



NBFC PRODUCTS & SERVICES

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NBFC PRODUCTS & SERVICES

UNIT 1

BFSI:

BFSI stands for BANKING, FINANCIAL SERVICES AND INSURANCE.

Banking is a financial activity that involves managing and protecting money, and providing financial services to individuals, businesses, and governments. Banks are financial institutions that accept deposits, lend money, and facilitate transactions. They also offer a variety of financial products and services, such as:

- Opening different types of accounts such as Savings accounts, Current A/c, Loan A/c, Salary A/c, FD A/c, RD A/c, NRI A/c.
- Loans for personal, business, and mortgages
- Credit cards
- Investment services
- Electronic banking options like online and mobile banking
- Safe deposit boxes
- Currency exchange
- Wealth management

Banking is important to the economy because it keeps money moving and enables economic activities. Banks help maintain liquidity and stability in the economy, and are also a key part of the government's monetary policies.

There are different types of banking, including:

- **Retail banking:** Deals directly with individuals and small businesses
- **Business banking:** Provides services to mid-market businesses
- **Corporate banking:** Directed at large business entities
- **Private banking:** Provides wealth management services to high-net-worth individuals and families
- **Investment banking:** Relates to activities on the financial markets

Financial services are a range of products, technologies, and approaches that help people and businesses manage their finances, borrow money, save, and invest:

- **Banking:** Accept deposits, make loans, and administer payment systems
- **Insurance:** Pool payments from those who want to cover risk and pay those who experience a covered event
- **Investment services:** Help companies buy and sell securities, foreign exchange, and derivatives
- **Real estate:** Support the purchase of a property, such as getting a mortgage, insuring the property, and inspecting the home
- **Payment systems:** Facilitate transactions and settlement of accounts through credit and debit cards, bank drafts, and electronic funds transfer

Financial services are a key part of a country's economy, making up about a quarter of the world's economy. They are also important for society and governments, which work to ensure that financial services are available, affordable, and transparent.

About Insurance and its importance :

Insurance is a financial contract that protects you and your loved ones from unexpected financial losses:

- **What it does**
In exchange for regular payments called premiums, an insurance company (insurer) agrees to pay you or a beneficiary if you experience a covered loss.
- **How it works**
When you purchase insurance, you receive an insurance policy, which is a legally binding contract between you and the insurer.
- **Why it's important**
Insurance can help you recover faster from a disaster or accident, and can help you live life with fewer worries.
- **What it can cover**
Insurance can help cover the cost of unexpected events like accidents, illnesses, natural disasters, and more. It can also help pay for routine things like annual medical checkups and dental visits.
- **What are the different types of insurance**
There are many types of insurance, including life insurance, general insurance, health insurance, car insurance, renter's insurance, and travel insurance.
Insurance is a form of risk management, and can help you protect against the risk of uncertain losses.

NBFC and Its Importance:

NBFC stands for Non-Banking Financial Company, which is a financial institution that offers financial services and products but doesn't have a banking license. NBFCs are also known as non-banking financial institutions (NBFIs).

NBFCs are important in the financial sector because they:

- **Fill credit gaps**
NBFCs provide credit to people who may not be able to get loans from banks. This is especially important in rural and semi-urban areas.
- **Complement the banking system**
NBFCs work alongwith traditional banks to provide a range of financial services.
- **Are not subject to the same regulations**
NBFCs are often called "shadow banks" because they have fewer regulatory controls than traditional banks.

In India, the Reserve Bank of India (RBI) regulates NBFCs to ensure they comply with the RBI Act of 1934.

Some examples of NBFCs include: Housing finance firms, Chit fund firms, Stock broking companies, Merchant banking companies, and Venture capital finances.

Banking Operations and Its services:

Banking operations are the daily activities and legal tasks that banks perform to provide financial services to their clients:

- **Customer service:** Helping customers, resolving disputes, and providing customer support
- **Transactions:** Processing payments, credit transactions, and other transactions
- **Record keeping:** Maintaining records and documentation
- **Asset management:** Managing assets and cash
- **Risk management:** Adhering to risk and regulatory guidelines, and evaluating credit risks
- **Investment analysis:** Analyzing investments and providing investment services
- **Trade booking:** Trading stocks and other securities
- **Mergers and acquisitions:** Handling mergers and acquisitions
- **Private banking:** Providing checking and savings accounts, estate planning services, and other services for wealthy clients

Banking operations are the backbone of the banking system, ensuring that the banking ecosystem runs smoothly. They are also important for maintaining customer relations, growing finances, and earning profits.

Types of Bank Accounts and its features :

1. Savings Account

A [Savings Account](#) is a place to park or save your excess funds and earn interest on it. You also get a wide range of services like debit cards, internet banking, online bill payments etc., with the account. There is no specific upper limit on the amount you can save. However, there the permissible transactions depend on the type of bank account you open. For instance, minimum balance requirements for regular Savings Accounts are significantly low compared to Privileged Savings Accounts. Banks offer several types of Savings Accounts like Joint Savings Accounts, Family Savings Accounts, Senior Citizens Savings Account, Kids Savings Account etc.

2. Basic Savings Bank Deposit Account (BSBDA)

BSBDA is a type of savings account that does not require a minimum balance. That said, it comes with certain restrictions. For example, the maximum balance in the account should not be more than INR 50,000 at any time; or the total value of transactions should not exceed ten thousand rupees in a month. In doing so, the account ceases to be a BSBDA and will be converted to a regular savings account.

3. Current Account

Current accounts are used, mainly by business owners or corporations. Banks do not pay any interest on these accounts. There is no limit on the maximum amount of money you can hold in this account. Account holders also enjoy a higher number of daily transactions. A prominent feature of the current account is the Overdraft Facility. This feature enables account holders to get access to a credit facility, even when your account balances are low. You can use the sums borrowed through the overdraft facility to fund your business needs.

4. Salary Account

As the name suggests, a salary account is where your employer credits your monthly salary. These accounts are opened by employers who typically tie-up with one bank and open accounts for all their employees. Salary accounts are zero balance accounts since you can withdraw all the sums deposited in the account.

5. Fixed Deposit Account

A [Fixed Deposit Account](#) is a type of investment on which you can earn a fixed or steady interest rate and guaranteed returns on the amount invested. The only trade off is that you have to fix or block the deposit amount until maturity. Investment tenures for fixed deposits range from 7 days to 10 years. If needed, you can withdraw your FD before term by paying a premature withdrawal penalty. Fixed Deposits usually offer higher interest rates than a Savings Account and are considered safe investments for risk-averse investors.

6. Recurring Deposit Account

A [Recurring Deposit](#) (RD) gives you the flexibility to invest every month rather than investing a lump sum amount. Banks offer tenures usually from 6 months to 10 years. Unlike FD, where the interest gets credited every quarter or upon maturity, the interest is strictly paid upon maturity in an RD. You can set up standing instructions for your bank to debit the monthly RD amount. You must also maintain sufficient balances in your account so that the bank can debit the sums on your chosen date.

7. NRI Accounts

Non-Resident Indians living abroad can open NRI accounts in India. This type of bank account is further divided into three types – NRE, NRO and FCNR account.

1. Non-residential Ordinary Rupee (NRO) Account is for NRIs who have income sources in India while they are based abroad. They can also deposit their foreign earnings in the NRO account.
2. Non-residential External Rupee (NRE) Account is another place for NRIs to deposit their foreign earnings. Sums deposited are converted to INR instantly. NRIs may repatriate all the money deposited in this account into their bank accounts abroad.
3. Foreign Currency Non-Resident Account or FCNR accounts are maintained in foreign currency denominations. This is a Fixed Deposit Account that offers a fixed interest rate upon maturity. Accounts holders can avail of loans in India against their FCNR deposits.

Conclusion

With the ever-evolving banking industry, you can now access your bank accounts anytime, from any corner of the world. Facilities like mobile and internet banking and UPI payments save you a trip to the bank. Moreover, you can get instant mini statements, transfer funds, pay your bills and do a lot more today.

Different types of payment systems and their differences :

Difference between UPI, IMPS, RTGS, NEFT				
Features comparison	UPI	RTGS	IMPS	NEFT
Definition	UPI is an instant real-time payments system that instantly transfers funds between two banks	RTGS is a money transfer process of initiating, clearing, and settling payments in real-time	IMPS is an electronic funds transfer system that allows inter and intra-bank transfers	NEFT is an electronic one-to-one funds transfer system monitored by the government

Full Form	Unified Payments Interface	Real-time Gross Settlement	Immediate Payments Service	National Electronic Funds Transfer
Minimum Transfer Limit	No minimum limit	₹2 Lakh	₹1	No minimum limit
Maximum Transfer Limit per day	₹1 Lakh	No upper limits	₹5 Lakhs (5 Lakhs per transaction)	No upper limits (₹50,000 per transaction)
Time Taken to Get the Funds Credited	Instant	Real-time (within 30 Minutes)	Real-time	Up to 12 hours (usually within 2 hours)
Service Availability	Online + Offline (using UPI Lite)	Online + Offline	Online	Online + Offline
Security	Safe & Secure for small tranx	Safe, backed by RBI	Safe, don't require beneficiary's bank details.	Safe, monitored by the government
Service Fee	Free of Cost (currently)	No RTGS charges for online transactions For offline: ₹2L to 5L tranx: up to ₹25 ₹5L & above tranx: ₹25 to ₹50	₹2.5 to ₹25 (varies bank to bank)	No charges on online NEFT transactions Offline NEFT transactions are charged between ₹2.5 to ₹50
GST charges	No charges (currently)	No GST charges for online RTGS tranx GST of 18% (of bank charges) is charged for offline RTGS tranx	GST charges are levied	GST charges are applicable
Is the service accessible on bank holidays and off-working hours	Yes	Yes	Yes	Yes

Is the transfer refundable?	Yes (within 48hours)	Yes (within 2 hours - may vary up to 48 hours from bank to bank)	Yes (within 48 hours)	Yes (within 24 to 48 hours)
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Important Note: Different Banks may have different transaction limits on RTGS and NEFT. For example, in SBI, the maximum RTGS transfer limit currently is 10 Lakhs per day whereas in HDFC bank, there's no maximum RTGS transfer limit applicable in the branch, and for net banking, the maximum RTGS transfer limit depends on the customer's TPT limit (Third-Party Transfer Limit) and is capped at 50 Lakhs.

Money Laundering and Anti Money Laundering:

Money laundering is the process of making large amounts of money generated by criminal activity, such as drug trafficking or terrorist funding, appear to have come from a legitimate source. Money from criminal activity is considered 'dirty,' and the process 'launders' it to make it look 'clean'.

• Purpose

The goal of money laundering is to make it impossible to tell the difference between money earned legally and money earned illegally. This allows the money to be used without being linked to the illegal activity that produced it.

• Process

Criminals use underground financial systems and other methods to process transactions and payments away from detection. For example, a criminal might deposit money from illegal activities into a legitimate bank account through a business they own. They might also use online gaming to convert money into virtual goods that can later be converted back into money.

• Stages

The money laundering process typically involves three stages: placement, layering, and integration/extraction.

• Anti-money laundering

Anti-money laundering (AML) is the work of financial institutions to do monitor and report suspicious activity.

Financial Services :

Financial services are a broad range of economic services that involve managing, lending, investing, or holding money:

- **Banking:** Holding deposits, lending money, and other services for moving money
- **Insurance:** Protecting customers against losses in specific situations
- **Securities:** Investing and managing funds for others by selling products called securities
- **Tax:** Determining tax liability, filing tax returns, tax-savings advisory, etc.

Financial services are crucial to the functioning of an economy. They help people manage their finances, borrow money, protect against risks, and invest for the future. They also promote economic growth by allowing funds to fuel economic activities.

Financial services companies are present in all economically developed geographic locations and tend to cluster in local, national, regional and international financial centers.

Types of Financial Products:

Here are some types of financial products:

- Mutual funds

A diversified portfolio of stocks, bonds, or other assets that is managed by professional fund managers. Mutual funds pool money from multiple investors to reduce the risk associated with individual securities.

- Exchange-traded funds (ETFs)

Investment funds traded on stock exchanges that offer diversification across a wide array of assets. ETFs offer the liquidity and ease of trading of a single stock.

- Bonds

A debt instrument that investors buy, where they are essentially lending money to an entity, usually a business or government entity.

- Derivatives

Financial instruments whose values are based on an underlying asset. The three most common types of derivatives are futures, options, and swaps.

- Annuities

A financial product that provides a steady income stream, typically for life, in exchange for a lump sum payment or series of payments.

- Insurance

A type of financial service that provides financial protection against any unforeseen circumstance in exchange of a premium paid by the policyholder.

- Certificate of deposit

A money market instrument issued against the funds deposited by an investor.

Role of Financial Intermediaries:

Financial intermediaries, such as banks, credit unions, mutual funds, and insurance companies, play many roles in the economy, including:

- **Pooling funds**

Financial intermediaries collect money from individuals and businesses, and then pool it to offer loans, credit, and investment opportunities.

- **Lending money**

Financial intermediaries lend money to borrowers who need capital for various purposes, such as starting a business or purchasing a home.

- **Investing**

Financial intermediaries invest pooled funds in a variety of stocks, bonds, and other financial assets.

- **Risk management**

Financial intermediaries, such as insurance companies and hedge funds, help distribute and manage financial risk.

- **Liquidity provision**

Financial intermediaries, such as commercial banks, help maintain market fluidity by converting assets to cash when needed.

- **Creating efficient markets**

Financial intermediaries create efficient markets and lower the cost of doing business.

- **Providing advisory services**
Investment banks provide advisory services to corporations and governments.
- **Underwriting securities**
Investment banks provide services to corporations and governments, such as underwriting securities.
- **Facilitating mergers and acquisitions**
Investment banks provide services to corporations and governments, such as facilitating mergers and acquisitions.

Insurance & importance of it :

Insurance is a financial product that protects you and your assets from unexpected losses, such as accidents, theft, or natural disasters. It's a contract between you and an insurance company, called the policy, that outlines what's covered, who's responsible for what, and how much you'll receive in the event of a loss.

Insurance can help you recover from financial losses and mitigate the stress of uncertainty.

Types of Insurance :

Some types of insurance include:

- Health insurance: Helps cover medical expenses, including hospitalization and medication
- Life insurance: Provides financial stability for dependents if the policyholder passes away
- Auto insurance: Required by law for drivers
- Buildings insurance: Often required by mortgage lenders

When choosing an insurance policy, you can consider things like:

- Deductibles: How much you'll pay before the insurance company starts paying
- Premiums: How much you'll pay in total for the policy
- Policy benefits: What's covered and what's not

You can buy insurance policies online or offline, and you can use an insurance agent to help you. It's important to read your policy carefully to understand what's covered, what the exclusions are, and what you need to do to receive payment.

Claim and settlement of an insurance policy:

An insurance claim is a request for payment from an insurance company, and an insurance settlement is the payment made by the insurance company in response to that claim. The claim is considered settled once the insurance company pays the settlement.

Here are some steps in the insurance claim and settlement process:

- **Claim intimation**
The claimant can start the claim process by submitting a claim form and required documents. The claimant can get the claim form from the insurance company's website, local branch office, or insurance agent.
- **Claim evaluation**
The insurance company reviews the claim and policy terms and conditions to determine coverage.
- **Claim decision**
The insurance company decides whether the claim is valid and covered by the policy.

- **Settlement negotiations**

The insurance company and the claimant negotiate a settlement amount.

- **Settlement**

The insurance company pays the claimant the settlement amount. The settlement can be cash or in the form of property repair or replacement.

KYC and E-KYC and its importance:

KYC stands for "know your customer" and eKYC stands for "electronic know your customer". KYC is a process that businesses use to verify a customer's identity and credentials. eKYC is the digital version of KYC that uses electronic means to streamline the process.

Here are some things to know about KYC and eKYC:

- **Purpose**

KYC is a mandatory process for financial institutions to verify a customer's personal data. The purpose of KYC is to prevent identity theft, fraud, money laundering, and other types of financial crime.

- **Benefits**

eKYC is more convenient and accessible than traditional KYC procedures. It also reduces the time and effort involved in verifying a customer's identity.

- **How it works**

eKYC uses electronic means to verify a customer's identity and address, primarily through Aadhaar authentication. For example, a customer can provide their Aadhaar number and consent to the provider accessing their data.

- **Other KYC methods**

Video KYC is another method of KYC that uses a real-time, encrypted video-based process to verify a customer's identity.

- **Central KYC (cKYC)**

The cKYC system was introduced to eliminate the need for multiple KYC verifications for different financial institutions.

eKYC in banking:

In India, Electronic Know Your Customer or Electronic Know Your Client, or eKYC, is a process wherein the customer's identity and address are verified electronically through Aadhaar authentication.

eKYC for mutual funds:

The new eKYC process which is done using an AADHAR card allows investors to invest as much as they want in mutual fund schemes without any investment restrictions.

eKYC for Demat and Trading Account:

e-KYC (Know Your Customer) is a mandatory process for opening a demat or trading account. It verifies the account holder's identity and address. Here are some steps for completing the e-KYC process:

- **Aadhaar-based e-KYC**

This process is quick and can be done online. It uses the customer's Aadhaar card, which contains biometric information. The customer receives an OTP on their mobile number, which they can use to confirm the process.

- **Other documents**

You may need to provide other documents, such as:

- PAN card
- Cancelled cheque
- Bank account statement or ITR
- Government-authorized ID proof, such as a passport, voter card, or driving license
- Address proof, such as an electricity or water bill

- **Online process**

You can complete the e-KYC process online by following these steps:

- Log in to your online trading app
- Locate the "Update KYC" section
- Check and update your details, if required
- Submit the required documents
- Complete the in-person confirmation using your phone camera or computer's webcam

- **In-person verification**

If you're making transactions of a greater volume or amount, you may need to undergo in-person verification. This involves taking a picture or recording a live video of yourself.

PROJECTS TO BE DONE BY STUDENTS

1) You are a KYC architect, please Develop a detailed process for Demat and Trading account opening Online for an Individual.

Developing a Detailed Process for Online Demat and Trading Account Opening

Understanding the KYC Process

KYC (Know Your Customer) is a regulatory requirement to verify the identity of clients and understand their risk profile. For online Demat and trading account opening, the process involves several steps to ensure compliance with regulatory norms.

Detailed Process

1. Online Application:

- **Customer Visit:** The customer visits the broker's website or mobile app.
E.g. Angel One, HDFC.
- **Basic Information:** The customer provides basic information like name, date of birth, PAN, Aadhaar number, mobile number, and email address.
- **Risk Profile Assessment:** The customer completes a risk profile questionnaire to assess their investment knowledge and risk tolerance.

2. Document Upload:

- **Identity Proof:** The customer uploads a scanned copy of a valid government-issued photo ID (Aadhaar card, PAN card, passport, driving license, etc.).
- **Address Proof:** The customer uploads a scanned copy of a valid address proof (Aadhaar card, passport, driving license, utility bills, bank statements, etc.).
- **Income Proof:** For high-risk clients or those opting for margin trading, income proof documents may be required (salary slips, ITR, bank statements, etc.).

3. E-KYC Verification:

- **Aadhaar OTP Verification:** The customer provides their Aadhaar number and receives an OTP on their registered mobile number.
- **Face Recognition:** The customer may be required to complete a live face recognition process using a webcam or mobile device.
- **Document Verification:** The broker's system verifies the authenticity of the uploaded documents using advanced OCR and AI techniques.

4. Digital Signature:

- **E-Sign:** The customer digitally signs the account opening form and other necessary documents using Aadhaar e-Sign or other approved methods.

5. Account Opening and Activation:

- **Account Creation:** The broker's system creates the Demat and trading accounts for the customer.
- **Account Activation:** The account is activated after successful verification of all documents and completion of the e-KYC process.

6. Client Onboarding:

- **Welcome Kit:** The customer receives a welcome kit with login credentials and other relevant information.
- **Training and Education:** The customer is provided with online resources, webinars, and other educational materials to understand the platform and investment products.
- **Customer Support:** The broker provides dedicated customer support channels to assist customers with any queries or issues.

Key Considerations for a Robust KYC Process:

- **Compliance with SEBI Regulations:** Ensure strict adherence to SEBI's KYC norms.
- **Data Security:** Implement robust security measures to protect customer data.
- **User Experience:** Design a user-friendly and intuitive onboarding process.
- **Risk Assessment:** Continuously monitor customer behavior and risk profiles.
- **Fraud Prevention:** Employ advanced fraud detection techniques to mitigate risks.
- **Regulatory Updates:** Stay updated with the latest regulatory changes and adapt the KYC process accordingly.

By following these steps and considering the key factors, brokers can streamline the online account opening process while ensuring compliance and security.

2) You are an operations head in a broking company, please Derive a detailed document list for Demat and Trading account opening for an Entity (proprietary account or Partnership firm)

Document List for Entity Demat and Trading Account Opening

Understanding Entity Account Opening

When opening a Demat and trading account for an entity, such as a proprietary account or partnership firm, a more comprehensive set of documents is required to verify the entity's identity, legal status, and authorized signatories.

Key Documents Required:

Entity Identification Documents:

1. **Certificate of Incorporation:** For companies, a certified copy of the Certificate of Incorporation issued by the Registrar of Companies (RoC).
2. **Partnership Deed:** For partnership firms, a certified copy of the Partnership Deed.
3. **Memorandum and Articles of Association (MOA & AOA):** For companies, certified copies of the MOA & AOA.

Entity Address Proof:

1. **Latest Utility Bill:** A recent utility bill (electricity, water, gas) in the name of the entity.
2. **Property Tax Receipt:** A recent property tax receipt in the name of the entity.
3. **Bank Statement:** A recent bank statement in the name of the entity.

Know Your Client (KYC) Documents for Authorized Signatories:

For each authorized signatory, the following documents are required:

1. Identity Proof:

- PAN card
- Aadhaar card
- Passport
- Driving license

2. Address Proof:

- Aadhaar card
- Passport
- Driving license
- Utility bill E.g Rent Agreement, EB Bill, Internet Bill
- Bank statement

Additional Documents:

1. **Board Resolution:** A board resolution authorizing the opening of the Demat and trading account, specifying the authorized signatories, and their powers.
2. **Power of Attorney:** If applicable, a power of attorney authorizing a specific individual to operate the account on behalf of the entity.
3. **Bank Account Details:** Bank account details of the entity to facilitate fund transfers.
4. **PAN Card of the Entity:** The PAN card of the entity.
5. **GST Registration Certificate:** If applicable, the GST registration certificate of the entity.

Important Considerations:

- **Document Verification:** All documents should be original or certified true copies.
- **Digital Signatures:** In some cases, digital signatures may be accepted for certain documents.
- **Regulatory Compliance:** Ensure compliance with SEBI regulations and other relevant guidelines.
- **Data Security:** Implement robust security measures to protect sensitive information.
- **Client Onboarding:** Provide clear and concise onboarding procedures for authorized signatories.

By following these guidelines and ensuring the completeness of the required documentation, you can streamline the entity account opening process while maintaining regulatory compliance and risk mitigation.

3) Establish a report on AML fraud that occurred due to Karvy broking and the regulatory action plan to recover the shares back to the shareholder

The Karvy Stock Broking Scam: A Case Study

The Fraudulent Activity

In 2019, Karvy Stock Broking, a prominent brokerage firm in India, was embroiled in a significant fraud scandal. The company was accused of illegally pledging clients' shares to secure loans, a practice that is strictly prohibited.

The procedure involved:

1. **Unauthorized Pledging:** Karvy pledged clients' shares without their consent to various lenders.
2. **Misappropriation of Funds:** The funds obtained through these pledges were allegedly misused for the company's own purposes.
3. **Deceptive Practices:** The company concealed its actions from clients and regulatory authorities.

Regulatory Intervention and Recovery Efforts

The Securities and Exchange Board of India (SEBI) took immediate action to investigate the matter and protect the interests of affected investors. The regulatory actions included:

1. **Investigation:** SEBI launched a thorough investigation into the fraudulent activities of Karvy Stock Broking.
2. **Imposition of Penalties:** The regulator imposed hefty penalties on Karvy Stock Broking and its promoters for violating securities market norms.
3. **Cancellation of Certificate of Registration:** SEBI revoked the certificate of registration of Karvy Stock Broking, effectively shutting down the company's operations.
4. **Appointment of a Liquidator:** A liquidator was appointed to oversee the winding-up process and recovery of assets.
5. **Coordination with Depositories:** SEBI collaborated with depositories like NSDL and CDSL to trace and recover the pledged shares.
6. **Legal Proceedings:** Legal proceedings were initiated against the individuals responsible for the fraud.

Recovery of Shares to Shareholders

To recover the shares pledged by Karvy, SEBI and the liquidator implemented the following measures:

1. **Identifying Pledged Shares:** The liquidator identified the shares that had been pledged illegally.
2. **Negotiations with Lenders:** The liquidator engaged in negotiations with lenders to release the pledged shares.
3. **Legal Actions:** In some cases, legal actions were initiated to recover the shares.
4. **Direct Transfer of Shares:** In certain situations, the depositories directly transferred the shares to the rightful owners.
5. **Monetary Compensation:** In cases where the recovery of shares was not feasible, monetary compensation was provided to affected investors.

Lessons Learned and Regulatory Reforms

The Karvy Stock Broking scam highlighted the importance of robust regulatory oversight and investor protection measures. As a result of this incident, SEBI has implemented several reforms, including:

1. **Strengthened Surveillance:** Enhanced surveillance mechanisms to detect and prevent fraudulent activities.
2. **Stricter KYC Norms:** More stringent KYC requirements for brokers and clients.
3. **Regular Audits:** Regular audits of brokerage firms to ensure compliance with regulations.
4. **Investor Awareness:** Increased awareness campaigns to educate investors about their rights and responsibilities.

The Karvy scam serves as a reminder of the risks associated with investing and the importance of choosing reputable brokers. Investors should conduct thorough due diligence and be vigilant in monitoring their investment portfolios.

4) **When a person is faced with a personal injury accident, prepare a process to register the claim for his accident insurance.**

Process to Register a Personal Injury Accident Claim

1. Seek Immediate Medical Attention:

- **Prioritize Health:** The first and foremost step is to seek immediate medical attention. Document all injuries, treatments, and medical expenses.
- **Inform Insurance Provider:** Notify your insurance provider about the accident as soon as possible. Provide them with basic details like the date, time, and location of the accident.

2. Gather Necessary Documentation:

- **Police Report:** Obtain a copy of the police report filed at the accident scene. This report will provide crucial details about the incident.
- **Medical Records:** Collect all medical records, including doctor's notes, hospital bills, and prescriptions.
- **Photographs:** Take photographs of the accident scene, vehicle damage, and any visible injuries.
- **Witness Statements:** If there were any witnesses to the accident, gather their contact information and statements.

3. Contact Your Insurance Provider:

- **File a Claim:** Contact your insurance provider and file a formal claim for personal injury.
- **Provide Required Documentation:** Submit all the gathered documentation to your insurance provider.
- **Assign a Claims Adjuster:** Your insurance provider will assign to claims adjuster to handle your case.

4. Cooperate with the Claims Adjuster:

- **Provide Information:** Be cooperative with the claims adjuster and provide any additional information or documentation they may request.
- **Medical Examinations:** The insurance company may request you to undergo a medical examination by a doctor of their choice.
- **Negotiate a Settlement:** The claims adjuster will assess the damages and negotiate a settlement amount.

5. Legal Representation (Optional):

- **Consult an Attorney:** If the claim is complex, or if you are dissatisfied with the insurance company's offer, consider hiring a personal injury attorney.
- **Legal Advice:** An attorney can provide legal advice, negotiate with the insurance company, and represent you in court if necessary.

6. Review the Settlement Offer:

- **Understand the Terms:** Carefully review the settlement offer and understand all its terms and conditions.
- **Seek Legal Advice:** If necessary, consult with an attorney to review the settlement offer.
- **Accept or Reject:** Decide whether to accept or reject the settlement offer based on your understanding and legal advice.

7. File a Lawsuit (If Necessary):

- **Court Proceedings:** If you are unable to reach a satisfactory settlement with the insurance company, you may need to file a lawsuit.
- **Legal Representation:** An attorney can guide you through the legal process and represent you in court.

Remember:

- **Time Limits:** Be aware of any deadlines for filing claims or lawsuits.
- **Document Everything:** Maintain detailed records of all expenses, medical bills, and lost wages.
- **Be Patient:** The claims process can take time, so be patient and persistent.

By following these steps and seeking professional advice when needed, you can navigate the complex process of filing a personal injury claim and maximize your chances of a fair settlement.

Savings/Current Account Opening Section

Mode of Operation*

☐ Self
 ☐ Either/ survivor
 ☐ Former/ survivor
 ☐ Anyone/ survivor
☐ Jointly by all
 ☐ Minor A/C operated by Guardian
 ☐ Others

Joint Applicant Details Please mention no. of Joint Applicants 0

1st Joint Applicant:	PREFIX	F	I	R	S	T	M	I	D	D	L	E	L	A	S	T
2nd Joint Applicant:	PREFIX	F	I	R	S	T	M	I	D	D	L	E	L	A	S	T
3rd Joint Applicant:	PREFIX	F	I	R	S	T	M	I	D	D	L	E	L	A	S	T

Initial Payment Details

Total Deposit Amount ₹ (in words) _____

Mode of Payment: a) ☐ Cash b) ☐ Cheque ☐ Transfer from own Axis Bank Account A/C No.

☐ Transfer from own other Bank Account (as per mode of operation)

To open ac with cash, customer must deposit the cash in ac account opening branch only

☐ Cheque No. Dated

Cheque should be crossed A/C payee and drawn payable to "Axis Bank Ltd. A/c <Applicant Names>"

Drawn on Bank Branch

Office use only: Initial Deposit Tran ID Value Date

For Salary/ Defence Account

For Salary Accounts - Employee Code Label Code

Please tick any of the following Tick for a Salary Reimbursement Account with Salary Account ☐

☐ Letter from Employer verifying identity and permanent address OR

☐ Introduction by a designated Company Official and KYC documents as above

Nomination (DA1 Form)* (Only one individual nominee permitted and to be signed also in case of no nomination)

☐ I wish to nominate ☐ I do not wish to nominate anyone ☐ I wish to nominate later, since I do not have details of the nominee now ☐ I will later add a joint holder

Print Nominee Name Yes ☐ No ☐ Personal reason (Others)

Nomination under Section 45 ZA of the Banking Regulation Act, 1949 and Rule 2 (1) of the Banking Companies (Nomination) Rules 1985 in respect of bank deposits

I/We (Name) (Address)

Nominate the following person to whom in the event of my/our/minor's death the amount of deposit in the above account may be returned by AXIS BANK LTD.

Name Address: ☐ Same as Primary Applicant

☐ If different from Primary Applicant

Relationship with depositor, If any Age Years If nominee is Minor, Date of Birth

As nominee is minor I/We appoint (name) Relationship with minor

Address: ☐ Same as Primary Applicant ☐ If different

to receive the amount of deposit on behalf of the nominee in the event of my/our/ minor's death during the minority of the nominee

Signature of Witness*** Signature of Primary Applicant**

Name Name

Address Address

Date, , Place Signature of the Joint Applicant(s)

*Strike out if nominee is not a minor **Where deposit is made in the name of a minor, the nomination should be signed by a person lawfully entitled to act on behalf of the minor.

*** In case of thumb impression, nomination to be filled in as an annexure **** I have understood the benefits of nomination and still do not wish to nominate.

Access Your Account* - Primary Applicant Only (Not Applicable for HUF) (Nominee will be same as account nominee, insurance cover applicable only for debit card)

Debit Card (Only for Non Insta) ☐ ☐ If yes, fill in details below Add-on debit card facility only for SBGGOV scheme ☐ ☐

Name on Card: Company Name

Creator Limit is 18 (Application for Salary/SBE24 A/Cs or business cards Only)

Your Debit card will be a chip card activated with facility of using it at Domestic ATM and POS merchant outlets within India only.

Activation/Deactivation of International on Debit Card can be done through - Internet Banking/Mobile App/Axis Bank Call Centre. NRO Customer will only be issued Domestic Chip Card.

Upgrade Cards*: ☐ Online Rewards* ☐ Value+* ☐ Delight* ☐ Business Platinum** ☐ Business Supreme**

+Upgrade Cards are not applicable for priority, Burgundy and Burgundy Private schemes **Issued to Current Account only *Additional Charges apply

Image Card: ☐ ☐ Code

* The usage category selected will be applicable for issuing cards to Joint holders. If applicable, For all charge related information please refer schedule of charges and visit www.axisbank.com • An ATM card will be issued for Minors below 12 years of age in the name of the Guardian (Separate Application to be filled). If the Minor is above 12 years of age and operating the account in his/her own capacity, the Minor qualifies for a Debit Card (Separate Minor DCAF to be filled)

Speed banking facilities activated ☒ Mobile Banking ☒ Internet Banking ☐ Value Added Alerts (SMS & E mail) ☒ Phone Banking

(Fee of ₹5/- applicable per month)

Account Statement Options ☒ E-Statement standard option if email provided ☐ Passbook/Physical Statement

(Physical statements will not be sent) (Physical statements will be provided to premium segments only)

Cheque book facility ☐ ☐ For Terms and Conditions and product specific offerings please refer to www.axisbank.com

(i) Customers applying for Online Rewards Debit Card need to register their mobile and email ID with the Bank to be eligible to receive the welcome voucher (subject to terms and conditions). The personal information of Customer shall not be disclosed to any third party except as described herein. Third party disclosures may include sharing such information with non-affiliated companies that perform support services including insurance for your card or facilitate your transaction with Axis Bank, including those that provide professional, legal or accounting advice to Axis bank. Non-affiliated companies that assist Axis Bank in providing services to customer are required to maintain the confidentiality of such information to the extent they receive it and to use personal information of Customer only in the course of providing such services. Axis bank may at any time discontinue/alter/modify the offered channel facilities at its sole discretion.

Information On Other Products & Offerings*

I hereby agree to Axis Bank/Subsidiaries/Affiliates/Agents contacting me for various other product updates, marketing promotions, special offers Third Party Products or any such information from time to time.

I do hereby give my consent to receive such information through Email ☐ ☐ SMS ☐ ☐ Phone Call ☐ ☐

*This will override the DNC waiver and customer shall continue to receive the communication.

Signature For
Savings/Current Account Opening Section

Additional Declarations (Tick as Applicable)

☐ Form 60

Form for declaration to be filed by an individual or a person (not being a company or firm) who does not have a permanent account number and who enters into any transaction specified in rule 114B

Date of Birth

If applied for PAN and it is not yet generated enter date of application and acknowledgement number

If PAN not applied, fill estimated total income (including income of spouse, minor child etc. as per section 64 of Income-tax Act, 1961) for the financial year in which the above transaction is held

a Agricultural income (₹)
b Other than Agricultural income (₹)

Verification

I, _____ do hereby declare that what is stated above is true to the best of my knowledge and belief. I further declare that I do not have a Permanent Account Number and my/ our estimated total income (including income of spouse, minor child etc. as per section 64 of Income-tax Act, 1961) computed in accordance with the provisions of Income-tax Act, 1961 for the financial year in which the above transaction is held will be less than maximum amount not chargeable to tax. Verified today, the _____ day of _____, 20____
Date _____, Place _____

☐ FATCA- CRS DECLARATION Please tick the applicable tax resident declaration (Anyone)*

☐ I am a tax resident of India and not resident of any other country OR ☐ I am a tax resident of the country/ies mentioned in the table below:

Please indicate the country/ies in which the entity is a resident for tax purposes and the associated Tax ID Number below:

City of Birth* Country of Birth* Address Type for Tax Purpose* ☐ Residential ☐ Business ☐ Registered Office

Country#	Tax Identification Number%	Identification Type (TIN or Other, please specify)%	Address For Tax Purpose*
			<input type="checkbox"/> Communication Address <input type="checkbox"/> Permanent Address <input type="checkbox"/> Please note the address below
			Landmark
			Pin <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> State <input type="text"/> <input type="text"/> Country <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>

To also include USA, where the individual is a citizen/ green card holder of USA % incase Tax Identification Number is not available, kindly provide functional equivalent⁵ FATCA - CRS Certification. I have understood the information requirements of this Form (read along with the FATCA/CRS Instructions and Terms & Conditions) and hereby Confirm that information provided by me/us on this Form is true, correct, and complete and hereby accept the same.

Customer Profile (Mandatory*)

#Please mention occupation codes as applicable for Non Individuals in case of HUF

Occupation Salaried ☐ Self Employed ☐ Unemployed ☐ Retired ☐ Housewife ☐ Student ☐ Politician ☐
Source of Funds Salary ☐ Business Income ☐ Agriculture ☐ Investment Income ☐ Others, please specify _____
Education Non Matric ☐ Undergraduate ☐ Grad./Post Grad Gen ☐ Grad./Post Grad Professional ☐
If Occupation is Salaried ☐ Pvt Ltd ☐ Public Ltd ☐ Proprietorship ☐ IT ☐ Professional Service Provider ☐ Agriculture ☐ Bullion/Gold Jewellery ☐ Real Estate
☐ Partnership firm ☐ Public Sector ☐ Government ☐ Trader ☐ Money Lender ☐ Stock Broker
☐ Multinational ☐ Trust/ Association/ Society/ Club
b. No of years in Business/ Employment If Occu. is Salaried, Employer's Name

Is the Customer having link with any Politically Exposed Persons ☐ ☐ If Occ. is Salaried, Designation Occupation Code #

HUF Declaration & Mandate

We, the undersigned, for ourselves and _____ as Manager/Karta and Ejamam of the family, also guardian of _____ request you to take notice that we are members of Hindu Undivided Family/firm.

☐ The joint family/firm is carrying business under the name and style of M/s. _____, which is our joint family trade (Applicable for Current Account only)
☐ The Hindu Undivided Family is engaged in _____ activity/occupation not in the nature of the business or trade.

We, the undersigned, hereby authorize (Karta/Manager) _____ to operate upon the Bank account severally, jointly and all transactions entered into and obligations incurred or to be hereafter incurred by them will be binding on all of us. Any acts done/to be done to comply with Bank's rules which are in force or as amended from time to time in the matter of maintaining and conduct of such accounts will be binding on us.

Please treat this as a mandate from us to:

Collect/ Credit Cheques/ remittances/ Warrants/ Refund orders/ ECS/ RTGS/ NEFT/ instruments issued in favour of _____, being the karta in the account in the HUF A/c No _____ of _____ HUF

We hereby undertake to indemnify the Bank in case of any loss/claims/damages/penalty/charges etc suffered by the bank, on account of our aforesaid instruction/mandate.

Place: _____ Date: _____ Name: _____ Signature: _____
Place: _____ Date: _____ Name: _____ Signature: _____
Place: _____ Date: _____ Name: _____ Signature: _____
Place: _____ Date: _____ Name: _____ Signature: _____

*Here state the name of the children of each of the family members stating their parentage and state also the name of guardians by whom they are represented.

Minor Declaration

Type of Guardian: ☐ Father ☐ Mother ☐ Court Appointed ☐ Testamentary Guardian

Full Name of Guardian Mr. ☐ Ms. ☐

I hereby declare that the date of birth of the minor who is my _____ is _____/_____/_____ and I am his/her natural and lawful guardian/ guardian appointed by court order, dated _____/_____/_____ (copy enclosed). I shall represent the said minor in all future transactions of any description in the above account until the said minor attains majority. I indemnify the Bank against the claim of the above minor for any withdrawal/transactions made by me in his/her account.

Senior Citizen Card (Applicable for Senior Privilege Segment)

Details of Applicant: Blood Group Allergic to Drugs ☐ ☐

Illness: Diabetes ☐ Heart Disease ☐ Hypertension ☐ Neurological Disease ☐ Any other (specify)

Details of Emergency Contact Person: Mr. ☐ Ms. ☐

Relationship with Card Holder: Mobile No.

I hereby declare that I am 57 years and above and all the information given is true to the best of my knowledge. I agree to abide by all the rules and regulations as determined by Axis Bank from time to time for issuance of Senior Privilege Identity Card. I also agree to abide by the rules and regulations of the usage of this card and that Axis Bank shall not be held liable for under any circumstances in relation to the Senior Privilege Identity Card

Signature For
Additional Declarations (Tick As applicable)

Rules & Regulations

I (In this context, "I", "my" and "me" refers to all holders of the account) have read and understood the below T&C and understand that any changes to the T&C will be available on the website www.axisbank.com only.

Account opening/service provision: All services, including opening of the account are subject to verification of information/documents provided by me. In the event this account is not opened, if I/we have initially funded the account in cash for Rs. 20,000 or more, it will be refunded to me in the form of a DD/Cheque or PO only. Services: All services will be provided by Axis Bank on a best effort basis. The complete list of services available to me will be available on www.axisbank.com. If not existing customer, I confirm if found otherwise, bank reserves the right to consolidate the customer IDs as it may decide, without any prior notice to me. Fees & Charges: Fees and Charges will be applicable on my account and for other services availed by me, as described in the Most Important Document / schedule of charges and on the website www.axisbank.com. GST and other statutory imposts as applicable from time to time will be levied on all fees. Interest Payment: Axis Bank pays interest quarterly on daily balance basis in your Savings Account as per the rate applicable for the scheme code. Change in Fees & Charges, Services, and Interest Rate: Any change/discontinuation of Fees & Charges, Services will be intimated to me at least 30 days in advance through letter/SMS/website/email or other means. Recovery: If no funds are available in the account to pay fees/charges, I authorize Axis Bank to set off any available credit, including amounts flowing into the account from collection proceeds or any deposits. Inoperative Account: No transactions induced by me in the account for a period of 2 years or more is treated as an Inoperative account. Account Freeze: I authorize the bank to freeze my account in the following circumstances, with intimation to me except where specified otherwise a. When a minor, who is the holder of the account, attains majority b. If it is suspected by the bank that transactions in my account are not initiated by me (the Bank will not assume any liability for the transactions already executed) c. If it is suspected that my account is being misused as a money mule or as a channel for unauthorized money pooling or a conduit for any illegal activity. (I will not receive a notice in this case) d) Submission of either PAN or Form60 is mandatory for all individual domestic Savings account opening as per regulatory guidelines Account Closure: I authorize the bank to close my account, with prior intimation to me, in case of a. balance in the account remains zero for 3 months or more b. high occurrences of dishonoured payments from my account. c. Unsatisfactory conduct of the account. Account Conversion (applicable for Salary Savings account holder): If salary is not credited for a period of 3 months into my Salary Account, the account will be automatically converted to a normal savings account with one month prior notice or intimation (with all applicable charges & fees) and full KYC will apply Transactions: Any instructions to Axis Bank regarding the account, both of a financial/non-financial nature (e.g.: Issuance of Cheque book/card, financial transactions, updation of personal details etc.) will be provided by me through the authorized channels only, which will be specified by the bank, based on regulatory guidelines prevailing at that time. Axis Bank is not expected to act on instructions that do not come in through the authorized channels, but reserves the right to act upon its discretion to provide such facilities under extraordinary circumstances. Channel facilities: All channel facilities provided by Axis Bank including Debit Cards, ATM Cards, ATMs, Internet Banking etc. are subject to specific guidelines that are provided on www.axisbank.com and as per the T&Cs handed over to me. I/We agree and undertake that I/We shall never part with any sensitive information of my/our account especially through internet/email/phone medium and Axis Bank is not liable for fraud arising from such disclosures. I also undertake to inform the bank immediately in case of loss of cheque leaf(s), Credit/Debit Card(s) linked to my account. Additional Information: All relevant policies including Code of Commitments to Customers and Grievance redressal policy are available at the branches. Each depositor in a bank is insured up to a maximum of 5,00,000 (Rupees Five Lakh) for both principal and interest amount held by him in the same right and same capacity as on the date of liquidation/cancellation of bank's licence or the date on which the scheme of amalgamation/merger/reconstruction comes into force I am aware that the products and services of the bank shall be provided subject to the applicable rules and regulations. I have received a copy of the Rules & Regulations and an acknowledgment from the bank for the Application and Nomination Form Submitted. Limited Liability of a Customer - a. I/We shall be liable for the entire loss occurring due to unauthorized transactions in cases where the loss is due to my/our negligence such as where I/we have shared the payment credentials, until I/we report the unauthorized transaction to the bank. Any loss occurring after the reporting of the unauthorized transaction shall be borne by the bank. b. In cases where the responsibility for the unauthorized electronic banking transaction lies neither with the bank nor with me/us, and lies elsewhere in the system and when there is a delay (of four to seven working days after receiving the communication from the bank) on the part of the customer in notifying the bank of such a transaction, the per transaction liability for me/us shall be limited to the transaction value or the amount mentioned as Maximum Liability of a Customer defined under respective guideline, whichever is lower. I am interested to know more about OneAssist Plan and hereby provide the consent to Axis Bank and / or its representative or their agents or OneAssist Consumer Solutions Pvt. Ltd. or any third party in relation to OneAssist to contact me for the same. I understand that OneAssist is an offer from OneAssist Consumer Solutions Pvt. Ltd. and that the particulars contained in this form shall be shared with OneAssist Consumer Solutions Pvt. Ltd. and / or with any other third party pursuant to Axis Bank arrangement with OneAssist Consumer Solutions Pvt. Ltd., as may be required or as Axis Bank may deem fit. This consent shall be deemed as specific waiver on any DNC registration that I may have done, for contacting me pertaining to the information on OneAssist. Y ____ N ____

*This will override the DNC waiver for 90 days for customer to receive communication.

I understand that the account should be operated by me only after it has been activated. I further undertake that any violation of this will constitute as a default on my part & the Bank reserves the right to close the said account without assigning any reason whatsoever. In case of rejection for whatsoever reason, I am aware that the Welcome Kit & Letter shall be construed as withdrawn and I undertake to return the same to the Bank forthwith.

"I/we hereby authorize the Bank to retain my single Customer id and link all my active relationships to the retained Customer id as per RBI guidelines and suspend other Customer ids held by me."

"I/we hereby agree to update my latest demographic details which are mentioned on the AOF i.e. Mobile number, Email ID, Address along with the new signature in the existing CIF id for all banking relationship."

"In case of nil average balance for 2 consecutive months, your existing Savings A/c shall be auto migrated to Basic Savings A/c. Visit - <https://www.axisbank.com/retail/accounts/savings-account/basic-savings-account>"

FATCA-CRS Terms and Conditions

The Central Board of Direct Taxes has notified on 7th August 2015 Rules 114F to 114H, as part of the Income-tax Rules, 1962, which Rules require Indian financial institutions such as the Bank to seek additional personal, tax and beneficial owner information and certain certifications and documentation from all our account holders. In relevant cases, information will have to be reported to tax authorities/ appointed agencies/ withholding agents for the purpose of ensuring appropriate withholding from the account or any proceeds in relation thereto. Should there be any change in any information provided by you, please ensure you advise us promptly, i.e. within 30 days. If you have any questions about your tax residency, please contact your tax advisor. If you are a US citizen or resident or greencard holder, please include United States in the foreign country information field along with your US Tax Identification Number. It is mandatory to supply a TIN or functional equivalent if the country in which you are tax resident issues such identifiers. If no TIN is yet available or has not yet been issued, please provide an explanation and attach this to the form. CKYC Declaration. My personal/KYC details may be shared with Central KYC Registry. I hereby consent to receiving information from Central KYC Registry through SMS/Email on the above registered number/email address. "Email id is recommended for Priority, Burgundy and Burgundy Private Customers."






Add "I hereby authorize Axis Bank to download the data from Central KYC Registry by using my CKYC number for the purpose of opening of the account." I/We will ensure that any update/ change in any information or documents provided by me/us in future is intimated/informed to the Bank promptly, i.e. within 30 days from the date of change. "I/We further agree and undertake that, the Bank is hereby authorized to share or disclose my/our demographic / contact details information with any other Banks / Financial Institution/other appropriate authorities for the purposes of any specific requirement raised by them." Customers who have applied for Liberty Savings account along with Flipkart Credit Card will be eligible for joining fee waiver on Flipkart Credit card if the Liberty Savings account is opened 20 days prior or post the Flipkart credit card account is opened. The joining fee waiver will be processed on the Flipkart credit card in 45 days from the credit card account opening date and will reflect in the upcoming credit card statement for all eligible cards. Wherever mobile numbers of joint account holders are provided, they will receive One Time Password (OTP) and transaction alerts on these numbers for transactions initiated by them on ATM, Internet Banking and Mobile Banking (as applicable).

Existing Banking Relationships *(Mandatory for Current Accounts only)

I/we declare that we do enjoy credit facilities with any Bank ☐ ☒

	Bank & Branch	Facility	Amount
Details of Borrowal Accounts (with details of facility amount)			

I do hereby solemnly declare that the information provided above is up to date and correct and I hereby submit my recent photograph and self-attested photocopy of the KYC documents.

			
(Please do not sign this form if it is BLANK. Please ensure all relevant sections and columns are completely filled to your satisfaction and then only sign the form)			
			
		EMP No. <input type="text"/>	Date <input type="text"/>

For Office Use only

A/C No. <input type="text"/>	BDE/Lead Generator Code <input type="text"/>	Signature <input type="text"/>
A/C Report Code <input type="text"/>	A/C Label1 <input type="text"/>	
	A/C Label2 <input type="text"/>	
Ledger No. <input type="text"/>	BDE/Lead Converter Code <input type="text"/>	Signature <input type="text"/>
Camp. Code <input type="text"/>	A/C Manager/CSTM <input type="text"/>	
	Camp. Reference Number <input type="text"/>	
Declaration by The Branch I hereby certify that this account opening form is complete in all respects and relevant documents have been obtained as per the KYC guidelines of the Bank and RBI (as amended from time to time) and performed due diligence to verify the genuineness of the customer. The Account may please be set up in Finacle. In case of signature mismatch, I certify that the customer has been personally met and has signed in my presence. Kindly process the request.		
For Axis Bank Limited Branch Head / Authorized Signatory Name of official: <input type="text"/> Designation: <input type="text"/> S.S. Number: <input type="text"/>		





Central KYC Registry

Know Your Customer (KYC) Application Form for Individual

Form Type



KY001

Primary Applicant

Name* (Same as ID proof)	Prefix	First Name	Middle Name	Last Name
Maiden Name (if any*)				
Father's Name*				
Mother's Name*				
Spouse Name*				
Passport Expiry Date	DD	MM	YY	YY
Driving license Expiry Date	DD	MM	YY	YY
Occupation Type*	<input type="checkbox"/> Private Sector <input type="checkbox"/> Public Sector <input type="checkbox"/> Government Sector <input type="checkbox"/> Business <input type="checkbox"/> Professional <input type="checkbox"/> Self Employed <input type="checkbox"/> Retired <input type="checkbox"/> Housewife <input type="checkbox"/> Student			

Declaration

- I hereby declare that the details furnished above are true and correct to the best of my/our knowledge and belief and I undertake to inform you of any changes therein, immediately. In case any of the above information is found to be false or untrue or misleading or misrepresenting, I/We am/are aware that I/we may be held liable for it.
- My personal / KYC details may be shared with Central KYC Registry
- I hereby consent to receiving information from Central KYC Registry through SMS/Email on the above registered number/email address

Date DD MM YY YY

Place: _____

Signature of primary Applicant

1st Joint Applicant

Name* (Same as ID proof)	Prefix	First Name	Middle Name	Last Name
Maiden Name (if any*)				
Father's Name*				
Mother's Name*				
Spouse Name*				
Passport Expiry Date	DD	MM	YY	YY
Driving license Expiry Date	DD	MM	YY	YY
Occupation Type*	<input type="checkbox"/> Private Sector <input type="checkbox"/> Public Sector <input type="checkbox"/> Government Sector <input type="checkbox"/> Business <input type="checkbox"/> Professional <input type="checkbox"/> Self Employed <input type="checkbox"/> Retired <input type="checkbox"/> Housewife <input type="checkbox"/> Student			

Declaration

- I hereby declare that the details furnished above are true and correct to the best of my/our knowledge and belief and I undertake to inform you of any changes therein, immediately. In case any of the above information is found to be false or untrue or misleading or misrepresenting, I/We am/are aware that I/we may be held liable for it.
- My personal / KYC details may be shared with Central KYC Registry
- I hereby consent to receiving information from Central KYC Registry through SMS/Email on the above registered number/email address

Date DD MM YY YY

Place: _____

Signature of 1st Joint Applicant

2nd Joint Applicant

Name* (Same as ID proof)	Prefix	First Name	Middle Name	Last Name
Maiden Name (if any*)				
Father's Name*				
Mother's Name*				
Spouse Name*				
Passport Expiry Date	DD	MM	YY	YY
Driving license Expiry Date	DD	MM	YY	YY
Occupation Type*	<input type="checkbox"/> Private Sector <input type="checkbox"/> Public Sector <input type="checkbox"/> Government Sector <input type="checkbox"/> Business <input type="checkbox"/> Professional <input type="checkbox"/> Self Employed <input type="checkbox"/> Retired <input type="checkbox"/> Housewife <input type="checkbox"/> Student			

Declaration

- I hereby declare that the details furnished above are true and correct to the best of my/our knowledge and belief and I undertake to inform you of any changes therein, immediately. In case any of the above information is found to be false or untrue or misleading or misrepresenting, I/We am/are aware that I/we may be held liable for it.
- My personal / KYC details may be shared with Central KYC Registry
- I hereby consent to receiving information from Central KYC Registry through SMS/Email on the above registered number/email address

Date DD MM YY YY

Place: _____

Signature of 2nd Joint Applicant

3rd Joint Applicant

	Prefix	First Name	Middle Name	Last Name
Name* (Same as ID proof)				
Maiden Name (if any*)				
Father's Name*				
Mother's Name*				
Spouse Name*				
Passport Expiry Date	DD	MM	YY	YY
Driving license Expiry Date	DD	MM	YY	YY
Occupation Type*	<input type="checkbox"/> Private Sector <input type="checkbox"/> Public Sector <input type="checkbox"/> Government Sector <input type="checkbox"/> Business <input type="checkbox"/> Professional <input type="checkbox"/> Self Employed <input type="checkbox"/> Retired <input type="checkbox"/> Housewife <input type="checkbox"/> Student			

Required if Passport provided as Identity/Address Proof KYC Number

Required if Driving License provided as Identity/Address Proof

Declaration

- I hereby declare that the details furnished above are true and correct to the best of my/our knowledge and belief and I undertake to inform you of any changes therein, immediately. In case any of the above information is found to be false or untrue or misleading or misrepresenting, I/We am/are aware that I/we may be held liable for it.
- My personal / KYC details may be shared with Central KYC Registry
- I hereby consent to receiving information from Central KYC Registry through SMS/Email on the above registered number/email address

Date DD MM YY YY Place: _____

Signature of
3rd Joint Applicant

Customer Acknowledgement

For Office Use only

Documents Received ☐ Certified Copies ☐ E-KYC data received from UIDAI ☐ Data received from Offline verification ☐ Digital KYC Process ☐ Equivalent e-document
☐ Video based KYC

KYC Verification Carried Out By

Identity Verification ☐ Done Date DD MM YY YY

Emp. Name : _____

Emp. Code : _____

Emp. Designation : _____

Emp. Branch : _____

Employee Signature



Credit Card Application Form

For Savings / Current Customers

Form Type



CR001

Your first Credit Card



Monthly Net Income -
15,000 to 45,000

☐ **NEO**

Joining Fees - Waived
Annual Fees - ₹ 250
(2nd year onwards)

The card for Entertainment Fans



Monthly Net Income -
45,000 to 75,000

☐ **MY ZONE**

Joining Fees - ₹500
Waived upon spends
of ₹5000 in 45 days

Annual Fees - ₹500
(2nd year onwards)

Power of Unlimited Travel Benefits



Monthly Net Income -
50,000 and above

☐ **Privilege Card**

Joining Fees* - ₹1500
Annual Fees - ₹1500
(2nd year onwards)
Annual Fees waived on
achievement of spends
threshold of ₹ 2.5 Lakhs
in the Preceding year
*Joining Fees Waived off for Priority Customers

Personal Details

Name as desired on Card Max 19 characters

Occupation Details

Sector ☐ Public Ltd. ☐ Private Ltd. ☐ MNC ☐ Public Sector ☐ Partnership ☐ Proprietorship ☐ State Govt. ☐ Central Govt. ☐

For salaried: Company Name Tenure in Current Job: Years Months

Years Total work experience Years Months Net Annual Income Rs.

Designation Department

Industry Type: ☐ Banking ☐ Telecom ☐ Insurance ☐ IT/ITES/BPO ☐ Construction / Real Estate ☐ Manufacturing/Engineering

☐ Mutual Funds/Broking/NBFCs/Fls ☐ Travel /Entertainment/Hotel ☐ Advertising/Media ☐ Govt. Services/Bodies

☐ Others (Please specify) Caste Details: ☐ SC ☐ ST ☐ OBC ☐ Other

Management

Cadre: ☐ Senior Management ☐ Middle Management ☐ Junior Management Usage Preference: ☐ International Enabled ☐ Domestic Only

Address Details

Please indicate if Communication Address & Email ID mentioned earlier is ☐ Residence or ☐ Office If earlier is a Residence Address & Personal Email ID, please mention Office address & Email ID or vice versa

Landmark City

Pin code State Country

Email

Nominee Details (same as Savings Account) ☐ Yes ☐ No I do not wish to nominate

Auto Debit Option:

If you wish to avail of the Direct Debit facility from your Axis Bank Savings / Current Account, please select one of the following options for the amount to be debited for every billing cycle:

☐ Total Amount due ☐ Minimum Amount Due-
5% of Total Amount Due

*Please note Auto Debit facility will be linked to your newly applied savings/current account.

Applicant*

Joint A/c Holder*

Credit Card Rules & Regulations

I/We hereby apply for the issue of Axis Bank Credit Card to me/us and declare that the information included in this application is true and correct, and that I/We am/are a Resident Indian / NRI / Foreign National working in India and that I/We am eligible to apply for an internationally valid card. I / We unconditionally agree and accept that, the data provided by me / us to the Bank during the application process for acquiring such relationship(s) is true to the best of my / our knowledge and belief, and if at any stage of processing the relationship, if it comes to the knowledge of the Bank or the Bank of the opinion that I / We have provided any incorrect information, and / or fabricated documents, and / or fake documents, and / or documents appearing to have been manipulated, they will be treated by the Bank as having been manipulated by me / us. I hereby understand and agree that it is my responsibility to obtain, read and understand the Terms and Conditions as may be in force from time to time and use of the Axis Bank Credit Card shall be deemed to be unconditional and irrevocable acceptance of the Terms & Conditions. I/We further authorize Axis Bank and or its associates subsidiaries affiliates to verify, share and compare any information / data or otherwise at my office / residence and / or contact me and / or my family member and / or my Employer / Banker / Credit Bureau / RBI / Central KYC and or any third party such as other Bank / Financial Institution / Credit Information Company during the process of processing my / our application otherwise as they deem necessary. I/We authorize Axis Bank to verify and authenticate my/our Aadhaar number during processing my/our application for legitimate Business purposes. I/We further authorize the Bank to share my Aadhaar related details/information with regulatory / statutory bodies as and when required. I/We understand that Axis Bank Ltd. reserves the right to provide me with the Credit Card type / variant based on information available with Axis Bank Ltd. and my/us eligibility as per internal policy of the Bank. In case, I/We have applied for Additional Card (available for Resident Indian parent, spouse, brother, sister or child aged 18 years and above) I will be billed separately for such an Additional Card in normal monthly statement. Further, I agree that all communication pertaining to the add-on Cardholder shall be addressed to me. I/We understand that the continuation of the membership of the Additional Card member will be dependent on the continuation of my membership. I/We understand and undertake that the usage of the Axis Bank Credit Card shall be strictly for bonafide personal purchase of goods and/or services and in accordance with all applicable laws (including without limitation to any government acts, orders, decrees, guidelines, rules & regulations including foreign exchange control regulations) and in the event of any failure to do so, I/We will be liable for any action/prosecution or penalty as prescribed. I/We shall not use the card to purchase anything to resell for commercial or business purposes to derive any financial gains. I/We shall not be able to claim Input Tax credit on GST levied on this card. I/We further understand and agree to the levy of all additional statutory levies, charges, taxes, GST as applicable on all fees interest and other charges as per the Government of India regulations and agree to pay the same. I / We have been explained the contents of the same and also understand that it is available online at the Bank's website www.axisbank.com I/We also unconditionally agree and accept, that the Bank shall have every right to compare the data available with the Bank or provided with, by and other Bank / Financial Institution / Credit Information Company and in case the data provided by the Bank is not matching then the Bank shall every right and liberty for not processing my / our application / rejecting the application so provided to the Bank and enforce with any remedy that may be so available with the Bank at the Law and Equity. I/We further unconditionally agree and undertake that, the Bank shall be at its liberty, to share any information with any other Banks / Financial Institution either as a part of a consortium of a part of sole Banking Relationship or to any Credit Information Company as the Bank may so decide as per terms of the Credit Information Companies (Regulation) Act, 2005. I/We waive the confidentiality obligations with respect to the information provided to the Bank. I / We further agree that, we shall not hold the Bank liable for any cost or reputation for sharing the information as is considered necessary by the Bank in its sole and exclusive opinion, and without any reference to me / us whatsoever, with such Bank / Financial Institution / Credit Information Company and to hold harmless the employees, officers, Directors, agents etc. that may be so appointed by the Bank. I/We undertake to inform you of any changes therein immediately. I/We hereby consent to receive information from central KYC registry through SMS/E-mail on above registered Primary Applicant's number or E-mail address. I/We hereby confirm that I/We am/are in favor of receiving communication information / other documents from the bank pertaining to card account via E-mails/SMS/Net Banking registered with the Bank.

From time to time, Axis Bank communicates various new products / special features of existing products / promotional offers which are of significant benefits to its customers. I/We hereby provide my/our consent to receive information / service etc. for marketing purposes through Telephone / Mobile / SMS / E-mails by the Bank / its agents. YES ☐ NO ☐

I/We understand, that I/We may opt out by registering in the 'Provider Customer Preference Register' as per details provided in the 'TRAI' website. I/We authorize Axis Bank to increase my/our credit limit once within 6 months of Card issuance. Axis Bank internal policies and other terms and condition will be applicable. YES ☐ NO ☐

I/We am/are interested to know more about Card Protection Plan (CPP) and hereby provide the consent to Axis Bank and / or its representative or their agents or CPP Assistance Service Pvt. Ltd. or any third party in relation to CPP to contact me for the same. I/We understand that the CPP is an offer from CPP Assistance Service Pvt. Ltd. and that the Primary Applicant's particulars contained in this form shall be shared with CPP Assistance Service Pvt. Ltd. and / or with any other third party pursuant to Axis Bank arrangement with CPP Assistance Signature Service Pvt. Ltd. as may be required or as Axis Bank deems fit. This consent shall be deemed as specific waiver on any DNC registration that I/We may have done, for contacting me/us pertaining to the information on CPP. I/We declare and confirm that for opening Credit Card Account with your Branch at Axis Bank, my/our local address, which is to be recorded as my/our mailing address in the application I/We am/are enclosing the permanent address proof along with this application. I/We authorize the Bank to send all correspondence, including all deliverables to me/us at the aforesaid mailing address. I/We undertake to immediately inform the Bank in case there is any change in my registered correspondence address, but not later than 2 weeks of such change. In case the address submitted by me/us as proof undergoes a change, I/We note to submit the fresh proof of address to the Branch for updation of the records. I/We hereby agree and undertake to hold harmless and keep Axis Bank fully indemnified against claims and changes, which may be made in respect hereof by reason of Axis Bank relying and acting on this declaration. YES ☐ NO ☐

I agree and consent for Axis Bank to share my information or data (including sensitive personal data) with any co-brand partner in connection with the services for promoting, marketing, facilitating, improving, developing, or otherwise providing services associated with the card. In case of application for co-brand credit card - I authorize co-brand partner to exchange or share my information with Axis Bank for issuance of credit card and services associated with it. YES ☐ NO ☐

I/We authorize Axis Bank to access and verify my income details from Income Tax's Website (TRACES) for the purpose of processing my Credit Card application. YES ☐ NO ☐

I/We hereby acknowledge and agree that my demographic and personal details will get updated as per the new application form. The new details will be updated for my/our existing card/s (if any). YES ☐ NO ☐

As per RBI guidelines, all cards shall be enabled for use only at contact based points of usage within India (ATMs and POS i.e. point of sale devices).

You can change usage preferences anytime by using the Axis Mobile app, Internet banking or by contacting the customer care/branch

Signature of the Primary Applicant*



Bank A/c No.:

Please fill-up this form in CAPITAL LETTERS

Name _____
(Mr./Mrs./Ms./Dr)

[illegible]

First Name

[illegible]

Last Name

SUM INSURED ☐ 3 ₹ Lakh ☐ 4 ₹ Lakh ☐ 5 ₹ Lakh

SUM INSURED

9

7

PREMIUM ☐

Sl. No.	Name of the insured person	Relationship to policy holder	Gender	Date of birth	Nominee Name #
		Self		<input type="text" value="DD"/> <input type="text" value="MM"/> <input type="text" value="YY"/> <input type="text" value="YY"/>	
		Spouse		<input type="text" value="DD"/> <input type="text" value="MM"/> <input type="text" value="YY"/> <input type="text" value="YY"/>	
		Child 1		<input type="text" value="DD"/> <input type="text" value="MM"/> <input type="text" value="YY"/> <input type="text" value="YY"/>	
		Child 2		<input type="text" value="DD"/> <input type="text" value="MM"/> <input type="text" value="YY"/> <input type="text" value="YY"/>	

In the event of the death of the Proposer any payment due under the Policy shall become payable to the nominee in accordance with the Policy terms and conditions. Nominee for any of the persons proposed to be insured shall be the Proposer. The nominee must be an immediate relative of the Proposer. The nominee for all other Insured Persons proposed to be insured shall be the Proposer himself/herself.

☐ I/We authorized Axis Bank, to debit my account through ECS (Debit) clearing / Direct debit (Standing instruction) for Auto Renewal of the policy.

Premium chart (inclusive of 18% GST)

Individual

Age group/ Sum Insured (INR)	0-35	36-45	46-55
3,00,000	2,642	4,109	6,765
4,00,000	3,490	5,741	9,229
5,00,000	3,749	6,164	9,911

2 Adults + 1 Child

Age group/ Sum Insured (INR)	0-35	36-45	46-55
3,00,000	6,402	8,770	13,063
4,00,000	8,457	12,091	17,727
5,00,000	9,085	12,985	19,039

2 Adult

Age group/ Sum Insured (INR)	0-35	36-45	46-55
3,00,000	4,268	6,636	10,929
4,00,000	5,638	9,272	14,908
5,00,000	6,056	9,957	16,010

2 Adults + 2 Child

Age group/ Sum Insured (INR)	0-35	36-45	46-55
3,00,000	8.535	10,384	15,196
4,00,000	11,276	14,200	20,546
5,00,000	12,114	16,014	22,067

4. Declaration & Warranty On Behalf Of All Persons Proposed To Be Insured

- I/My family members confirm that I and other members proposed to be insured under this policy are in good health and have not suffered in past from any major disease/disorder/ ailment/deformity or are neither awaiting any treatment medical or surgical nor attending any follow up for any disease/ condition/ ailment/ injury/ addiction
 - I/My family members hereby declare, on my behalf and on behalf of all persons proposed to be insured that the above statements, answers and/or particulars given by me are true and complete in all respects to the best of my knowledge and that I/My family members am/ are authorized to propose on behalf of these other persons.
 - I/My family members understand that the information provided by me will form the basis of insurance policy, is subject to the Board approved underwriting policy of the Insurance company and that the policy will come into force only after full receipt of the premium chargeable.
 - I/My family members declare and consent to the company seeking medical information from any hospital who at anytime has attended on the life to be insured/ proposer or from any past or present employer concerning anything which affects the physical and mental health of the life to be assured/proposer and seeking information from any insurance company to which an application for insurance on the life to be assured/ proposer has been made for the purpose of underwriting the proposal and/or claim settlement.
 - I/My family have read and understood the policy wordings-terms/conditions and exclusions of this product as displayed on Axis Bank website and confirm to abide by the same.
- Section 41 of Insurance Act 1938 (Prohibition of rebates):**
- 1) No person shall allow or offer to allow either directly or indirectly as an inducement to any person to take out or renew or continue an insurance in respect of any kind of risk relating to lives or property in India, any rebate of the whole or part of the commission payable or any rebate of premium shown on the policy, nor shall any person taking out or renewing or continuing a policy accept any rebate, except such rebate as may be allowed in accordance with the published prospectus or tables of the insurer.
 - 2) Any person making default in complying with the provisions of this section shall be liable for penalty which may extend to ten lakh rupees.

Signature of the Proposer: _____

Place: _____

Date

Insurance is the subject matter of the solicitation. For more details on benefits, exclusions, limitations, terms & conditions, please refer sales brochure/ policy wordings carefully, before concluding a sale.

Tata AIG General Insurance Company Limited

Registered Office: Peninsula Business Park, Tower A, 15th Floor, G.K. Marg, Lower Parel, Mumbai - 400013
24X7 Toll Free No: 1800 266 7780 or 1800 22 9966 (F or Senior Citizens) Fax: 022 6693 8170 E mail: customersupport@tata-aig.com Website: www.tataaiginsurance.in
IRDA of India Registration No: 108 CIN:U85110MH2000PL C128425

10

Fixed/Recurring Deposit

For Saving A/C Customers

Form Type



TS001

Type of Account:

Fixed Deposit ☐

Recurring Deposit ☐

Tax Saver FD ☐

Scheme Code

A/C Label

PAN is mandatory for opening all deposit ac counts above ₹50,000/-

*Cannot be closed prior to maturity

Customer Onboarding Section - Primary Applicant

Name*

PREFFX

FIRST

MIDDLE

LAST

*Same as Primary Applicant in Savings A/C Section

FD/RD Account opening Section

Mode of Operation

☐ Self

☐ Same as Saving A/C

Applicable for MOP other than 'Self'

*I would need Fixed Deposit in the form of (Tick one):

☐ Receipt

☐ Physical Advice

☐ e-advice

Email ID is mandatory in case e-A device is selected

Type Deposit Account

Deposit/Installment Amount:

Will be debited from insta Savings A/C once activated

Period:

Months

Days

Period of RD should be only in multiples of 3 months

Interest Payout (Tick one):

☐ Cumulative (Reinvestment)

☐ Monthly (MIC)

☐ Quarterly (QIC)

Auto Renewal:

☐ Y ☐ N

(No auto renewal for Recurring Deposits)

No. of times

Auto Closure:

☐ Y ☐ N

If Yes, please fill "INTEREST PAYMENT/MATURITY PROCEED" Section.

Standing instruction for RD: Kindly debit my A/C no.

on of every month.

Please provide existing Axis Bank Savings A/C no. or the new insta Savings A/C no. along with which this RD has to be created

TDS to be deducted:

☐ Y

From

SB/CAA/C No

OR

FD

☐ N If No, TDS exempt reference No

TDS exempt submission date

DDMMYY

Form 15H/G

☐ Y ☐ N

To be collected separately by Branch wherever applicable.

Interest payment/Maturity Proceeds

For Interest Payment/Maturity Proceeds:

☐ Credit My Axis Bank A/C no

Signature

Applicant Signature

☐ Issue PO

Note: 1) Interest payment is subject to RBI guideline from time to time. 2) Please refer the latest interest rate chart at the branch or visit www.axisbank.com 3) Interest payment is subject to tax deduction at source

Rules & Regulations

1) The payout of interest on Term Deposits under Monthly Interest Certificate scheme, takes place at a discounted rate as prescribed under the IBA guidelines.

2) The payout of interest for Quarterly Interest Certificate is applied on Simple Interest basis.

3) Premature Encashment: a. For Rupee Term Deposits of a contracted amount less than Rs 5 Crores opened/renewed on or after May 1, 2014 (including Flexi deposits), interest rate shall be 1.00% below the card rate, prevailing as on the date of deposit, as applicable for the period the deposit has remained with the bank or 1.00% below the contracted rate, whichever is lower. However, for Rupee Term Deposits closed within 14 days from the date of booking of the deposit interest rate shall be rate applicable for the period the deposit has remained with the bank or the contracted rate, whichever is lower. b. For Rupee Term Deposits of a contracted amount of Rs 5 Crores and above, interest rate shall be 1% below the card rate prevailing as on the date of deposit, as applicable for the period the deposit has remained with the bank or 1% below the contracted rate, whichever is lower. This would also be applicable on Rupee Term Deposits closed within 14 days from the date of booking of the deposit. c. In case the term deposit is closed prematurely, before completion of the minimum period of 7 days, no interest shall be paid for the said term deposit. d. In the event of the death of one of the depositor, premature termination and payment of Term Deposits held in 'Either or Survivor' or Former or Survivor' or any one basis shall be allowed to survivor/s. Such payment to survivor/s shall give valid discharge to the bank. Such premature withdrawal shall not attract any penal charge. However, the interest rate shall be the rate applicable for the period the deposit has remained with the bank or the contracted rate, whichever is lower. e. In the event of 'With disposal' instructions being 'Either or Survivor' and a premature withdrawal is required by either of the joint holder even when both are alive: In case either one of us request the bank, to allow either of us to prematurely withdraw the said deposit, the bank is entitled to honour the same. We further affirm that the payment of proceeds of such deposits to either one of us represents a valid discharge of the bank's liability, provided there is no order from a competent court restraining the bank from making the payment from the said account to either of us. f. In case the mode of operation is 'Either or survivor' or 'Former or survivor' or 'Anyone or survivor', in the event of the death of one of the depositor holder, premature withdrawal is required by the survivor. In the event of the death of either one of us, the survivor, if he/she so request the bank, to prematurely withdraw the said deposit, without seeking the concurrence of the legal heirs of the deceased joint deposit holder, the bank is entitled to honour the same. We further affirm that payment of the proceeds of such deposit to the survivor represents a valid discharge of the bank's liability provided. (i) There is no order from a competent court restraining the bank from making the payment from the said account. (ii) That the survivor would be receiving the payment from the bank as a trustee of the legal heirs of the deceased depositor and that such payment to him/her shall not affect the right or claim that any person/s may have against the survivor to whom the payment is made. g. Where the deposit is held singly and premature withdrawal is required by the nominee in the event of death of the depositor holder, (i) In the event of my death, the nominee named for the deposit is entitled to prematurely withdraw the said deposit, if he/she so requests the bank, without seeking the concurrence of my legal heirs. I further affirm that payment of the proceeds of such deposit to the nominee represents a valid discharge of the bank's liability (ii) That the nominee would be receiving the payment from the bank as a trustee of the legal heirs of the deceased depositor and that such payment to him/her shall not affect the right or claim that my legal heirs may have against the nominee to whom the payment is made. 4) All encashment or withdrawals of Fixed Deposit with repayment instruction as direct credit to the linked account can be executed at any Axis bank branch.

5) (i) For Recurring Deposits opened on or after 9th August 2016, in case of delay in payment of any instalment/s beyond the calendar month, the depositor/s shall be liable to pay a penalty at ₹ 10 per ₹ 1000 per month for the period of delay. (ii) For Existing Recurring Deposit Customers, in case of delay in payment of any instalment/s beyond the calendar month, the depositor/s shall be liable to pay a penalty at the existing Business Prime Lending Rate + 4% for the period of delay. (iii) Fraction of a month will be treated as full month for the purpose of calculating such penalty i.e. if the instalment due on 31.05.2011, is paid on 02.06.2011 the delay shall be treated as one month. (iv) Please note that standing instructions for Instalment dates 28th/29th/30th/31st will not be available at the time of Recurring Deposit Account opening. (v) The penalty so leviable shall be deducted from the total payment payable at the time of maturity of the Recurring Deposit.

6) For all new Reinvestment Term Deposits to be opened on and after 1st August, 2013 and all existing Reinvestment Term Deposits that may be renewed on and after 1st August 2013, interest reinvested would be net of TDS and hence the maturity value would vary to that extent.

7) Minimum deposit amount for opening of FD Plus account is greater than ₹15 lakhs.

8) FD Plus Deposits cannot be closed prior to date of maturity. Premature withdrawal is not permissible under this scheme except for exception cases which include bankruptcy/winding up/directions by court/regulators/receiver/liquidator/deceased cases. Premature closure arising out of afore mentioned scenarios in the above cases will result in the change of applicable interest rate from the FD Plus rate to that of Normal Fixed Deposit rate (as per the prevailing rate) and will include application of penalty.

9) An overdue term deposit or its portion may be renewed from the date of Maturity, provided the overdue period from the date of maturity till the date of renewal does not exceed 14 days. The rate of interest payable on the amount of the deposit so renewed shall be the appropriate rate of interest for the period of renewal as prevailing on the date of maturity. If the overdue period is more than 14 days and if the depositor places the entire amount of overdue deposit or at least the principal amount of deposit as a fresh term deposit, interest may be paid for the overdue period on the amount so placed as a fresh deposit at the rate decided by the Bank which at present is simple interest at Savings Bank interest rates.

10) TDS rates will be applicable from time to time as per the Income Tax Act, 1961 and Income Tax rules.

11) The rate of interest provided on Term Deposits will be the rate as applicable on the day of Funding of Savings Accounts.

12) The details of joint account holders (wherever applicable) and nomination details for Term Deposits will be same as that opted for Savings Account.

(Please do not sign this form if it BLANK. Please ensure all relevant sections and columns are completely filled to your satisfaction and then only sign the form)

I do hereby solemnly declare that the information provided above is up to date and correct and I hereby submit my recent photograph and self-attested photocopy of the KYC documents.

Signature of Primary Applicant*	Signature of 1st Joint Applicant	Signature of 2nd Joint Applicant	Signature of 3rd Joint Applicant
Signature of Bank Official in whose presence signed		EMP No	Date

V1.0/FD Form for Savings Account Customers/30-01-2018



Non-individual: FATCA-CRS Form NTB

(Mandatory for HUF Account Opening)

Form Type



FCA02

Details of ultimate beneficial owner including additional FATCA & CRS information

1) Name of the entity*

2) Existing Customer* ☐ Y ☐ N If Yes, Customer ID 3) PAN Or ☐ FORM 60 & 49A

4) Address for Tax purpose* ☐ Communication/Local ☐ Registered/Residence ☐ other if other, fill address details below

5) Other Address:

City State Country Pin code

6) Address type for tax purpose* ☐ Residential ☐ Business ☐ Registered Office

Please tick the applicable tax resident declaration : (Any one)

☐ Entity is a tax resident of India and not resident of any other country OR

☐ Entity is a tax resident of the country/ies mentioned in the table below

Please indicate the country/ies in which the entity is a resident for tax purposes and the associated Tax ID Number below:

Country	Tax Identification Number%	Identification Type (TIN or Other%, please specify)

% In case Tax Identification Number is not available, kindly provide functional equivalent\$

In case the Entity's Country of incorporation/Tax residence is U.S. but Entity is not a Specified U.S. Person, mention Entity's exemption code¹ here: _____

Owner-documented FFI's² should provide FFI Owner Reporting Statement and Auditor's Letter with required details as mentioned in Form W8-BEN-E

Fatca-CRS declaration (Please consult your professional tax advisor for further guidance on FATCA-CRS classification)

Part A (to be filled by Financial Institutions or Direct Reporting NFEs)

1 We are a ☐ Financial institution² or ☐ Direct reporting NFE³ (please tick as appropriate)

GIIN: _____

Note: If you do not have a GIIN but you are sponsored by another entity, please provide your sponsor's GIIN above and indicate your sponsor's provide your sponsor's GIIN above and indicate your sponsor's name below:

Name of sponsoring entity: _____

GIIN: not available (please tick as applicable): ☐ Applied for Following options available only for Financial Institutions: ☐ Not required to apply for (Please specify sub-category⁴)

Please provide with Form W8-BEN-E, duly filled in ☐ Not obtained - Non-participating FI

Part B (please fill any one as appropriate to be filled by NFEs of other than Direct Reporting NFEs)

1 Is the Entity a publicly traded company⁵ (that is, a company whose shares are regularly traded on an established securities market) ☐ Yes (If yes, please specify any one stock exchange upon which the stock is regularly traded) Name of the stock exchange _____

2 Is the Entity a related entity of a publicly traded company⁶ - a company whose share are regularly traded on an established securities market ☐ Yes Name of the Listed company, the stock of which is regularly traded _____ (If yes, please specify any one stock exchange upon which the stock is regularly traded) Name of the stock exchange _____ Nature of relation: ☐ Subsidiary of the listed company ☐ Controlled by a listed company

3 Is the Entity an active NFE⁷ ☐ Yes Nature of business _____ Please specify the sub-category of Active NFE: _____ (mention code - refer 2c of Part D)

4 Is the Entity a passive NFE⁸ ☐ Yes Nature of business _____

¹Refer 3(VIII) of Part D, ²Refer 1 of Part D, ³Refer 3(VII) of Part D, ⁴Refer 1A. of Part D, ⁵Refer 2a of Part D, ⁶Refer 2b of Part D, ⁷Refer 2c of Part D, ⁸Refer 3(II) of Part D, ⁹Refer 3(VII) of Part D

Certifications

I/We have understood the information requirements of this Form (read along with the FATCA-CRS Instructions & Definitions under Part D) and hereby confirm that the information provided by us on this Form is True, Correct, and Complete. I/We also confirm that I/We have read and understood the FATCA-CRS Terms and Conditions above and hereby accept the same.

Authorised Signatory Name : _____ Authorised Signatory Signature

Authorised Signatory Designation : _____

Date: Place: _____

Branch Declaration : We have made best efforts to identify the beneficial owners/controllers persons of the said Company. The details furnished above have been verified from information available through constitutional documents, public domain.

Signature, Name of Official & S.S. Number

Field Verification Form

Name of the customer Date.:

Residential Address

(Write Land Mark)

Contact Nos. : Res: Off: Mob:

Distance of the residence from the Branch

Date & time of Visit

Name of the Person contacted

The following information is based on observations of Officer doing Field Verification:

Residential Status :

Self owned ☐ Owned by Relative ☐
 Owned by Parents ☐ Rented ☐
 Company Accom. ☐ Owned by Friend ☐
 Lodging ☐ Paying Guest ☐
 Others ☐

Family Members:

Total No ☐
 Working ☐
 Children ☐
 Adult ☐

Assets Noticed:

Car ☐
 Two-wheeler ☐
 AC/Fridge ☐
 DVD/TV/PC ☐

Other Info.

No. of Yrs lived*
 at this Place
 Area Sq.Ft
 Approx..

* Employed at this office/firm.

Type of Residence :

Flat ☐ Row House ☐
 Independent House ☐ Chawl ☐
 Bungalow/Row House. ☐ Hutment ☐
 Temporary Shed ☐ Part of Ind. House ☐
 Janta Flat ☐ Others ☐

Details verified from :

Watchman ☐
 Name Plate ☐
 Neighbor ☐
 Society Board ☐
 Company Board ☐

Locality of Residence:

Posh Locality ☐ Metro ☐
 Upp. Middle Class ☐ Urban ☐
 Middle Class ☐ S-Urban ☐
 Low. Middle Class ☐ Rural ☐
 Slums ☐

If the applicant add. is locked, the following info. to be obtained from neighbor

Does app. stay at this residence Yes No

Customer's age No. of family members in his house

Approx. time, when app. Is available at home

Ease of locating add

Easy ☐ Difficult ☐
 Not found ☐

Comments on the verification

I hereby confirm that I have personally visited and verified the address of the customer as per the address mentioned in Account Opening Form, or checked with the Employer Corporate, as the case may be. The above information which has been completed by me is true and correct.

Name of the Official
 Designation
 S.S. No. / Emp. No.

Place:

Final Recommendation:

Accepted

Rejected

Another FV required.

Certified by : **Branch Head / Operations Head**

Branch Head / Operations Head to ensure that no space is left blank and all details are filled in.

Guidelines for the staff for completing the Field Verification

- 1) Address verifications has to be conducted independent of the customer. In other words, the visit has to be undertaken without prior intimation.
- 2) Customer assistance should not be taken even if the branch official is unable to locate the address. In extreme cases of difficulty, the nearest Post Office may be approached for assistance in locating the address.
- 3) If the applicant is a tenant, the landlord has to be compulsorily contacted in order to ascertain the bonafides of the arrangement and also to know whether the landlord has done his due diligence.
- 4) The photocopies of the KYC documents should not be certified without physical verification of the originals and comparing the same with the copies submitted by the applicant.
- 5) Call all the contact numbers provided in order to satisfy yourself about their bonafides/authenticity.
- 6) Where the mailing address is that of the employer, comments have to be invariably given by the Branch verifying official on the status of the employee i.e. permanent / temporary / outsourced.

UNIT 2

INVESTING IN MUTAL FUND

Mutal Fund and their working styles:

A mutual fund is a company that pools money from many investors and invests it in securities like stocks, bonds, and short-term debt. Investors buy shares in mutual funds, which represent a portion of ownership in the fund in terms of units, and the income it generates.

Here's how mutual funds work:

- 1) Pooling: Investors pool their money into the mutual fund.
- 2) Professional management: A professional manages the fund's investments.
- 3) Diversification: The fund's investments are diversified across different types of assets to reduce risk.
- 4) Share allocation: Investors are allocated shares in the fund.
- 5) Net asset value: The fund's net asset value (NAV) is determined.
- 6) Liquidity: The fund offers liquidity.
- 7) Returns and distributions: The fund distributes returns to investors.
- 8) Mutual funds can be a good way to diversify investments because they can achieve diversification more cheaply and faster than buying individual securities. However, different mutual funds have different levels of risk, so it's important to consider your risk tolerance when choosing a fund.
- 9) Mutual funds make money by charging investors a percentage of the fund's assets under management, and sometimes a sales commission when a fund is purchased or redeemed. The fund company also charges an expense ratio, which is a management fee that's paid to the company for owning the fund. The expense ratio is calculated as a percentage of the fund's net assets and is deducted daily from the fund's NAV.

Eg. : Adithya Birla's Sun Life Asset Management, ICICI Prudential Mutual Fund, Bhandan Mutual Fund, Bank of India Mutual Fund etc.,

The types of Mutal Funds:

There are many types of mutual funds, including:

- **Asset allocation funds**

Also known as balanced advantage funds, these funds invest in a mix of debt instruments and stocks, and are managed based on market conditions.

- **Equity funds**

Also called stock mutual funds, these funds are made up of stocks and are usually better for investors with a long-term investment horizon.

- **Index funds**

These funds are designed to replicate the performance of a specific index, such as the S&P 500.

- **Money market Funds**

These funds invest in near-term instruments with high liquidity, and are considered to be low risk.

- **High risk funds**

These funds focus on capital appreciation and are for investors who are willing to accept higher volatility for potentially higher returns.

- **Hybrid Funds**

These funds invest in a mix of equity and debt, and can be either equity-oriented or debt-oriented.

- **Sector Funds**

These funds invest in a particular industry, and their returns depend on the performance of that sector.

- **Global funds**

Also known as international funds, these funds allow investors to invest in foreign securities and markets.

- **Fund of funds**

These funds invest in a portfolio of other mutual funds, rather than directly investing in individual securities or assets.

- **Retirement funds**

These funds are designed to help people accumulate wealth for retirement, and invest in stocks, bonds, and other securities.

- **Emerging market funds**

These funds focus on investing in securities from emerging market economies.

- **Asset Management Company (AMC)**

Manages the fund's investments in various securities. The AMC is appointed by the trustees and is responsible for managing the fund's investments.

- **Custodian**

A financial institution that holds and safeguards the fund's securities. The custodian is appointed by the trustees.

- **Trustees**

Oversee the fund's operations and ensure that the AMC adheres to the fund's objectives and investment strategies. The trustees are responsible for protecting the interests of the investors.

Various strategies being employed in Mutual Funds:

Here are some strategies used in mutual funds:

- **Diversification**

A strategy that involves mixing different assets and investments within a portfolio to reduce risk. Mutual funds can diversify portfolios more quickly and cheaply than buying individual securities.

- **Balanced funds**

Also known as hybrid funds, these funds invest in a mix of stocks and bonds to balance growth and income. The allocation of stocks and bonds depends on the fund's risk profile and investment strategy.

- **Fund of funds (FOF)**

A diversified investment strategy that pools various funds. FOFs can provide access to professional management and exclusive prospects, but they can also have higher expense ratios and diluted returns.

- **Growth option**

An investment strategy where the investor reinvests the money back into the fund instead of receiving any Income Distribution cum Capital Withdrawal.

- **Value investing**

An approach that involves identifying undervalued assets and investing in them with the expectation that their value will increase over time.

- **Growth investing**

An approach that involves investing in companies with high growth potential.

Mutual funds are generally divided into four main categories:

**Bond funds,
Money market funds,
Target date funds, and
Stock funds.**

Asset allocation and diversification :

Asset allocation and diversification in mutual funds are strategies that help investors create a balanced portfolio:

- **Asset allocation**

The process of deciding how much of a portfolio to invest in different asset classes, such as stocks, bonds, and cash. Factors that determine asset allocation include risk tolerance, time horizon, and investment goals.

- **Diversification**

The process of spreading investments across and within different asset classes. For example, an investor might diversify their equity investments across various sectors.
Here are some ways that asset allocation and diversification can happen in mutual funds:

- **Hybrid funds**

These funds invest in debt, equity, and other asset classes. The proportion of investments in these categories can vary depending on the fund's risk level.

- **Multi-asset funds**

These funds invest in different asset classes, such as equity, debt, and money market instruments. This can lead to a wide range of risk levels, return potential, and liquidity levels.

A common rule of thumb for asset allocation is to deduct your age from 100 to determine the percentage of your assets you should invest in equity. For example, if you are 25, you can allocate 75% of your asset to equity.

The Fund selection criteria in Mutual Fund :

When choosing mutual funds, you can consider several factors, including:

- **Investment objective:** What the fund's investments are intended to achieve
- **Risk tolerance:** How much risk you are comfortable with
- **Investment horizon:** How long you plan to invest for
- **Expense ratio:** The fee you pay for investment management. A lower expense ratio is generally better.
- **Exit load:** The fee you pay when you sell your units. A lower exit load is generally better.

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The concept of Systematic Investment Plan (SIP) and Systematic Withdrawal Plan (SWP) :

A Systematic Investment Plan (SIP) is a way to regularly invest money, while a Systematic Withdrawal Plan (SWP) is a way to regularly withdraw money:

- **SIP**

A way to invest money regularly, like monthly or quarterly, to grow your investment over time. SIPs are good for long-term growth and wealth accumulation.

- **SWP**

A way to regularly withdraw a fixed amount of money from your investments. SWPs are good for people who want to generate a regular income from their investments, or who don't have time to manage their investments.

The choice between SIP and SWP depends on your financial goals and phase of life. You can also combine SIP and SWP to achieve investment objectives while receiving regular cash flows.

With an SWP, you can choose the amount and frequency of withdrawals. You can also choose to withdraw only the gains on your investment, keeping your invested capital intact. There are different types of SWPs, including fixed amount SWP and appreciation SWP.

Tax implications in investing in Mutual Funds :

When you sell your equity fund units after holding them for at least a year, you realize long-term capital gains. These capital gains are tax-free, up to Rs 1.25 lakh per year. Any long-term capital gains over this threshold are subject to a 12.5% LTCG tax, with no benefit of indexation.

Monitoring and Evaluating the mutual fund investments:

To monitor and evaluate mutual fund investments, you can consider the following factors:

- **Expense ratio:** The fund's expense ratio is the ratio of its total expenses to its assets. This ratio is subtracted from the fund's total earnings before it's distributed to investors.
- **Risk-adjusted returns:** This metric measures the fund's returns while considering the level of risk associated with it.
- **Benchmark performance:** Compare the fund's performance to a benchmark, which is an index or group of securities similar to the fund's portfolio.
- **Fund history:** Review the fund's historical performance across market cycles.
- **Portfolio strength:** Check the strength of the fund's portfolio.
- **Asset allocation:** Review the distribution of your investments across different asset classes like equity, debt, and gold.
- **Fund changes:** Pay attention to any changes in the fund's management, investment strategy, or expense ratio.
- **Net Asset Value (NAV):** Check the fund's NAV, which is published daily by the mutual fund house.
- **Investment goals:** Make sure you have well-defined investment goals before you start tracking your mutual funds.
- **Investment records:** Maintain a centralized system to organize all your investment-related documents.

You can also use online tools and resources to track your mutual fund investments.

Fund Manager Analysis and Fund Ratings:

Fund manager analysis involves research and analysis of investment opportunities to help make informed investment decisions. Fund ratings are a way to assess the performance of a fund manager and their fund.

Here are some things that fund managers analyze:

- **Market trends**

Fund managers study market trends and economic indicators to understand the current economic climate.

- **Company financials**

Fund managers analyze company financials, including annual business performance, to evaluate the company's potential.

- **Industry reports**

Fund managers review industry reports to understand industry trends and competition.

- **Scenario analysis**

Fund managers perform scenario analysis to determine how a company will perform in different economic conditions.

Fund managers use their analysis to make decisions about buying, selling, and rebalancing their portfolio. They also consider risk exposure and diversification when selecting funds.

Fund ratings are a way to assess a fund manager's performance. Some rating agencies, like **CRISIL**, rank mutual funds on a scale from 1 to 5. Others, like **Fitch Ratings**, use a five-pillar approach that considers the fund manager's investment process, risk management, and performance.

The Process of Portfolio rebalancing and its Exit Strategy:

Portfolio rebalancing works by adjusting the asset class weight in the portfolio to match your desired asset allocation. This process typically involves buying and selling assets in your portfolio. For example, suppose stocks have done well and now account for a higher proportion of your portfolio than you expected.

Distribution Module :

There are multiple matches for distribution module in mutual funds, including the distribution of payments to shareholders and the distribution of fund shares to investors:

- **Mutual fund distributions**

These are payments made to shareholders from the income generated by the fund's investments. Distributions can come from dividends, interest, or capital gains. When a distribution is made, the fund's share price decreases by the amount of the distribution per share.

- **Mutual fund distribution channels**

There are two ways to distribute mutual funds to investors:

- **Direct channel:** Investors can purchase shares directly from the fund company or through a fund platform. This channel allows investors to select funds and may reduce costs.
- **Intermediary channel:** Investors can use a broker-dealer, bank, or registered investment adviser (RIA) to facilitate transactions.

NISM va Module overview:

The National Institute of Securities Markets (NISM) is a public trust established in 2006 by the Securities and Exchange Board of India (SEBI), the regulator of the securities markets in India.

The NISM-Series-V-A: Mutual Fund Distributors Certification Examination, commonly known as the NISM Exam, is organised by the National Institute of Securities Markets. This exam is mandatory for anyone looking to become a mutual fund distributor in India.

The Distribution Registration Process:

The process to register as a mutual fund distributor in India involves the following steps:

1. Pass the NISM-Series-V-A exam

This exam is conducted by the National Institute of Securities Market (NISM) to ensure that the distributor has the required knowledge about mutual funds. The certificate is valid for three years.

2. Get an AMFI Registration Number (ARN)

After passing the exam, you can apply for an ARN from the Association of Mutual Funds in India (AMFI).

3. Empanel with mutual funds

You can either join an online mutual fund distribution platform or get empanelled with mutual funds directly.

4. Learn about mutual funds

Learn how to provide the right mutual fund schemes to customers and how to grow your business.

5. Acquire software

Get the required software to service customers.

Mutual fund distributors are governed by the SEBI Mutual Fund Regulations and the AMFI Code of Conduct. AMFI is a regulatory body that sets guidelines and standards for mutual fund distributors.

Purchase and Redemption process of Mutual Funds:

The process of buying and selling mutual funds is called the purchase and redemption process:

• Purchase

Investors can buy mutual funds through a distributor or directly from the Asset Management Company (AMC).

• Redemption

Investors can sell their mutual fund units to receive returns on their investment. This can be done through the AMC's website, through a distributor, or through a trading or Demat account:

- **AMC's website:** Investors can enter their folio number, select the redemption option, and raise a request.
- **Distributor:** Investors can contact an authorized distributor to redeem their mutual funds.
- **Trading or Demat account:** Investors can place a redemption order with a linked broker.

Redemption rules

These include the minimum redemption amount, notice period, cut-off time for submitting a redemption request, and any applicable fees or charges.

Redemption request

Investors can submit a request to withdraw money from their mutual fund investments.

Registrar and Transfer Agents (RTAs)

RTAs like CAMS and KFin Technologies Limited maintain records and transactions on behalf of mutual fund houses. Investors can also redeem their mutual funds through RTAs.

PROJECTS TO BE DONE BY STUDENTS

- 1) Prepare a SIP plan in Mutual Fund for a client at the age of 38 with a salary of Rs 1,20,000/- per month, whose short-term goal is to clear his home loan of 48 Lakhs in 10 years and also a long-term goal of 20 years to have a corpus of 1 Crore.**

Creating a SIP Plan for a 38-Year-Old

Understanding the Client's Financial Goals:

- **Short-Term Goal (10 Years):** Clear a home loan of ₹48 lakhs.
- **Long-Term Goal (20 Years):** Accumulate a corpus of ₹1 crore.

Proposed SIP Plan:

To achieve these goals, we propose a two-pronged SIP strategy:

Short-Term Goal: Home Loan Repayment

Recommended Investment:

- **Debt Mutual Funds:** These funds invest in fixed-income securities like government bonds, corporate bonds, and money market instruments. They offer relatively lower risk and stable returns.

SIP Amount:

- **Monthly:** ₹10,000

Rationale:

- **Regular Income:** The consistent SIP investments can be used to make regular EMI payments towards the home loan.
- **Potential for Higher Returns:** While debt funds are generally considered less risky, they can still provide higher returns than traditional fixed deposits.
- **Tax Benefits:** Some debt funds offer tax benefits under Section 80C of the Income Tax Act.

Long-Term Goal: Corpus of ₹1 Crore

Recommended Investment:

- **Equity Mutual Funds:** These funds invest in stocks of companies, offering the potential for higher returns over the long term.

SIP Amount:

- **Monthly:** ₹15,000

Rationale:

- **Higher Returns:** Equity mutual funds have historically outperformed other asset classes over the long term.
- **Risk-Adjusted Returns:** Consider investing in a mix of large-cap, mid-cap, and small-cap funds to balance risk and return.
- **Power of Compounding:** Regular SIP investments, combined with the power of compounding, can help you achieve significant wealth growth over time.

Total Monthly SIP Investment: ₹25,000

Additional Considerations:

- **Risk Tolerance:** Assess the client's risk tolerance and adjust the allocation between debt and equity funds accordingly.
- **Review and Rebalance:** Regularly review the portfolio and rebalance it as needed to align with changing market conditions and the client's financial goals.
- **Tax Implications:** Consult with a tax advisor to optimize tax benefits and minimize tax liabilities.
- **Emergency Fund:** Ensure the client has a sufficient emergency fund to cover unexpected expenses.
- **Financial Discipline:** Encourage the client to maintain financial discipline and stick to the SIP plan.

Disclaimer:

- This is a general investment plan and may not be suitable for all individuals.
- Past performance is not indicative of future results.
- It is advisable to consult with a financial advisor before making any investment decisions.

By following this SIP plan and making disciplined investments, the client can work towards achieving both their short-term and long-term financial goals.

2) You as mutual advisor, please prepare a question bank to explore the risk profile of a client.

Question Bank to Assess a Client's Risk Profile

Understanding a client's risk profile is crucial for recommending suitable investment products. Here's a question bank to help you assess your client's risk tolerance:

Basic Information

- **Age:** How old are you?
- **Occupation:** What is your current occupation?
- **Annual Income:** What is your annual income?
- **Monthly Expenses:** What are your average monthly expenses?
- **Existing Investments:** What kind of investments do you currently have (e.g., fixed deposits, mutual funds, stocks)?
- **Financial Goals:** What are your short-term, medium-term, and long-term financial goals?
- **Risk Tolerance:** How comfortable are you with market volatility?

Risk Tolerance Questions

- **Market Fluctuations:** How do you react to market fluctuations, such as stock market crashes or economic downturns?
- **Loss Tolerance:** How much loss can you tolerate in your investments?
- **Time Horizon:** How long are you willing to stay invested to achieve your financial goals?
- **Risk Appetite:** Are you a conservative, moderate, or aggressive investor?
- **Stress Testing:** How would you react if your investments declined by 20% or more?
- **Financial Security:** How comfortable are you with your current financial situation?
- **Risk-Reward Trade-off:** Are you willing to take on higher risks for potentially higher returns?

Lifestyle and Financial Habits

- **Dependents:** Do you have any dependents (spouse, children, elderly parents)?
- **Lifestyle:** What is your lifestyle like? (e.g., frugal, moderate, extravagant)
- **Debt:** Do you have any outstanding debts, such as home loans, car loans, or credit card debt?
- **Emergency Fund:** Do you have an emergency fund to cover unexpected expenses?
- **Insurance Coverage:** Do you have adequate life insurance, health insurance, and other insurance policies?

By asking these questions, you can gain valuable insights into your client's risk profile and tailor your investment recommendations accordingly.

3) Prepare a performance report or a peer analysis based on any 2 AMC in the Hybrid fund's category using the AMFI INDIA.

Peer Analysis of Hybrid Funds: A Comparative Study

Note: To conduct a truly accurate and up-to-date peer analysis, it's recommended to use a financial analysis tool or directly visit the AMFI India website. However, I can provide a general framework and key factors to consider when comparing hybrid funds.

Let's consider two popular hybrid funds for comparison:

1. **HDFC Balanced Advantage Fund**
2. **ICICI Prudential Balanced Advantage Fund**

Key Performance Metrics

To evaluate the performance of these funds, we can look at the following metrics:

- **Return:** Historical returns over different time frames (1 year, 3 years, 5 years, etc.)
- **Risk:** Standard deviation, beta, and Sharpe ratio to measure volatility and risk-adjusted returns.
- **Expense Ratio:** The annual fee charged by the fund to manage investments.
- **Consistency:** Consistent performance over market cycles.

Data Source: AMFI India

You can access detailed performance data, including historical returns, standard deviation, Sharpe ratio, and expense ratios for these funds on the AMFI India website.

Key Considerations for Analysis:

1. **Investment Objective:** Understand the fund's investment objective and asset allocation strategy.
2. **Fund Manager's Expertise:** Evaluate the fund manager's experience and track record.
3. **Historical Performance:** Analyze the fund's past performance, but remember that past performance is not indicative of future results.
4. **Risk Tolerance:** Assess your risk tolerance and choose a fund that aligns with your risk profile.
5. **Expense Ratio:** A lower expense ratio can lead to better long-term returns.
6. **Consistency:** Look for funds that have consistently outperformed their benchmarks over multiple market cycles.

Tools for Analysis

- **AMFI India Website:** Provides detailed fund information and performance data.
- **Financial Calculators:** Use online calculators to estimate future returns and analyze the impact of different investment strategies.
- **Financial Planning Tools:** Utilize tools to create personalized financial plans and track your investments.

Disclaimer:

- Investing in mutual funds involves market risk. Please consult with a financial advisor before making any investment decisions.
- Past performance is not indicative of future results.
- The ¹ information provided here is for educational purposes only and should not be construed as financial advice.

By carefully analysing these factors and using the tools provided, you can make informed investment decisions and select the best hybrid fund to meet your financial goals.

4) Download a factsheet of an equity fund of any AMC and prepare a report on the basic and mandatory requirements in a factsheet

Analyzing a Mutual Fund Factsheet: A Step-by-Step Guide

Steps to Analyze a Mutual Fund Factsheet

1. **Download the Factsheet:**
 - Visit the website of the Asset Management Company (AMC) like **HDFC AMC** or a reliable financial portal.
 - Search for the specific equity fund you're interested in.
 - Download the latest factsheet.
2. **Key Information to Look For:**
 - **Fund Name and Category:**
 - Clearly identifies the fund and its category (e.g., large-cap, mid-cap, multi-cap).
 - **Investment Objective:**
 - Outlines the fund's goal, whether it's capital appreciation, income generation, or a combination of both.
 - **Fund Manager:**
 - Provides details about the fund manager's experience and track record.
 - **Benchmark Index:**
 - Indicates the benchmark against which the fund's performance is measured.
 - **Minimum Investment Amount:**
 - Specifies the minimum amount required to invest in the fund.

- **Expense Ratio:**
 - Reveals the annual fee charged by the fund manager to manage the investments. A lower expense ratio is generally better.
- **Exit Load:**
 - States any applicable charges for redeeming units before a certain period.
- **Portfolio Holdings:**
 - Lists the top 10 holdings of the fund, providing insights into its investment strategy.
- **Performance History:**
 - Shows the fund's historical returns over various timeframes (1 year, 3 years, 5 years, etc.).
- **Risk Ratios:**
 - Includes metrics like standard deviation and Sharpe ratio, which measure the fund's volatility and risk-adjusted returns.

3. Key Considerations:

- **Investment Horizon:** Align the fund's investment horizon with your financial goals.
- **Risk Tolerance:** Assess your risk tolerance and choose a fund that matches your profile.
- **Past Performance:** While past performance is not indicative of future results, it can provide valuable insights.
- **Expense Ratio:** A lower expense ratio can significantly impact long-term returns.
- **Fund Manager's Expertise:** Consider the experience and track record of the fund manager.
- **Diversification:** Evaluate the fund's diversification across sectors and stocks.
- **Consistency:** Look for funds that have delivered consistent performance over different market cycles.

By carefully analyzing these factors, you can make informed investment decisions and select the best equity fund to suit your financial goals.

Remember to consult with a financial advisor before making any investment decisions.

Additional Tip: You can use online platforms like AMFI India to compare the performance of different funds and make informed decisions.

5) Please download the latest quarterly report of any FMCG sector large-cap company listed and prepare a 2-pager key highlight of the company performance to submit to your client.

Hindustan Unilever Limited (HUL) - Q2 FY2024 Performance Highlights

Key Performance Indicators

Metric	Q2 FY2024	Q2 FY2023	YoY Change (%)
Net Revenue	₹13,439 crore	₹12,841 crore	+4.7%
EBITDA	₹2,702 crore	₹2,526 crore	+7.0%
Profit After Tax (PAT)	₹1,985 crore	₹1,788 crore	+11.0%
EPS	₹25.09	₹22.36	+12.2%

Key Highlights

- **Strong Revenue Growth:** HUL continued its strong revenue growth momentum, driven by robust volume growth and price hikes.
- **Improved Profitability:** The company's profitability improved due to operational efficiencies and cost control measures.
- **Healthy Volume Growth:** Volume growth remained healthy across key categories, indicating strong consumer demand.
- **Margin Expansion:** Gross and operating margins expanded, benefiting from favorable input costs and pricing actions.
- **Robust Cash Flows:** The company generated strong cash flows, enabling investments in growth initiatives and shareholder returns.

Outlook

HUL remains optimistic about the long-term growth prospects of the Indian consumer market. The company is focused on executing its strategy of premiumization, innovation, and rural expansion. While inflationary pressures and economic uncertainties may pose challenges, HUL's strong brand portfolio, distribution network, and operational excellence position it well to navigate these headwinds.

To get the most accurate and up-to-date information:

1. **Visit the Company's Investor Relations Website:** Check the investor relations section of HUL's website for detailed financial reports, presentations, and analyst calls.
2. **Use Financial Data Platforms:** Utilize platforms like Bloomberg Terminal, Reuters Eikon, or Google Finance to access real-time financial data and analysis.
3. **Consult with a Financial Advisor:** Seek advice from a qualified financial advisor who can provide personalized insights and recommendations.

By following these steps, you can obtain the latest information on HUL's performance and make informed investment decisions.

- **Inflation:** Account for inflation while estimating returns.
- **Emergency Fund:** Ensure you have an adequate emergency fund to cover unexpected expenses.
- **Diversification:** Diversify your investments across different asset classes to reduce risk.
- **Regular Review:** Periodically review your investment portfolio to adjust your strategy as needed.

By following these steps and customizing the Excel sheet to your specific needs, you can create a powerful SIP calculator that helps you plan your financial future effectively.

UNIT 3

INVESTING IN CAPITAL MARKETS

About Stock Market:

The stock market is a platform where trading activities of shares of companies are bought and sold, protected by laws against fraud and other unfair trading practices. It plays a crucial role in modern economies by enabling money to move between investors and companies.

The Securities and Exchange Board of India (SEBI), a statutory body appointed by an Act of Parliament (SEBI Act, 1992), is the chief regulator of securities markets in India. SEBI functions under the Ministry of Finance.

The various functions of the Stock Exchanges:

Stock exchanges perform several functions, including:

- **Liquidity**
Stock exchanges provide a ready market for buying and selling securities, giving investors the assurance that they can convert their investments to cash at any time.
- **Securities pricing**
Stock exchanges enforce pricing rules to ensure fair and transparent pricing of securities. This helps prevent price manipulation and creates a level playing field for investors.
- **Capital formation**
Companies raise capital by issuing stocks, which investors purchase to earn returns.
- **Economic growth**
The stock market contributes to economic growth by expediting capital formation and investor wealth generation.
- **Investment promotion**
Stock exchanges encourage the habit of saving and investing among the common people.
- **Capital allocation**
Stock exchanges make capital allocation convenient for companies due to their profit-making capabilities.
- **Investor rights**
Stock exchanges provide rights to investors to accumulate shares or sell it at any time.

Primary and Secondary Markets:

The primary market is where companies first sell new securities to the public, while the secondary market is where investors buy and sell existing securities:

- **Primary market**
Companies raise capital by selling new securities to the public for the first time in the primary market. The proceeds from sales go to the issuer of the securities. Examples of primary market issues include initial public offerings (IPOs), private placements, rights issues, and preferred allotments.

- **Secondary market**

Investors buy and sell existing securities in the secondary market, which is also known as the stock market. The secondary market includes the New York Stock Exchange, the Nasdaq, and other exchanges worldwide. In India, it is National Stock Exchange (NSE) and Bombay Stock Exchange (BSE).

Both the primary and secondary markets are important parts of the financial markets. When investing, it's important to research the securities, understand market conditions, and monitor investments regularly.

Market stake holders and their roles:

Share market participants, such as investors, brokers, and depositories, have various roles in the stock market, including:

- **Investors:** Create demand for shares
- **Brokers:** Buy and sell shares on behalf of investors
- **Depositories:** Hold securities in electronic form for investors (CSDL, NSDL)
- **Clearing corporations:** Act as a middleman between buyers and sellers
- **Market makers :** Facilitate transactions (Broking companies)
- **Speculators:** Stabilize markets (Short term traders)
- **Broker-dealers:** Handle trades between buyers and sellers for a fee

Other roles of stock market participants include:

- **Ensuring market liquidity**
Investors should be able to buy and sell shares quickly and efficiently
- **Ensuring market efficiency**
Stock market intermediaries help execute orders, ensure fair pricing, and maintain transaction integrity
- **Ensuring price discovery**
Stock market participants help ensure that prices reflect real-time economic conditions
- **Ensuring the regulating body is aware of shareholders**
Depositories (in India, it is NSDL & CDSL) and Depository Participants (like IIFL, SHARE KHAN) ensure that the regulating body is aware of a company's shareholder list.

The Stock Market Investment basis:

Here are some basics of stock market investments:

- **Liquidity**
Liquidity allows investors to buy and sell shares quickly and efficiently. This helps investors maintain confidence because they can convert their investments into cash when they need it.
- **Trading**
Stock market trading involves buying and selling financial instruments like stocks and bonds on exchanges. Traders aim to profit from price fluctuations by executing timely and strategic transactions.

- **Brokers**

Brokers act as intermediaries between you and the stock market, facilitating the purchase and sale of securities.

- **Earnings per share (EPS)**

EPS is the portion of a company's profit allocated to each outstanding share of common stock, serving as a profitability indicator.

- **Foreign stocks**

Many financial advisors consider foreign stocks a healthy addition to an investment portfolio. Buying foreign stocks allows investors to diversify by spreading out their risk.

- **Primary market**

The primary market is the initial point of issuance of new securities to the public. It allows companies to raise funds for various purposes.

Equity shares and their valuations are being arrived:

Equity shares are a long-term financing option for companies to raise capital. Investors in equity shares have the right to vote, share in profits, and claim assets of the company. The value of equity shares is determined using a variety of tools and techniques known as equity valuation. Some methods for valuing equity shares include:

- **Price-to-earnings (P/E) ratio**

A commonly used ratio that compares the current price of a stock to its earnings per share (EPS). The P/E ratio indicates how much investors are paying for each rupee of a company's earnings. However, the P/E ratio can be inaccurate because the profit after tax is adjusted by accounting methods and tools.

$$P/E = \text{CMP} / \text{EPS}$$

It indicates that at what price the investors are ready to buy the stocks.

- **Earnings per share (EPS)**

The net income available to common shareholders divided by the number of shares outstanding. EPS can be calculated using GAAP (generally accepted accounting principles) or Pro Forma.

$$\text{EPS} = \text{Net Income} / \text{No. of outstanding shares.}$$

Higher the EPS number, higher the efficiency of the performance of the company.

Equity valuation is considered a crucial part of making successful investment decisions.

Fundamental Analysis which includes Financial Statements and Ratio Analysis:

Fundamental analysis is a method of evaluating a company's stock value by analyzing its financial statements, ratios, and other relevant data. It's a crucial tool for long-term investors who want to understand a company's true value and potential for growth.

Here are some aspects of fundamental analysis:

- **Financial statements**

These include the balance sheet, cash flow statement, and other financial statements. The balance sheet shows a company's assets, liabilities, and shareholders' equity. The cash flow statement shows how cash entered and exited the company during the reporting period.

- **Financial ratios**

These include the price-to-earnings (P/E) ratio, price-to-book value (P/B) ratio, debt-to-equity ratio, and various profitability ratios. These ratios provide insights into a company's valuation, profitability, liquidity, and solvency.

- **Industry analysis**

This involves assessing the overall industry context, including market share, competition, and growth prospects.

- **Quantitative fundamental analysis**

This method uses quantitative data, such as financial statements, historical market trends, and economic indicators, to evaluate a company's financial health and valuation.

Technical Analysis and various tools :

Technical analysis is a method of evaluating a stock's potential future performance by analyzing historical market data. The goal is to identify patterns, trends, and signals in the data to help traders predict future price movements.

Some tools used in technical analysis include:

- **Relative Strength Index (RSI)**

A momentum indicator that measures the magnitude of recent price changes. It provides data on a scale from 0 to 100.

- **Moving Average Convergence Divergence (MACD)**

A widely-used tool that helps traders identify the momentum and direction of a stock's price movement.

- **Moving averages**

Calculated to remove sharp, frequent fluctuations in a stock chart.

- **Support and resistance**

Two important concepts that can help determine the levels where buying or selling pressure is likely to be strong in the market.

Other tools used in technical analysis include: Stochastic oscillator, Aron oscillator, On-balance-volume (OBV) indicator, Fibonacci retracement, and Bollinger bands.

Investment psychology and Behaviours like Emotions and Biases in Investing:

Investment psychology is the study of an investor's financial behavior, specifically while making investment decisions in financial markets.

Fear and Greed: These are the two primary emotions driving market behavior. Fear can lead to panic selling, causing prices to plummet, while greed can drive irrational buying, inflating asset prices beyond their intrinsic value.

Trading Psychology simply refers to the feelings and emotions of a trader experiences and the associated actions the trader takes as a result. Just like in any other aspect of life, understanding how our mind works can improve our ability to trade better, take more informed, rational decisions and calculated risk.



Your emotional state of mind can dramatically influence the way that you see the world. And it can impact on your ability to judge risk against reward. So, someone in a buoyant mood might underestimate risk. People often become more optimistic and self-confident when markets rise, only to panic when they fall.

Real traders and investors tend to suffer from overconfidence, regret, attention deficits, and trend chasing—each of which can lead to suboptimal decisions and eat away at returns.

Investor's Risk profile and Goal settings:

An investor's risk profile is a way to assess their ability and willingness to take on investment risk. It can help investors determine the right level of risk for them, and how to allocate their assets. Setting financial goals can help investors stay focused and motivated, and build financial security.

Here are some factors that can be considered when assessing an investor's risk profile:

- **Risk capacity:** An investor's financial ability to handle potential losses, including their income, expenses, and obligations
 - **Risk tolerance:** An investor's psychological readiness for investment volatility
 - **Risk requirement:** The risk needed to meet financial objectives
 - **Investment horizon:** The time horizon of the investor's financial goals
 - **Personal profile:** Factors such as family orientation, habits, and behaviors
 - **Age:** Older investors typically favor more conservative approaches
- An investor's risk profile can change over time, influenced by changes in their financial situation, investment experience, and market conditions.

Some broad investor risk profiles include:

- **Conservative:** Investors who want to minimize risk
- **Moderately conservative:** Investors who accept small risks in the hope of securing better returns
- **Moderate:** Investors who are okay with a 50-50 split across equity and debt assets
- **Moderately aggressive:** Investors who are keen to take risks to increase their returns
- **Aggressive:** Investors who are willing to take significant risks to maximize their potential returns

Short Term and Long Term Investment and type of strategies being employed:

Short-term investments are held for less than a year, while long-term investments are held for a year or longer. The main goal of short-term investments is capital preservation, while the main goal of long-term investments is growth of the initial investment.

Some strategies for short-term and long-term investments include:

- **Active trading**

Also known as short-term trading, this strategy involves profiting from quick market price movements. It involves looking for market volatility around key economic data releases, company earnings, and political events.

- **Debt funds**

These open-ended funds invest in debt securities like government bonds, corporate bonds, and money market instruments. They are a popular choice for investors seeking to invest in debt instruments.

- **Equity funds**

These mutual funds primarily invest in stocks. Short-term equity funds can be used to earn high returns, but they carry a higher risk due to market exposure.

- **Dividend investing**

This strategy can be oriented toward long-term investing by having all dividend payments automatically reinvested.

- **Growth investing**

This strategy focuses on capital appreciation as its primary goal. Investors look for companies showing signs of above-average growth in revenues and profits.

In general, long-term investments are the best option for most individual investors.

Various mechanisms adopted while placing Buying and Selling orders:

The main steps involved in the trading procedure are selecting a broker, opening a Demat account, placing an order for a transaction, executing the transaction by the broker, and finally, the settlement of the transfer between buyers and sellers.

You tell your broker (or input electronically) what stock you want to buy and how many shares you want. Your broker relays your order to the exchange. A market maker sells you shares at the current market price or at the market price you specify. The shares are then delivered to your account.

NSmart Trading System: (or www.neostox.com)

Note to Instructor: Although NSMART is a simulated market trading platform, it takes one week time to get Username and Password after registration. Hence, we recommend www.neostox.com which is readily available and simulate the real time trading. Hence, the Trainer is requested to give demo at www.neostox.com .

The NSMART (NSE Simulated Market Trading) application is a web-based tool that allows users to practice trading securities without financial risk:

NSE SMART a web based application for the students to learn different modules covering building speed & Accuracy, understand essential skills of capital market.

- **Learn trading fundamentals:** Train traders and investors on trading fundamentals
 - **Test strategies:** Test strategies before trading
 - **Gain practical experience:** Gain practical trading experience on NSE's real-tick data
 - **Set up a virtual trading environment:** Set up a mock or virtual trading environment
- The NSMART application supports strategy-based trading for the following segments: NSE CM, NSE FNO, and NSE CD.
- After completing the course, users will receive their NSMART login credentials on their registered email ID within 7 working days.

NSmart functions (or www.neostox.com):

NSMART-Simulated Market Trading application reproduces features of a live equity/derivative/currency derivative market on trading terminals for students to practice and learn trading securities without financial risk.

NSMART-Simulated Market Trading application investors on the fundamentals of trading, and also to set up a mock/virtual trading environment. NSE SMART Application Trading Simulation application is a web-based application and can be accessed through exe file and web-based applications.

NSE Academy Ltd. Trading Simulator supports Strategy based can be used to test your strategies before you trade, train traders and trading for the following Segments:

- **NSE CM**

The NSE CM segment is a clearing member (CM) segment on the National Stock Exchange of India (NSE):

Clearing and settlement CMs are responsible for clearing and settling deals executed by trading members (TMs) on the NSE.

- **NSE FNO**

The NSE F&O segment is the National Stock Exchange of India's (NSE) futures and options segment that deals with derivatives. The F&O segment includes stocks that have futures and options contracts available for trading.

- **NSE CD**

The NSE Currency Derivatives (CDS) segment is where currency pairs are traded on the National Stock Exchange of India (NSE):

What it is: The CDS segment is where investors trade currency pairs using futures and options to exchange one currency for another at a fixed price on a future date.

About Exe Application & Some of the features for the Exe application

- Exe Application front end provides a common interface to trade in multiple exchange segments.
- Logins are based on role type assigned to a user: Client.
- Role – Activity-based Login System
- Order Management System
- Limit and Margin Validation / Rejection Message

- Order/Trade confirmation responses
- Interactive / Broadcast Message to College Student
- Price and Time-based Order Matching
- NSE Smart Exe-Admin software

Trading Workstation is the trading interface, participants will get the same look and feel in exe application of NSMART, which is available in actual trading terminals of NSE Members. Admin exe application will provide you control over users to know their trading behavior and also you can analyze their trades and suggest corrective steps to learn more appropriate strategies for trading.

Other terminologies available in stock market:

Understanding the stock market can be seen as a challenging task. Some confusing terms and concepts will frustrate you, but being familiar with these terms will surely help you.

These stock market terms will improve your stock market vocabulary and help you become a better and successful investor.

So let us understand these 25 essential stock market terms that every investor should know:

- **Annual Report**

An annual report is a yearly report that every company prepares to impress the shareholders of their company. The annual report consists of lots of information about a company, from cash flow to management strategy.

Several people read the annual report to look at the company's solvency and judge their financial position.

- **Arbitrage**

Arbitrage means purchasing something like foreign money from one place and selling it to another place where the price of the foreign money is higher than buying place.

For example: if stock is trading out \$20 from one Market and \$21 on other markets, the trader must buy shares at \$20 from one Market and sell them for \$21 on the different Market, getting the difference amount between both the markets price.

- **Averaging Down**

Averaging down means the investor buys more stock when the price of a particular stock goes down. This decreases the average purchase price of your specific stock.

Several investors use this strategy if they feel that consensus about a specific company is wrong, so they expect the stock price to jump back and earn profit.

- **Bear Market**

It is a market where investors talk about the stock market performing in a downward trend, or it is a certain period where the prices of multiple stocks are falling.

- **Broker**

A broker is a person who buys and sells investment on your behalf and, in exchange, takes a certain amount of money called commission or fee.

- **Dividend**

A dividend means when the company earns profit, a particular portion of their earnings is distributed to shareholders or the people who own the company stock on a quarterly or annual basis. Not every company pays dividends, and if you're after penny stocks, you'll likely not get any dividends.

- **Sensex**

Sensex is a figure that indicates all the relative share prices that are listed on the Bombay Stock Exchange.

- **Nifty**

The Nifty 50 Index, called the National Stock Exchange of India, is the primary and broad based stock market index for the equity market of India.

The Nifty 50 consists of 50 Indian company stocks in 12 different sectors, and it is one out of two stock indices that are mainly used in the stock market.

- **Quote**

The stock's latest trading prices contain information that is given in a quote. Sometimes, the quote is delayed by 20 minutes unless you're an actual stockbroker working in an existing trading platform.

- **Share Market**

A share market is a market in which shares of a particular company are purchased and sold. The stock market is a definite example of a share market.

- **Bull Market**

It is a market where investors talk about the stock market performing in an upward trend, or it is a certain period where the prices of multiple stocks are increasing.

- **Bid Price**

A bid price is nothing but the amount that you desire to pay for a particular share.

- **Ask Price**

Ask price is a specific price at which you are looking to sell a share.

- **Order**

Order means the purpose of buying and selling shares in a given range of price. For example, you have placed an order to buy 200 shares from company A, at a maximum price of Rs 50 per share.

- **Trading Volume**

Trading volume means the number of shares that are traded on a particular day.

- **Market Capitalisation**

It simply means the value of a company according to the stock market. That is the current value of all the shares of a company put together.

- **Intra-Day Trading**

Intraday trading means buying and selling your desired stocks on the same day so that before trading hours get over, all your trading positions will be closed within the same day.

- **Market Order**

A market order is an order to buy and sell shares at the market price. Several investors don't go with this Order because the trade price in the market order remains volatile.

- **Day Order**

A day order is an order that remains good till the end of the trading day. If the Order does not perform by the time the market closes, the Order will be canceled.

- **Limit Order**

A limit order is to buy shares below a fixed price and sell shares above a fixed price. It is advisable to use a limit order to trade shares.

- **Portfolio**

The portfolio is a collection of all the investments that an investor has made right from purchasing a share for the first time.

- **Liquidity**

Liquidity means how stocks can be sold off quickly. Shares that get sold consist of high trade volumes quickly and are called highly liquid.

- **IPO**

IPO means a private company is turning into a public company by issuing its shares to the public for the first time. In the case of an IPO, the investor can buy the shares directly from the company.

- **Secondary Sharing**

It is another offering used to sell more stocks and gain more money from the public.

- **Going Long**

Betting on the price of a stock that will increase so that you can buy at a low price and sell at a high price.

PROJECTS TO BE DONE BY STUDENTS

- 1) Implement a trading system using NSMART (or www.neostox.com) that enables users to place orders, buy/sell shares, and explore various functionalities.**

Neostox is a fin-tech company that offers a variety of investment products and services, including a stock trading platform. Here's a quick guide on how to buy and sell stocks with Neostox and its various functions:

Buying and Selling Stocks on Neostox

1. Search for the stock you want to buy or sell using the search bar on the Neostox platform.
2. Once you've found the stock, you can view its real-time market data, charts, and other relevant information.
3. To buy a stock, click on the "Buy" button and enter the quantity of shares you want to purchase. You can also choose the order type, such as a market order or a limit order.
4. To sell a stock, click on the "Sell" button and enter the quantity of shares you want to sell. You can also choose the order type.
5. Once you've reviewed your order details, click on the "Place Order" button to execute the trade.

Neostox Functions

- **Real-time Market Data:** Neostox provides real-time market data for stocks, futures, and options. This allows you to track the latest prices and make informed trading decisions.
- **Virtual Trading:** Neostox offers a virtual trading platform where you can practice trading stocks with virtual money. This is a great way to learn the ropes of stock trading before you start investing real money.
- **Order Types:** Neostox supports a variety of order types, including market orders, limit orders, and stop-loss orders. This allows you to customize your trading strategy.
- **Charts and Technical Analysis Tools:** Neostox provides a variety of charts and technical analysis tools that can help you identify trading opportunities.
- **Margin Trading:** Neostox offers margin trading, which allows you to borrow money from the broker to purchase stocks. This can amplify your returns, but it can also increase your risk.

Additional Tips

- Before you start trading stocks, it's important to do your own research and understand the risks involved.
- Consider your investment goals and risk tolerance when choosing stocks to trade.
- Don't invest more money than you can afford to lose.

2) Prepare a 1-page technical analysis report on your favorite stock listed under the Nifty 50 index .

Technical Analysis Report: TATA MOTORS LTD.,

HDFC Bank, a leading private sector bank in India, has been a consistent performer on the Indian stock market. A technical analysis of the stock can provide insights into potential future price movements.

Key Technical Indicators

- Moving Averages:**
 - 50-day MA:** Currently above the 200-day MA, indicating a bullish trend.
 - 200-day MA:** A long-term support level.
- Relative Strength Index (RSI):**
 - Currently in the oversold or overbought territory, suggesting potential price reversals.
- Moving Average Convergence Divergence (MACD):**
 - A bullish crossover or bearish crossover can signal potential trend changes.
- Bollinger Bands:**
 - Measures volatility and potential price range.
- Support and Resistance Levels:**
 - Identify key price levels where the stock may find support or resistance.



Technical Analysis Interpretation

- Bullish Indicators:**
 - Strong upward trend.
 - Positive momentum.
 - Potential for further upside.
- Bearish Indicators:**
 - Oversold/Overbought conditions.
 - Potential for short-term corrections.

Trading Strategy

- **Buy on Dips:** If the stock price retraces to a key support level, it could be a good buying opportunity.
- **Sell on Rallies:** If the stock price reaches a strong resistance level, consider taking profits.
- **Use Stop-Loss Orders:** Implement stop-loss orders to limit potential losses.
- **Consider Technical Indicators:** Use technical indicators to identify potential entry and exit points.
- **Long-Term Investment:** Tata Motors Ltd., is a strong company with a solid track record. A long-term investment approach can yield significant returns.

Conclusion

Tata Motors Ltd., presents a compelling investment opportunity, backed by strong fundamentals and technical indicators. However, it's essential to conduct thorough research and consider market conditions before making any investment decisions.

Note: This analysis is based on historical data and current market trends. Market conditions can change rapidly, and it's important to stay updated on the latest developments.

3) Prepare a process to place a Stop loss order on a sell position based on your technical analysis

Process to Place a Stop Loss Order on a Long Position Based on Technical Analysis

Here's a step-by-step process to place a stop-loss order on a long position using technical analysis:

1. Conduct Technical Analysis:

- **Identify a Long Entry Signal:**
 - Use technical indicators like moving averages, RSI, MACD, or candlestick patterns to identify potential buy signals.
 - Look for price breakouts above resistance levels, bullish crossovers, or other bullish signals.
- **Determine the Risk Tolerance:**
 - Define the maximum amount of loss you're willing to accept on the trade. This will help you set a realistic stop-loss level.

2. Set the Stop-Loss Level:

- **Support Level:**
 - Identify the nearest significant support level below your entry point. This level can serve as a potential stop-loss point.
- **Technical Indicators:**
 - Use indicators like Bollinger Bands or Fibonacci retracement levels to identify potential support zones.
- **Risk Management:**
 - Set the stop-loss level based on your risk tolerance and the potential reward of the trade.

3. Place the Stop-Loss Order:

- **Choose a Broker:**
 - Select a reliable broker that offers stop-loss orders.

- **Place the Order:**

- Input the following information:
 - **Symbol:** The ticker symbol of the security.
 - **Order Type:** Stop-Loss.
 - **Stop Price:** The price at which you want the order to trigger.
 - **Quantity:** The number of shares or contracts you want to sell.

4. Monitor the Trade:

- **Market Conditions:**
 - Keep an eye on market news, economic indicators, and other factors that may impact the stock's price.
- **Price Action:**
 - Monitor the stock's price movement relative to your stop-loss level.
 -
- **Adjust the Stop-Loss:**
 - Consider trailing your stop-loss to lock in profits as the stock price rises.

Additional Tips:

- **Use a Limit Order:**
 - To ensure you get a better price when the stop-loss is triggered, consider using a limit order instead of a market order.
- **Consider a Trailing Stop-Loss:**
 - This type of stop-loss automatically adjusts as the stock price moves in your favor, locking in profits.
- **Review and Adjust:**
 - Regularly review your stop-loss orders and adjust them as needed based on changing market conditions.

Remember:

- A stop-loss order is a risk management tool, not a guaranteed profit strategy.
- It's important to use technical analysis and risk management principles to make informed trading decisions.
- Always consult with a financial advisor before making investment decisions.

- 4) Prepare an analysis report on the Nifty50 index such as the list of stocks, the sectors they belong, and also weightage of each stock.

Nifty 50 Index: A Deep Dive

The Nifty 50 index is a benchmark index of the National Stock Exchange of India (NSE). It represents the 50 largest and most liquid stocks listed on the NSE. This index is widely tracked by investors and analysts as a barometer of the Indian stock market's overall performance.

Key Components of the Nifty 50 Index

To provide a comprehensive analysis, we've compiled a list of the Nifty 50 stocks, their respective sectors, and their weightage in the index. Please note that weightage can fluctuate over time due to changes in market capitalization:

Company Name	Sector	Approximate Weightage (%)
Reliance Industries Ltd.	Oil & Gas, Telecom, Retail	12.86
HDFC Bank Ltd.	Banking	8.10
Infosys Ltd.	IT	7.66
ICICI Bank Ltd.	Banking	6.90
Tata Consultancy Services Ltd.	IT	4.91
Kotak Mahindra Bank Ltd.	Banking	3.51
Larsen & Toubro Ltd.	Engineering & Construction	2.74
State Bank of India	Banking	2.54
Axis Bank Ltd.	Banking	2.57
Hindustan Unilever Ltd.	FMCG	2.67
BhartiAirtel Ltd.	Telecom	2.33
Asian Paints Ltd.	Paints	1.95
HCL Technologies Ltd.	IT	1.53
Titan Company Ltd.	Jewellery& Watches	1.37
Bajaj Finance Ltd.	Finance	2.37
Maruti Suzuki India Ltd.	Auto	1.37
Tata Steel Ltd.	Metals	1.37
Sun Pharmaceutical Industries Ltd.	Pharma	1.34
Mahindra & Mahindra Ltd.	Auto	1.18
Bajaj Finserv Ltd.	Finance	1.20
Tech Mahindra Ltd.	IT	1.05
Tata Motors Ltd.	Auto	1.05
Power Grid Corporation of India Ltd.	Power	1.04
UltraTech Cement Ltd.	Cement	1.02
Wipro Ltd.	IT	1.01
NTPC Ltd.	Power	0.99
Hindalco Industries Ltd.	Metals	0.94
JSW Steel Ltd.	Metals	0.94

Nestlé India Ltd.	FMCG	0.87
Grasim Industries Ltd.	Chemicals, Textiles	0.85
IndusInd Bank Ltd.	Banking	0.85
Adani Ports and Special Economic Zone Ltd.	Logistics	0.82
Oil and Natural Gas Corporation Ltd.	Oil & Gas	0.78
Divi's Laboratories Ltd.	Pharma	0.77
HDFC Life Insurance Corporation Ltd.	Insurance	0.72
Cipla Ltd.	Pharma	0.68
Dr. Reddy's Laboratories Ltd.	Pharma	0.67
Tata Consumer Products Ltd.	FMCG	0.66
SBI Life Insurance Company Ltd.	Insurance	0.65
Bajaj Auto Ltd.	Auto	0.65
Apollo Hospitals Enterprise Ltd.	Healthcare	0.61
Export to Sheets		

Note:

- **Weightage** is based on the

Market capitalization of each Stock / The Total market capitalization of the index * 100

- **Sectoral Exposure:** The Nifty 50 index offers exposure to various sectors, including banking, IT, finance, FMCG, auto, pharma, metals, and more.
- **Diversification:** Investing in the Nifty 50 provides diversification across different sectors and companies, reducing risk.
- **Liquidity:** The stocks in the Nifty 50 are highly liquid, making it easier to buy and sell shares.

5) Prepare a process to become a SEBI registered Research Analyst to start your own robo-advisory firm.

Process to Become a SEBI-Registered Research Analyst and Start a Robo-Advisory Firm

1. Fulfill Eligibility Criteria:

- **Educational Qualification:**
 - Graduate degree in any discipline
 - **OR**
 - Post-graduate degree in finance or related fields
- **Experience:**
 - Minimum 5 years of experience in financial products, markets, securities, funds, asset, or portfolio management.
- **Certification:**
 - NISM Series XV: Research Analyst Certification Examination

2. Clear the NISM Series XV Examination:

- **Prepare:**
 - Understand the syllabus, which covers topics like financial markets, securities analysis, investment strategies, and regulatory framework.
 - Refer to NISM study materials, practice papers, and online resources.
- **Register and Appear for the Exam:**
 - Register for the exam on the NISM website.
 - Appear for the exam at designated test centers.

3. Apply for SEBI Registration:

- **Prepare Required Documents:**
 - Identity proof (PAN card, passport)
 - Address proof (Aadhaar card, utility bills)
 - Educational qualification certificates
 - NISM Series XV certificate
 - Experience certificate
 - Net worth certificate (minimum Rs. 1 lakh for individuals)
 - Income tax returns for the last 3 years
 - Other relevant documents as specified by SEBI
- **Submit the Application:**
 - Submit the application form and required documents online through the SEBI portal.
 - Pay the necessary fees.

4. Obtain SEBI Registration:

- **SEBI Review:**
 - SEBI will review your application and documents.
 - They may ask for additional information or clarifications.
- **Registration Certificate:**
 - Upon successful review, SEBI will issue a registration certificate.

5. Set Up Your Robo-Advisory Firm:

- **Business Plan:**
 - Develop a comprehensive business plan outlining your investment strategies, technology platform, client acquisition, and revenue model.
- **Technology Infrastructure:**
 - Invest in robust technology infrastructure, including a trading platform, portfolio management software, and client portal.
- **Regulatory Compliance:**
 - Ensure compliance with SEBI regulations, including client onboarding, risk management, and disclosure requirements.
- **Risk Management:**
 - Implement robust risk management processes to protect client investments.
- **Client Acquisition and Onboarding:**
 - Develop effective marketing and client acquisition strategies.
 - Implement a streamlined client onboarding process.

6. Provide Robo-Advisory Services:

- **Algorithm Development:**
 - Develop sophisticated algorithms to automate investment decisions based on predefined strategies.
- **Portfolio Management:**
 - Manage client portfolios using the developed algorithms.
 - Regularly monitor and rebalance portfolios.
- **Client Communication:**
 - Provide regular updates and reports to clients.
 - Maintain transparent communication channels.

Additional Considerations:

- **Continuous Learning:** Stay updated with market trends, regulatory changes, and technological advancements.
- **Professional Ethics:** Adhere to high ethical standards and avoid conflicts of interest.
- **Client Focus:** Prioritize client needs and provide exceptional service.

By following these steps and adhering to regulatory guidelines, you can successfully establish a SEBI-registered robo-advisory firm and provide innovative investment solutions to clients.

UNIT 4

INCOME TAX & GST FOR SECURITIES

About Income Tax and GST:

Tax levied directly on the income earned is called a **direct tax**; for example, Income tax is a direct tax. The tax calculation is based on the income slab rates applicable during that financial year.

The goods and services tax, or GST, is an indirect tax levied on the provision of goods and services, whereas income tax is a direct tax paid on the money earned by individuals and corporations.

Regulations of Income Tax for securities:

You must pay the securities transaction tax every time you buy or sell securities. The STT rate depends on the transaction. For example, the STT rate is 0.1% of the transacted value for delivery-based transactions. So, if you buy or sell securities worth ₹10,000, you must pay STT of ₹10.

They're usually taxed at ordinary income tax rates (10%, 12%, 22%, 24%, 32%, 35%, or 37%). Long-term capital gains are profits from selling assets you own for more than a year. They're usually taxed at lower long-term capital gains tax rates (0%, 15%, or 20%).

Securities under Income Tax:

The term 'Securities' is defined in the Securities Contracts (Regulation) Act and includes the following: Shares, scrips, stocks, bonds, debentures, debenture stock or other marketable securities of a like nature in or of any incorporated company or other body corporates.

Capital Gain and Dividends:

A capital gain is the profit made when an asset is sold for more than its purchase price, while a dividend is a payment made by a company to its shareholders from its earnings:

- **Capital gain**

The difference between the purchase price and the sale price of an asset. Capital gains are taxed at the capital gains tax rate if the asset was held for more than a year, or at the ordinary income tax rate if held for less than a year.

- **Dividend**

A payment made to shareholders from a company's profits. Dividends are usually paid quarterly and can be in cash or in the form of more stock. Dividends are taxed as ordinary income or capital gains, depending on the dividend.

Both dividends and capital gains are important sources of income for investors, but they are taxed differently:

Tax implications on Capital Gain and Dividend:

Capital gains occur when an asset increases in value from when it is purchased to when it is sold. The dividend tax rate depends on whether the dividends are qualified or nonqualified; qualified dividends are taxed at either 0%, 15%, or 20%, and nonqualified dividends are taxed at ordinary income tax brackets.

How dividends are taxed depends on your income, filing status and whether the dividend is qualified or nonqualified.

Qualified dividends are taxed at 0%, 15% or 20% depending on taxable income and filing status. Nonqualified dividends are taxed as income at rates up to 37%.

Tax Saving options available:

Best Income Tax Saving Investment Options in India

ELSS Funds.

Public Provident Fund.

National Pension Scheme.

Tax Saving Fixed Deposits.

Unit Linked Insurance Plans.

Sukanya Samriddhi Yojana.

ELSS Fund and its advantages:

An Equity Linked Savings Scheme (ELSS) fund is a type of mutual fund that offers tax benefits and the potential for high returns. ELSS funds have several advantages, including:

Tax deductions

ELSS funds are eligible for tax deductions under Section 80C of the Income Tax Act, allowing investors to claim up to Rs 1,50,000 in tax deductions per year.

Short lock-in period

ELSS funds have a lock-in period of three years, which is shorter than other tax-saving options like PPF (15 years) or Fixed Deposits (5 years).

Long-term investment

The lock-in period encourages disciplined long-term investment, which can help investors benefit from compounding.

Higher returns

ELSS funds are market-linked and can potentially generate higher returns than regular savings schemes. On average, ELSS funds can generate around 12% returns over a period of 10 years.

Diversification

ELSS funds are a diversified category of mutual funds that invest in a mix of equity and equity-related securities, as well as some debt instruments.

Redemption not compulsory

Investors are not required to redeem their investments after the three-year lock-in period.

Public Provident Fund and its advantages:

The Public Provident Fund (PPF) is a long-term investment scheme in India that offers a variety of benefits, including:

Tax benefits

You can save on your taxable income with tax benefits on both the investment amount and interest earned.

Fixed interest rate

The PPF offers a fixed rate of interest, which provides stability and steady returns. As of September 2024, the interest rate is 7.1%.

Government backing

The PPF is backed by the government, which can instill a sense of security in investors.

Partial withdrawals

You can make partial withdrawals from the 7th year onwards, which can be useful in emergencies.

Loan facility

You can take a loan against your PPF account after 3 years.

Disciplined savings

The PPF encourages disciplined savings and helps you build a substantial corpus over time.

National Pension Scheme and its merits:

The National Pension System (NPS) is a retirement savings plan that helps Indian citizens save for their future. It offers a number of benefits, including:

- Tax benefits

NPS offers tax deductions for both employers and employees. Employers can deduct up to 10% of an employee's basic salary and DA, while employees can deduct up to 20% of their gross income.

- Flexibility

NPS is flexible and portable, allowing subscribers to change their contributions and investment options at any time. Subscribers can also operate their account from anywhere, even if they change jobs or cities.

- Investment options

NPS offers two investment approaches: Active Choice and Auto Choice. Active Choice allows subscribers to design their own portfolio by investing in different asset classes, such as equity, corporate bonds, government securities, and alternate assets.

- Partial tax exemption

At maturity, subscribers can withdraw 60% of their accumulated corpus tax-free. The remaining 40% is paid as an annuity and is taxable.

- Phased withdrawals

Subscribers can opt to withdraw their lump sum in a phased manner over a period of time, from 60 years to 75 years.

Sukanya Samriddhi Yojana and its benefits:

The Sukanya Samriddhi Yojana (SSY) is a government scheme that promotes the welfare of girl children. Here are some of its features and benefits:

Interest rate

As of April 5, 2024, the interest rate is 8.50% or more per year. The interest earned is tax-free under Section 10 of the Income Tax Act.

Deposits

The minimum initial deposit is ₹250, and subsequent deposits can be made in multiples of ₹50. The maximum deposit in a financial year is ₹150,000.

Account opening

The account can be opened in the name of a girl child up to the age of 10. Only one account can be opened for each girl child.

Account maturity

The account matures after 21 years from the date of opening.

Account closure

The account can be closed prematurely if the girl child marries after turning 18. It can also be closed for other reasons, in which case the deposit and interest will be returned.

Account transfer

The account can be transferred from one bank or post office to another within India.

Account deactivation

If the minimum annual deposit of ₹250 is not made, the account will be deactivated. It can be reactivated by paying a fee of ₹50 along with the minimum deposit.

Tax benefits

The deposit qualifies for deduction under Section 80-C of the Income Tax Act.

Account opening documents

The documents required to open an account include the girl child's birth certificate, the parent or guardian's PAN or Aadhaar, the SSY account opening form, and a medical certificate if there are multiple children born in one order.

You can open an SSY account at an authorized bank branch or post office branch, or online through net banking.

Is GST applicable for Securities? If so, why and what?

Any activity failing the test of supply will escape the taxability under GST law. Thereby, it can be gathered that securities are outside the bounds of GST as regards the definition of supply.

As Stock broking companies involve in buying and selling activities for us, GST is applicable. But, not for additional charges such as Transaction charges, Stamp Duty and Exchange Transaction charges. It is because these are considered statutory levies or taxes imposed by regulatory authorities.

Input Tax and Output Tax and Tax payable:

When a trader purchases goods or services, he makes payment for it along with Tax. This tax is called Input Tax.

When a trader Sells the goods or Services, he collects payment for it along with Tax. This tax is called Output Tax.

Tax Payable = Output Tax – Input Tax.

Input Tax Credits (ITC) for market participants:

Input Tax Credit (ITC) refers to the tax paid on purchases for the business which can be claimed as deduction at the time of paying tax on output tax. Here's how: When you buy a product/service from a registered dealer you pay taxes on the purchase.

Who is eligible for ITC?

To be eligible for ITC, the registered person must file and submit the required return. The recipient is required to pay the supplier the total cost of the products or services taken on credit plus applicable taxes within 180 days of the invoice date.

What qualifies as an input tax credit?

An input tax credit is what you earn every time you pay GST-HST on an expenditure for your business. You claim all these input tax credits, or ITCs, on your GST-HST return for a rebate. ITCs are subtracted from the GST-HST you are required to remit to the Canada Revenue Agency (CRA).

Documents required for compliance of GST:

Share trading is not included in the GST Registration either as goods or as services. Share Traders need not obtain GST Registration. They are required to get GST Registration only if they do other taxable activities like offering portfolio management services or providing advisory services.

Documents required for Registration of GST:

If one runs a sole proprietorship, the main documents required for GST registration are:

- Details of Bank account.
- PAN card of the owner.
- Owner's address proof.
- Owner's Photographs.
- Owner's Aadhaar card.
- Proofs for the Place of Business and additional place of business.
- For Partnership Firm or Pvt Ltd., Firm,
- Proof of Constitution of Business. Partnership Deed. ...
- Photo of Stakeholder.
- Photo of Authorised Signatory.
- Proof of Appointment of Authorised Signatory. Letter of Authorisation. ...
- Proof of Principal Place of Business. ...
- Supporting Document While Filing Clarification.

PROJECTS TO BE DONE BY STUDENTS

- 1) **Create a capital gain tax calculator for STCG and LTCG for an individual using Excel.**
(PLEASE REFER TO CAPITAL GAIN TAX CALCULATOR WHICH WAS CALCULATED IN EXCEL AT ANNEXURE NO: 1)

Creating a Capital Gain Tax Calculator in Excel.

Before we delve into the Excel formula, let's briefly recap the concepts of Short-Term Capital Gain (STCG) and Long-Term Capital Gain (LTCG):

- **STCG:** Profit from the sale of assets held for less than one year.
- **LTCG:** Profit from the sale of assets held for more than one year.

Excel Formula for Capital Gain Tax Calculation

Here's a simplified Excel formula to calculate capital gain tax:

Excel

=IF(HoldingPeriod<=365, STCG_Tax_Rate*STCG_Amount, LTCG_Tax_Rate*LTCG_Amount)

Breakdown of the Formula:

- **HoldingPeriod:** This cell should contain the number of days the asset was held.
- **STCG_Amount:** This cell should contain the short-term capital gain amount.
- **LTCG_Amount:** This cell should contain the long-term capital gain amount.
- **STCG_Tax_Rate:** This cell should contain the applicable short-term capital gain tax rate.
- **LTCG_Tax_Rate:** This cell should contain the applicable long-term capital gain tax rate.

Creating the Excel Sheet

1. Set up the Sheet:

- Create columns for:
 - Asset Name
 - Purchase Date
 - Sale Date
 - Purchase Price
 - Sale Price
 - Holding Period (calculated using DATEDIF function)
 - Capital Gain (calculated as Sale Price - Purchase Price)
 - Taxable Amount (calculated based on STCG/LTCG rules)
 - Tax Rate (based on tax slab)
 - Tax Payable (calculated as Taxable Amount * Tax Rate)

2. Calculate Holding Period:

=Sale Date - Purchase Date

3. Calculate Capital Gain:

- Subtract the purchase price from the sale price:

=Sale_Price - Purchase_Price

4. Determine Taxable Amount:

- Use an IF function to determine if the holding period is less than or equal to 365 days (STCG) or more than 365 days (LTCG).
- Apply the appropriate tax rate based on the taxable amount and the individual's income tax slab.

5. Calculate Tax Payable:

- Multiply the taxable amount by the applicable tax rate.

Additional Considerations:

- **Indexation Benefit:** For LTCG from equity mutual funds and listed shares, you can claim indexation benefits to reduce the taxable amount.
- **Tax Slabs:** The tax rates for STCG and LTCG can vary depending on the individual's income tax slab.
- **Other Deductions:** Consider other deductions and exemptions that may apply to reduce your tax liability.

2) Mr.Arjun's father is getting a retirement benefit of Rs 62 lakhs, Do a risk-return analysis and come out with a solution for a probable investment allocation.

Risk-Return Analysis and Investment Allocation for Mr. Arjun's Father's Retirement Benefit

Understanding the Scenario:

Mr. Arjun's father has a retirement benefit of Rs 62 lakhs. The primary goal is to preserve and grow this corpus while ensuring a steady income stream. Given the retirement stage, a balanced approach that prioritizes capital preservation over aggressive growth is recommended.

Proposed Investment Allocation:

Here's a suggested investment allocation considering Mr. Arjun's father's risk tolerance and financial goals:

Asset Class	Allocation(%)	Risk	Return Potential
Fixed Deposits	30%	Low	Moderate
Senior Citizens' Savings Scheme (SCSS)	20%	Low	Moderate
Public Provident Fund (PPF)	20%	Low	Moderate
Debt Mutual Funds	20%	Low to Moderate	Moderate to High
Equity Mutual Funds	10%	Moderate to High	High

Rationale for the Allocation:

1. Fixed Deposits, SCSS, and PPF:

- **Safety:** These offer guaranteed returns and are ideal for preserving capital.
- **Tax Benefits:** SCSS and PPF provide tax benefits, further enhancing their appeal.
- **Regular Income:** SCSS and PPF can be used to generate regular income through monthly or quarterly payouts.

2. Debt Mutual Funds:

- **Diversification:** These funds invest in a variety of debt instruments, reducing risk.
- **Higher Returns:** Compared to traditional fixed deposits, debt funds can offer higher returns, especially in a rising interest rate environment.
- **Liquidity:** Easy to redeem units, providing flexibility.

3. Equity Mutual Funds:

- **Growth Potential:** Equity funds offer the potential for higher returns over the long term.
- **Diversification:** Investing in diversified equity funds can spread risk across various stocks and sectors.
- **Inflation Hedge:** Equity investments can help hedge against inflation, preserving the purchasing power of the corpus.

Key Considerations:

- **Risk Tolerance:** The proposed allocation is relatively conservative, suitable for risk-averse investors. If Mr. Arjun's father is comfortable with higher risk, a slightly higher allocation to equity funds can be considered.
- **Financial Goals:** The specific financial goals, such as monthly income requirements, emergency fund needs, and legacy planning, should be factored into the allocation.
- **Regular Review:** The investment portfolio should be reviewed periodically to rebalance the asset allocation and adjust to changing market conditions.
- **Professional Advice:** Consulting with a financial advisor can provide personalized guidance based on specific circumstances and risk tolerance.

By following this investment strategy, Mr. Arjun's father can achieve a balance of capital preservation, income generation, and growth potential.

3) Develop a Systematic Investment Plan (SIP) calculator that allows users to determine the investment amount and frequency. (Open SIP Calculator Excel File attached herewith).

Creating a SIP Calculator: A Step-by-Step Guide

Understanding the Basics of SIP

A Systematic Investment Plan (SIP) is a disciplined investment approach where a fixed sum of money is invested in a mutual fund scheme at regular intervals. This helps in rupee-cost averaging, reducing the impact of market volatility.

Key Parameters for a SIP Calculator:

1. **Monthly Investment Amount:** The fixed amount invested each month.
2. **Expected Annual Return:** The anticipated annual return on investment.
3. **Investment Tenure:** The total duration of the investment.

Here's an Excel-based SIP Calculator:

1. Set up the Worksheet:

- **A1:** "Monthly SIP Amount:"
- **B1:** Enter your Monthly SIP Amount (e.g., 5000)
- **A2:** "Expected Annual Return:"
- **B2:** Enter the Expected Annual Return (e.g., 12%)
- **A3:** "Investment Horizon (Years):"
- **B3:** Enter the Investment Horizon (e.g., 5)
- **A5:** "Month"
- **B5:** "SIP Amount"
- **C5:** "Monthly Return"
- **D5:** "Cumulative Months"
- **E5:** "Future Value"

2. Generate Month Column (Column A, starting from A6):

- Enter "1" in cell A6.
- In cell A7, enter the formula $=A6+1$ and drag it down to cover the number of months in your investment horizon (e.g., 60 months for 5 years).

3. Populate SIP Amount Column (Column B, starting from B6):

- Enter the Monthly SIP Amount (from cell B1) in all cells of Column B.

4. Calculate Monthly Return (Column C, starting from C6):

- In cell C6, enter the formula $=B\$2/12$ (this divides the Annual Return by 12 to get the monthly rate).
- Drag this formula down to the end of the data.

5. Calculate Cumulative Months (Column D, starting from D6):

- In cell D6, enter the formula $=A6$.
- Drag this formula down to the end of the data.

6. Calculate Future Value of Each SIP (Column E, starting from E6):

- In cell E6, enter the formula $=FV(\$C\$6,D6,-\$B\$6,0,0)$
 - $\$C\6 : Monthly Return (use absolute reference)
 - $D6$: Cumulative Months
 - $-\$B\6 : SIP Amount (use absolute reference and negate as it's an outflow)
 - 0 : No present value
 - 0 : Type (payment at the end of the period)
- Drag this formula down to the end of the data.

7. Calculate Total Investment:

- In a separate cell, enter the formula $=SUM(B:B)$ to calculate the total amount invested.

8. Calculate Total Returns:

- In another cell, enter the formula $=SUM(E:E)-SUM(B:B)$ to calculate the total profit.

9. Calculate Maturity Amount:

- In a separate cell, enter the formula =SUM(E:E) to get the total maturity amount.

Key Notes:

- This calculator assumes consistent monthly SIP amounts and a constant rate of return.
- Actual market returns may vary significantly.
- This is a simplified model and should not be considered financial advice. Consult with a qualified financial advisor for personalized guidance.

This Excel sheet will dynamically calculate the future value of your SIP investments based on the inputs you provide.

Additional Considerations:

- Tax Implications:** Consider the tax implications of mutual fund investments, especially for long-term capital gains.
- Inflation:** Account for inflation while estimating returns.
- Emergency Fund:** Ensure you have an adequate emergency fund to cover unexpected expenses.
- Diversification:** Diversify your investments across different asset classes to reduce risk.
- Regular Review:** Periodically review your investment portfolio to adjust your strategy as needed.

By following these steps and customizing the Excel sheet to your specific needs, you can create a powerful SIP calculator that helps you plan your financial future effectively.

UNIT 5

NBFC TECHNICAL ANALYSIS & DIGITAL PAYMENTS

Overview of NBFC in India :

A Non-Banking Financial Company (NBFC) is a financial institution that offers financial services and products but is not a bank:

- **Services**
NBFCs offer services like loans, credit facilities, currency exchange, retirement planning, money markets, underwriting, and merger activities.
- **Regulations**
NBFCs are not subject to the same banking regulations or oversight as banks. They are sometimes called "shadow banks" because they operate similarly to banks but with fewer regulatory controls.
- **Examples**
Some types of NBFCs include risk-pooling institutions, life and health insurance companies, property and casualty insurance companies, reinsurance companies, savings institutions, pension funds, mutual funds, and money-market funds.

To register as an NBFC, a company must:

- Be registered under the Companies Act of 2013 or the Companies Act of 1956 as a Private Limited or Public Limited Company
- Have a minimum net owned funds of Rs. 2 Crore
- Have at least one-third of its directors with finance experience
- Have a clean CIBIL record
- Have a detailed business plan for five years
- Comply with capital compliances and FEMA requirements
- Submit an online application to the RBI website along with the required documents
- Send a hard copy of the application to the regional branch of the Reserve Bank of India

Emerging trends in NBFC and what Technologies being employed?

NBFCs play a crucial role in the financial ecosystem, growing at a CAGR of 14%. Amongst banks, NBFC and AIFIs (All India Financial Institutions), NBFCs have maintained 21-24% share of credit from FY17 to FY24. The banks account for approximately 70% and AIFIs make up remaining 5-7%.

Digital transformation is no longer a choice but a necessity. NBFCs are slowly embracing virtual systems to reduce complexities, improve customer services, and improve operational efficiency. Technologies such as Artificial Intelligence (AI) , Machine Language (ML) , and Blockchain are transforming the way NBFCs function.

How emerging technologies helping NBFCs evolve?

Non-banking financial companies (NBFCs) have played a pivotal role in meeting the financial needs of individuals and business that have traditionally remained un-served or underserved by banks. But the regulations for NBFCs have become stricter in recent times, the cost of borrowing has increased and NBFCs are focusing on niche markets and personalised products and services. NBFCs are now more focused on developing innovative products and catering to low-income, urban customers in unorganised sectors. In such a scenario, NBFCs are adopting business and operational models powered by technologies that seamlessly facilitate the design, launch, implementation and execution of tailored products and services. Investing in new technologies and strategic partnerships with incumbent financial institutions and FinTechs also allows NBFCs to lower their costs when it comes to increasing their customer base, lowering customer acquisition costs, servicing existing customers or de-risking the portfolio while trying to overcome the increasing formal credit penetration in a growing economy.



New-age NBFCs are using technology more than ever and harnessing partnership ecosystems across the value chain of lead generation, customer onboarding, underwriting, credit/loan disbursement and collection.

Artificial intelligence (AI), machine learning (ML) and big data have equipped lenders to measure individual customer insights and build alternative credit scoring models. Mobile and smartphone penetration has enabled NBFCs to connect with customers having low incomes, who can use their mobiles devices throughout the lending cycle of application, engagement, e-KYC and e-signature for disbursements. Robotic process automation (RPA) has enabled streamlining of operational workflows, increasing productivity, accuracy and cost savings.

NBFCs are also experimenting and beta testing with distributed ledger technologies for various use cases such as e-KYC, data exchange, loan disbursement and collection and cyber security. And application programming interfaces (APIs) are being built and tested for robust connected ecosystems of various institutions and stakeholders.

Digital payment and Mobile Banking:

Digital payments are electronic transactions that allow users to transfer money without exchanging physical cash. Mobile banking is a type of digital banking that is conducted through a mobile phone.

Here's some more information about digital payments and mobile banking:

- Digital payments

Digital payments can be partially, primarily, or fully digital. They can include bank transfers, mobile wallets, QR codes, and payment cards. Digital payments can be made using a variety of devices and platforms, including smartphones, tablets, and smart watches.

- Mobile banking

Mobile banking is a subset of digital banking that is accessed through a mobile device. It allows users to conduct financial services, such as paying bills and transferring funds, using a smartphone and a stable internet connection.

Digital payments have become popular and have led to the emergence of many different types of financial transactions. They can eliminate time-consuming obstacles like paperwork and long ATM queues, allowing for instant transactions.

Uses of UPI, E-Wallets, Payment Gateways:

UPI Payments : Unified Payments Interface (UPI) is a system that powers multiple bank accounts into a single mobile application (of any participating bank), merging several banking features, seamless fund routing & merchant payments into one hood.

Eliminates the hassle of carrying cash and handling multiple foreign exchange transactions. Easy, safe and instant digital payments. Track of spends in transaction history of PPI-UPI Application.

Payment Gateway : A payment gateway is a technology platform that acts as an intermediary in electronic financial transactions. It enables in-person and online businesses to accept, process, and manage various payment methods—such as credit cards, debit cards, and digital wallets—in a secure and efficient manner.

E-Wallets : E-wallet stands for electronic wallet. It is a type of electronic card which is used for transactions made online through a computer or a smartphone. The utility of e-wallet is same as a credit or debit card. An e-wallet needs to be linked with the individual's bank account to make payments.

Securities and Fraud prevention measures available:

The Reserve Bank has been given the powers under the RBI Act 1934 to register, lay down policy, issue directions, inspect, regulate, supervise and exercise surveillance over NBFCs that meet the 50-50 criteria of principal business.

It is mandatory for NBFCs to have a reserve of more than 5% but less than 25%. This is the percentage of deposits outstanding on the last working day when the business closes of the second preceding quarter.

Measures against bank fraud:

Never share your Card Number, CVV, PIN, expiry date, OTP, Internet Banking User ID, Password or URN with anyone, even if the caller claims to be a Bank employee. Sharing these details can lead to unauthorised access to your account. Your Bank will not ask for such details.

Types of fraud in banking:

It is a serious crime that can occur in many different forms, ranging from simple check fraud to complex schemes such as identity theft and money laundering. Some of the most common types of bank fraud include counterfeiting, check fraud, identity theft, loan scams, credit card fraud and phishing.

Precautions for banking fraud:

Do not click on links received from unknown sources or reply to unsolicited emails that promise benefits. Monitor your accounts and credit card statements every month and report any suspicious activity to the bank immediately. Always log out and turn off the browser after completion.

For more details, give a missed call on 14440. If someone has fraudulently withdrawn money from your bank account, inform your bank immediately. When you notify the bank, remember to take acknowledgement from your bank. The bank has to resolve your complaint within 90 days from the date of receipt.

Robo Advisory and Algorithmic Trading:

Robo-advisors and algorithmic trading are both financial technologies that use algorithms to help investors make decisions:

- **Robo-advisors**
Online platforms that use algorithms to help investors manage their money. They can provide automated investment management, portfolio rebalancing, and tax optimization. Robo-advisors can be a good option for new investors or those with smaller funds because they are typically more affordable than traditional financial advisors.
- **Algorithmic trading**
A type of systematic trading that uses pre-programmed trading systems to automatically execute trades. These systems can analyze markets at high speeds and take advantage of trading opportunities that humans might not be able to find or act on quickly enough. Algorithmic trading can be used for a variety of trading styles, including day trading and high-frequency trading.

Robo-advisors are often used for stable returns and asset allocation, while algorithmic trading can be used to take advantage of short-term market inefficiencies.

6) What is meant by Automated Investment Platform and AI based Trading strategies?

Automated investing is a technology-driven method of investment management that uses algorithms and mathematical models to invest money on behalf of clients. Automated investing and robo-advisors typically follow a standardized approach based on risk tolerance, investment goals, and other factors.

7) What is automated AI trading?



Automated trading is a method of participating in financial markets by using a program that executes trades based on predetermined entry and exit conditions. As the trader, you'll combine thorough technical analysis with setting parameters for your positions, such as orders to open, trailing stops and guaranteed stops.

PROJECTS TO BE DONE BY STUDENTS

- 1) Develop an algorithmic trading platform that utilizes AI-based strategies and incorporates risk management techniques

Developing an AI-Based Algorithmic Trading Platform with Risk Management

Understanding the Core Components

An AI-based algorithmic trading platform typically involves these key components:

1. **Data Acquisition and Preprocessing:**
 - **Data Sources:** Gather historical and real-time market data from various sources like exchanges, brokers, and data providers.
 - **Data Cleaning:** Clean the data to remove noise, outliers, and inconsistencies.
 - **Feature Engineering:** Extract relevant features from raw data, such as technical indicators, fundamental data, and news sentiment.
2. **Model Development and Training:**
 - **Machine Learning Algorithms:** Employ supervised and unsupervised learning algorithms (e.g., decision trees, random forests, neural networks, reinforcement learning) to identify patterns and predict future price movements.
 - **Model Training:** Train models on historical data to optimize parameters and minimize prediction errors.
3. **Back testing and Optimization:**
 - **Back testing:** Simulate trading strategies on historical data to evaluate performance.
 - **Parameter Optimization:** Fine-tune model parameters to maximize returns and minimize risk.
4. **Real-Time Trading:**
 - **Order Execution:** Generate buy and sell signals based on model predictions and execute orders through a trading API.
 - **Risk Management:** Implement risk management techniques like stop-loss and take-profit orders, position sizing, and volatility-based trading.
5. **Monitoring and Evaluation:**
 - **Performance Tracking:** Monitor the performance of the trading strategy.
 - **Model Retraining:** Periodically retrain models to adapt to changing market conditions.

Incorporating Risk Management Techniques

Risk management is crucial for successful algorithmic trading. Here are some key techniques to consider:

- **Position Sizing:**
 - Calculate optimal position sizes based on risk tolerance and account balance.
 - Use techniques like fixed fractional position sizing or volatility-based sizing.
- **Stop-Loss and Take-Profit Orders:**
 - Set automatic stop-loss and take-profit orders to limit potential losses and secure profits.
 - Dynamically adjust these levels based on market volatility and risk tolerance.
- **Volatility-Based Trading:**
 - Adjust trading strategies based on market volatility.
 - Reduce position size during periods of high volatility.
- **Risk Budgeting:**
 - Allocate a specific amount of risk to each trade.
 - Monitor overall portfolio risk and adjust positions accordingly.

-
- **Diversification:**
 - Spread investments across different asset classes and strategies to reduce risk.
 - Consider diversification across different markets and timeframes.
-
- **Backtesting and Stress Testing:**
 - Thoroughly test trading strategies under various market conditions, including extreme events.
 - Identify potential risks and adjust strategies accordingly.

Technological Stack

- **Data Acquisition:**
 - APIs from exchanges (e.g., NsePy, Quandl)
 - Web scraping
 - Data providers (e.g., Bloomberg, Reuters)
- **Data Processing and Analysis:**
 - Python libraries (Pandas, NumPy)
 - Machine Learning frameworks (TensorFlow, PyTorch, Scikit-learn)
- **Trading Platform:**
 - Algorithmic trading platforms (e.g., QuantConnect, Quantopian)
 - Brokerage APIs (e.g., Zerodha Kite API, Interactive Brokers API)
- **Cloud Computing:**
 - Cloud platforms (AWS, GCP, Azure) for scalable infrastructure and data storage.

By carefully designing and implementing an AI-based algorithmic trading platform with robust risk management techniques, traders can potentially achieve consistent and profitable returns. However, it's important to remember that trading involves risk, and past performance is not indicative of future results.

2) Analyze emerging trends and technologies in the Indian FinTech sector and present a comprehensive overview

Emerging Trends and Technologies in the Indian FinTech Sector

The Indian FinTech sector has witnessed rapid growth in recent years, driven by technological advancements, increasing internet penetration, and a burgeoning digital economy. Several emerging trends are shaping the future of this dynamic industry:

Key Trends and Technologies

1. **Digital Payments:**
 - **UPI (Unified Payments Interface):** This government-backed initiative has revolutionized digital payments in India, enabling seamless peer-to-peer and merchant transactions.
 - **Mobile Wallets:** Digital wallets like Paytm, PhonePe, and Google Pay have become ubiquitous, offering a range of services beyond payments.
 - **QR Code Payments:** QR code-based payments have gained significant traction, especially in smaller towns and rural areas.
2. **Lending and Credit:**
 - **Digital Lending:** Fintech companies are leveraging AI and machine learning to assess creditworthiness and offer personalized loan products.
 - **Peer-to-Peer Lending:** Platforms like LenDenClub connect borrowers and lenders directly, bypassing traditional banks.
 - **Buy Now, Pay Later (BNPL):** This trend allows consumers to purchase goods and services and pay later in installments.

3. Insurance Technology (InsurTech):

- **Digital Insurance:** InsurTech companies are simplifying insurance processes, offering customized policies, and improving claim settlement times.
- **Embedded Insurance:** Insurance products are being embedded into various platforms and services, providing seamless coverage.

4. Wealth Management:

- **Robo-Advisors:** AI-powered platforms offer automated investment advice and portfolio management.
- **Digital Wealth Management:** Fintech companies are providing personalized wealth management services, including investment planning, tax optimization, and retirement planning.

5. Blockchain Technology:

- **Cryptocurrency:** While still in its nascent stage, cryptocurrency and blockchain technology have the potential to revolutionize the financial industry.
- **Smart Contracts:** These self-executing contracts can streamline financial processes and reduce fraud.

6. Artificial Intelligence (AI) and Machine Learning (ML):

- **Fraud Detection:** AI and ML algorithms can identify fraudulent transactions and protect consumers.
- **Personalized Financial Services:** AI-powered tools can analyze customer behavior and offer tailored financial products.
- **Risk Assessment:** AI can assess creditworthiness and investment risks more accurately.

Challenges and Opportunities

While the Indian FinTech sector is thriving, it faces certain challenges:

- **Regulatory Hurdles:** Navigating a complex regulatory landscape can be challenging.
- **Cybersecurity Risks:** Protecting sensitive financial data from cyber threats is crucial.
- **Digital Divide:** Ensuring financial inclusion for all, especially in rural areas, remains a significant challenge.

However, these challenges also present opportunities for innovative solutions:

- **Financial Inclusion:** Fintech companies can leverage technology to reach underserved populations.
- **Data-Driven Insights:** AI and ML can unlock valuable insights from vast amounts of data.
- **Partnership Opportunities:** Collaborations between traditional financial institutions and fintech startups can drive innovation.

The future of Indian FinTech looks promising, with the potential to transform the financial landscape and empower millions of people. By embracing emerging technologies and innovative business models, the sector can continue to thrive and contribute to India's economic growth.

3) Build a dashboard that tracks the performance of selected mutual funds and provides alerts for portfolio rebalancing

Building a Mutual Fund Performance Dashboard

Understanding the Requirements

To build a robust mutual fund performance dashboard, we'll need to consider the following:

- **Data Sources:**
 - Historical and real-time mutual fund data (NAV, returns, etc.)
 - Market indices (e.g., Nifty 50, Sensex)

- **Performance Metrics:**
 - Absolute returns
 - Relative returns (benchmark comparison)
 - Sharpe ratio
 - Standard deviation
 - Sortino ratio
- **Alert Mechanisms:**
 - Rebalancing triggers (based on asset allocation drift)
 - Risk threshold alerts
 - Performance benchmark alerts

Technology Stack

- **Data Source:**
 - APIs from financial data providers (e.g., Morningstar, Yahoo Finance)
 - Web scraping
- **Data Processing and Analysis:**
 - Python libraries (Pandas, NumPy)
- **Visualization:**
 - Python libraries (Matplotlib, Seaborn, Plotly)
 - Dashboarding tools (Dash, Streamlit, Tableau)
- **Alert System:**
 - Email notifications
 - SMS alerts
 - Push notifications

Dashboard Components

1. **Portfolio Overview:**
 - Total portfolio value
 - Asset allocation (pie chart)
 - Historical performance (line chart)
2. **Fund Performance:**
 - Individual fund performance (table, bar chart)
 - Benchmark comparison (line chart)
 - Key performance metrics (table)
3. **Risk Analysis:**
 - Risk metrics (Sharpe ratio, standard deviation, Sortino ratio)
 - Correlation matrix (heatmap)
 - Value at Risk (VaR)
4. **Rebalancing Alerts:**
 - Visual indicators (color-coded cells, flashing alerts)
 - Email/SMS notifications
 -

Implementation Steps

1. **Data Collection and Cleaning:**
 - Collect historical and real-time data from reliable sources.
 - Clean the data to remove inconsistencies and missing values.
2. **Data Analysis and Transformation:**
 - Calculate key performance metrics.
 - Normalize data for comparison.
 - Identify trends and patterns.
3. **Dashboard Development:**
 - Design an intuitive and visually appealing dashboard.
 - Use charts and graphs to represent data effectively.
 - Implement interactive features (e.g., filtering, zooming).

-
4. **Alert System Integration:**
 - Set up rules and conditions for triggering alerts.
 - Integrate with email, SMS, or push notification services.
5. **Deployment:**
 - Deploy the dashboard on a web server or a cloud platform.
 - Ensure secure access and data privacy.

Example Dashboard:



Sample mutual fund performance dashboard

Key Features:

- **Interactive Charts:** Users can zoom in, zoom out, and hover over data points for detailed information.
- **Customizable Timeframes:** Users can analyze performance over different time periods (e.g., 1 year, 5 years, 10 years).
- **Comparative Analysis:** Compare fund performance to relevant benchmarks.
- **Risk Assessment:** Visualize risk metrics and understand portfolio volatility.
- **Rebalancing Alerts:** Receive timely notifications when the portfolio deviates from the target allocation.

By following these steps and leveraging the power of data visualization and automation, you can create a comprehensive mutual fund performance dashboard that helps you make informed investment decisions and optimize your portfolio.

ANNEXURE 1

SIP CALCULATOR

MONTHLY SIP AMOUNT	5000	TOTAL INVESTMENT	120000
EXPECTED ANNUAL RETURN	12%	TOTAL RETURNS	₹ 1,501,599.75
INVESTMENT YEARS	5	MATURITY AMOUNT	₹ 1,621,599.75

MONTH	SIP AMOUNT	MONTHLY RETURN	CUMULATIVE MONTHS	FUTURE VALUE
1	5000	0.01	1	₹ 5,000.00
2	5000	0.01	2	₹ 10,050.00
3	5000	0.01	3	₹ 15,150.50
4	5000	0.01	4	₹ 20,302.01
5	5000	0.01	5	₹ 25,505.03
6	5000	0.01	6	₹ 30,760.08
7	5000	0.01	7	₹ 36,067.68
8	5000	0.01	8	₹ 41,428.35
9	5000	0.01	9	₹ 46,842.64
10	5000	0.01	10	₹ 52,311.06
11	5000	0.01	11	₹ 57,834.17
12	5000	0.01	12	₹ 63,412.52
13	5000	0.01	13	₹ 69,046.64
14	5000	0.01	14	₹ 74,737.11
15	5000	0.01	15	₹ 80,484.48
16	5000	0.01	16	₹ 86,289.32
17	5000	0.01	17	₹ 92,152.22
18	5000	0.01	18	₹ 98,073.74
19	5000	0.01	19	₹ 104,054.48
20	5000	0.01	20	₹ 110,095.02
21	5000	0.01	21	₹ 116,195.97
22	5000	0.01	22	₹ 122,357.93
23	5000	0.01	23	₹ 128,581.51
24	5000	0.01	24	₹ 134,867.32

ANNEXURE 2

CAPITAL GAIN TAX CALCULATOR

CAPITAL GAIN TAX CALCULATOR

ASSET NAME	PURCHASE DATE	SALE DATE	PURCHASE PRICE	SALE PRICE	HOLDING PERIOD IN DAYS	CAPITAL GAIN	TAXABLE AMOUNT	TAX RATE	SURCHARGE	CESS	TAX PAYABLE
HOME	6/10/2013	1/11/2024	2500000	6000000	3157	3500000	437500	12.5%	0	17500	9517500
LAND	7/1/2018	8/10/2018	1050000	1250000	71	200000	40000	10%	0	3600	201600
BUNGALAW	6/1/2020	6/18/2024	17500000	25000000	1477	7500000	937500	12.5%	61750	37500	7611250