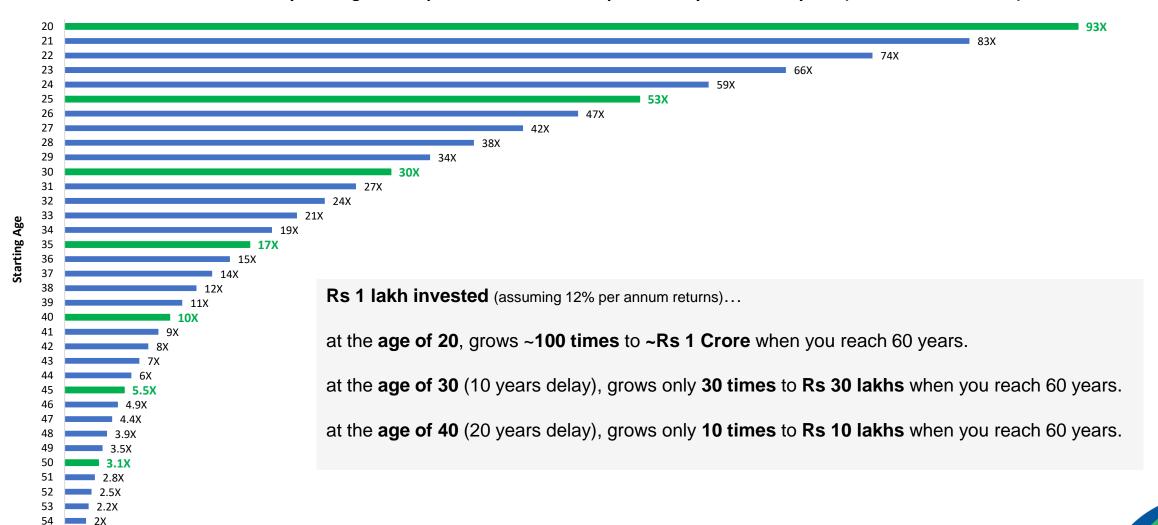


Power Of Compounding

Even a small amount invested early, makes a huge difference over a long time frame



Number of Times your Original Lumpsum Investment Multiplies when you reach 60 years (@12% annual returns)

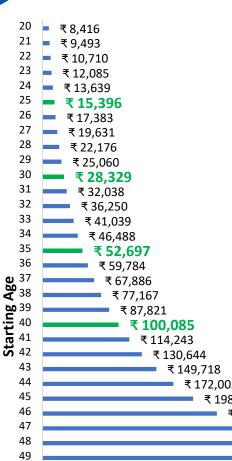


1.8X

Start Investing Early



₹ 1,212,322

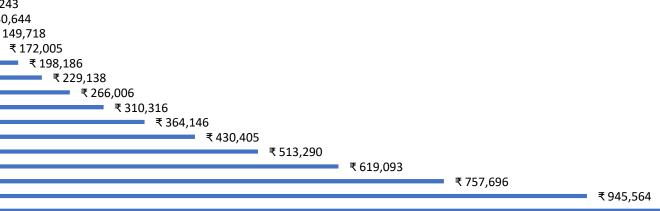


Monthly SIP Amount Required to Reach Rs 10 crore at 60 years (@12% returns per annum)

If you start investing via SIP at the age of 25, the monthly SIP required is only Rs 15,000.

But if you delay and start at the age of 30 the monthly SIP required is 2 times more at Rs 28,000!

If you delay and start at the age of 40 the monthly SIP required is 6 times more at Rs 1,00,000!



50

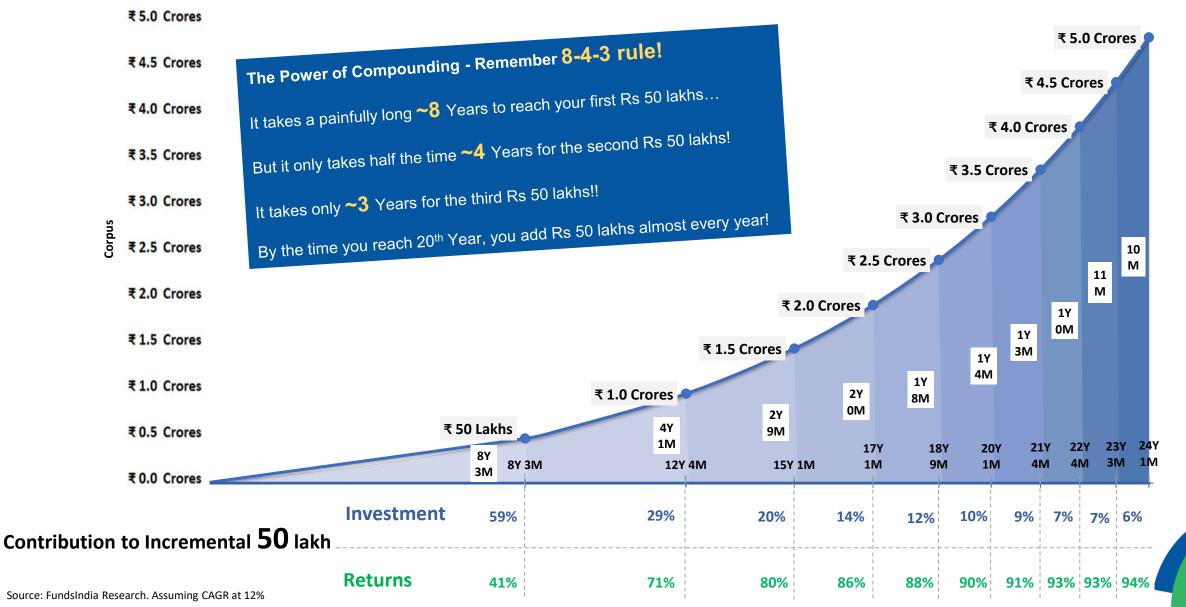
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Power of Compounding - SLOWLY & THEN SUDDENLY







Power of Compounding - SLOWLY & THEN SUDDENLY



Portfolio Value when investing Rs. 50,000 every month @ 12% per annum returns



Power of Compounding - SLOWLY & THEN SUDDENLY



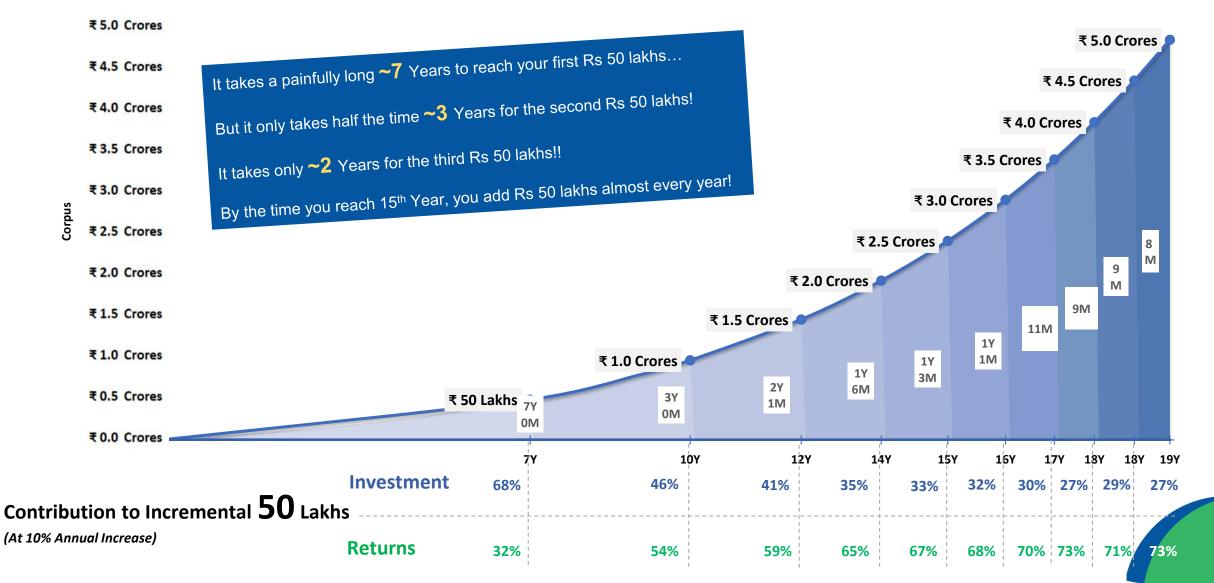
Portfolio Value when investing Rs. 70,000 every month @ 12% per annum returns



The Power of Compounding - Remember the 7-3-2 Rule



Portfolio Value when investing Rs. 30,000 every month @10% annual Increase



The Power of Compounding - Remember the 7-3-2 Rule



Portfolio Value when investing Rs. 50,000 every month @10% annual Increase



The Power of Compounding - Remember the 7-3-2 Rule



Portfolio Value when investing Rs. 70,000 every month @10% annual increase



How To Reach Your Target Amount (with No Annual Increase in SIP Investment)?



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

How To Reach Your Target Amount (with 5% Annual Increase in SIP Investment)?



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

How To Reach Your Target Amount (with 10% Annual Increase in SIP Investment)?



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

How many times does your money multiply?



Number of Times your Original Investments Multiply

V	Annual Return												
Years	5%	8%	10%	12%	15%	18%	20%						
2 Y	1.1x	1.2x	1.2x	1.3x	1.3x	1.4x	1.4x						
3 Y	1.2x	1.3x	1.3x	1.4x	1.5x	1.6x	1.7x						
4 Y	1.2x	1.4x	1.5x	1.6x	1.7x	1.9x	2.1x						
5 Y	1.3x	1.5x	1.6x	1.8x	2x	2.3x	2.5x						
6 Y	1.3x	1.6x	1.8x	2x	2.3x	2.7x	3x						
7 Y	1.4x	1.7x	1.9x	2.2x	2.7x	3.2x	3.6x						
8 Y	1.5x	1.9x	2.1x	2.5x	3.1x	3.8x	4.3x						
9 Y	1.6x	2x	2.4x	2.8x	3.5x	4.4x	5.2x						
10 Y	1.6x	2.2x	2.6x	3.1x	4x	5.2x	6.2x						
11 Y	1.7x	2.3x	2.9x	3.5x	4.7x	6.2x	7.4x						
12 Y	1.8x	2.5x	3.1x	3.9x	5.4x	7.3x	8.9x						
13 Y	1.9x	2.7x	3.5x	4.4x	6.2x	8.6x	10.7x						
14 Y	2x	2.9x	3.8x	4.9x	7.1x	10.1x	12.8x						
15 Y	2.1x	3.2x	4.2x	5.5x	8.1x	12x	15.4x						
16 Y	2.2x	3.4x	4.6x	6.1x	9.4x	14.1x	18.5x						
17 Y	2.3x	3.7x	5.1x	6.9x	10.8x	16.7x	22.2x						
18 Y	2.4x	4x	5.6x	7.7x	12.4x	19.7x	26.6x						
19 Y	2.5x	4.3x	6.1x	8.6x	14.2x	23.2x	31.9x						
20 Y	2.7x	4.7x	6.7x	9.6x	16.4x	27.4x	38.3x						
25 Y	3.4x	6.8x	10.8x	17x	32.9x	62.7x	95.4x						
30 Y	4.3x	10.1x	17.4x	30x	66.2x	143.4x	237.4x						

What is the Annual Return required (to multiply your original investment)?



							A	nnual	Retur	n Req	uired								
Multiply							No	. of Years	s to mult	iply your	original	investme	ents						
iviuitipiy	2Y	3Y	4Y	5Y	6Y	7Y	8Y	9Y	10Y	11Y	12Y	13Y	14Y	15Y	16Y	17Y	18Y	19Y	20Y
2 times	41%	26.0%	18.9%	14.9%	12.2%	10.4%	9.1%	8.0%	7.2%	6.5%	5.9%	5.5%	5.1%	4.7%	4.4%	4.2%	3.9%	3.7%	3.5%
3 times	73%	44%	32%	24.6%	20.1%	17.0%	14.7%	13.0%	11.6%	10.5%	9.6%	8.8%	8.2%	7.6%	7.1%	6.7%	6.3%	6.0%	5.6%
4 times	100%	59%	41%	32%	26.0%	21.9%	18.9%	16.7%	14.9%	13.4%	12.2%	11.3%	10.4%	9.7%	9.1%	8.5%	8.0%	7.6%	7.2%
5 times	124%	71%	50%	38%	31%	25.8%	22.3%	19.6%	17.5%	15.8%	14.4%	13.2%	12.2%	11.3%	10.6%	9.9%	9.4%	8.8%	8.4%
6 times	145%	82%	57%	43%	35%	29.2%	25.1%	22.0%	19.6%	17.7%	16.1%	14.8%	13.7%	12.7%	11.8%	11.1%	10.5%	9.9%	9.4%
7 times	165%	91%	63%	48%	38%	32%	27.5%	24.1%	21.5%	19.4%	17.6%	16.1%	14.9%	13.9%	12.9%	12.1%	11.4%	10.8%	10.2%
8 times	183%	100%	68%	52%	41%	35%	29.7%	26.0%	23.1%	20.8%	18.9%	17.3%	16.0%	14.9%	13.9%	13.0%	12.2%	11.6%	11.0%
9 times	200%	108%	73%	55%	44%	37%	32%	27.7%	24.6%	22.1%	20.1%	18.4%	17.0%	15.8%	14.7%	13.8%	13.0%	12.3%	11.6%
10 times	216%	115%	78%	58%	47%	39%	33%	29.2%	25.9%	23.3%	21.2%	19.4%	17.9%	16.6%	15.5%	14.5%	13.6%	12.9%	12.2%
11 times	232%	122%	82%	62%	49%	41%	35%	31%	27.1%	24.4%	22.1%	20.3%	18.7%	17.3%	16.2%	15.1%	14.2%	13.5%	12.7%
12 times	246%	129%	86%	64%	51%	43%	36%	32%	28.2%	25.3%	23.0%	21.1%	19.4%	18.0%	16.8%	15.7%	14.8%	14.0%	13.2%
13 times	261%	135%	90%	67%	53%	44%	38%	33%	29.2%	26.3%	23.8%	21.8%	20.1%	18.6%	17.4%	16.3%	15.3%	14.5%	13.7%
14 times	274%	141%	93%	70%	55%	46%	39%	34%	30%	27.1%	24.6%	22.5%	20.7%	19.2%	17.9%	16.8%	15.8%	14.9%	14.1%
15 times	287%	147%	97%	72%	57%	47%	40%	35%	31%	27.9%	25.3%	23.2%	21.3%	19.8%	18.4%	17.3%	16.2%	15.3%	14.5%
16 times	300%	152%	100%	74%	59%	49%	41%	36%	32%	28.7%	26.0%	23.8%	21.9%	20.3%	18.9%	17.7%	16.7%	15.7%	14.9%
17 times	312%	157%	103%	76%	60%	50%	42%	37%	33%	29.4%	26.6%	24.4%	22.4%	20.8%	19.4%	18.1%	17.0%	16.1%	15.2%
18 times	324%	162%	106%	78%	62%	51%	44%	38%	34%	30%	27.2%	24.9%	22.9%	21.3%	19.8%	18.5%	17.4%	16.4%	15.5%
19 times	336%	167%	109%	80%	63%	52%	44%	39%	34%	31%	27.8%	25.4%	23.4%	21.7%	20.2%	18.9%	17.8%	16.8%	15.9%
20 times	347%	171%	111%	82%	65%	53%	45%	39%	35%	31%	28.4%	25.9%	23.9%	22.1%	20.6%	19.3%	18.1%	17.1%	16.2%

The First Crore is the Hardest – Incrementally it gets easier!



The first crore is the most difficult, each subsequent crore takes progressively less time and returns to achieve!

	Journey from	1	Returns Required	Time Required (yrs) assuming 12% per annum returns
1Cr	То	2Cr	100%	6 yrs
2Cr	То	3Cr	50%	3.5 yrs
3Cr	То	4Cr	33%	2.5 yrs
4Cr	То	5Cr	25%	2 yrs
5Cr	То	6Cr	20%	1.5 yrs
6Cr	То	7Cr	17%	1.4 yrs
7Cr	То	8Cr	14%	1.2 yrs
8Cr	То	9Cr	13%	1.2 yrs
9Cr	То	10Cr	11%	1 yrs





Debt Returns

Debt historically has delivered 6-8% over 5+ years



Year wise Lumpsum Returns of Debt (2000 to 2023)

						1	rear w	ise Lu	mpsu	ııı ket	urns c	n Deb	ι (Ζυυ	0 10 2	UZSJ								
					(- 1	1																	
Average	8%	8%	8%	7%	7%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	7%	7%	7%	7%	7%
Max	14%	12%	10%	9%	9%	9%	9%	8%	9%	9%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	7%
Min	1%	3%	5%	5%	6%	7%	6%	6%	7%	7%	7%	7%	7 %	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Jan-01	11%	11%	9%	8%	7%	7 %	8%	8%	7 %	7 %	7%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	7 %
Jan-02	10%	8%	6%	6%	6%	7 %	8%	7 %	7 %	7 %	7%	7 %	7 %	8%	8%	8%	8%	8%	8%	7%	7%	7 %	
Jan-03	6%	5%	5%	5%	6%	7 %	7%	6%	7 %	7 %	7%	7 %	7 %	7%	7%	7 %	7 %	8%	7 %	7%	7%		
Jan-04	3%	4%	5%	6%	8%	7%	6%	7%	7 %	7 %	7%	7 %	8%	7%	7%	7 %	8%	7 %	7 %	7%			
Jan-05	5%	6%	7 %	9%	7 %	7%	7%	7%	8%	8%	8%	8%	8%	8%	8%	8%	8%	7 %	7 %				
Jan-06	7%	8%	10%	8%	1 7%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%					
Jan-07	10%	12%	8%	7%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%						
Jan-08	14%	7 %	6%	7%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	7 %							
Jan-09	1%	3%	5%	6%	6%	7%	7 %	7 %	7 %	7 %	7 %	8%	7 %	7%	7 %								
Jan-10	5%	7 %	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%									
Jan-11	9%	9%	9%	9%	9%	9%	9%	8%	8%	9%	8%	8%	8%										
Jan-12	10%	9%	9%	9%	9%	9%	8%	8%	9%	8%	8%	8%											
Jan-13	8%	9%	9%	9%	8%	8%	8%	8%	8%	7 %	7%												
Jan-14	10%	9%	9%	8%	8%	8%	8%	8%	7%	7%													
Jan-15	8%	9%	8%	8%	8%	8%	8%	7 %	7 %														
Jan-16	9%	8%	7 %	8%	8%	7%	7 %	7 %															
Jan-17	7 %	7 %	7 %	8%	7%	7%	7 %																
Jan-18	7 %	8%	8%	7 %	7%	7%																	

Returns >=6%
0 to <6%
Less than 0%

How to read the table: Column 1 indicates the starting date of SIP. The Row named 'Year' indicates the time frame on investment −1Y, 2Y, 3Y etc

Jan-19

Jan-20

Jan-21

Jan-22

Jan-23

7%

6%

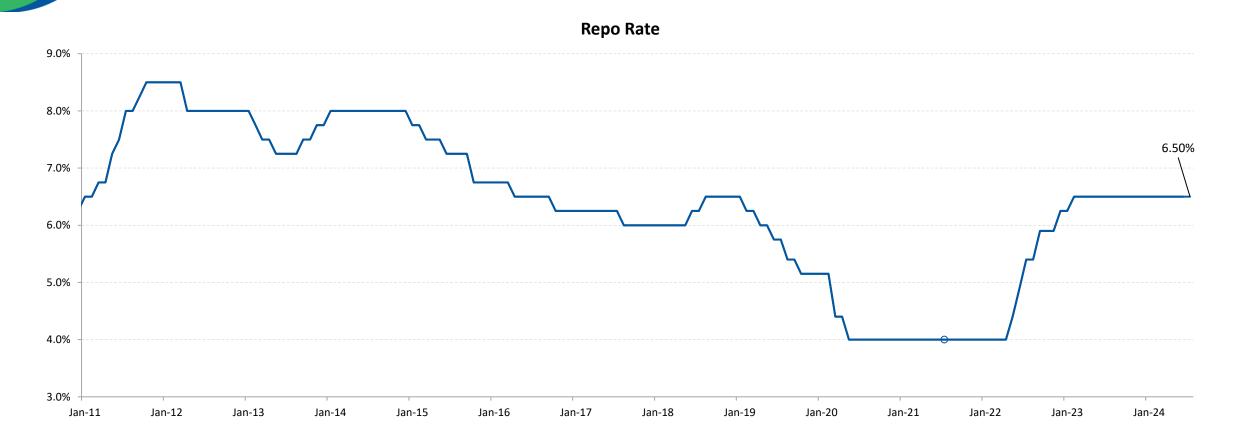
4%

7%

5%

India Rate Hike Cycle – PAUSE for now





RBI continues to prioritize controlling inflation -

In its latest monetary policy update (8-Aug-2024), RBI kept the repo rate unchanged.

- Inflation forecast for FY25 retained at 4.5%
- GDP Growth forecast for FY25 at 7.2%

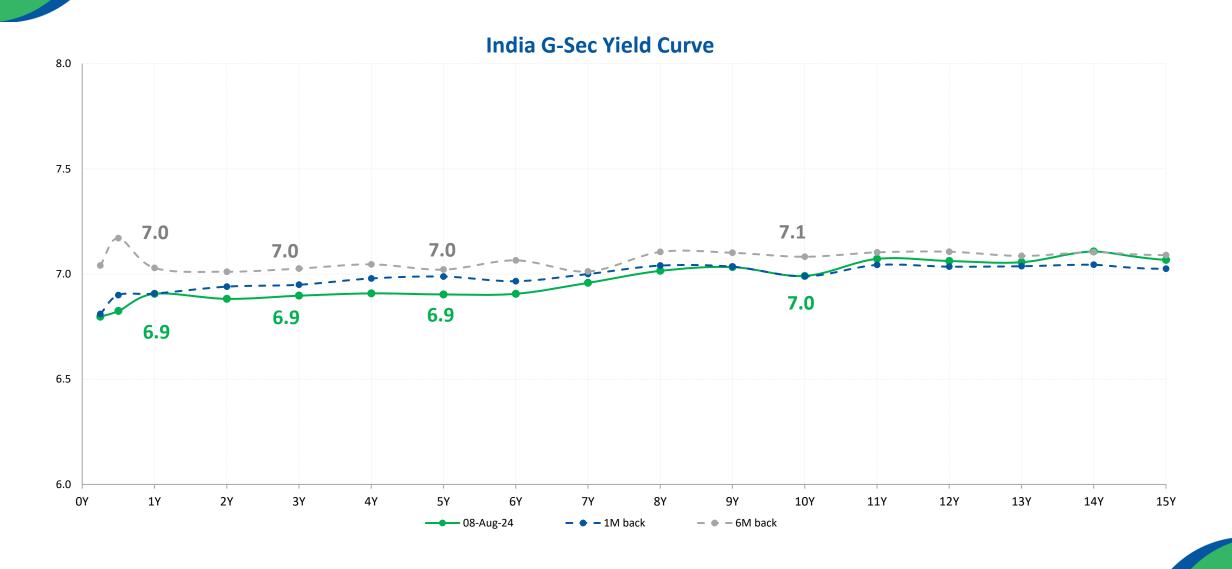
1Y & 10Y Indian Government Bond Yields may have





Yields continue to remain elevated





US & India Inflation – Early signs of easing



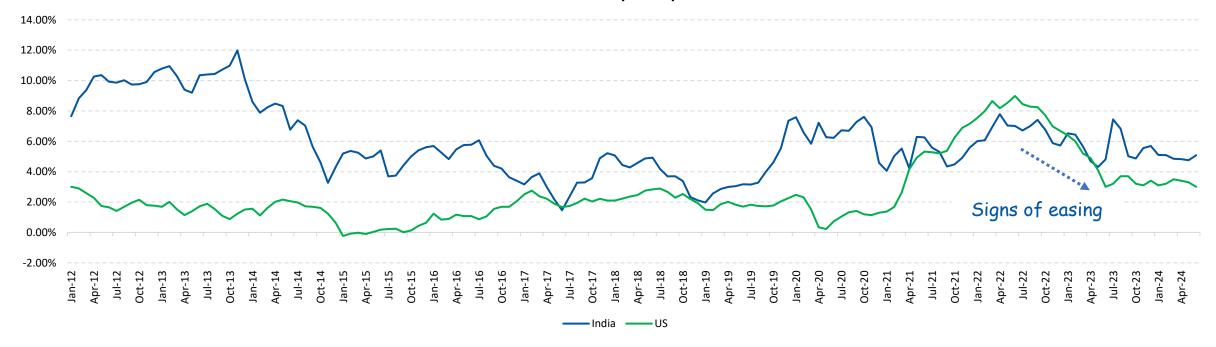
India CPI Latest: 5.1%

1 month back: 4.8% 6 months back: 5.7%

U.S. CPI Latest: 3.0%

1 month back: 3.3% 6 months back: 3.4%

Inflation (YoY %)



FD Rates have increased in the recent past – but post tax returns* are still low



		6	6 Months		
	HDFC Bank	ICICI Bank	SBI Bank	PNB Bank	Bank FD Average
Pre-Tax	4.50	4.75	6.00	6.00	5.31
Post-Tax	3.14	3.31	4.18	4.18	3.70
			1 Year		
	HDFC Bank	ICICI Bank	SBI Bank	PNB Bank	Bank FD Average
Pre-Tax	6.60	6.70	6.80	6.75	6.71
Post-Tax	4.62	4.69	4.76	4.73	4.70
			2 Years		
	HDFC Bank	ICICI Bank	SBI Bank	PNB Bank	Bank FD Average
Pre-Tax	7.00	7.25	7.00	6.80	7.01
Post-Tax	4.95	5.13	4.95	4.81	4.96
			3 Years		
	HDFC Bank	ICICI Bank	SBI Bank	PNB Bank	Bank FD Average
Pre-Tax	7.00	7.00	6.75	7.00	6.94
Post-Tax	5.00	5.00	4.82	5.00	4.95
			5 Years		
	HDFC Bank	ICICI Bank	SBI Bank	PNB Bank	Bank FD Average
Pre-Tax	7.00	7.00	6.50	6.50	6.75
Post-Tax	5.09	5.09	4.72	4.72	4.90

Indian Debt - Takeaways



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





Gold Returns

Gold has beaten Inflation over the long run



Year wise Outperformance of Gold vs Inflation (1995 to 2023)

Average	4%	4%	4%	4%	4%	4%	4%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	4%	4%	4%	4%	3%	4%	4%
Maximum	23%	20%	17%	17%	16%	15%	16%	14%	14%	14%	12%	11%	10%	9%	8%	6%	6%	6%	7%	7%	6%	6%	6%	6%	5%	5%	4%	4%	4%
Minimum	-27%	-18%	-14%	-13%	-8%	-7%	-6%	-3%	-1%	-1%	0%	0%	2%	2%	4%	4%	4%	3%	2%	2%	2%	2%	3%_	3%_	3%	3%	3%_	3%	4%
Years	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
Jan-95	4%	-4%	-10%	-8%	-6%	-6%	-6%	-2%	-1%	-1%	1%	2%	2%	3%	4%	5%	6%	5%	3%	3%	2%	2%	3%	3%	3%	4%	3%	3%	4%
Jan-96	-12%	-16%	-11%	-8%	-8%	-7%	-3%	-2%	-1%	0%	2%	2%	3%	5%	5%	6%	5%	3%	2%	2%	3%	3%	3%	3%	4%	3%	3%	4%	
Jan-97	-20%	-12%	-8%	-8%	-6%	-2%	0%	0%	1%	3%	4%	4%	6%	6%	7%	6%	4%	3%	2%	3%	3%	3%	4%	4%	4%	4%	4%		
Jan-98	-4%	0%	-3%	-2%	2%	4%	3%	5%	7%	6%	8%	8%	8%	9%	8%	5%	5%	4%	5%	4%	4%	5%	5%	5%	5%	5%			
Jan-99	3%	-3%	- 2 %	3%	5%	4%	6%	7%	7%	8%	10%	10%	10%	9%	6%	5%	5%	5%	5%	4%	5%	6%	5%	5%	5%				
Jan-00	-9%	-4%	4%	6%	4%	7%	8%	8%	8%	10%	10%	11%	9%	7%	6%	4%	5%	5%	5%	5%	6%	5%	5%	6%					
Jan-01	-1%	10%	10%	7%	10%	11%	9%	11%	12%	12%	12%	11%	8%	7%	5%	6%	6%	5%	6%	7%	6%	6%	6%						
Jan-02	21%	15%	10%	12%	13%	11%	13%	14%	14%	14%	12%	8%	7%	6%	6%	6%	6%	6%	7%	6%	6%	6%							
Jan-03	10%	5%	10%	11%	10%	12%	13%	13%	13%	11%	8%	7%	5%	5%	5%	5%	6%	6%	6%	6%	6%								
Jan-04	0%	8%	11%	10%	11%	13%	13%	14%	11%	7%	5%	5%	4%	4%	5%	5%	6%	5%	5%	6%									/
Jan-05	18%	18%	13%	15%	16%	15%	16%	13%	7%	7%	5%	5%	5%	5%	5%	6%	5%	6%	6%					:					
Jan-06	17%	11%	14%	16%	15%	15%	13%	7%	5%	4%	4%	3%	4%	5%	6%	5%	5%	5%											
Jan-07	5%	13%	15%	14%	15%	12%	5%	3%	2%	3%	2%	3%	4%	5%	4%	4%	4%												
Jan-08	21%	20%	17%	17%	13%	5%	4%	1%	2%	3%	3%	3%	5%	4%	5%	5%													
Jan-09	19%	16%	16%	11%	2%	1%	-2%	0%	1%	1%	2%	3%	3%	3%	4%							Gold	has c	outpe	rfori	ned			
Jan-10	11%	15%	8%	-3%	-2%	-4%	-3%	-2%	-1%	1%	3%	1%	2%	2%													1		
Jan-11	19%	5%	-7%	-6%	-8%	-4%	-4%	-3%	-1%	1%	1%	2%	2%									inflat	rion t)y Z-	4% 0	ver ti	ne		
Jan-12	-8%	-18%	-13%	-13%	-8%	-7%	-6%	-2%	0%	-1%	0%	0%	l									_		•					
Jan-13	-27%	-15%	-14%	-9%	-7%	-5%	-2%	0%	-1%	0%	1%											long i	run						
Jan-14	-4%	-8%	-2%	-1%	0%	2%	5%	4%	4%	5%																			
Jan-15	-12%	-1%	0%	1%	4%	6%	4%	5%	6%																				
Jan-16	11%	5%	5%	8%	10%	7%	7%	8%																					
Jan-17	0%	2%	8%	10%	7%	7%	7%																						
Jan-18	5%	11%	15%	9%	9%	8%	l																						
Jan-19	17%	19%	10%	9%	9%	l																							
Jan-20	23%	6%	7%	7%																									

Outperformance >= 0%
Outperformance < 0%

7% 10%

Gold Returns = Inflation + 2-4% over long run



_																																								
A	verage	10%	9%	9%	9%	9%	9%	9%	9%	9%	9%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	9%	9%	9%	9%	9%	9
	Max	31%	27%	24%	25%	24%	23%	23%	22%	19%	20%	19%	18%	16%	15%	15%	13%	12%	12%	13%	13%	12%	12%	12%	12%	12%	12%	12%	12%	11%	11%	11%	10%	10%	10%	11%	10%	10% 1	10%	1
	Min	-22%	-9%	-8%	-5%	-3%	-1%	1%	1%	3%	4%	4%	5%	6%	6%	7%	7%	5%	6%	5%	5%	5%	5%	6%	6%	6%	7%	7%	8%	8%	9%	9%	9%	9%	9%	8%	8%	8%	8%	8
	Years	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	:
	Jan-80	10%	-7%	1%	-1%	-2%	-1%	3%	5%	4%	5%	5%	7 %	7 %	8%	7%	8%	7%	6%	6%	6%	5%	5%	6%	6%	6%	7%	7%	8%	8%	9%	9%	10%	10%	9%	9%	8%	8%	8%	8
	Jan-81	-22%	-3%	-5%	-5%	-3%	2%	4%	4%	4%	4%	6%	6%	8%	7 %	7%	7 %	5%	6%	5%	5%	5%	6%	6%	6%	7 %	7 %	8%	8%	9%	9%	10%	10%	9%	9%	8%	8%	8%	8%	8
	Jan-82	19%	5%	2%	2%	7%	9%	8%	8%	7%	10%	9%	11%	10%	10%	9%	7%	7%	7%	7%	7 %	8%	8%	7 %	8%	9%	9%	10%	10%	10%	11%	11%	10%	10%	9%	9%	9%	9%	9%	1
	Jan-83	-8%	-6%	-3%	4%	7%	6%	6%	6%	9%	8%	10%	9%	9%	8%	7%	7 %	7 %	6%	6%	7 %	7 %	7%	8%	8%	8%	9%	10%	10%	11%	11%	10%	9%	9%	9%	9%	9%	9% 1	10%	9
	Jan-84	-4%	-1%	8%	11%	9%	9%	8%	11%	10%	12%	11%	11%	10%	8%	8%	7 %	7%	7%	8%	8%	8%	8%	9%	9%	10%	10%	11%	11%	11%	10%	10%	9%	9%	9%	9%	10%	10% 1	10%	1
	Jan-85	2 %	15%	17%	12%	12%	10%	13%	12%	14%	12%	12%	11%	9%	9%	8%	8%	8%	9%	9%	8%	9%	9%	10%	11%	11%	11%	12%	12%	11%	10%	10%	10%	10%	10%	10%	10%	10% 1	10%	1
	Jan-86	29%	25%	16%	14%	12%	15%	14%	15%	13%	13%	12%	9%	9%	9%	8%	8%	9%	9%	9%	9%	10%	10%	11%	11%	12%	12%	12%	11%	11%	10%	10%	10%	10%	10%	11%	10%	10% 1	10%	
	Jan-87	21%	10%	9%	8%	12%	11%	13%	11%	12%	10%	8%	8%	7%	7 %	7 %	8%	8%	8%	8%	9%	9%	10%	11%	11%	12%	12%	10%	10%	9%	10%	9%	9%	10%	10%	10%	10%	10%		
	Jan-88	0%	4%	4%	10%	10%	12%	10%	11%	9%	6%	7%	6%	6%	6%	7 %	7 %	7 %	8%	8%	9%	10%	10%	11%	11%	11%	10%	10%	9%	9%	9%	9%	9%	10%	10%	10%	10%			
	Jan-89	8%	7%	14%	12%	15%	12%	12%	10%	7%	7%	7%	6%	6%	7%	8%	7 %	8%	9%	9%	10%	11%	11%	12%	12%	11%	10%	9%	10%	9%	9%	10%	10%	10%	10%	10%				
	Jan-90	5%	17%	13%	17%	13%	13%	10%	7%	7%	7%	6%	6%	7%	8%	7 %	8%	9%	9%	10%	11%	11%	12%	12%	11%	10%	9%	10%	9%	9%	10%	10%	10%	10%	10%					
	Jan-91	31%	18%	21%	15%	14%	11%	7%	7%	7%	6%	6%	8%	8%	7%	8%	9%	10%	11%	11%	12%	12%	12%	11%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%						
	Jan-92	6%	16%	10%	11%	8%	4%	4%	4%	4%	4%	6%	6%	6%	7 %	8%	8%	9%	10%	11%	12%	12%	10%	10%	9%	9%	9%	9%	9%	10%	9%	9%	10%							
	Jan-93	27%	12%	12%	8%	3%	4%	4%	4%	4%	6%	6%	6%	7 %	8%	9%	10%	10%	11%	12%	12%	10%	10%	9%	9%	9%	9%	9%	10%	10%	10%	10%								
	Jan-94	-2%	5%	3%	-2%	0%	1%	1%	1%	3%	4%	4%	5%	7%	7%	9%	9%	10%	11%	11%	9%	9%	8%	8%	8%	8%	9%	9%	9%	9%	9%									
	Jan-95			-2%	0%	1%	1%	1%	4%	5%	5%	6%	7%	8%	9%	10%	11%	12%	12%	10%	10%	9%	9%	9%	9%	9%	10%	9%		10%										
	Jan-96		-9%	-3%	-2%	-1%	0%	3%	4%	4%	5%	7 %	8%	9%	10%	11%	12%	12%	10%	9%	9%	9%	9%	9%	9%	10%	9%		10%											
	Jan-97		-4%	-2%	-1%	0%	4%	5%	5%	6%	8%	9%	10%	11%	12%	13%	13%	11%	10%	9%	9%	9%	9%	10%	10%	10%	10%	10%												
	Jan-98		5%	4%	4%	8%	9%	8%	9%	11%	11%	13%	13%	14%	15%	15%	12%	12%	11%	11%	10%	10%	11%	11%		11%	11%													
	Jan-99		2%	3%	8%	9%	8%	10%	11%	12%	13%	14%	15%	16%	15%	13%	12%	11%	11%	11%	10%	11%		11%		11%														
	Jan-00	1%						12%	13%	14%	15%	16%	17%	16%	14%	13%	11%	11%	11%	11%			11%																	
	Jan-01			14%	10%		14%	14%	16%	16%	17%	18%	18%	15%	14%	12%	12%	12%	11%	12%	13%		12%	12%																
	Jan-02				15%		16%	18%	18%	19%	20%	19%	15%	14%	13%	12%	12%	12%	12%				12%																	
	Jan-03				14%		17%	17%	18%	19%	18%	15%	14%	12%	12%	11%	11%	12%				12%																		
	Jan-04			14%	15%	17%	18%	19%	20%	19%	15%	13%	12%	11%	11%	11%	11%				12%																			
	Jan-05						22%	23%	22%	16%	15%	13%	12%	12%				12%		12%																				
	Jan-06				22%	22%	23%	22%	16%	14%	12%	12%	11%	11%				12%	12%																					
	Jan-07			22%	22%	24%	22%	15%	13%	11%	11%	10%	10%	11%		11%		11%																						
	Jan-08						15%	13%	10%	10%	10%	10%				11% 10%	11%																							
	Jan-09				21%	12%	10% 6%	7%	8%	8%	8% 8%	9% 10%	10% 8%	9% 9%	9% 9%	10%																								
	Jan-10 Jan-11				5%	2%	4%	6% 4%	6% 4%	7% 6%	8% 8%	7%	8%	9% 8%	370																									
	Jan-11 Jan-12		-4%	-2%	-4%	-1%	0%	4% 1%	4% 4%	6%	5%	6%	6%	0 70																										
	Jan-12 Jan-13			-2 <i>%</i> -8%	-4%	-1% -2%	0%	3%	5%	4%	5%	6%	0 /0																											
	Jan-14		-3%		3%	4%	6%	9%	8%	8%	9%	0 /0																												
	Jan-15		1%	3%	4%		10%			10%	370																													
	Jan-16					14%				10/0																													F	Re
	Jan-17			12%					12/0	ı																														
	Jan-18			19%				12/0	ı																														7	/ 1
	Jan-19																																						(0 1
	Jan-20					_ 270																																		
	Jan-21																																						Ľ	Le
	-																																							

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

Year wise Lumpsum Returns of Gold (1980 to 2023)

Jan-22 12% 13%

Jan-23 15%

However, Gold has underperformed Equities over longer time frames



Year wise Outperformance of Gold vs Nifty 50 TRI (2000 to 2023)

													, 5			,								
Average	-4%	-3%	-3%	-4%	-3%	-3%	-3%	-2%	-2%	-2%	-2%	-2%	-2%	-2%	-2%	-2%	-3%	-3%	-3%	-3%	-3%	-3%	-3%	-1%
Maximum	79%	34%	23%	31%	23%	14%	10%	7%	6%	3%	4%	5%	4%	2%	2%	1%	-1%	-1%	-2%	-1%	-1%	-2%	-2%	-1%
Minimum	-65%	-34%	-28%	-27%	-29%	-21%	-14%	-10%	-10%	-11%	-9%	-9%	-7%	-6%	-7%	-6%	-5%	-5%	-5%	-5%	-5%	-4%	-3%	-1%
Years	1	2	3	4	5	6	7	8	9	10	11	12	13	14	/ 15	16	17	18	19	20	21	22	23	24
Jan-00	15%	17%	18%	2%	-1%	-3%	-5%	-9%	4%	0%	0%	5%	3%	1%	-1%	-2%	-1%	-2%	-2%	-2%	-1%	-2%	-2%	-1%
Jan-01	19%	19%	-3%	-6%	-7%	-9%	-14%	2%	-3%	-2%	4%	2%	0%	-2%	-3%	-2%	-3%	-3%	-2%	-1%	-3%	-2%	-3%	l .
Jan-02	19%	-19%	-16%	-16%	-17%	-21%	0%	-6%	-5%	2%	0%	-3%	-5%	-4%	-4%	-5%	-4%	-4%	-3%	-5%	-4%	-4%	1	
Jan-03	-65%	-34%	-28%	-27%	-29%	-3%	-10%	-8%	0%	-2%	-4%	-6%	-6%	-5%	-7%	-6%	-5%	-5%	-5%	-5%	-5%			
Jan-04	-11%	-14%	-16%	-21%	6%	-2%	-1%	7%	4%	1%	-3%	-2%	-2%	-3%	-3%	-3%	-2%	-3%	-3%	-2%	1			
Jan-05	-17%	-18%	-26%	11%	0%	1%	10%	7%	1%	-1%	-1%	-1%	-3%	-2%	-2%	-1%	-3%	-2%	-3%		1			
Jan-06	-21%	-30%	18%	4%	4%	13%	9%	4%	0%	0%	1%	-2%	-1%	0%	0%	-1%	-1%	-1%			- 1			
Jan-07	-40%	34%	11%	9%	20%	14%	7 %	2%	2%	2%	0%	0%	1%	1%	-1%	0%	-1%							
Jan-08	79%	31%	23%	31%	23%	13%	7 %	6%	6%	3%	3%	3%	4%	2%	2%	1%					- 1			
Jan-09	-54%	-22%	8%	1%	-5%	-10%	-9%	-7%	-8%	-7%	-6%	-5%	-7%	-6%	-5%						1			
Jan-10	5%	32%	16%	4%	-2%	-3%	-2%	-4%	-3%	-2%	-1%	-4%	-2%	-3%	\						_ /			
Jan-11	53%	20%	4%	-4%	-5%	-2%	-5%	-5%	-3%	-2%	-4%	-3%	-4%											
Jan-12	-18%	-22%	-25%	-20%	-14%	-16%	-13%	-10%	-9%	-11%	-9%	-9%				•								
Jan-13	-25%	-27%	-19%	-14%	-15%	-12%	-9%	-8%	-10%	-8%	-8%				- 00	•								
Jan-14	-31%	-17%	-9%	-12%	-9%	-7%	-4%	-7%	-6%	-6%			C	ver 1	5-20 y	rear pe	eriods	, Gold	has us	sually				
Jan-15	-5%	0%	-6%	-5%	-2%	-1%	-5%	-3%	-3%				(1)	ndern	erforr	med el	nuities	by 2-	-3%	•				
Jan-16	7 %	-8%	-5%	-2%	1%	-4%	-3%	-3%					u	naci p		nea e	4411100	, 5, 5	0 70					
Jan-17	-23%	-10%	-4%	-1%	-6%	-4%	-4%																	
Jan-18	2%	5%	7%	-2%	0%	-1%																		
Jan-19	8%	9%	-3%	-1%	-2%																			
Jan-20	12%	-10%	-3%	-5%																				

Outperformance >= 0%
Outperformance < 0%

-11%

0%

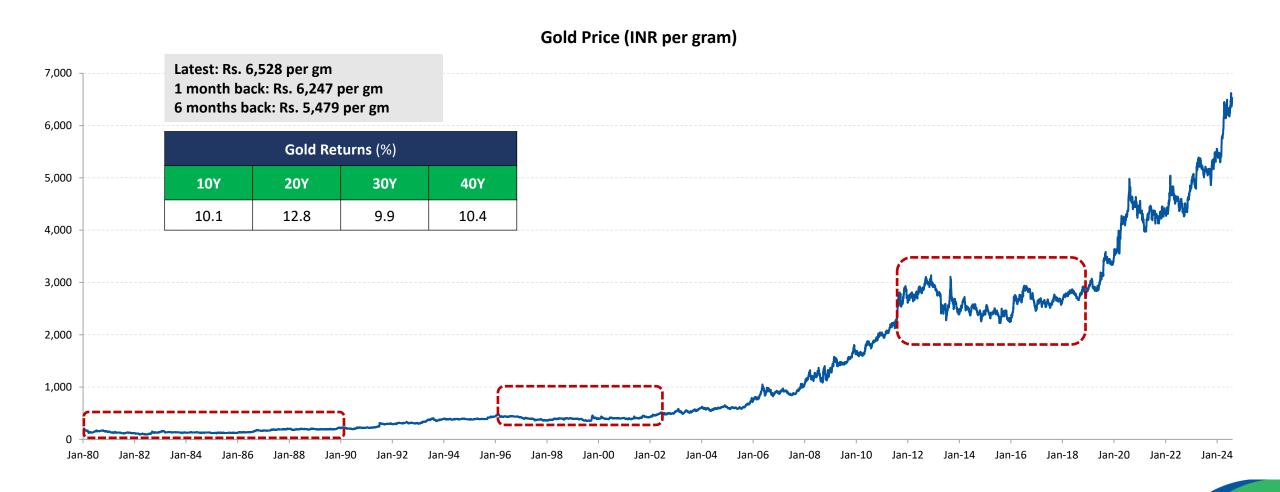
Jan-22

Jan-23

-9%



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



1980-1989: It took gold 10 years to hit its 1980 peak once again







1996-2002: It took gold ~7 years to hit its 1996 peak once again



Gold (Feb-1996 to May-2002)



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



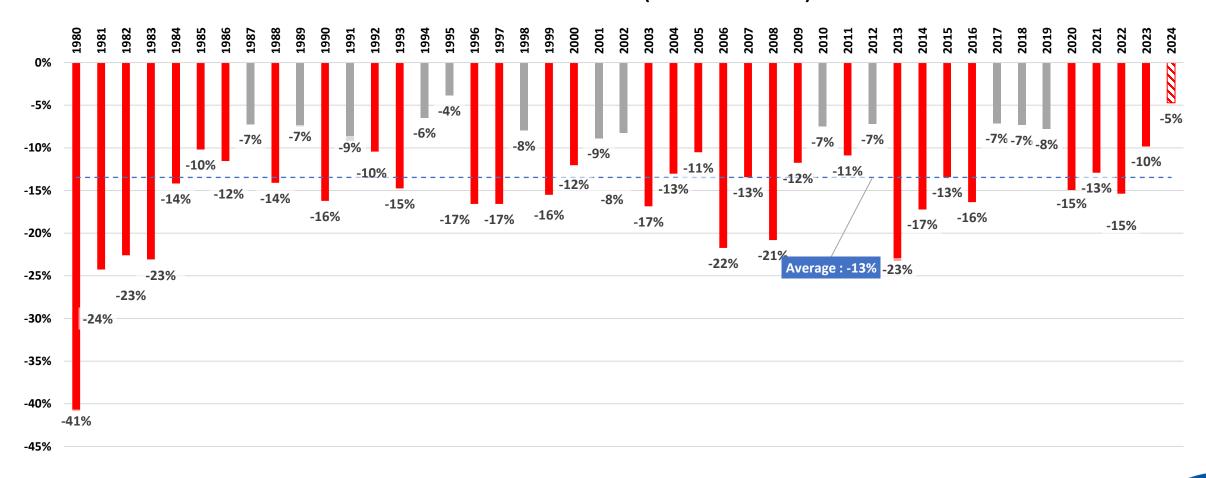




Gold witness 10-15% temporary declines almost every year



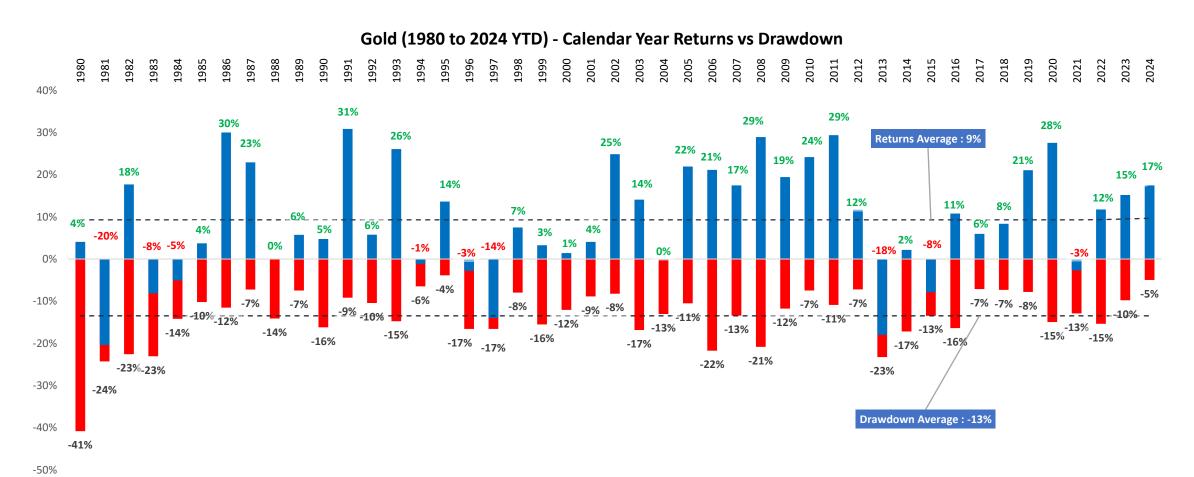
Gold: Year-wise Drawdown (1980 to 2024 YTD)



Only 13 out of the last 44 calendar years, had intra-year declines less than 10%

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





Despite the markets having intra-year declines every year, 34 out of 44 years ended with positive returns

Temporary declines are frequent - 51% of the days, Gold is down more than 10% from the peak



Drawdown from Peak	% of days Gold traded below the drawdown threshold (Since Jan-1980)	% of days Sensex traded be the drawdown threshold (Since Jan-1980)	
< 0%	96%	93%	
< -5%	73%	67%	
< -10%	51%	49%	
< -20%	26%	28%	
< -30%	11%	16%	
< -40%	3%	8%	
< -50%	1%	2%	

Gold is as volatile as equities, 49% of the days Sensex is down more than 10% from the peak.

Temporary market declines of 30-60%, historically has occurred once every 10-15 years

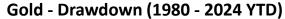


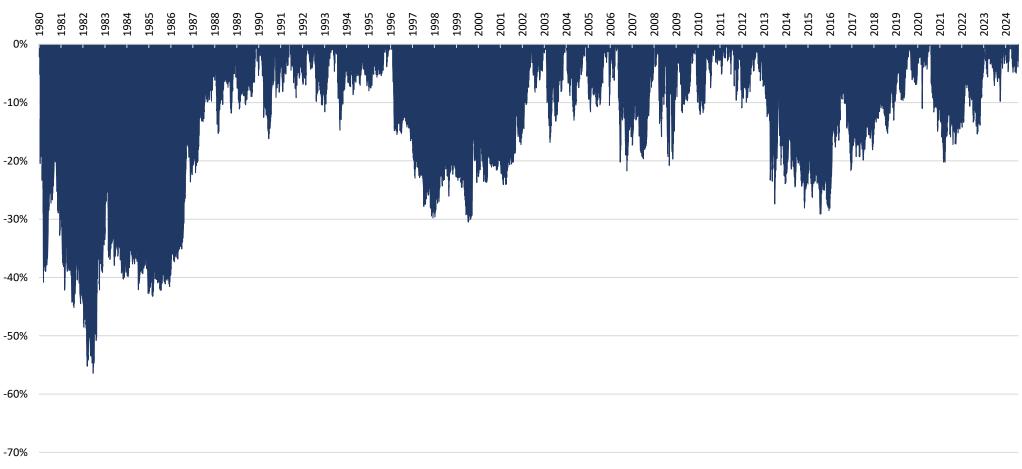
His	torically, large ma	arket falls (of mo	re than 30%) and	d subsequent reco	veries have tak	en around 7-8 yea	rs	
Peak Value	Trough Date	Trough Value	Fall from Peak	Recovery Date	Gold Value	Time Taken for Fall (in yrs)	Time Taken to Recover (in yrs)	Fall & Recovery (in yrs)
6,496	23-Jun-82	2,859	-56%	09-Nov-89	6,507	2Y 6M	7Y 5M	9Y 11M
15,721	15-Jul-99	10,954	-30%	24-May-02	15,717	3Y 6M	2Y 10M	6Y 4M
97,582	22-Jul-15	69,225	-30%	25-Jun-19	99,271	2Y 8M	3Y 11M	6Y 7M
					Average	2Y 8M	4Y 7M	7Y 6M
					Max	3Y 6M	7Y 5M	9Y 11M
					Min	2Y 6M	2Y 10M	6Y 4M
	Peak Value 6,496 15,721	Peak Value Trough Date 6,496 23-Jun-82 15,721 15-Jul-99	Peak Value Trough Date Trough Value 6,496 23-Jun-82 2,859 15,721 15-Jul-99 10,954	Peak Value Trough Date Trough Value Fall from Peak 6,496 23-Jun-82 2,859 -56% 15,721 15-Jul-99 10,954 -30%	Peak Value Trough Date Trough Value Fall from Peak Recovery Date 6,496 23-Jun-82 2,859 -56% 09-Nov-89 15,721 15-Jul-99 10,954 -30% 24-May-02	Peak Value Trough Date Trough Value Fall from Peak Recovery Date Gold Value 6,496 23-Jun-82 2,859 -56% 09-Nov-89 6,507 15,721 15-Jul-99 10,954 -30% 24-May-02 15,717 97,582 22-Jul-15 69,225 -30% 25-Jun-19 99,271 Average Max	Peak Value Trough Date Trough Value Fall from Peak Recovery Date Gold Value Time Taken for Fall (in yrs) 6,496 23-Jun-82 2,859 -56% 09-Nov-89 6,507 2Y 6M 15,721 15-Jul-99 10,954 -30% 24-May-02 15,717 3Y 6M 97,582 22-Jul-15 69,225 -30% 25-Jun-19 99,271 2Y 8M Average 2Y 8M Max 3Y 6M	6,496 23-Jun-82 2,859 -56% 09-Nov-89 6,507 2Y 6M 7Y 5M 15,721 15-Jul-99 10,954 -30% 24-May-02 15,717 3Y 6M 2Y 10M 97,582 22-Jul-15 69,225 -30% 25-Jun-19 99,271 2Y 8M 3Y 11M Average 2Y 8M 4Y 7M Max 3Y 6M 7Y 5M

Gold occasionally saw large temporary falls >30%



Frequency of Market Declines





Gold shows inverse correlation to US Real Yields



10 Yr Treasury Bond Real Yield

Latest: 1.9%

1 month back: 2.1% 6 months back: 1.7%

Gold Price (USD/Troy Ounce)

Latest: 2,426

1 month back: 2,331 6 months back: 2,053

US 10 Yr Real Yield (%) vs Gold (USD/Troy Ounce)



Gold - Takeaways



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





Real Estate Returns

Real Estate goes through cycles of 7-10 years



Calendar year returns of NHB Housing Price Index (Residex)



2002-23: 10% CAGR

WHEN you enter "Real Estate Cycle" is a key driver of long term returns



Year wise Lumpsum Returns of Real estate (2001 to 2022)

						100	ai wisc	Lamps	aiii iici	.ui 113 01	iteai e	state (2	.001 (0	2022)							
Average	10%	10%	10%	10%	10%	10%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	10%	10%	10%	10%
Max	24%	20%	19%	19%	19%	19%	17%	17%	17%	16%	15%	14%	14%	13%	13%	12%	11%	11%	11%	10%	10%
Min	1%	3%	3%	4%	4%	4%	4%	4%	4%	5%	5%	5%	5%	7%	7%	7%	8%	8%	9%	9%	10%
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Dec-01	18%	18%	18%	19%	18%	19%	17%	16%	17%	16%	15%	14%	14%	13%	13%	12%	11%	11%	11%	10%	10%
Dec-02	18%	18%	19%	18%	19%	17%	16%	17%	16%	15%	14%	13%	12%	12%	11%	11%	11%	10%	10%	10%	10%
Dec-03	18%	20%	18%	19%	17%	15%	16%	15%	15%	14%	13%	12%	12%	11%	11%	10%	10%	9%	9%	9%	
Dec-04	22%	18%	19%	17%	15%	16%	15%	14%	13%	13%	12%	11%	10%	10%	10%	9%	9%	9%	9%		
Dec-05	14%	18%	15%	13%	15%	14%	13%	12%	12%	11%	10%	9%	9%	9%	9%	8%	8%	8%			
Dec-06	23%	15%	13%	15%	14%	13%	12%	11%	10%	10%	9%	9%	9%	8%	8%	8%	8%				
Dec-07	9%	8%	13%	12%	12%	10%	10%	9%	9%	8%	8%	7%	7%	7%	7%	7%					
Dec-08	7%	15%	13%	12%	11%	10%	9%	9%	8%	7%	7%	7%	7%	7%	7%						
Dec-09	24%	16%	14%	12%	10%	9%	9%	8%	8%	7%	7%	7%	7%	7%							
Dec-10	9%	9%	8%	7%	6%	6%	6%	6%	6%	5%	5%	6%	5%								
Dec-11	10%	7%	7%	6%	6%	5%	5%	5%	5%	5%	5%	5%									
Dec-12	5%	5%	4%	5%	4%	4%	5%	4%	4%	5%	5%										
Dec-13	5%	4%	5%	4%	4%	5%	4%	4%	5%	5%											
Dec-14	2%	5%	3%	4%	4%	4%	4%	5%	5%												
Dec-15	8%	4%	5%	5%	5%	4%	5%	5%													
Dec-16	1%	3%	4%	4%	4%	5%	5%														
Dec-17	6%	6%	5%	5%	5%	5%															

Source: NHB, Indiabudget.gov.in. Returns are calculated based on NHB Residex.

3%

6%

7%

For the period Dec-01 to Dec-07, returns for 5 cities are considered- Delhi, Bangalore, Mumbai, Bhopal & Kolkatta

5%

5%

Post Dec-07, returns for 15 cities are considered which includes 10 additional cities- Hyderabad, Faridabad, Patna, Ahmedabad, Chennai, Jaipur, Lucknow, Pune, Surat and Kochi

NAV is rebased to 100 from 2001

Dec-18

Dec-19

Dec-20

Dec-21 Dec-22

How to read the table: Column 1 indicates the starting date of Lumpsum. The Row named 'Year' indicates the time frame on investment -1Y, 2Y, 3Y etc

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

Less than 0%

Real estate has beaten Inflation over longer time frames provided the entry is right



Year wise Outperformance of Real estate vs Inflation (2001 to 2022)

						real wis	se Outp	eriorina	ance or r	veai esi	late vs i	iiiiatioi	(2001	10 2022	•)						
Average	4%	4%	4%	4%	4%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	4%	4%	4%	4%	4%
Max	18%	16%	15%	15%	14%	14%	13%	11%	11%	10%	9%	8%	7%	6%	6%	5%	5%	5%	5%	4%	4%
Min	-5%	-5%	-4%	-3%	-3%	-2%	-2%	-1%	-1%	-1%	-1%	0%	0%	0%	1%	1%	2%	3%	3%	4%	4%
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Dec-01	13%	14%	14%	15%	14%	14%	13%	11%	11%	10%	9%	8%	7%	6%	6%	5%	5%	5%	5%	4%	4%
Dec-02	14%	14%	15%	14%	14%	13%	10%	11%	9%	8%	7%	6%	5%	5%	5%	5%	5%	4%	4%	4%	
Dec-03	14%	16%	14%	15%	12%	10%	10%	9%	8%	6%	6%	5%	5%	4%	4%	4%	4%	3%	3%		
Dec-04	18%	14%	15%	12%	9%	9%	8%	7%	6%	5%	4%	4%	3%	3%	3%	3%	3%	3%			
Dec-05	10%	13%	10%	7%	8%	6%	5%	4%	3%	3%	3%	2%	2%	2%	2%	2%	2%				
Dec-06	16%	10%	6%	7%	5%	5%	3%	2%	2%	2%	1%	2%	2%	1%	1%	1%					
Dec-07	3%	1%	4%	3%	3%	1%	0%	0%	0%	0%	0%	1%	0%	0%	1%						
Dec-08	-1%	5%	3%	2%	1%	0%	-1%	0%	0%	0%	0%	0%	0%	0%							
Dec-09	12%	5%	4%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
Dec-10	-2%	0%	-2%	-2%	-3%	-1%	-2%	-1%	-1%	-1%	-1%	0%									
Dec-11	2%	-2%	-3%	-3%	-1%	-2%	-1%	-1%	-1%	-1%	0%										
Dec-12	-5%	-5%	-4%	-2%	-2%	-1%	-1%	-1%	-1%	0%											
Dec-13	-4%	-4%	-1%	-2%	-1%	0%	0%	0%	0%												
Dec-14	-3%	0%	-1%	0%	1%	0%	0%	1%													
Dec-15	4%	1%	1%	2%	1%	1%	1%														
Dec-16	-2%	0%	1%	0%	0%	1%															

Outperformance >= 0%
Outperformance < 0%

Dec-17

Dec-18

Dec-19 Dec-20

Dec-21 Dec-22 1%

0%

1%

1%

-1%

1%

1%

1%

1%

But Real Estate has Underperformed Equities over long time frames



Year wise Outperformance of Real estate vs Nifty 50 TRI (2001 to 2022)

Average	-10%	-8%	-7%	-6%	-6%	-5%	-4%	-5%	-4%	-4%	-4%	-4%	-4%	-4%	-5%	-4%	-5%	-5%	-6%	-6%	-7%
Max	60%	28%	12%	18%	11%	9%	4%	4%	4%	1%	1%	0%	-1%	-2%	-2%	-3%	-4%	-5%	-5%	-5%	-6%
Min	-70%	-31%	-26%	-23%	-25%	-18%	-12%	-11%	-10%	-11%	-9%	-10%	-9%	-8%	-9%	-6%	-6%	-7%	-7%	-7%	-7%
Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Dec-01	13%	-19%	-10%	-12%	-15%	-18%	-1%	-8%	-7%	-2%	-3%	-3%	-5%	-4%	-4%	-5%	-5%	-5%	-6%	-6%	-6%
Dec-02	-59%	-24%	-21%	-23%	-25%	-3%	-11%	-9%	-3%	-5%	-5%	-7%	-6%	-5%	-7%	-6%	-6%	-7%	-7%	-7%	-7%
Dec-03	5%	-5%	-13%	-18%	6%	-5%	-4%	2%	0%	-1%	-3%	-2%	-2%	-4%	-3%	-4%	-4%	-5%	-5%	-5%	
Dec-04	-17%	-22%	-26%	6%	-7%	-5%	2%	-1%	-1%	-4%	-3%	-2%	-4%	-4%	-4%	-5%	-6%	-5%	-6%		
Dec-05	-28%	-31%	12%	-5%	-3%	4%	1%	1%	-2%	-2%	-1%	-3%	-3%	-3%	-4%	-5%	-5%	-5%			l
Dec-06	-34%	28%	2%	3%	10%	5%	4%	0%	1%	1%	-2%	-1%	-2%	-3%	-4%	-3%	-4%				l
Dec-07	60%	15%	12%	18%	11%	9%	4%	4%	4%	1%	1%	0%	-1%	-2%	-2%	-3%					l
Dec-08	-70%	-30%	-4%	-8%	-7%	-10%	-8%	-6%	-9%	-8%	-8%	-8%	-9%	-8%	-9%					1	1
Dec-09	5%	21%	9%	6%	-1%	0%	1%	-3%	-2%	-3%	-4%	-5%	-5%	-5%						/	
Dec-10	33%	10%	6%	-2%	0%	0%	-4%	-3%	-4%	-5%	-6%	-5%	-6%		•						
Dec-11	-19%	-11%	-16%	-10%	-8%	-11%	-9%	-9%	-9%	-11%	-9%	-10%									
Dec-12	-3%	-15%	-8%	-5%	-10%	-8%	-8%	-8%	-10%	-8%	-9%					•					
Dec-13	-28%	-10%	-5%	-11%	-9%	-8%	-9%	-11%	-9%	-10%		•		Rec	al Esta	te has	underr	perform	med ed	mities	
Dec-14	5%	4%	-6%	-4%	-5%	-6%	-8%	-7%	-8%		1								1,00	Ja.,105	
Dec-15	3%	-13%	-8%	-8%	-9%	-11%	-9%	-10%		'				by ·	4-6% c	over th	e iong	run			
Dec-16	-30%	-14%	-12%	-12%	-14%	-11%	-12%														

Outperformance >= 0%
Outperformance < 0%

-7%

-11%

-9%

-10%

-10%

-12%

Dec-17

Dec-18

Dec-19

Dec-20

Dec-21

Dec-22

1%

-7%

-13%

-22%

-17%

-3%

-10%

-18%

-9%

-6%

-6%

-14%

-10%

-11%

Real Estate - Takeaways



- 1. Over the Long Term (15-20 years) Real Estate has provided returns above inflation
- 2. Long Term Return Expectation = Inflation + 2-4% but...
- 3. Real Estate also goes through cycles (7-10 years of up-cycle followed by down-cycle)
- 4. WHEN you enter in the Real Estate Cycle is a key driver of long term returns



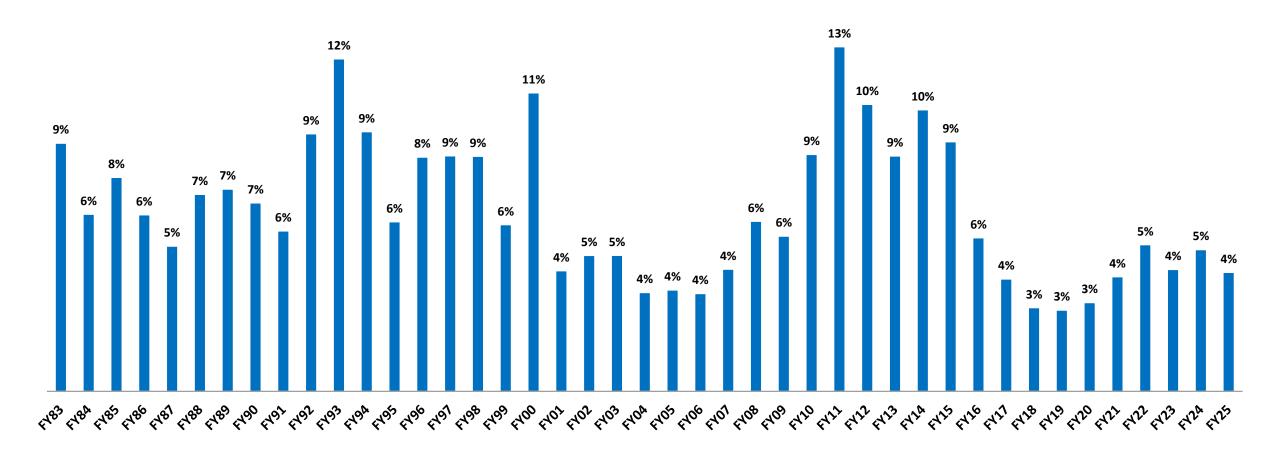


Inflation

Know Your Enemy – Inflation!



Inflation rates in India (1981 - 2025)



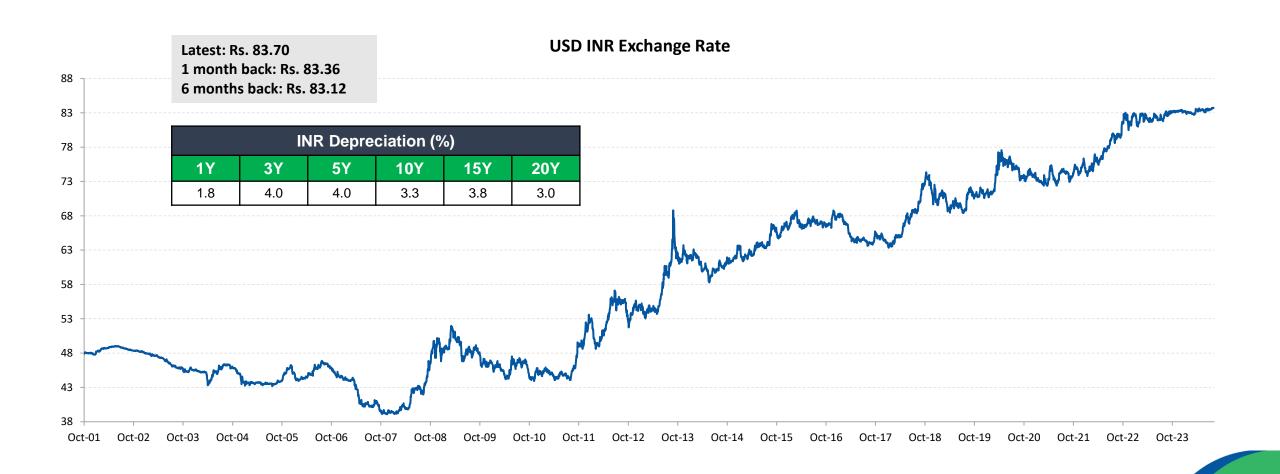




Currency

🔷 FundsIndía

Indian Currency has weakened by 3-4% per annum vs USD over the long run







Asset Allocation

Winners keep changing across Asset Classes



Calendar Year-wise Performance of Asset Classes

CY-2010	CY-2011	CY-2012	CY-2013	CY-2014	CY-2015	CY-2016	CY-2017	CY-2018	CY-2019	CY-2020	CY-2021	CY-2022	CY-2023	2024 YTD
Gold	Gold	Ind-Equity	US-Equity	Ind-Equity	Debt	US-Equity	Ind-Equity	Gold	US-Equity	Gold	US-Equity	Gold	US-Equity	Gold
24.2%	29.4%	29.4%	48.8%	32.9%	8.3%	14.9%	30.3%	8.4%	34.9%	27.6%	30.8%	11.8%	27.7%	17.5%
Real Estate	US-Equity	US-Equity	Debt	US-Equity	US-Equity	Gold	US-Equity	Debt	Gold	US-Equity	Ind-Equity	Real Estate	Ind-Equity	US-Equity
24.0%	21.1%	20.3%	8.5%	15.9%	6.5%	10.9%	14.5%	6.9%	21.1%	21.2%	25.6%	9.1%	21.3%	17.4%
Ind-Equity	Debt	Gold	Ind-Equity	Debt	Real Estate	Debt	Debt	Real Estate	Ind-Equity	Ind-Equity	Debt	Ind-Equity	Gold	Ind-Equity
19.2%	9.0%	11.7%	8.1%	9.6%	2.2%	9.2%	6.4%	5.7%	13.5%	16.1%	3.8%	5.7%	15.2%	15.7%
US-Equity	Real Estate	Real Estate	Real Estate	Real Estate	Ind-Equity	Real Estate	Gold	Ind-Equity	Debt	Debt	Real Estate	Debt	Debt	Debt
10.9%	8.9%	10.1%	4.9%	5.2%	-3.0%	7.6%	6.0%	4.6%	8.7%	9.5%	3.6%	4.1%	7.0%	4.6%
Debt	Ind-Equity	Debt	Gold	Gold	Gold	Ind-Equity	Real Estate	US-Equity	Real Estate	Real Estate	Gold	US-Equity	Real Estate	Real Estate
4.7%	-23.8%	9.6%	-18.0%	2.2%	-7.9%	4.4%	0.6%	4.2%	6.1%	3.0%	-2.7%	-9.1%	4.7%	2.0%

US Equity was the worst performer in 2022 but finished as the best performer in 2023

Note:

Real Estate: Returns based on NHB House Price Index. Ind-Equity: Nifty 50 TRI, US-Equity: S&P 500 TRI. Debt: Index calibrated based on the Debt Schemes - Aditya Birla SL Low Duration Fund, HDFC Low Duration Fund, Aditya Birla SL Corporate Bond Fund.

CY-2010 Returns since 01-Apr-10. 2024 YTD Returns as on 31-Jul-2024. CY 2024 Real Estate Returns are updated till Mar-2024.

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



Asset Allocation is an important driver of long-term returns



Portfolio			Max	Min 1Y	Max 1Y					
Portiono	1 Y	3Y	5Y	7 Y	10Y	15Y	20Y	Drawdown	Return	Return
Equity 70% : Debt 30%	22%	15%	15%	13%	12%	12%	14%	-40%	-35%	74%
Equity 50% : Debt 50%	18%	12%	13%	11%	11%	11%	13%	-27%	-23%	52%
Equity 30% : Debt 70%	14%	10%	10%	9%	9%	9%	11%	-14%	-10%	32%
Ind Equity (Nifty 50 TRI)	28%	18%	19%	15%	14%	13%	16%	-59%	-55%	110%
US Equity (S&P 500 TR)	24%	14%	20%	19%	17%	19%	14%	-45%	-33%	71%
Debt	7%	6%	6%	7%	7%	7%	7%	-4%	0%	15%
Gold	26%	14%	16%	14%	10%	11%	13%	-29%	-21%	79%





5Y Rolling Returns - 77% of the times a 70 Equity:30 Debt portfolio delivered returns > 10%

Rolling Returns 5Y	Equity 70%: Debt 30%	Equity 50%: Debt 50%	Equity 30% : Debt 70%	Ind Equity (Nifty 50 TRI)	US Equity (S&P 500 TR)	Debt	Gold
Avg	14%	13%	11%	16%	12 %	8%	12%
Min	2%	4%	5%	-1%	-6%	6%	-3%
Max	35%	27%	19%	47%	30%	9%	28%
>15%	28%	22%	8%	38%	46%	0%	36%
>12%	52%	37%	24%	66%	56%	0%	54%
>10%	77%	74%	49%	75%	59%	0%	64%
>7%	96%	98%	99%	87%	65%	70%	77%
>0%	100%	100%	100%	100%	91%	100%	93%
0 to -10%	0%	0%	0%	0%	9%	0%	7%
-10 to -20%	0%	0%	0%	0%	0%	0%	0%

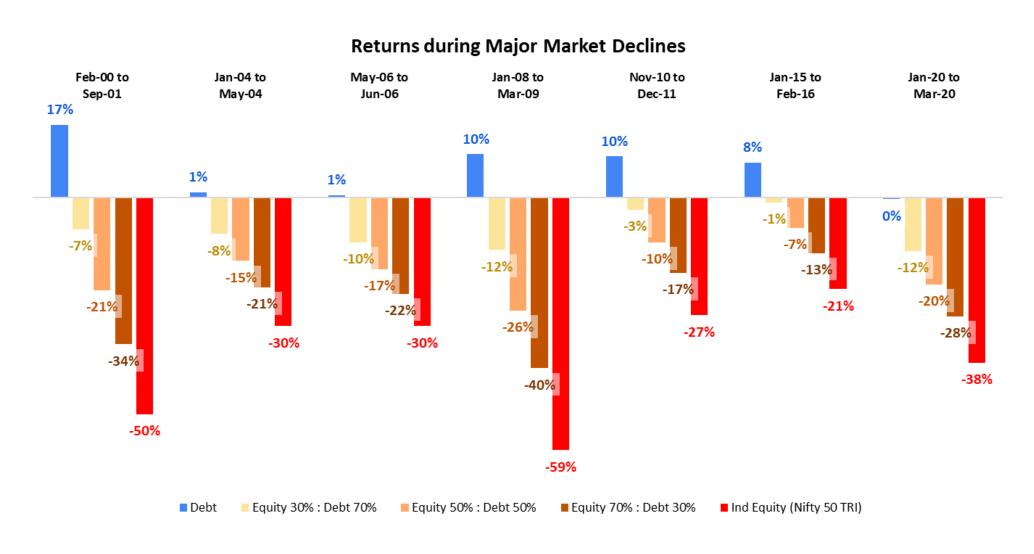


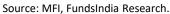
7Y Rolling Returns - 85% of the times a 70 Equity:30 Debt portfolio delivered returns > 10%

Rolling Returns 7Y	Equity 70%: Debt 30%	Equity 50%: Debt 50%	Equity 30%: Debt 70%	Ind Equity (Nifty 50 TRI)	US Equity (S&P 500 TR)	Debt	Gold
Avg	14%	13%	11%	15%	12 %	8%	12%
Min	7%	8%	8%	5%	-5%	6%	-1%
Max	26%	21%	16%	30%	24%	9%	26%
>15%	29%	21%	3%	36%	51%	0%	37%
>12%	51%	39%	25%	65%	57%	0%	47%
>10%	85%	83%	50%	82%	63%	0%	58%
>7%	100%	100%	100%	98%	69%	76%	80%
>0%	100%	100%	100%	100%	95%	100%	99%
0 to -10%	0%	0%	0%	0%	5%	0%	1%
-10 to -20%	0%	0%	0%	0%	0%	0%	0%

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











Diversification

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



Ranked lower than 30

How did the 30 Top Fu	unds Fare in the Subse	equent 3Y Period?
-----------------------	------------------------	-------------------

								ПО	v ulu t	ile 30	וטו	p runu	3 raie	ш	tile 3u	bseque	=111	JI PE	Hou:							
2009-11	2012-14	2	2010-12	2013-15		2011-13	2014-16		2012-14	2015-17		2013-15	2016-18		2014-16	2017-19		2015-17	2018-20	2016-18	2019-21	2017-19	2020-22	2018-20	2021-23	
1	38		1	103	l	1	1		1	7		1	2		1	6		1	175	1	22	1	165	1	190	
2	15		2	15	l	2	40		2	48		2	34		2	30		2	20	2	17	2	161	2	192	
3	31		3	33	İ	3	27		3	8		3	166		3	168		3	161	3	63	3	53	3	70	
4	27		4	13	İ	4	31		4	2		4	140		4	95		4	68	4	184	4	33	4	189	
5	17	Ī	5	57	ĺ	5	53		5	33		5	116		5	148		5	139	5	84	5	166	5	13	
6	14		6	11	ĺ	6	11		6	12		6	106		6	116		6	177	6	163	6	41	6	175	
7	1		7	2		7	12		7	44		7	134		7	160		7	64	7	98	7	94	7	93	
8	16		8	12		8	26		8	114		8	14		8	130		8	95	8	97	8	164	8	126	
9	120		9	19		9	90		9	6		9	85		9	68		9	171	9	109	9	109	9	5	
10	51		10	62		10	55		10	74		10	75		10	154		10	156	10	102	10	69	10	104	
11	25		11	21		11	92		11	73		11	156		11	147		11	92	11	2	11	87	11	193	
12	101		12	6		12	14		12	30		12	46		12	166		12	122	12	39	12	149	12	195	
13	29		13	27		13	104		13	13		13	43		13	167		13	154	13	105	13	152	13	153	
14	36	_	14	128		14	24		14	46		14	60		14	129		14	9	14	156	14	54	14	147	
15	104	_	15	93		15	2		15	126		15	125		15	144		15	173	15	85	15	162	15	106	
16	24	_	16	30		16	144		16	20		16	96		16	109		16	90	16	106	16	123	16	2	
17	116		17	43		17	10		17	51		17	131		17	137		17	93	17	59	17	17	17	151	
18	67	_	18	91		18	81		18	3		18	12		18	98		18	116	18	144	18	105	18	152	
19	74	_	19	55		19	96		19	37		19	57		19	120		19	71	19	49	19	95	19	150	
20	105	_	20	14	ļ	20	141		20	28		20	105		20	113		20	147	20	119	20	146	20	89	
21	3	_	21	132	ļ	21	137		21	11		21	145		21	163		21	100	21	57	21	145	21	128	
22	12		22	121		22	136		22	85		22	91		22	104	ļ	22	129	22	171	22	147	22	187	
23	131		23	70		23	47		23	10		23	101		23	88	ŀ	23	172	23	117	23	122	23	191	
24	113	L	24	45		24	52		24	9		24	49		24	157	ļ	24	142	24	182	24	125	24	158	
25	2	L	25	24		25	147		25	19		25	55		25	85	ŀ	25	85	25	38	25	179	25	98	
26	139	-	26	38	ŀ	26	25		26	16		26	129		26	66	}	26	32	26	15	26	120	26	173	
27	35	-	27	47		27	95		27	141		27	44		27	133	}	27	135	27	23	27	49	27	100	
28	64	-	28	44		28	80		28	25		28	26		28	164	ŀ	28	102	28	77	28	195	28	196	
29	102	-	29	40		29	43		29	23		29	79		29	87	ŀ	29	127	29	169	29	21	29	154	
30	100		30	146	Į	30	113	l	30	31		30	158		30	67		30	134	30	46	30	45	30	55	

The number
1 fund
of
2018-20
is
currently
ranked
190

Total Number of Funds in the Universe

Avoid Chasing Performance – Present Winners may not have been Past Winners



Ranked lower than 30

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

2009-11	2012-14	
7	1	
25	2	
21	3	
NA	4	
51	5	
46	6	
76	7	
NA	8	
45	9	
56	10	
58	11	
22	12	
31	13	
6	14	
2	15	
8	16	
5	17	
38	18	
78	19	
54	20	
85	21	
NA	22	
NA	23	
16	24	
11	25	
119	26	
4	27	
99	28	
13	29	
116	30	

2010-12	2013-15	2011-13
NA	1	1
7	2	15
45	3	71
36	4	95
49	5	135
12	6	96
53	7	52
78	8	63
108	9	70
NA	10	17
6	11	6
8	12	7
4	13	76
20	14	12
2	15	105
39	16	33
38	17	98
67	18	68
9	19	90
61	20	141
11	21	123
73	22	112
94	23	45
25	24	14
91	25	26
107	26	8
13	27	3
NA	28	38
123	29	100
16	30	136

How d	lid the	3
2012-14	2015-17	
35	1	
4	2	
18	3	
93	4	
NA	5	
9	6	
1	7	
3	8	
24	9	
23	10	
21	11	
6	12	
13	13	
136	14	
33	15	
26	16	
NA	17	
78	18	
25	19	
16	20	
88	21	
44	22	
29	23	
32	24	
28	25	
94	26	
47	27	
20	28	
49	29	
12	30	

2014-16

Top F	unds F	aı
2013-15	2016-18	
NA	1	
1	2	
101	3	
119	4	
NA	5	
46	6	
39	7	
146	8	
45	9	
125	10	
66	11	
18	12	
48	13	
8	14	
112	15	
NA	16	
106	17	
49	18	
60	19	
59	20	
123	21	
127	22	
58	23	
NA	24	
80	25	
28	26	
103	27	
NA	28	
136	29	
62	30	

n the	e Prior	3Y Perio	d?
14-16	2017-19	2015-17	2018-2
145	1	140	1
99	2	143	2
NA	3	77	3
42	4	NA	4
40	5	56	5
1	6	139	6
53	7	79	7
148	8	142	8
141	9	14	9
143	10	114	10
66	11	85	11
43	12	43	12
118	13	131	13
NA	14	NA	14
89	15	NA	15
54	16	120	16
111	17	128	17
125	18	130	18
NA	19	129	19
138	20	2	20
137	21	121	21
136	22	152	22
83	23	89	23
NA	24	125	24
102	25	70	25
57	26	136	26
105	27	157	27
61	28	137	28
123	29	117	29
2	30	105	30

2016-18	2019-21	
167	1	
11	2	
79	3	
89	4	
93	5	
88	6	
118	7	
138	8	
NA	9	
137	10	
NA	11	
106	12	
166	13	
70	14	
26	15	
49	16	
2	17	
149	18	
77	19	
148	20	
90	21	
1	22	
27	23	
140	24	
NA	25	
160	26	
34	27	
142	28	
134	29	
22	30	

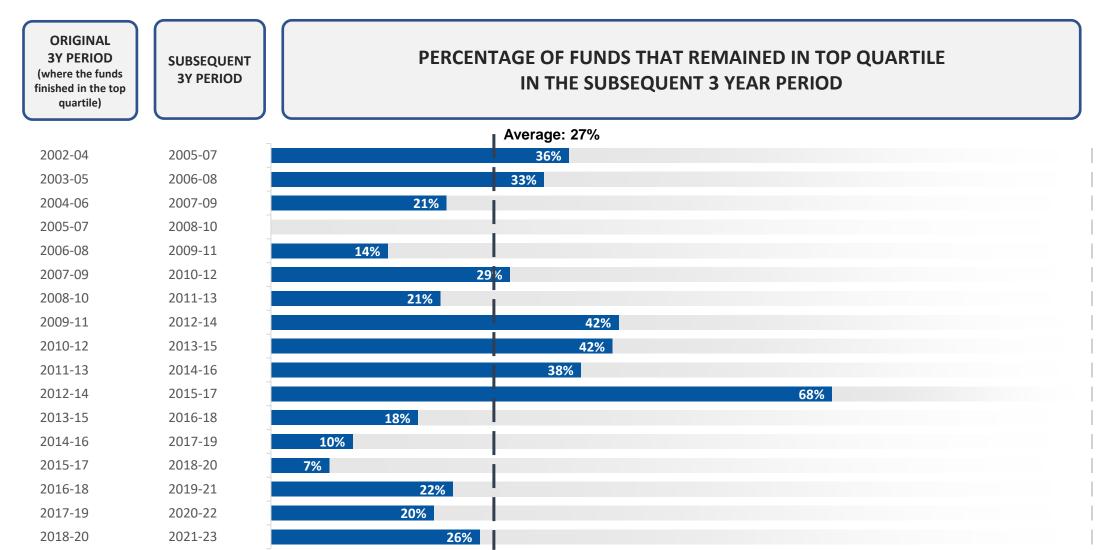
2017-19	2020-22	2018-20	2021-23		
113	1	160	1		
158	2	16	2		
67	3	166	3		
149	4	133	4		
159	5	9	5		
166	6	96	6		
41	7	147	7		
125	8	173	8		
90	9	170	9		
109	10	169	10		
148	11	175	11		
NA	12	5	12		
157	13	107	13		
154	14	122	14		
135	15	116	15		
76	16	153	16		
17	17	140	17		
96	18	NA	18		
133	19	86	19		
95	20	NA	20		
29	21	118	21		
NA	22	131	22		
NA	23	77	23		
NA	24	68	24		
155	25	92	25		
128	26	172	26		
NA	27	164	27		
68	28	87	28		
88	29	63	29		
147	30	NA	30		

The number 1 fund currently was ranked 160 during 2018-20

								Tota	al Numb	er of Fun	ds i	n the Ur	niverse									
125	145	135	148	141	152	145	158		148	167		152	168	158	177	167	186	16	8 20)	178	213

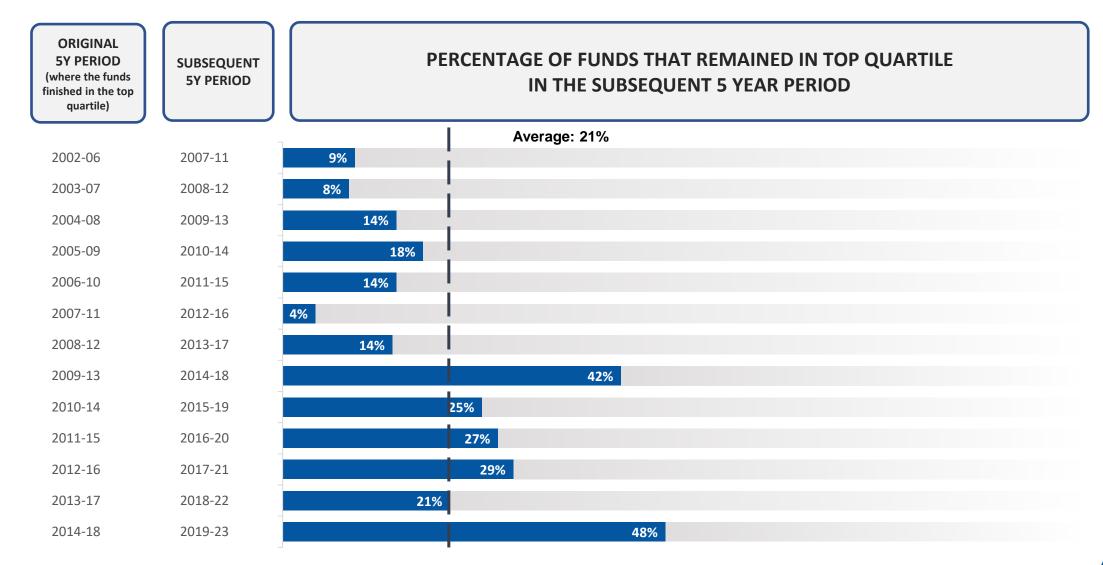


Only 1 out of 4 Top Funds continue to remain in top over the next 3 years





Only 1 out of 5 Top Funds continue to stay on top over the next 5 years



Diversify Across Investment Styles



					Sty	le Retur	ns by Cal	lendar Ye	ear					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024 YTD
Dividend Yield	Global	Size (Midcap)	Global	Value	Momentum	Value	Momentum	Quality	Global	Quality	Value	Value	Value	Value
34%	21%	47%	50%	79%	11%	25%	57%	9%	34%	26%	56%	23%	63%	38%
Value	Quality	Momentum	Quality	Size (Midcap)	Low Volatility	Global	Size (Midcap)	Low Volatility	Nifty 50 TRI	Size (Midcap)	Momentum	Nifty 50 TRI	Size (Midcap)	Momentum
31%	-10%	39%	20%	63%	10%	15%	56%	7%	13%	26%	54%	6%	45%	36%
Quality	Low Volatility	Dividend Yield	Momentum	Momentum	Size (Midcap)	Dividend Yield	Value	Nifty 50 TRI	Momentum	Low Volatility	Size (Midcap)	Dividend Yield	Dividend Yield	Dividend Yield
28%	-12%	34%	13%	50%	10%	13%	47%	5%	11%	24%	48%	5%	44%	29%
Low Volatility	Dividend Yield	Value	Nifty 50 TRI	Quality	Global	Momentum	Low Volatility	Global	Quality	Global	Dividend Yield	Size (Midcap)	Momentum	Size (Midcap)
25%	-13%	32%	8%	40%	6%	10%	30%	4%	6%	21%	34%	4%	42%	28%
Size (Midcap)	Momentum	Low Volatility	Low Volatility	Low Volatility	Quality	Size (Midcap)	Nifty 50 TRI	Dividend Yield	Low Volatility	Momentum	Global	Low Volatility	Low Volatility	Quality
20%	-16%	32%	7%	37%	2%	7%	30%	1%	5%	20%	31%	2%	32%	22%
Momentum	Nifty 50 TRI	Quality	Size (Midcap)	Dividend Yield	Nifty 50 TRI	Nifty 50 TRI	Quality	Momentum	Dividend Yield	Nifty 50 TRI	Quality	Quality	Quality	Low Volatility
20%	-24%	31%	-1%	37%	-3%	4%	30%	-2%	1%	16%	26%	-4%	32%	18%
Nifty 50 TRI	Size (Midcap)	Nifty 50 TRI	Dividend Yield	Nifty 50 TRI	Value	Low Volatility 3%	Dividend Yield	Size (Midcap)	Size (Midcap)	Dividend Yield	Nifty 50 TRI	Momentum	Global	Global
19%	-31%	29%	-5%	33%	-7%		29%	-13%	1%	16%	26%	-5%	28%	17%
Global	Value	Global	Value	Global	Dividend Yield	Quality	Global	Value	Value	Value	Low Volatility	Global	Nifty 50 TRI	Nifty 50 TRI
10%	-38%	19%	-14%	16%	-9%	1%	15%	-26%	-14%	8%	24%	-9%	21%	16%

Diversification by Investment Styles has outperformed the Index over the long run

le	FundsIndía

Index (as on 31-Jul-2024)	Com	pound A	nnualize	d Return	No of times your money multiplied							
(45 511 52 541 252 1)	1 Y	3Y	5Y	10Y	15Y	1 Y	3Y	5Y	10Y	15Y		
Quality	41.5	19.4	21.9	15.5	18.3	1.4x	1.7x	2.7x	4.2x	12.4x		
Value	86.3	43.6	35.8	18.8	17.3	1.9x	3.0x	4.6x	5.6x	11.0x		
Size (Midcap)	55.5	28.7	31.6	21.0	19.1	1.6x	2.1x	3.9x	6.7x	13.7x		
Momentum	67.7	26.7	30.2	23.8	21.8	1.7x	2.0x	3.7x	8.4x	19.3x		
Low Volatility	35.2	19.7	21.1	16.1	16.5	1.4x	1.7x	2.6x	4.4x	9.9x		
Dividend Yield	56.7	28.9	25.2	16.0	16.6	1.6x	2.1x	3.1x	4.4x	10.0x		
Nifty 50 TRI	27.8	17.9	18.9	13.8	13.2	1.3x	1.6x	2.4x	3.6x	6.4x		
Nifty 500 TRI	39.3	21.1	22.3	15.5	14.3	1.4x	1.8x	2.7x	4.2x	7.4x		

Diversify Across Sectors



Sector Returns by Calendar Year

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024 YTD
Healthcare	FMCG	Media	IT	Financials	Healthcare	Metals	Realty	IT	Realty	Healthcare	Metals	Utilities	Realty	Auto
36%	9%	59%	58%	57%	12%	45%	106%	24%	27%	57%	70%	22%	79%	43%
Auto	Healthcare	Realty	Healthcare	Auto	Media	Oil & Gas	Cons Disc.	FMCG	Financials	IT	Utilities	Metals	Auto	Telecom
35%	-13%	53%	21%	57%	10%	27%	54%	14%	26%	55%	64%	22%	48%	43%
FMCG	Telecom	Financials	Telecom	Cons Disc.	Cons Disc.	Auto	Telecom	Financials	Telecom	Cons Disc.	IT	FMCG	Cons Disc.	Oil & Gas
31%	-16%	52%	18%	54%	8%	11%	49%	11%	13%	20%	60%	18%	39%	41%
Financials	IT	FMCG	FMCG	Healthcare	Telecom	Utilities	Metals	Healthcare	IT	Metals	Realty	Oil & Gas	Healthcare	Utilities
30%	-18%	49%	12%	46%	3%	10%	49%	-6%	8%	16%	55%	17%	33%	39%
IT	Auto	Auto	Auto	Media	FMCG	Financials	Financials	Utilities	Oil & Gas	Telecom	Telecom	Auto	Utilities	Realty
29%	-19%	42%	9%	33%	0%	5%	41%	-15%	7%	14%	43%	15%	33%	38%
Cons Disc.	Cons Disc.	Cons Disc.	Oil & Gas	Utilities	IT	Cons Disc.	Oil & Gas	Oil & Gas	FMCG	FMCG	Media	Financials	Telecom	Cons Disc.
12%	-23%	40%	4%	20%	0%	5%	34%	-16%	-1%	13%	35%	10%	31%	31%
Media	Oil & Gas	Healthcare	Media	FMCG	Auto	FMCG	Media	Cons Disc.	Cons Disc.	Auto	Cons Disc.	Cons Disc.	FMCG	Healthcare
4%	-29%	33%	1%	18%	0%	3%	33%	-16%	-2%	11%	30%	-1%	29%	29%
Telecom	Financials	Metals	Cons Disc.	IT	Oil & Gas	Media	Auto	Metals	Healthcare	Realty	Oil & Gas	Telecom	IT	Metals
2%	-29%	18%	-3%	18%	-3%	-1%	31%	-20%	-7%	9%	24%	-4%	24%	20%
Oil & Gas	Media	Oil & Gas	Financials	Oil & Gas	Utilities	Realty	Utilities	Auto	Utilities	Financials	Auto	Media	Media	IT
1%	-33%	13%	-7%	12%	-4%	-6%	30%	-23%	-7%	4%	19%	-10%	20%	15%
Metals	Utilities	Utilities	Utilities	Telecom	Financials	IT	FMCG	Media	Auto	Utilities	Healthcare	Realty	Metals	Financials
0%	-34%	10%	-14%	9%	-5%	-7%	29%	-26%	-11%	0%	18%	-10%	19%	9%
Utilities	Metals	IT	Metals	Realty	Realty	Healthcare	IT	Realty	Metals	Oil & Gas	Financials	Healthcare	Financials	FMCG
-6%	-48%	-2%	-14%	8%	-14%	-14%	12%	-31%	-11%	-4%	14%	-11%	13%	9%
Realty	Realty	Telecom	Realty	Metals	Metals	Telecom	Healthcare	Telecom	Media	Media	FMCG	IT	Oil & Gas	Media
-26%	-52%	-3%	-32%	7%	-31%	-21%	-3%	-41%	-30%	-9%	10%	-26%	13%	-10%

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

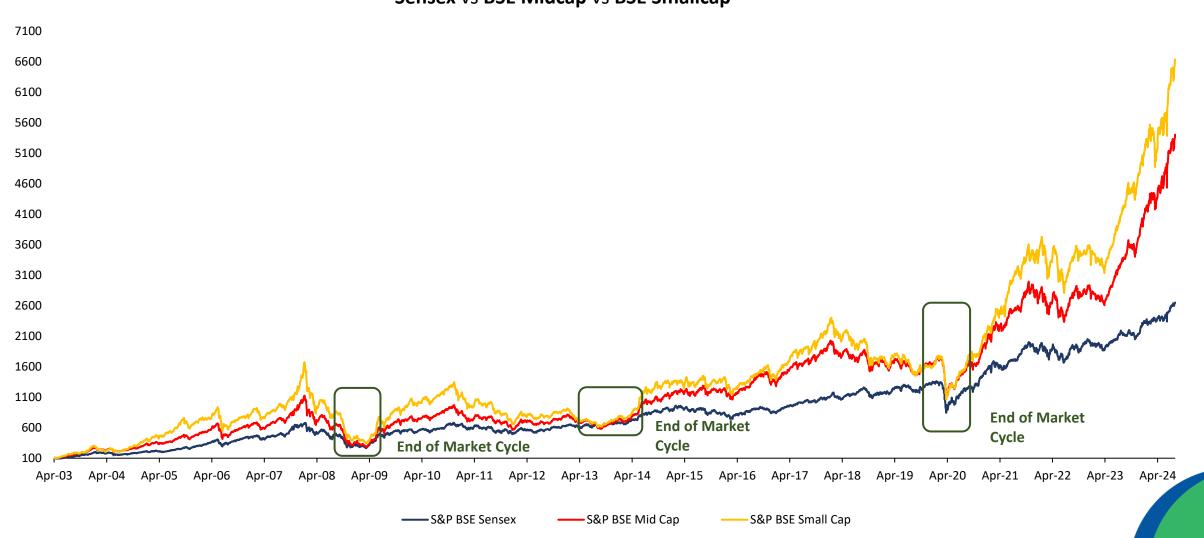


	Returns of Market Cap Segments by Calendar Year														
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024 YTD	
Mid Cap	Large Cap	Mid Cap	Large Cap	Small Cap	Small Cap	Mid Cap	Small Cap	Large Cap	Large Cap	Small Cap	Small Cap	Large Cap	Small Cap	Mid Cap	
20%	-25%	47%	8%	72%	11%	7%	58%	3%	12%	26%	63%	5%	49%	28%	
Large Cap	Mid Cap	Small Cap	Mid Cap	Mid Cap	Mid Cap	Large Cap	Mid Cap	Mid Cap	Mid Cap	Mid Cap	Mid Cap	Mid Cap	Mid Cap	Small Cap	
19%	-31%	40%	-1%	63%	10%	5%	56%	-13%	1%	26%	48%	4%	45%	28%	
Small Cap	Small Cap	Large Cap	Small Cap	Large Cap	Large Cap	Small Cap	Large Cap	Small Cap	Small Cap	Large Cap	Large Cap	Small Cap	Large Cap	Large Cap	
18%	-35%	33%	-6%	35%	-1%	1%	33%	-26%	-7%	16%	26%	-3%	21%	20%	

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









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