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GETTING ON PATH TO GET RICH

Wealth is one thing nearly everyone wants but only a few people actually do the things needed in order to get it. Becoming rich takes a combination of many things, including luck, skill, and patience. One needs to get onto a path of handling money wisely, build a successful career and saving, reducing your living expenses. Getting rich may not be easy but with a little bit of persistence, care and wisdom, improving your wealth is definitely possible.

Through personal development

Personal development is a continuous thing. Today's dynamic environment requires you to be updated and have a good vision to foresee opportunities and challenges in your career or business. It is very likely that technological disruptions will drastically impact your career or business in the next 10 years if not 3 to 5 years. Investing in yourself is one way to protect yourself from falling behind.

1. Invest in yourself: Obviously, invest some part of your time and resources to upgrade yourself and keep learning. Technology today has made it very easy and possible to learn. Acquiring new skills like digital marketing is something which can be useful for any business or person.

2. Networking: Networking is a powerful way to build a strong learning, support and work circle. Always aim to network with people whom you admire, are more influential and successful. Be ready to spend money in building relationships you can count on.

3. Be willing to be different: Try to be different in your approach. Do not follow a herd mentality, either in work or business or otherwise. Differentiate yourself by either doing things with much greater

passion/excellence or doing something out of the box.

4. Be healthy: Being healthy is being wealthy. Health dramatically impacts your performance levels and your productivity in your work. Being healthy also saves you huge costs in medical treatments. Unfortunately, adopting a healthy lifestyle only becomes one's priority after it has negatively impacted your life. Act before you are forced to act.

Through your business/career

The biggest impact on your wealth will rest on your choice of your business or career. While many people do change their careers and businesses over time, doing so carries its own challenges. Here are a few things you need to be careful about.

1. Choosing the right career/business: This can be very dicy today. Most jobs and businesses that exist today may not survive in the future and most prominent jobs of tomorrow are not even known today. One thing is sure, technology will be a big part of it.

2. Assess and calculated risks: One has to be forward looking and learn about opportunities and challenges that you will be faced with in future. Being successful is being repeatedly taking small and calculated risks that can deliver returns over

time. Like every business person can understand, taking risks is a way to move forward. This truly applies even to your job.

3. Brand & market yourself: Branding yourself is a new way to look at yourself holistically. Think of yourself as a brand and build your persona around yourself. Investing in yourself like your appearance, personality and how you carry yourself also matters when you want to be successful.

4. Develop alternative sources of income: This is the most important and common attribute in the rich. Always aim to create alternative sources of income. These sources of income can be from alternative businesses, rental income from property, consulting assignments and so on. Do not count your investment income here, and we will talk about this later.

5. Have the right people: You need to hire and keep a select group of key people throughout your life. These people should be good experts and the best you can afford because they can greatly impact your wealth and overall well-being. These people are – accountant, lawyer and a financial advisor. You may also have a doctor, a personal mentor and a spiritual guru for other important things in life.

Through managing money wisely

When you have the skills, knowledge and are in the right business/career, you will be most likely making some money. Managing money then remains the most important part of getting rich. Here are the few things you need to do...

1. Have a financial plan: Your financial advisor is the right person to sit down with and draw a proper financial plan. This should take care of your life and financial goals, insurance needs, emergency funds, etc. Have this plan prepared immediately, review it regularly and stick to the action plans suggested.

2. Invest wisely: Try to invest in assets that give your compounded 'real' returns over time like equities. Do not withdraw your income/profits but let it grow. This is how you will enjoy compounded returns over long term. Also, make sure that you invest in a diversified portfolio according to your needs. Always think that your income (-) investments = your available expenses for the month.

3. Go debt free: As a rule, you should always be debt free. See debt as only

permissible if you are creating assets that will increase in value or generate you positive net cash-flows. In other words, you should benefit but not get penalised monetarily from your debt.

4. Live frugal: Cutting down expenses and living frugally is a good way to save and invest more. This is more important when you are younger as your savings will get you the maximum compounded returns later. Living frugally does not mean that you do not enjoy life. Of course, you may indulge yourself for experiences. The point here is, invest in things that are truly worth it instead of buying things that do not add any extra value to you. Following a budget is a great way to do so.

5. Manage your taxes: Your taxes are your biggest expenses. For many individuals, it is nearly 30% of your total income! Over time, it does add a lot. Sit down with your accountant and/or financial advisor and find out ways to cut down your expenses, legally of course.

Through your thoughts:

1. Learn to say no: Learning to say 'no' is a skill and a necessity today. Know that you cannot say yes to everything and every

person. Learning to say no to things and people who are not adding value to your life is an important decision you will have to make to be successful and truly happy.

2. Know what success means: Being successful is not just about becoming rich. Most of the times, it is about being happy and satisfied with what you have. If you are self-sufficient, your financial goals are taken care off, you are doing the thing you love, you are successful.

3. Share happiness and success: Some count their success and wealth not in terms of money but in number of people they have impacted and the respect and relationships they have built. Being successful is also a lot about sharing happiness and making others successful.



Conclusion:

Every person should have some goal or objective in life. While some people may count success not in terms of money, there are a lot many who do so. Remember, without clear action plans and dedicated implementation over time, you are unlikely to be successful. There are a lot of things you need to do. Being organised and committed to your success is just the beginning.

FOCUS ON YOUR RETIREMENT PLANNING, TODAY!

The biggest financial challenge most of us face is retirement. Unfortunately, retirement planning has not received the same level of importance and urgency which other life goals have traditionally received in India. The result, most of us are under-prepared for our retirement.

There are many things virtually wrong with the way Indians approach their retirement planning. Here are a few things which you find most common in the name of retirement planning for Indians...

1. Some X amount of pension drawn from a pension fund
2. Property rentals to support expenses
3. Hoping kids would take care of you...

However, there are things that one must be aware of regarding retirement.

- What would be your expenses at the time of retirement and even later years?
- How much nominal returns and 'real' returns should you expect from your retirement kitty?
- What will be my retirement kitty based on my present savings?
- How long will your retirement kitty last?



The most important question to ask is, how much retirement kitty do I really need?

Again, for all these very critical questions, we rarely do have an answer. So let us directly jump to answering these questions. Please note that we are only attempting to show you a broad picture and you have to take it in that spirit.

What would be your expenses at the time of retirement and even later years?

Let us assume that you have present expenses of ₹50,000 and the inflation rate is 6%. Can you guess the amount of expenses required in future? Here is the table.

As you can see, a person of the age of 30 today would be needing ₹2.87 lakhs monthly at the age of 60 and an astounding ₹9.21 lakhs at the age of 80 to maintain the same standard of living. These figures are truly an eye-opener for many.

Your expenses will keep on growing due to inflation. It will not see if you are retired, earning or not. The scary thing is, most of us think only of expenses at the time of retirement. However, the expenses will continue to grow every year after retirement too, sometimes these years can stretch to 20-30 years easily with growing life expectancy.

| Projected Future Expenses (₹ In Lakhs) for given Present Age | | | | | | |
|--|--------|--------|--------|--------|--------|--------|
| Future Age | Age 30 | Age 35 | Age 40 | Age 45 | Age 50 | Age 55 |
| At Age 60 | ₹2.87 | ₹2.15 | ₹1.60 | ₹1.20 | ₹0.90 | ₹0.67 |
| At Age 80 | ₹9.21 | ₹6.88 | ₹5.14 | ₹3.84 | ₹2.87 | ₹2.15 |

How much nominal returns and 'real' returns should you expect from your retirement kitty?

For any retirement planning, this is the real deal here. Most Indians believe in risk-free returns after retirement. But why? Because everyone says so.

Agree that you need to worry about preserving the money you have left. But does it mean that you will be happy if it is all spent in just a few years due to rising expenses? Is it smart? Risk-free returns should only be expected to be sufficient to fund your retirement if the

kitty is huge! Given that is not the case most often, you will be advised to also look for 'real returns' and invest in growth assets like equity.

We all know that the risk and volatility of returns reduce with time and since your retirement may stretch over 20-30 years, surely there is a strong case to invest some portion of your wealth in equities and make sure your kitty doesn't dry up earlier.

How much retirement kitty do I really need?

Let us just jump to the most important question. Based on assumptions, we have derived the following estimated retirement kitty amounts. The kitty makes sure that your growing expenses are taken care of from your conservative investments till the time you live. We assume that life expectancy is 85 Yrs, inflation is a constant 6% and returns on retirement kitty is 7%. Since few of us would like to retire early, we have given 3 age options as your retirement age.

| Retirement Kitty Required (₹In Crores) for given Present Age of. | | | | | | |
|--|--------|--------|--------|--------|--------|--------|
| Retirement Age | Age 30 | Age 35 | Age 40 | Age 45 | Age 50 | Age 55 |
| At Age 60 | ₹6.29 | ₹4.70 | ₹3.51 | ₹2.62 | ₹1.96 | ₹1.46 |
| At Age 55 | ₹5.74 | ₹4.29 | ₹3.21 | ₹2.40 | ₹1.79 | NA |
| At Age 50 | ₹5.03 | ₹3.76 | ₹2.81 | ₹2.10 | NA | NA |



What should be the required savings needed?

Well, assuming returns on investments of 12%, we have derived the mutual fund SIP amount required to be saved till retirement. As you delay the savings, the SIP input value will increase more and more. Better to start as early as possible.

| SIP Required Today (rounded to nearest 100) till retirement for a person of age | | | | | | |
|---|---------|---------|-----------|-----------|-----------|----------|
| Retirement Age | Age 30 | Age 35 | Age 40 | Age 45 | Age 50 | Age 55 |
| At Age 60 | ₹20,500 | ₹27,600 | ₹38,200 | ₹55,100 | ₹87,500 | ₹180,600 |
| At Age 55 | ₹33,700 | ₹46,600 | ₹67,300 | ₹1,07,00 | ₹2,20,700 | NA |
| At Age 50 | ₹54,700 | ₹79,000 | ₹1,25,400 | ₹2,59,000 | NA | NA |



Conclusion:

Retirement is fast emerging as the biggest financial challenge for most of us. Today we see that education loans can be easily acquired, alternative and new careers are emerging, dowry system is no longer prominent and late marriages by working children are often funded by themselves. On the other hand, children are unlikely to stay in one city or with parents for long, families are getting nuclear and distant, costs of medical are rising and life-style diseases are also rising. All these put together say only one thing to you – **FOCUS ON YOUR RETIREMENT PLANNING, TODAY!**



**Mr. Anand Radhakrishnan,
CFA**

**Chief Investment Officer (Franklin Equity - India)
Franklin Templeton Asset Management (India) Pvt Ltd.**

Anand Radhakrishnan is chief investment officer for Franklin Equity - India, Franklin Templeton Asset Management (India) Pvt Ltd. Mr. Radhakrishnan is responsible for overseeing all the local equity funds. His responsibility includes mentoring all the portfolio managers and also acting as portfolio manager for some key products. He manages Franklin India Bluechip Fund, Franklin India Prima Plus, and Franklin India Taxshield, Franklin India Infotech Fund, and equity portfolio of all hybrid funds.

Mr. Radhakrishnan has been in the investment management industry since 1994. His past assignments include 8 years as fund manager for Sundaram Mutual Fund. He was also deputy manager in equity research with SBI Funds Management Ltd.

Mr. Radhakrishnan holds a postgraduate diploma in management from Indian Institute of Management, Ahmedabad, and a bachelor of technology degree with a specialization in chemical engineering from Anna University, Chennai. He is a Chartered Financial Analyst (CFA) charterholder.

Q. What is your assessment of the economic outlook - both for the domestic and the global economy?

Answer: From a long-term perspective, we have a positive view on Indian equities. Fundamentals including under-penetration, formalization of the economy, a stable government, low inflation, and solid FX reserves remain intact. We expect a recovery in growth going forward.

Most agencies like RBI, World Bank, Asian Development Bank, Moody's have cut growth estimates for India in view of the current slowdown. Several efforts have been made by both RBI and the government to help revive the growth. The central bank has reduced rates five times (135bps) this year and market is expecting another rate cut in December monetary policy. The government has taken several policy actions and provided stimulus to troubled sectors. Further reforms like disinvestments/privatization, land and labour reforms, tax cuts in income tax rates/DDT/LTCG, etc. are expected in the coming months.

Q. The equity markets had a small rally in past few weeks from the recent lows. In the mid-caps and the small-caps space, are the markets fairly priced?

Answer: Small and mid-caps are now as attractive or unattractive as any other cap. We do not focus excessively on cap-based investing. There is as much uncertainty in large- or giant caps as well. With this correction, mid-caps are at relatively lower risks. The performances of mid- and multi-cap funds have more or less converged. The best way to play a rally now would be a multi-cap or a large & mid-cap fund. If someone is keen on mid-caps, they are today probably less risky than they were, say, a couple of years back.

Q. What should be nominal GDP growth assumptions be henceforth? What would you call as fair return expectations from equities over say 10 year and more?

Answer: As discussed in the first answer, we expect policy reforms by the government which would support growth. Apart from those discussed we see additional positives like bank books clean up, jump in ease of doing business rank through process reforms, and constructive disruption in various sectors which could lead to a shift from unorganised sectors to organised sector. Although the economy is going through a slowdown, the long-term story is intact, and we expect a stronger growth ahead.

Equity continues to be a riskier asset class with potential to generate inflation beating returns in the long term. From an investment perspective, diversified equity funds with core exposure to large caps and prudent risk-taking in mid/small-cap space may be well positioned to capture medium to long term opportunity presented by the equity markets.

Q. Going forward which industries or sectors do you feel offer the best opportunities today and why?

Answer: We are primarily bottom-up stock pickers and each fund will have different exposure with respect to sector allocation. Broadly speaking we are overweight on select private banks, chemicals, and engineering companies and have been underweight consumer sector.

Q. What is your opinion on the active vs. passive investing in India? What would be your reasons for choosing active funds over passive ones?

Answer: Globally, active fund managers have had long periods of underperformance. You can either go by periods or cycles. If an active fund manager underperforms across multiple cycles, then you should be worried. In a cycle framework, the last three years can be viewed as a single year. In a single year, markets and fund managers may have generated 30 per cent returns. You should measure active fund managers based on quantum of returns and cycles and not necessarily periods. Select stocks from banking & finance, consumer staples, IT companies have become bigger and bigger. Their stock valuations have also become expensive both on absolute and on relative basis. So, the entire index's returns were delivered by fewer and fewer stocks. This level of concentrated market is not what an active manager bets on. An active manager bets on some churn or rotation in sectors with growth moving from one segment to another.

Your choice to go passive should be based on the view of whether the trend of narrow growth – large stocks becoming larger and expensive, smaller stocks becoming smaller with falling valuations would last for long.

Q. What would be your advice to existing but new investor who is yet to see good returns from his portfolio?

Answer: It is quite understandable to feel a bit nervous when one is investing in volatile times. Currently the news-flow and sentiment are generally negative. The important point to remember for the investor is to invest regularly and choose your investments depending on your time horizon, goals and risk tolerance. Typically, it is better invest regularly for longer time horizon.

This is a common investor psychology to chase the next winner. Everybody expects their scheme to be the best performing scheme. However, it is impossible to predict the future. Our advice to the investors would be to focus on the process, principles and team of the asset managers. It is these fundamentals that helps the funds perform across market cycles. We at Franklin India follow an investment strategy which is bottom-up, research based, and dynamic 'blend' of growth and value. The goal is to produce superior long term, risk adjusted returns over a full market cycle. Our investment process can be broadly classified into 5 steps- Idea generation, business analysis, stock recommendation, portfolio construction and portfolio risk management.

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MUTUAL FUND INVESTMENTS ARE SUBJECT TO MARKET RISKS, READ ALL SCHEME RELATED DOCUMENTS CAREFULLY

SIP RETURN AS ON 30TH NOVEMBER 2019

| Starting - December Month of | 2018 | 2016 | 2014 | 2012 | 2009 | 2004 |
|--|------------------|----------|----------|----------|-----------|-----------|
| Years | 1 | 3 | 5 | 7 | 10 | 15 |
| Invested Amount : | 1,20,000 | 3,60,000 | 6,00,000 | 8,40,000 | 12,00,000 | 18,00,000 |
| Schemes (Diversified Equity) | Returns % - CAGR | | | | | |
| Aditya Birla Sun Life Dividend Yield Fund - Gr | 7.74 | -1.01 | 2.23 | 5.90 | 7.26 | 10.38 |
| Aditya Birla Sun Life Equity Advantage Fund - Gr | 18.20 | 4.80 | 7.85 | 12.58 | 12.89 | 12.35 |
| Aditya Birla Sun Life Equity Fund - Gr | 16.14 | 7.15 | 10.15 | 13.92 | 13.95 | 13.92 |
| Aditya Birla Sun Life Focused Equity Fund - Gr | 16.19 | 7.90 | 9.08 | 11.76 | 12.59 | NA |
| Aditya Birla Sun Life Frontline Equity Fund - Gr | 13.23 | 6.77 | 8.41 | 11.13 | 12.05 | 13.80 |
| Aditya Birla Sun Life Midcap Fund - Gr | 1.50 | -2.76 | 2.98 | 9.66 | 11.03 | 12.97 |
| Aditya Birla Sun Life Pure Value Fund - Gr | -4.37 | -7.86 | 0.41 | 9.03 | 11.78 | NA |
| Aditya Birla Sun Life Small Cap Fund - Gr | -8.93 | -9.39 | 0.08 | 8.23 | 10.48 | NA |
| Axis Bluechip Fund - Gr | 22.43 | 16.01 | 14.09 | 14.42 | NA | NA |
| Axis Focused 25 Fund - Gr | 23.91 | 13.36 | 14.12 | 15.17 | NA | NA |
| Axis MidCap Fund - Gr | 22.48 | 13.64 | 12.55 | 16.00 | NA | NA |
| Axis Multicap Fund - Gr | 21.64 | NA | NA | NA | NA | NA |
| Axis Small Cap Fund - Gr | 25.08 | 11.72 | 11.98 | NA | NA | NA |
| Baroda Large Cap Fund - Gr | 16.14 | 7.62 | 7.86 | 9.77 | NA | NA |
| Baroda Mid-cap Fund - Gr | 2.74 | -0.96 | 1.99 | 3.10 | NA | NA |
| Baroda Multi Cap Fund - Growth Plan | 10.94 | 3.89 | 5.85 | 8.68 | 8.80 | 10.19 |
| BNP Paribas Large Cap Fund - Gr | 22.70 | 11.56 | 10.38 | 12.44 | 13.01 | 12.61 |
| BNP Paribas Midcap Fund - Gr | 12.67 | 2.07 | 5.43 | 11.47 | 14.13 | NA |
| BNP Paribas Multi Cap Fund - Gr | 17.44 | 6.70 | 8.49 | 11.71 | 12.58 | NA |
| BOI AXA Large & Mid Cap Equity Fund - Reg Gr | 16.60 | 3.53 | 5.61 | 8.06 | 8.57 | NA |
| Canara Robeco Bluechip Equity Fund - Gr | 21.04 | 12.40 | 11.75 | 12.39 | NA | NA |
| Canara Robeco Emerging Equities Fund - Gr | 12.94 | 6.19 | 10.33 | 17.49 | 18.35 | NA |
| Canara Robeco Equity Diversified Fund - Gr | 15.39 | 10.55 | 10.74 | 11.89 | 11.92 | NA |
| DSP Equity Fund - Reg. Plan - Div | 21.03 | 9.80 | 10.66 | 12.94 | 12.43 | 13.97 |
| DSP Equity Opportunities Fund - Gr | 18.93 | 7.92 | 10.48 | 13.41 | 13.32 | 13.73 |
| DSP Focus Fund - Gr | 26.57 | 10.44 | 10.10 | 12.57 | NA | NA |
| DSP Midcap Fund - Reg Gr | 15.15 | 5.27 | 9.18 | 14.75 | 15.04 | NA |
| DSP Small Cap Fund - Gr | -0.43 | -5.86 | 1.62 | 12.19 | 14.45 | NA |
| DSP Top 100 Equity Fund Gr | 23.51 | 9.76 | 9.47 | 10.60 | 10.45 | 12.21 |
| Edelweiss Large & Mid Cap Fund - Regular Gr | 15.31 | 8.63 | 9.43 | 11.67 | 11.72 | NA |
| Edelweiss Large Cap Fund - Gr | 16.34 | 10.23 | 10.27 | 11.90 | 12.23 | NA |
| Edelweiss Mid Cap Fund - Regular Gr | 11.42 | 3.16 | 6.95 | 13.63 | 15.30 | NA |
| Edelweiss Multi-Cap Fund - Gr | 11.36 | 7.77 | NA | NA | NA | NA |
| Essel Large Cap Equity Fund - Gr | 15.21 | 7.05 | 8.73 | 10.29 | NA | NA |
| Franklin India Bluechip Fund Gr | 12.06 | 5.27 | 6.76 | 9.15 | 9.82 | 11.70 |
| Franklin India Equity Advantage Fund - Gr | 6.48 | 3.10 | 5.34 | 9.54 | 10.87 | NA |
| Franklin India Equity Fund - Gr | 8.27 | 4.06 | 6.37 | 10.62 | 11.92 | 13.49 |
| Franklin India Focused Equity Fund - Gr | 16.68 | 8.40 | 9.44 | 14.16 | 15.17 | NA |
| Franklin India Prima Fund Gr | 10.29 | 3.92 | 7.57 | 13.65 | 15.36 | 15.06 |
| Franklin India Smaller Companies Fund - Gr | -4.34 | -4.97 | 2.12 | 10.97 | 14.37 | NA |
| HDFC Capital Builder Value Fund - Gr | 4.29 | 3.23 | 7.25 | 11.11 | 12.02 | 13.28 |
| HDFC Equity Fund - Gr | 9.64 | 7.16 | 9.25 | 11.65 | 11.78 | 13.86 |
| HDFC Focused 30 Fund - Gr | 9.52 | 2.29 | 5.50 | 8.96 | 8.98 | 10.56 |
| HDFC Growth Opportunities Fund - Gr | 13.67 | 6.27 | 7.16 | 7.95 | 8.20 | 8.66 |
| HDFC Mid Cap Opportunities Fund - Gr | 5.59 | 0.89 | 6.25 | 12.77 | 14.83 | NA |
| HDFC Small Cap Fund - Gr | -8.98 | -1.52 | 6.35 | 11.14 | 12.09 | NA |
| HDFC Top 100 Fund - Div | 9.84 | 7.48 | 9.41 | 11.23 | 11.31 | 13.38 |
| HSBC Large Cap Equity Fund - Gr | 19.88 | 9.68 | 10.47 | 11.36 | 10.69 | 10.82 |
| HSBC Multi Cap Equity Fund - Gr | 9.69 | 2.99 | 6.06 | 9.98 | 10.96 | 11.20 |
| HSBC Small Cap Equity Fund - Gr | -9.89 | -9.30 | -1.37 | 7.59 | 8.89 | NA |
| ICICI Prudential Bluechip Fund - Gr | 14.13 | 8.67 | 10.13 | 12.03 | 12.56 | NA |
| ICICI Prudential Dividend Yield Equity Fund - Gr | -0.55 | -1.81 | 3.89 | NA | NA | NA |
| ICICI Prudential Focused Equity Fund - Retail Gr | 2.46 | 2.49 | 5.21 | 7.83 | 8.97 | NA |
| ICICI Prudential Large & Mid Cap Fund - Gr | 11.89 | 4.83 | 7.48 | 9.79 | 10.85 | 11.95 |
| ICICI Prudential MidCap Fund - Gr | 8.58 | 2.30 | 6.23 | 12.81 | 13.53 | 13.10 |
| ICICI Prudential Multicap Fund - Gr | 10.02 | 6.55 | 8.78 | 12.04 | 12.49 | 12.85 |
| ICICI Prudential Smallcap Fund - Gr | 12.14 | 0.82 | 4.18 | 8.06 | 9.95 | NA |
| ICICI Prudential Value Discovery Fund Gr | 3.98 | 1.89 | 4.46 | 10.25 | 12.59 | 15.17 |
| IDBI Diversified Equity Fund - Gr | 14.02 | 5.84 | 6.62 | NA | NA | NA |
| IDBI India Top 100 Equity Fund - Gr | 19.04 | 7.25 | 7.46 | 9.92 | NA | NA |
| IDFC Core Equity Fund - Regular Plan - Gr | 11.32 | 4.72 | 8.12 | 10.15 | 10.28 | NA |
| IDFC Focused Equity Fund - Regular Plan - Gr | 15.05 | 4.87 | 7.98 | 9.33 | 9.02 | NA |
| IDFC Large Cap Fund - Regular Plan - Gr | 13.43 | 7.56 | 8.64 | 9.46 | 9.58 | NA |
| IDFC Multi Cap Fund - Regular Plan - Gr | 10.88 | 4.38 | 6.18 | 10.75 | 12.63 | NA |
| IDFC Sterling Value Fund - Regular Gr | -0.91 | -2.00 | 4.53 | 9.50 | 11.20 | NA |
| IIFL Focused Equity Fund - Gr | 29.09 | 13.71 | 13.12 | NA | NA | NA |
| Indiabulls Blue Chip Fund - Gr | 17.09 | 9.56 | 10.42 | 11.32 | NA | NA |
| Invesco India Contra Fund - Gr | 12.20 | 8.04 | 10.78 | 14.86 | 14.58 | NA |
| Invesco India Growth Opportunities Fund - Gr | 18.19 | 10.60 | 11.53 | 13.74 | 13.61 | NA |
| Invesco India Largecap Fund - Gr | 12.47 | 7.90 | 8.76 | 11.01 | 11.23 | NA |
| Invesco India Midcap Fund - Gr | 11.22 | 5.49 | 8.18 | 13.70 | 15.12 | NA |
| Invesco India Multicap Fund - Gr | 13.07 | 3.65 | 6.69 | 12.41 | 14.58 | NA |
| JM Core 11 Fund - Series 1 - Growth Option | 14.53 | 8.10 | 11.25 | 13.60 | 12.14 | NA |
| JM Large Cap Fund - Growth Option | 6.83 | 5.07 | 5.74 | 8.14 | 8.30 | 7.47 |
| JM Multicap Fund - Growth Option | 23.22 | 10.44 | 11.94 | 14.27 | 12.87 | NA |
| JM Value Fund - Growth Option | 18.44 | 6.77 | 10.29 | 13.39 | 11.90 | 8.56 |
| Kotak Bluechip Fund - Gr | 20.30 | 9.98 | 9.84 | 11.71 | 11.61 | 12.16 |
| Kotak Emerging Equity Scheme - Gr | 16.71 | 5.54 | 9.16 | 15.52 | 15.82 | NA |
| Kotak Equity Opportunities Fund - Gr | 18.26 | 8.64 | 10.39 | 13.20 | 13.13 | 13.72 |
| Kotak India EQ Contra Fund - Gr | 14.54 | 10.43 | 11.41 | 12.56 | 12.34 | NA |
| Kotak Smallcap Fund - Gr | 10.74 | 0.72 | 5.44 | 11.59 | 12.81 | NA |
| Kotak Standard Multicap Fund - Gr | 17.16 | 10.03 | 11.72 | 14.88 | 14.96 | NA |
| L&T Emerging Businesses Fund - Gr | -3.09 | -3.03 | 6.65 | NA | NA | NA |
| L&T Equity Fund - Gr | 9.63 | 4.55 | 6.85 | 10.06 | 10.75 | NA |
| L&T India Large Cap Fund - Gr | 17.19 | 9.17 | 9.07 | 11.00 | 11.10 | NA |
| L&T India Value Fund - Gr | 8.80 | 2.38 | 7.31 | 13.51 | NA | NA |
| L&T Large and Midcap Fund - Gr | 12.67 | 3.47 | 6.69 | 10.27 | 11.55 | NA |
| L&T Midcap Fund - Gr | 8.08 | 1.49 | 7.76 | 14.79 | 15.43 | 15.29 |
| LIC MF Large & Mid Cap Fund - Gr | 20.66 | 9.04 | NA | NA | NA | NA |
| LIC MF Large Cap Fund - Gr | 20.92 | 10.77 | 9.69 | 11.05 | 10.70 | 10.11 |

MF NEWS

Mutual fund industry folio influx hits 3-month high in Oct; over 6 lakh accounts added

Amid an uptick in the equity market, the mutual fund industry has added more than 6 lakh investor's account in October, making it the highest addition in the last three months. In comparison, the industry had added 3.45 lakh new folios in September, 4.8 lakh in August and more than 10 lakh in July. According to data from Association of Mutual Funds in India, the number of folios with 44 fund houses rose to 8,62,56,880 at the end of October, from 8,56,26,244 in the end of September, registering a gain of 6.3 lakh folios. Industry experts said the addition of folios indicates investors' understanding about market risks associated in the mutual fund schemes. Number of folios under the equity and equity-linked saving schemes rose by 3 lakh to 6.21 crore in October-end as compared to 6.18 crore at the end of preceding month. The debt-oriented scheme folios count went up by 1.05 lakh to 68.72 lakh.

Mutual funds are better than direct equities for retail investors: SEBI

Speaking about the importance of mutual funds at the AIBI Annual Summit in Mumbai, SEBI Chief Ajay Tyagi said that it is better for retail investors to deploy their money in mutual funds as compared to investing directly in equities. The mutual fund industry has grown at a healthy pace. While this is a welcome sign for the Rs 26 lakh crore industry, it has also raised a moot point if the average investors entering the industry are aware about the risks involved in their investment, he added. Tyagi said, 'Retail investors should be informed about which schemes are good for them and what the other sides of those schemes are. It is a big challenge as well as an opportunity for the MF industry.'

SIP RETURN AS ON 30TH NOVEMBER 2019

| Starting - December Month of | 2018 | 2016 | 2014 | 2012 | 2009 | 2004 |
|---|------------------|--------------|--------------|--------------|--------------|--------------|
| Years | 1 | 3 | 5 | 7 | 10 | 15 |
| Invested Amount : | 1,20,000 | 3,60,000 | 6,00,000 | 8,40,000 | 12,00,000 | 18,00,000 |
| Schemes (Diversified Equity) | Returns % - CAGR | | | | | |
| LIC MF Multi Cap Fund - Gr | 18.70 | 8.22 | 7.15 | 8.34 | 8.39 | 8.39 |
| Mirae Asset Emerging Bluechip Fund - Gr | 22.16 | 11.95 | 15.08 | 20.86 | NA | NA |
| Mirae Asset Large Cap Fund - Gr | 17.85 | 11.36 | 12.78 | 15.40 | 15.49 | NA |
| Motilal Oswal Focused 25 Fund - Gr | 23.21 | 10.00 | 10.39 | NA | NA | NA |
| Motilal Oswal Midcap 30 Fund - Gr | 18.64 | 4.69 | 6.43 | NA | NA | NA |
| Motilal Oswal Multicap 35 Fund - Gr | 11.34 | 5.11 | 9.40 | NA | NA | NA |
| Nippon India Focused Equity Fund - Gr | 9.42 | 3.58 | 7.08 | 13.17 | 13.95 | NA |
| Nippon India Growth Fund - Gr | 12.47 | 5.06 | 7.87 | 11.66 | 11.70 | 13.19 |
| Nippon India Large Cap Fund - Gr | 11.14 | 8.34 | 9.91 | 12.71 | 12.98 | NA |
| Nippon India Multi Cap Fund - Gr | 7.65 | 6.32 | 7.26 | 10.52 | 11.99 | NA |
| Nippon India Small Cap Fund - Gr | 1.97 | -0.94 | 6.92 | 16.07 | NA | NA |
| Nippon India Value Fund - Gr | 10.19 | 5.64 | 7.97 | 11.40 | 11.61 | NA |
| Nippon India Vision Fund Gr | 13.78 | 2.47 | 4.64 | 8.54 | 8.92 | 10.24 |
| Parag Parikh Long Term Equity Fund - Reg Gr | 16.32 | 10.82 | 11.64 | NA | NA | NA |
| PGIM India Diversified Equity Fund - Gr | 13.56 | 5.78 | NA | NA | NA | NA |
| PGIM India Large Cap Fund - Gr | 17.28 | 8.80 | 8.99 | 11.05 | 10.98 | 11.49 |
| PGIM India Midcap Opportunities Fund - Gr | 8.25 | -0.85 | 2.34 | NA | NA | NA |
| Principal Dividend Yield Fund - Gr | 10.33 | 6.46 | 9.77 | 11.56 | 11.22 | 11.02 |
| Principal Emerging Bluechip Fund - Gr | 13.60 | 4.74 | 9.37 | 15.40 | 16.26 | NA |
| Principal Focused Multicap Fund - Gr | 19.04 | 9.63 | 10.02 | 11.70 | 11.56 | NA |
| Principal Multi Cap Growth Fund - Gr | 9.84 | 4.61 | 8.78 | 12.21 | 12.89 | 11.43 |
| SBI Blue Chip Fund - Gr | 16.33 | 8.06 | 9.12 | 12.21 | 12.97 | NA |
| SBI Contra Fund - Regular Div | 2.93 | -0.81 | 2.80 | 6.49 | 7.33 | 8.99 |
| SBI Focused Equity Fund - Regular Plan - Gr | 22.96 | 13.22 | 13.13 | 15.34 | 16.09 | 16.17 |
| SBI Large & Midcap Fund - Div | 12.68 | 7.24 | 8.94 | 12.63 | 13.03 | 13.74 |
| SBI Magnum Equity ESG Fund - Div | 18.71 | 10.97 | 10.46 | 12.11 | 12.06 | 13.03 |
| SBI Magnum MidCap Fund - Gr | 5.49 | -1.75 | 2.32 | 10.04 | 12.98 | NA |
| SBI Magnum Multicap Fund - Gr | 13.99 | 7.92 | 10.16 | 13.98 | 13.82 | NA |
| SBI Small Cap Fund - Gr | 14.52 | 5.99 | 11.46 | 19.75 | 20.08 | NA |
| Sundaram Large & Midcap Fund - Gr | 20.57 | 11.14 | 12.35 | 14.54 | 13.28 | NA |
| Sundaram Mid Cap Fund - Gr | 6.70 | -0.80 | 4.70 | 11.79 | 13.43 | 15.39 |
| Sundaram Select Focus - Gr | 19.39 | 12.20 | 11.81 | 12.13 | 10.99 | 11.16 |
| Sundaram Small Cap Fund - Gr | -1.66 | -8.29 | -1.53 | 8.00 | 9.99 | NA |
| Tata Equity P/E Fund Gr | 12.32 | 4.74 | 9.61 | 14.13 | 13.97 | 14.89 |
| Tata Large & Mid Cap Fund - Regular Plan - Gr | 18.73 | 9.53 | 9.65 | 12.26 | 12.51 | 12.65 |
| Tata Large Cap Fund - Gr | 16.10 | 8.75 | 8.97 | 10.55 | 10.79 | 12.01 |
| Tata Mid Cap Growth Fund - Gr | 12.84 | 5.56 | 7.73 | 13.73 | 14.68 | 14.23 |
| Taurus Discovery (Midcap) Fund - Gr | 11.01 | 3.57 | 7.54 | 12.52 | 13.28 | 11.13 |
| Taurus Largecap Equity Fund - Gr | 12.30 | 5.12 | 5.58 | 7.71 | 7.82 | 7.89 |
| Taurus Starshare (Multi Cap) Fund - Gr | 6.92 | 2.26 | 4.44 | 7.10 | 8.13 | 9.69 |
| Templeton India Equity Income Fund - Gr | 4.37 | 2.49 | 6.26 | 8.90 | 9.95 | NA |
| Templeton India Value Fund - Gr | 3.43 | -0.52 | 4.35 | 8.09 | 8.94 | 11.09 |
| Union Multi Cap Fund - Gr | 16.58 | 8.19 | 7.80 | 8.85 | NA | NA |
| Union Small Cap Fund - Gr | 10.19 | -1.35 | 1.73 | NA | NA | NA |
| UTI Core Equity Fund - Gr | 5.86 | 1.92 | 4.69 | 7.85 | 8.98 | NA |
| UTI Dividend Yield Fund - Gr | 6.73 | 5.16 | 7.32 | 9.10 | 9.19 | NA |
| UTI Equity Fund - Gr | 17.93 | 10.54 | 10.34 | 12.34 | 12.76 | NA |
| UTI Master Share - Gr | 13.87 | 8.47 | 8.92 | 10.90 | 11.03 | NA |
| UTI Mid Cap Fund - Gr | 7.53 | -0.32 | 3.55 | 11.31 | 13.52 | NA |
| UTI Value Opportunities Fund - Gr | 16.22 | 7.99 | 8.01 | 9.45 | 10.26 | NA |
| Average Return of Above Funds | 12.37 | 5.54 | 7.96 | 11.66 | 12.21 | 12.31 |
| Maximum Return | 29.09 | 16.01 | 15.08 | 20.86 | 20.08 | 16.17 |
| Minimum Return | -9.89 | -9.39 | -1.53 | 3.10 | 7.26 | 7.47 |
| Universe | 140 | 139 | 136 | 125 | 111 | 50 |
| ELSS / Tax Savings Schemes | | | | | | |
| Aditya Birla Sun Life Tax Relief 96 Fund - Div | 11.55 | 5.86 | 8.66 | 13.08 | 13.38 | 13.20 |
| Axis Long Term Equity Fund - Gr | 21.67 | 13.04 | 12.48 | 16.19 | 17.20 | NA |
| Baroda Elss 96 - Div | 7.46 | 0.84 | 3.90 | 7.39 | 8.27 | 8.56 |
| BNP Paribas Long Term Equity Fund - Gr | 18.98 | 8.88 | 8.66 | 11.73 | 12.84 | NA |
| BOI AXA Tax Advantage Fund - Regular - Growth | 21.08 | 6.95 | 8.85 | 11.41 | 11.34 | NA |
| Canara Robeco Equity Tax Saver Fund - Div | 12.88 | 9.20 | 9.53 | 11.35 | 11.62 | 13.74 |
| DSP Tax Saver Fund - Gr | 20.56 | 9.64 | 11.28 | 14.28 | 14.43 | NA |
| Edelweiss Long Term Equity Fund (Tax Savings) - Gr | 12.19 | 5.41 | 6.98 | 10.04 | 11.03 | NA |
| Franklin India Taxshield Gr | 8.86 | 5.04 | 6.89 | 10.90 | 12.19 | 13.46 |
| HDFC Tax saver - Div | 6.87 | 2.17 | 5.70 | 9.09 | 9.91 | 11.75 |
| HSBC Tax Saver Equity Fund - Gr | 14.81 | 5.21 | 7.87 | 10.97 | 11.84 | NA |
| ICICI Prudential Long Term Equity Fund - Regular Gr | 13.31 | 7.95 | 8.84 | 11.94 | 12.73 | 13.63 |
| IDBI Equity Advantage Fund - Gr | 16.84 | 7.03 | 7.79 | NA | NA | NA |
| IDFC Tax Advantage (ELSS) Fund - Regular Gr | 6.63 | 3.45 | 7.45 | 11.41 | 12.66 | NA |
| Invesco India Tax Plan - Gr | 15.30 | 8.81 | 10.14 | 13.56 | 14.04 | NA |
| JM Tax Gain Fund - Growth Option | 18.97 | 10.05 | 11.39 | 13.94 | 13.05 | NA |
| Kotak Tax Saver - Gr | 16.46 | 8.98 | 10.19 | 12.96 | 12.38 | NA |
| L&T Tax Advantage Fund - Gr | 11.76 | 4.21 | 8.07 | 11.30 | 11.79 | NA |
| LIC MF Tax Plan Gr | 20.43 | 10.73 | 10.57 | 12.56 | 12.08 | 10.54 |
| Mirae Asset Tax Saver Fund - Gr | 21.12 | 12.69 | NA | NA | NA | NA |
| Motilal Oswal Long Term Equity Fund - Gr | 22.18 | 8.10 | NA | NA | NA | NA |
| Nippon India Tax Saver Fund - Gr | 8.95 | -1.25 | 2.57 | 8.67 | 10.95 | NA |
| Principal Tax Savings Fund | 7.37 | 3.52 | 8.03 | 11.67 | 12.61 | 11.65 |
| SBI Magnum Tax Gain Fund - Div | 8.27 | 3.38 | 5.32 | 8.92 | 10.17 | 11.39 |
| Sundaram Diversified Equity (Tax Saver) Fund - Div | 9.85 | 2.24 | 5.76 | 9.15 | 9.81 | 10.90 |
| Tata India Tax Savings Fund Regular Plan - Div | 17.24 | 8.73 | 10.77 | 14.04 | 14.16 | 13.52 |
| Taurus Tax Shield - Gr | 11.98 | 7.77 | 9.86 | 11.47 | 11.04 | NA |
| Union Long Term Equity Fund - Gr | 15.73 | 7.13 | 6.66 | 8.48 | NA | NA |
| UTI Long Term Equity Fund (Tax Saving) - Gr | 16.46 | 6.94 | 8.12 | 10.37 | 10.57 | NA |
| Average Return of Above Funds | 14.18 | 6.68 | 8.28 | 11.48 | 12.16 | 12.13 |
| Maximum Return | 22.18 | 13.04 | 12.48 | 16.19 | 17.20 | 13.74 |
| Minimum Return | 6.63 | -1.25 | 2.57 | 7.39 | 8.27 | 8.56 |
| Universe | 29 | 29 | 27 | 26 | 25 | 11 |
| S&P BSE SENSEX TRI | 18.83 | 13.97 | 12.90 | 12.82 | 12.20 | NA |
| NIFTY 50 TRI | 16.73 | 11.93 | 11.72 | 12.11 | 11.66 | 11.99 |
| NIFTY 500 TRI | 13.99 | 8.33 | 10.03 | 11.73 | 11.51 | 11.77 |

SIP VALUE AS ON 30TH NOVEMBER 2019

| Starting - December Month of | 2018 | 2016 | 2014 | 2012 | 2009 | 2004 |
|--|--------------------|----------|----------|-----------|-----------|-----------|
| Years | 1 | 3 | 5 | 7 | 10 | 15 |
| Invested Amount : | 1,20,000 | 3,60,000 | 6,00,000 | 8,40,000 | 12,00,000 | 18,00,000 |
| Schemes (Diversified Equity) | Investment Value ₹ | | | | | |
| Aditya Birla Sun Life Dividend Yield Fund - Gr | 1,24,685 | 3,54,550 | 6,34,482 | 10,34,273 | 17,40,739 | 41,35,555 |
| Aditya Birla Sun Life Equity Advantage Fund - Gr | 1,30,844 | 3,86,722 | 7,29,691 | 13,10,565 | 23,41,605 | 48,88,949 |
| Aditya Birla Sun Life Equity Fund - Gr | 1,29,646 | 4,00,298 | 7,72,296 | 13,74,338 | 24,77,799 | 55,92,512 |
| Aditya Birla Sun Life Focused Equity Fund - Gr | 1,29,677 | 4,04,693 | 7,52,259 | 12,72,721 | 23,04,070 | NA |
| Aditya Birla Sun Life Frontline Equity Fund - Gr | 1,27,938 | 3,98,107 | 7,39,985 | 12,44,610 | 22,39,697 | 55,36,256 |
| Aditya Birla Sun Life Midcap Fund - Gr | 1,20,919 | 3,45,199 | 6,46,430 | 11,81,607 | 21,21,676 | 51,54,456 |
| Aditya Birla Sun Life Pure Value Fund - Gr | 1,17,302 | 3,18,948 | 6,06,190 | 11,55,289 | 22,07,719 | NA |
| Aditya Birla Sun Life Small Cap Fund - Gr | 1,14,446 | 3,11,296 | 6,01,135 | 11,23,165 | 20,60,489 | NA |
| Axis Bluechip Fund - Gr | 1,33,284 | 4,54,244 | 8,50,608 | 13,98,673 | NA | NA |
| Axis Focused 25 Fund - Gr | 1,34,137 | 4,37,638 | 8,51,292 | 14,36,438 | NA | NA |
| Axis MidCap Fund - Gr | 1,33,316 | 4,39,391 | 8,19,277 | 14,79,055 | NA | NA |
| Axis Multicap Fund - Gr | 1,32,835 | NA | NA | NA | NA | NA |
| Axis Small Cap Fund - Gr | 1,34,802 | 4,27,587 | 8,07,850 | NA | NA | NA |
| Baroda Large Cap Fund - Gr | 1,29,645 | 4,03,024 | 7,29,887 | 11,86,213 | NA | NA |
| Baroda Mid-cap Fund - Gr | 1,21,669 | 3,54,791 | 6,30,661 | 9,36,778 | NA | NA |
| Baroda Multi Cap Fund - Growth Plan | 1,26,586 | 3,81,545 | 6,94,448 | 11,41,183 | 18,85,998 | 40,71,157 |
| BNP Paribas Large Cap Fund - Gr | 1,33,440 | 4,26,616 | 7,76,697 | 13,04,024 | 23,55,941 | 50,01,216 |
| BNP Paribas Midcap Fund - Gr | 1,27,611 | 3,71,395 | 6,87,206 | 12,60,054 | 25,01,137 | NA |
| BNP Paribas Multi Cap Fund - Gr | 1,30,405 | 3,97,703 | 7,41,397 | 12,70,484 | 23,02,646 | NA |
| BOI AXA Large & Mid Cap Equity Fund - Reg Gr | 1,29,917 | 3,79,542 | 6,90,268 | 11,16,397 | 18,63,320 | NA |
| Canara Robeco Bluechip Equity Fund - Gr | 1,32,485 | 4,31,707 | 8,03,277 | 13,01,684 | NA | NA |
| Canara Robeco Emerging Equities Fund - Gr | 1,27,771 | 3,94,730 | 7,75,703 | 15,59,434 | 31,35,052 | NA |
| Canara Robeco Equity Diversified Fund - Gr | 1,29,205 | 4,20,469 | 7,83,558 | 12,78,946 | 22,23,477 | NA |
| DSP Equity Fund - Reg. Plan - Div | 1,32,480 | 4,15,973 | 7,82,057 | 13,27,233 | 22,85,102 | 56,16,886 |
| DSP Equity Opportunities Fund - Gr | 1,31,268 | 4,04,821 | 7,78,684 | 13,49,388 | 23,95,024 | 55,04,174 |
| DSP Focus Fund - Gr | 1,35,653 | 4,19,807 | 7,71,344 | 13,10,080 | NA | NA |
| DSP Midcap Fund - Reg Gr | 1,29,066 | 3,89,404 | 7,54,159 | 14,15,072 | 26,25,738 | NA |
| DSP Small Cap Fund - Gr | 1,19,734 | 3,29,063 | 6,24,855 | 12,92,336 | 25,44,478 | NA |
| DSP Top 100 Equity Fund Gr | 1,33,907 | 4,15,738 | 7,59,476 | 12,57,889 | 20,27,889 | 48,29,266 |
| Edelweiss Large & Mid Cap Fund - Regular Gr | 1,29,161 | 4,09,005 | 7,58,776 | 12,68,760 | 22,00,239 | NA |
| Edelweiss Large Cap Fund - Gr | 1,29,760 | 4,18,544 | 7,74,673 | 12,79,001 | 22,60,381 | NA |
| Edelweiss Mid Cap Fund - Regular Gr | 1,26,871 | 3,77,455 | 7,13,717 | 13,59,915 | 26,62,471 | NA |
| Edelweiss Multi-Cap Fund - Gr | 1,26,840 | 4,03,943 | NA | NA | NA | NA |
| Essel Large Cap Equity Fund - Gr | 1,29,102 | 3,99,698 | 7,45,731 | 12,08,394 | NA | NA |
| Franklin India Bluechip Fund Gr | 1,27,249 | 3,89,421 | 7,10,280 | 11,60,548 | 19,89,723 | 46,25,574 |
| Franklin India Equity Advantage Fund - Gr | 1,23,929 | 3,77,141 | 6,85,664 | 11,76,484 | 21,03,257 | NA |
| Franklin India Equity Fund - Gr | 1,25,003 | 3,82,550 | 7,03,447 | 12,22,293 | 22,23,520 | 53,88,930 |
| Franklin India Focused Equity Fund - Gr | 1,29,959 | 4,07,664 | 7,59,044 | 13,85,976 | 26,43,456 | NA |
| Franklin India Prima Fund Gr | 1,26,201 | 3,81,716 | 7,24,687 | 13,60,893 | 26,70,456 | 61,76,412 |
| Franklin India Smaller Companies Fund - Gr | 1,17,321 | 3,33,653 | 6,32,716 | 12,37,796 | 25,33,520 | NA |
| HDFC Capital Builder Value Fund - Gr | 1,22,609 | 3,77,852 | 7,18,949 | 12,43,783 | 22,35,645 | 52,93,309 |
| HDFC Equity Fund - Gr | 1,25,817 | 4,00,354 | 7,55,391 | 12,67,742 | 22,07,303 | 55,63,901 |
| HDFC Focused 30 Fund - Gr | 1,25,746 | 3,72,618 | 6,88,334 | 11,52,654 | 19,04,580 | 41,98,984 |
| HDFC Growth Opportunities Fund - Gr | 1,28,199 | 3,95,206 | 7,17,277 | 11,12,289 | 18,27,567 | 35,81,595 |
| HDFC Mid Cap Opportunities Fund - Gr | 1,23,392 | 3,64,867 | 7,01,372 | 13,19,367 | 25,95,687 | NA |
| HDFC Small Cap Fund - Gr | 1,14,416 | 3,51,812 | 7,03,039 | 12,45,313 | 22,43,924 | NA |
| HDFC Top 100 Fund - Div | 1,25,935 | 4,02,220 | 7,58,372 | 12,49,154 | 21,53,016 | 53,39,597 |
| HSBC Large Cap Equity Fund - Gr | 1,31,820 | 4,15,262 | 7,78,503 | 12,54,842 | 20,83,766 | 42,94,879 |
| HSBC Multi Cap Equity Fund - Gr | 1,25,849 | 3,76,499 | 6,98,124 | 11,94,858 | 21,13,514 | 44,32,889 |
| HSBC Small Cap Equity Fund - Gr | 1,13,838 | 3,11,743 | 5,79,733 | 10,97,992 | 18,95,388 | NA |
| ICICI Prudential Bluechip Fund - Gr | 1,28,469 | 4,09,242 | 7,72,018 | 12,85,128 | 23,00,756 | NA |
| ICICI Prudential Dividend Yield Equity Fund - Gr | 1,19,662 | 3,50,223 | 6,61,437 | NA | NA | NA |
| ICICI Prudential Focused Equity Fund - Retail Gr | 1,21,503 | 3,73,725 | 6,83,456 | 11,07,230 | 19,03,350 | NA |
| ICICI Prudential Large & Mid Cap Fund - Gr | 1,27,149 | 3,86,893 | 7,23,001 | 11,86,831 | 21,01,283 | 47,24,335 |
| ICICI Prudential MidCap Fund - Gr | 1,25,185 | 3,72,660 | 7,00,989 | 13,21,279 | 24,22,607 | 52,12,837 |
| ICICI Prudential Multicap Fund - Gr | 1,26,042 | 3,96,805 | 7,46,774 | 12,85,534 | 22,92,442 | 51,03,128 |
| ICICI Prudential Smallcap Fund - Gr | 1,27,295 | 3,64,498 | 6,66,095 | 11,16,512 | 20,03,754 | NA |
| ICICI Prudential Value Discovery Fund Gr | 1,22,425 | 3,70,375 | 6,70,855 | 12,06,671 | 23,04,215 | 62,33,227 |
| IDBI Diversified Equity Fund - Gr | 1,28,405 | 3,92,695 | 7,07,906 | NA | NA | NA |
| IDBI India Top 100 Equity Fund - Gr | 1,31,330 | 4,00,863 | 7,22,642 | 11,92,503 | NA | NA |
| IDFC Core Equity Fund - Regular Plan - Gr | 1,26,813 | 3,86,261 | 7,34,527 | 12,02,325 | 20,38,834 | NA |
| IDFC Focused Equity Fund - Regular Plan - Gr | 1,29,011 | 3,87,131 | 7,31,988 | 11,67,705 | 19,07,750 | NA |
| IDFC Large Cap Fund - Regular Plan - Gr | 1,28,058 | 4,02,677 | 7,44,102 | 11,73,082 | 19,65,133 | NA |
| IDFC Multi Cap Fund - Regular Plan - Gr | 1,26,550 | 3,84,367 | 7,00,213 | 12,28,303 | 23,09,253 | NA |
| IDFC Sterling Value Fund - Regular Gr | 1,19,444 | 3,49,249 | 6,71,960 | 11,74,957 | 21,41,099 | NA |
| IIFL Focused Equity Fund - Gr | 1,37,079 | 4,39,792 | 8,30,825 | NA | NA | NA |
| Indiabulls Blue Chip Fund - Gr | 1,30,198 | 4,14,511 | 7,77,543 | 12,53,033 | NA | NA |
| Invesco India Contra Fund - Gr | 1,27,336 | 4,05,492 | 7,84,418 | 14,20,552 | 25,61,578 | NA |
| Invesco India Growth Opportunities Fund - Gr | 1,30,840 | 4,20,786 | 7,99,062 | 13,65,288 | 24,32,713 | NA |
| Invesco India Largecap Fund - Gr | 1,27,495 | 4,04,702 | 7,46,364 | 12,39,441 | 21,43,537 | NA |
| Invesco India Midcap Fund - Gr | 1,26,752 | 3,90,675 | 7,35,622 | 13,63,708 | 26,36,510 | NA |
| Invesco India Multicap Fund - Gr | 1,27,844 | 3,80,199 | 7,09,015 | 13,02,421 | 25,61,669 | NA |
| JM Core 11 Fund - Series 1 - Growth Option | 1,28,703 | 4,05,873 | 7,93,465 | 13,58,731 | 22,49,539 | NA |
| JM Large Cap Fund - Growth Option | 1,24,137 | 3,88,276 | 6,92,445 | 11,19,519 | 18,37,747 | 32,46,118 |
| JM Multicap Fund - Growth Option | 1,33,742 | 4,19,820 | 8,06,990 | 13,91,439 | 23,38,670 | NA |
| JM Value Fund - Growth Option | 1,30,981 | 3,98,076 | 7,74,932 | 13,48,482 | 22,21,116 | 35,52,895 |
| Kotak Bluechip Fund - Gr | 1,32,059 | 4,17,026 | 7,66,427 | 12,70,713 | 21,87,228 | 48,08,903 |
| Kotak Emerging Equity Scheme - Gr | 1,29,977 | 3,90,949 | 7,53,687 | 14,54,482 | 27,37,830 | NA |
| Kotak Equity Opportunities Fund - Gr | 1,30,877 | 4,09,073 | 7,76,984 | 13,39,770 | 23,71,688 | 54,99,429 |
| Kotak India EQ Contra Fund - Gr | 1,28,708 | 4,19,726 | 7,96,720 | 13,09,306 | 22,73,733 | NA |
| Kotak Smallcap Fund - Gr | 1,26,472 | 3,63,937 | 6,87,368 | 12,65,263 | 23,31,195 | NA |
| Kotak Standard Multicap Fund - Gr | 1,30,240 | 4,17,361 | 8,02,751 | 14,21,973 | 26,13,883 | NA |
| L&T Emerging Businesses Fund - Gr | 1,18,095 | 3,43,771 | 7,08,400 | NA | NA | NA |
| L&T Equity Fund - Gr | 1,25,811 | 3,85,318 | 7,11,913 | 11,98,483 | 20,90,627 | NA |
| L&T India Large Cap Fund - Gr | 1,30,258 | 4,12,205 | 7,52,079 | 12,39,197 | 21,28,872 | NA |
| L&T India Value Fund - Gr | 1,25,319 | 3,73,080 | 7,20,121 | 13,54,357 | NA | NA |
| L&T Large and Midcap Fund - Gr | 1,27,612 | 3,79,189 | 7,09,033 | 12,07,191 | 21,80,069 | NA |
| L&T Midcap Fund - Gr | 1,24,888 | 3,68,158 | 7,28,050 | 14,17,391 | 26,81,078 | 62,97,836 |
| LIC MF Large & Mid Cap Fund - Gr | 1,32,268 | 4,11,417 | NA | NA | NA | NA |
| LIC MF Large Cap Fund - Gr | 1,32,418 | 4,21,825 | 7,63,636 | 12,41,434 | 20,85,162 | 40,42,067 |
| LIC MF Multi Cap Fund - Gr | 1,31,136 | 4,06,558 | 7,17,123 | 11,27,473 | 18,46,006 | 35,03,381 |
| Mirae Asset Emerging Bluechip Fund - Gr | 1,33,130 | 4,28,948 | 8,71,511 | 17,56,463 | NA | NA |
| Mirae Asset Large Cap Fund - Gr | 1,30,644 | 4,25,385 | 8,23,822 | 14,48,187 | 26,88,779 | NA |

SIP VALUE AS ON 30TH NOVEMBER 2019

| Starting - December Month of | 2018 | 2016 | 2014 | 2012 | 2009 | 2004 |
|---|--------------------|-----------------|-----------------|------------------|------------------|------------------|
| Years | 1 | 3 | 5 | 7 | 10 | 15 |
| Invested Amount : | 1,20,000 | 3,60,000 | 6,00,000 | 8,40,000 | 12,00,000 | 18,00,000 |
| Schemes (Diversified Equity) | Investment Value ₹ | | | | | |
| Motilal Oswal Focused 25 Fund - Gr | 1,33,736 | 4,17,179 | 7,76,971 | NA | NA | NA |
| Motilal Oswal Midcap 30 Fund - Gr | 1,31,097 | 3,86,103 | 7,04,426 | NA | NA | NA |
| Motilal Oswal Multicap 35 Fund - Gr | 1,26,822 | 3,88,497 | 7,58,156 | NA | NA | NA |
| Nippon India Focused Equity Fund - Gr | 1,25,688 | 3,79,830 | 7,15,941 | 13,37,943 | 24,77,428 | NA |
| Nippon India Growth Fund - Gr | 1,27,491 | 3,88,223 | 7,30,010 | 12,68,554 | 21,97,583 | 52,54,302 |
| Nippon India Large Cap Fund - Gr | 1,26,707 | 4,07,293 | 7,67,846 | 13,16,533 | 23,52,999 | NA |
| Nippon India Multi Cap Fund - Gr | 1,24,631 | 3,95,499 | 7,19,154 | 12,18,144 | 22,31,504 | NA |
| Nippon India Small Cap Fund - Gr | 1,21,201 | 3,54,938 | 7,13,179 | 14,83,154 | NA | NA |
| Nippon India Value Fund - Gr | 1,26,141 | 3,91,540 | 7,31,841 | 12,56,830 | 21,87,262 | NA |
| Nippon India Vision Fund Gr | 1,28,262 | 3,73,575 | 6,73,761 | 11,35,684 | 18,98,527 | 40,87,908 |
| Parag Parikh Long Term Equity Fund - Reg Gr | 1,29,750 | 4,22,111 | 8,01,232 | NA | NA | NA |
| PGIM India Diversified Equity Fund - Gr | 1,28,132 | 3,92,365 | NA | NA | NA | NA |
| PGIM India Large Cap Fund - Gr | 1,30,309 | 4,10,031 | 7,50,525 | 12,41,205 | 21,15,544 | 45,44,559 |
| PGIM India Midcap Opportunities Fund - Gr | 1,24,988 | 3,55,374 | 6,36,267 | NA | NA | NA |
| Principal Dividend Yield Fund - Gr | 1,26,225 | 3,96,264 | 7,65,186 | 12,63,745 | 21,43,105 | 43,66,802 |
| Principal Emerging Bluechip Fund - Gr | 1,28,157 | 3,86,383 | 7,57,622 | 14,48,121 | 28,02,910 | NA |
| Principal Focused Multicap Fund - Gr | 1,31,331 | 4,14,925 | 7,69,905 | 12,70,122 | 21,81,551 | NA |
| Principal Multi Cap Growth Fund - Gr | 1,25,937 | 3,85,633 | 7,46,630 | 12,93,519 | 23,41,330 | 45,21,672 |
| SBI Blue Chip Fund - Gr | 1,29,758 | 4,05,604 | 7,52,972 | 12,93,307 | 23,50,984 | NA |
| SBI Contra Fund - Regular Div | 1,21,789 | 3,55,619 | 6,43,597 | 10,56,181 | 17,46,252 | 36,81,011 |
| SBI Focused Equity Fund - Regular Plan - Gr | 1,33,592 | 4,36,812 | 8,30,870 | 14,45,211 | 27,77,050 | 68,00,909 |
| SBI Large & Midcap Fund - Div | 1,27,615 | 4,00,850 | 7,49,605 | 13,12,544 | 25,59,073 | 55,08,205 |
| SBI Magnum Equity ESG Fund - Div | 1,31,142 | 4,23,028 | 7,78,330 | 12,88,820 | 22,40,190 | 51,80,451 |
| SBI Magnum MidCap Fund - Gr | 1,23,336 | 3,50,553 | 6,35,904 | 11,97,770 | 23,52,545 | NA |
| SBI Magnum Multicap Fund - Gr | 1,28,388 | 4,04,822 | 7,72,553 | 13,76,950 | 24,59,475 | NA |
| SBI Small Cap Fund - Gr | 1,28,696 | 3,93,563 | 7,97,695 | 16,89,241 | 34,39,875 | NA |
| Sundaram Large & Midcap Fund - Gr | 1,32,217 | 4,24,036 | 8,15,309 | 14,04,878 | 23,90,361 | NA |
| Sundaram Mid Cap Fund - Gr | 1,24,063 | 3,55,674 | 6,74,387 | 12,74,386 | 24,09,573 | 63,54,444 |
| Sundaram Select Focus - Gr | 1,31,536 | 4,30,530 | 8,04,567 | 12,89,893 | 21,16,540 | 44,20,009 |
| Sundaram Small Cap Fund - Gr | 1,18,978 | 3,16,796 | 5,77,389 | 11,13,899 | 20,08,116 | NA |
| Tata Equity P/E Fund Gr | 1,27,405 | 3,86,424 | 7,62,147 | 13,84,603 | 24,80,452 | 60,82,940 |
| Tata Large & Mid Cap Fund - Regular Plan - Gr | 1,31,152 | 4,14,346 | 7,62,825 | 12,95,502 | 22,94,469 | 50,17,020 |
| Tata Large Cap Fund - Gr | 1,29,622 | 4,09,690 | 7,50,255 | 12,19,456 | 20,94,449 | 47,49,097 |
| Tata Mid Cap Growth Fund - Gr | 1,27,709 | 3,91,106 | 7,27,489 | 13,64,871 | 25,75,780 | 57,47,488 |
| Taurus Discovery (Midcap) Fund - Gr | 1,26,627 | 3,79,749 | 7,24,099 | 13,07,568 | 23,90,397 | 44,06,107 |
| Taurus Largecap Equity Fund - Gr | 1,27,389 | 3,88,541 | 6,89,833 | 11,02,780 | 17,91,738 | 33,59,029 |
| Taurus Starshare (Multi Cap) Fund - Gr | 1,24,190 | 3,72,450 | 6,70,432 | 10,78,947 | 18,21,161 | 39,03,310 |
| Templeton India Equity Income Fund - Gr | 1,22,657 | 3,73,714 | 7,01,469 | 11,50,169 | 20,03,701 | NA |
| Templeton India Value Fund - Gr | 1,22,089 | 3,57,189 | 6,68,911 | 11,17,775 | 19,00,509 | 43,90,939 |
| Union Multi Cap Fund - Gr | 1,29,904 | 4,06,376 | 7,28,831 | 11,48,041 | NA | NA |
| Union Small Cap Fund - Gr | 1,26,144 | 3,52,717 | 6,26,579 | NA | NA | NA |
| UTI Core Equity Fund - Gr | 1,23,558 | 3,70,545 | 6,74,752 | 11,08,153 | 19,04,201 | NA |
| UTI Dividend Yield Fund - Gr | 1,24,077 | 3,88,810 | 7,20,228 | 11,58,537 | 19,25,659 | NA |
| UTI Equity Fund - Gr | 1,30,689 | 4,20,433 | 7,75,984 | 12,99,394 | 23,25,377 | NA |
| UTI Master Share - Gr | 1,28,315 | 4,08,055 | 7,49,283 | 12,34,454 | 21,21,809 | NA |
| UTI Mid Cap Fund - Gr | 1,24,561 | 3,58,243 | 6,55,818 | 12,52,809 | 24,21,293 | NA |
| UTI Value Opportunities Fund - Gr | 1,29,691 | 4,05,225 | 7,32,542 | 11,72,887 | 20,37,059 | NA |
| Average Value of Above Funds | 1,27,497 | 3,91,088 | 7,32,022 | 12,68,914 | 22,59,229 | 48,76,537 |
| Maximum Value | 1,37,079 | 4,54,244 | 8,71,511 | 17,56,463 | 34,39,875 | 68,00,909 |
| Minimum Value | 1,13,838 | 3,11,296 | 5,77,389 | 9,36,778 | 17,40,739 | 32,46,118 |
| Universe | 140 | 139 | 136 | 125 | 111 | 50 |
| ELSS / Tax Savings Schemes | | | | | | |
| Aditya Birla Sun Life Tax Relief 96 Fund - Div | 1,26,951 | 3,92,819 | 7,44,554 | 13,33,699 | 24,03,633 | 52,59,995 |
| Axis Long Term Equity Fund - Gr | 1,32,851 | 4,35,644 | 8,17,843 | 14,89,143 | 29,47,656 | NA |
| Baroda Elss 96 - Div | 1,24,517 | 3,64,570 | 6,61,526 | 10,90,197 | 18,34,361 | 35,51,115 |
| BNP Paribas Long Term Equity Fund - Gr | 1,31,295 | 4,10,504 | 7,44,573 | 12,71,742 | 23,34,641 | NA |
| BOI AXA Tax Advantage Fund - Regular - Growth | 1,32,511 | 3,99,119 | 7,47,955 | 12,57,167 | 21,57,071 | NA |
| Canara Robeco Equity Tax Saver Fund - Div | 1,27,735 | 4,12,354 | 7,60,735 | 12,54,308 | 21,88,393 | 55,06,434 |
| DSP Tax Saver Fund - Gr | 1,32,209 | 4,14,998 | 7,94,209 | 13,91,662 | 25,40,805 | NA |
| Edelweiss Long Term Equity Fund (Tax Savings) - Gr | 1,27,325 | 3,90,217 | 7,14,097 | 11,97,485 | 21,21,198 | NA |
| Franklin India Taxshield Gr | 1,25,500 | 3,88,128 | 7,12,501 | 12,34,848 | 22,56,409 | 53,77,923 |
| HDFC Tax saver - Div | 1,24,163 | 3,71,939 | 6,91,873 | 11,57,903 | 19,99,931 | 46,43,709 |
| HSBC Tax Saver Equity Fund - Gr | 1,28,867 | 3,89,104 | 7,30,136 | 12,37,532 | 22,14,173 | NA |
| ICICI Prudential Long Term Equity Fund - Regular Gr | 1,27,985 | 4,04,976 | 7,47,812 | 12,80,834 | 23,21,843 | 54,56,086 |
| IDBI Equity Advantage Fund - Gr | 1,30,055 | 3,99,581 | 7,28,607 | NA | NA | NA |
| IDFC Tax Advantage (ELSS) Fund - Regular Gr | 1,24,019 | 3,79,115 | 7,22,456 | 12,57,284 | 23,13,173 | NA |
| Invesco India Tax Plan - Gr | 1,29,152 | 4,10,038 | 7,72,132 | 13,56,693 | 24,88,484 | NA |
| JM Tax Gain Fund - Growth Option | 1,31,293 | 4,17,489 | 7,96,257 | 13,75,057 | 23,61,489 | NA |
| Kotak Tax Saver - Gr | 1,29,830 | 4,11,089 | 7,73,023 | 13,28,298 | 22,78,910 | NA |
| L&T Tax Advantage Fund - Gr | 1,27,072 | 3,83,361 | 7,33,765 | 12,52,129 | 22,08,517 | NA |
| LIC MF Tax Plan Gr | 1,32,137 | 4,21,546 | 7,80,304 | 13,09,436 | 22,42,680 | 41,94,513 |
| Mirae Asset Tax Saver Fund - Gr | 1,32,531 | 4,33,513 | NA | NA | NA | NA |
| Motilal Oswal Long Term Equity Fund - Gr | 1,33,146 | 4,05,861 | NA | NA | NA | NA |
| Nippon India Tax Saver Fund - Gr | 1,25,407 | 3,53,252 | 6,39,887 | 11,40,688 | 21,12,996 | NA |
| Principal Tax Savings Fund | 1,24,462 | 3,79,506 | 7,33,062 | 12,68,907 | 23,07,033 | 46,06,757 |
| SBI Magnum Tax Gain Fund - Div | 1,24,998 | 3,78,695 | 6,85,375 | 11,51,040 | 20,27,449 | 45,05,360 |
| Sundaram Diversified Equity (Tax Saver) Fund - Div | 1,25,940 | 3,72,337 | 6,92,790 | 11,60,242 | 19,89,051 | 43,22,356 |
| Tata India Tax Savings Fund Regular Plan - Div | 1,30,290 | 4,09,582 | 7,84,154 | 13,79,869 | 25,04,916 | 54,03,765 |
| Taurus Tax Shield - Gr | 1,27,205 | 4,03,923 | 7,66,809 | 12,59,836 | 21,23,102 | NA |
| Union Long Term Equity Fund - Gr | 1,29,409 | 4,00,170 | 7,08,451 | 11,33,045 | NA | NA |
| UTI Long Term Equity Fund (Tax Saving) - Gr | 1,29,833 | 3,99,050 | 7,34,530 | 12,11,689 | 20,70,246 | NA |
| Average Value of Above Funds | 1,28,570 | 3,97,672 | 7,37,756 | 12,60,797 | 22,53,926 | 48,02,547 |
| Maximum Value | 1,33,146 | 4,35,644 | 8,17,843 | 14,89,143 | 29,47,656 | 55,06,434 |
| Minimum Value | 1,24,019 | 3,53,252 | 6,39,887 | 10,90,197 | 18,34,361 | 35,51,115 |
| Universe | 29 | 29 | 27 | 26 | 25 | 11 |
| S&P BSE SENSEX TRI | 1,31,209 | 4,41,437 | 8,26,288 | 13,21,751 | 22,56,822 | NA |
| NIFTY 50 TRI | 1,29,990 | 4,28,855 | 8,02,752 | 12,88,731 | 21,93,914 | 47,43,310 |
| NIFTY 500 TRI | 1,28,385 | 4,07,210 | 7,70,124 | 12,71,566 | 21,75,991 | 46,52,748 |

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