

## Investment Suitability Profile Questionnaire

Name : Dummy Client

Current Age : 43 Years

Investment Period : 10+ Years

1. "I consider myself to be knowledgeable about investments and financial matters"

- A.  Strongly agree
- B.  Somewhat agree
- C.  **Disagree**

2. How secure do you think is your current and future income?

- A.  Reasonably stable
- B.  Somewhat stable
- C.  **Unstable**

3. Which of the following statements best describes your investment objective?

- A.  Protect the value of my investment
- B.  **Balance risk and return**
- C.  Maximise long-term investment returns

4. Which of the following statements is true about your current savings / investments?

- A.  Presently, I do not have much savings / investments
- B.  I do have some savings / investments but not enough to meet my future goals
- C.  **I already have good savings / investments to meet future goals**

5. "I am comfortable with investments that may frequently experience large declines in value if there is a potential for higher return"

- A.  Agree
- B.  Somewhat Agree
- C.  Disagree

6. We have outlined the most likely best-case and worst-case annual returns of four hypothetical investment plans. Which range of possible outcomes is most acceptable to you?

**Annual Average, Best Case, Worst Case**

- A.  6.00%, 8.00%, (1.00%)
- B.  **8.00%, 12.00%, (4.00%)**
- C.  10.00%, 15.00%, (7.00%)
- D.  12.00%, 25.00%, (18.00%)

7. Do you have any loans for which monthly EMI is being paid?

- A.  I have no loans outstanding
- B.  I am little uncomfortable with my loan / EMI
- C.  **I am comfortable with my loan / EMI**

8. Are you comfortable with a part of your portfolio invested in equity related products which can be very volatile and may result in negative returns, specially in the short term?

- A.  Not at all comfortable
- B.  I don't mind
- C.  **I am comfortable**

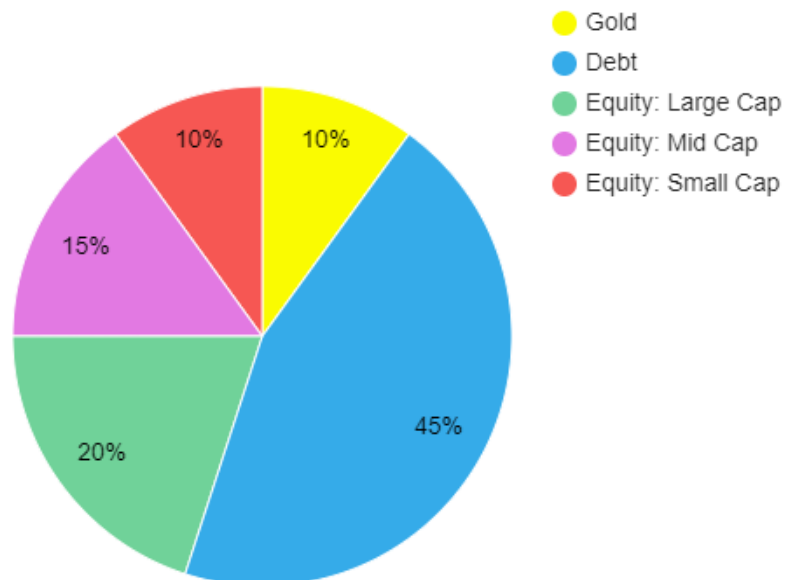
Based on your Age Group and Questionnaire, your Investment Suitability Profile is

**Moderate**

### Suggested Asset Allocation

Investment Product	% Allocation
Gold	10%
Debt	45%
Equity: Large Cap	20%
Equity: Mid Cap	15%
Equity: Small Cap	10%

\* The above Asset Allocation is just for illustrative purpose. Actual allocation may differ from investor to investor based on their specific requirement.



## Past Performance of Suggested Asset Class

Asset Class	1-Year	3-Year	5-Year	10-Year
Gold	3.94%	13.05%	8.83%	7.75%
Debt	6.17%	7.00%	7.07%	7.80%
Equity: Large Cap	70.87%	13.25%	13.68%	9.68%
Equity: Mid Cap	102.44%	8.10%	13.19%	12.22%
Equity: Small Cap	125.70%	1.36%	10.84%	7.28%
<b>Suggested Asset Allocation Portfolio</b>	<b>45.28%</b>	<b>8.45%</b>	<b>9.86%</b>	<b>8.78%</b>

\* Performance Date: 31st March' 2021

## Yearwise Performance of Suggested Asset Class

Calendar Year	Gold	Debt	Equity: Large Cap	Equity: Mid Cap	Equity: Small Cap
2010	19.59%	8.14%	17.95%	18.50%	7.76%
2011	36.95%	8.69%	(24.62%)	(32.09%)	(40.12%)
2012	9.85%	8.62%	27.70%	44.28%	34.29%
2013	(3.01%)	8.51%	6.76%	(3.01%)	(10.64%)
2014	(10.79%)	8.90%	31.39%	60.26%	62.95%
2015	(5.51%)	8.03%	(4.06%)	8.41%	3.81%
2016	10.10%	7.41%	3.01%	4.83%	2.39%
2017	3.64%	6.96%	28.65%	47.26%	57.30%
2018	8.65%	8.00%	3.15%	(15.42%)	(29.08%)
2019	21.89%	7.14%	12.02%	(4.32%)	(9.53%)
2020	31.58%	6.23%	14.90%	21.87%	21.47%

Gold prices are as published by RBI based on monthly average of price declared by Indian Bullion & Jewellers Association Ltd. The benchmark for debt return is the quarterly average returns of 10-year G-Sec yield. The benchmark for Equity: large Cap performance is Nifty 50 index. The benchmark for Equity: Mid Cap return is Nifty Midcap 150 index till 31-Mar-16 and Nifty Midcap 100 index onwards. The benchmark for Equity: Small Cap return is Nifty Smallcap 50 index till 31-Mar-16 and Nifty Smallcap 100 onwards.

### Suggested Product wise Asset Allocation

Total Investment Amount	₹25,00,000
<b>Gold</b>	<b>₹2,50,000</b>
Sovereign Gold Bond	₹1,50,000
Axis Gold ETF	₹1,00,000
<b>Debt</b>	<b>₹11,25,000</b>
Public Provident Fund	₹1,25,000
Aditya Birla SL Banking & PSU Debt(G)	₹5,00,000
Axis Corp Debt Fund-Reg(G)	₹5,00,000
<b>Equity: Large Cap</b>	<b>₹5,00,000</b>
ICICI Pru Large & Mid Cap Fund(G)	₹2,50,000
Motilal Oswal Large & Midcap Fund-Reg(G)	₹2,50,000
<b>Equity: Mid Cap</b>	<b>₹3,75,000</b>
Aditya Birla SL Midcap Fund(G)	₹1,75,000
Axis Midcap Fund-Reg(G)	₹2,00,000
<b>Equity: Small Cap</b>	<b>₹2,50,000</b>
Kotak Small Cap Fund(G)	₹1,50,000
ICICI Pru Smallcap Fund(G)	₹1,00,000

\* Investment in mutual funds are subject to market risks. Read all scheme related documents carefully before investing

### Past Performance of Suggested Mutual Fund Scheme

Scheme Name	Asset Type	Category	1 Yr	3 Yr	5 Yr	10 Yr
Axis Gold ETF	Commodity	ETFs - Gold	-1.14%	15.22%	6.28%	6.61%
Aditya Birla SL Banking & PSU Debt(G)	Debt	Debt - Banking and PSU Fund	4.92%	8.82%	8.15%	9.15%
Axis Corp Debt Fund-Reg(G)	Debt	Debt - Corporate Bond Fund	5.71%	7.80%	--	--
ICICI Pru Large & Mid Cap Fund(G)	Equity	Equity - Large & Mid Cap Fund	59.86%	14.65%	13.15%	12.85%
Motilal Oswal Large & Midcap Fund-Reg(G)	Equity	Equity - Large & Mid Cap Fund	59.96%	NaN%	--	--
Aditya Birla SL Midcap Fund(G)	Equity	Equity - Mid Cap Fund	69.19%	11.24%	11.86%	13.99%
Axis Midcap Fund-Reg(G)	Equity	Equity - Mid Cap Fund	60.41%	21.28%	19.40%	19.20%
Kotak Small Cap Fund(G)	Equity	Equity - Small cap Fund	117.71%	24.77%	19.94%	18.71%
ICICI Pru Smallcap Fund(G)	Equity	Equity - Small cap Fund	105.98%	21.67%	17.18%	15.27%

\*Returns over 1 year are annualized. Returns shown for 1 year and below are absolute. Past performance is a not a guarantee of future returns. Report Date : 08/07/2021. Performance data is as per last published NAV. Source : Accord Fintech.

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**Comments:**

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