

WITH THE  
**RIGHT PARTNER,**  
THE **FINANCIAL**  
**JOURNEY GETS**  
**EASIER.**



FINANCIAL  
PRODUCTS  
DISTRIBUTORS  
NETWORK

Aapki **Wealth** Ke Liye,



**Sahi Hai..!**



\*Private circulation only

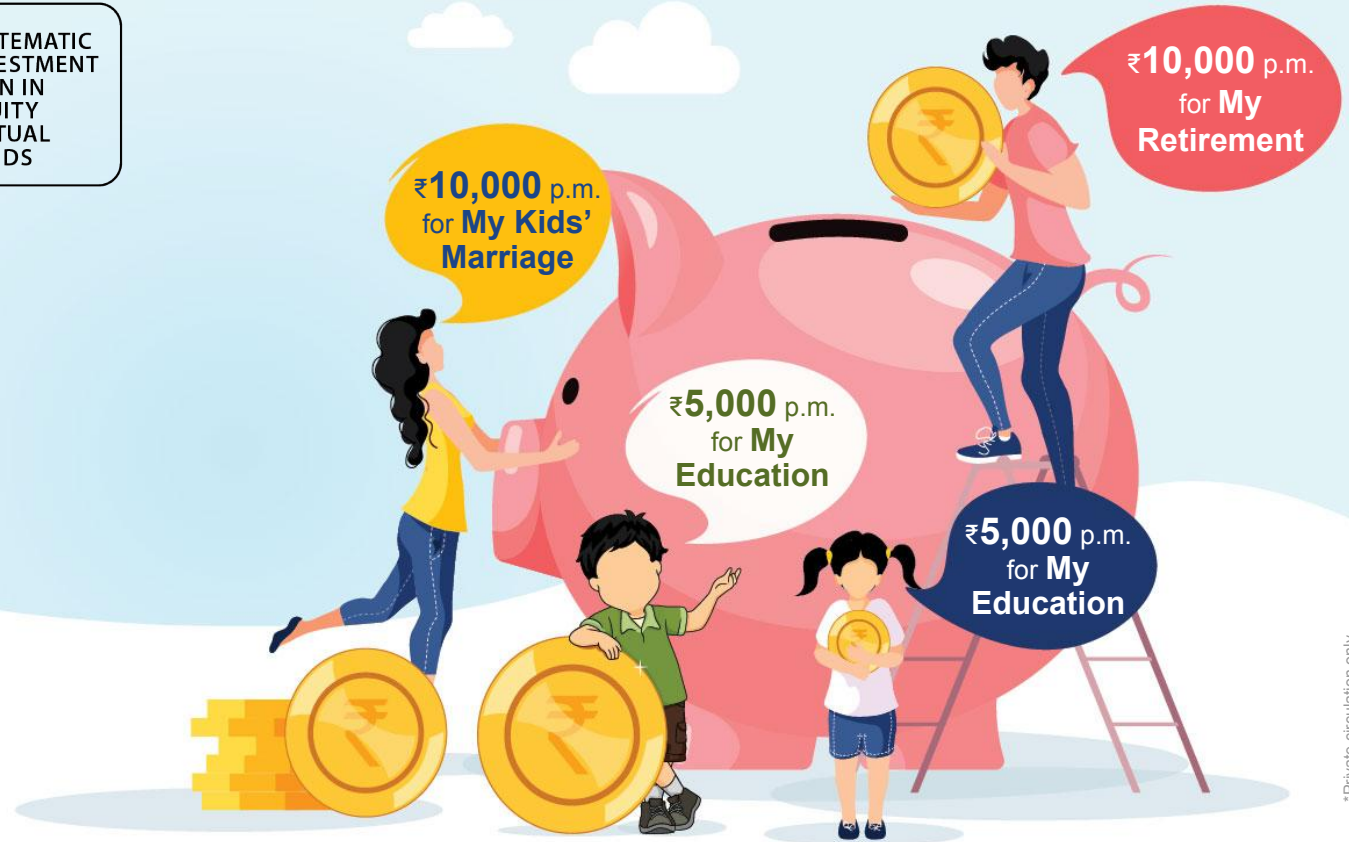
Aapki **Wealth** Ke Liye,



**Sahi Hai..!**



FINANCIAL  
PRODUCTS  
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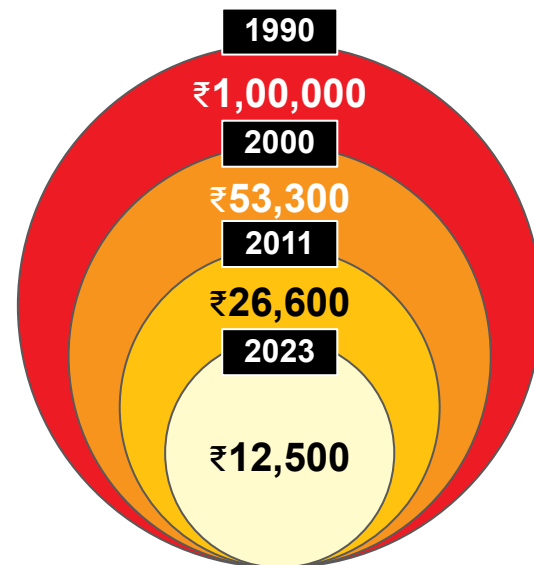
The biggest hurdle in your financial needs achievement

**As per RBI estimates,  
WPI inflation has grown by 6.5% in the last 30 years.**

|                         |  |  |  |  |
|-------------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|                         | <b>GOLD^</b>                                                                      | <b>PETROL*</b>                                                                    | <b>DIESEL*</b>                                                                    | <b>MILK*</b>                                                                        |
| <b>1990</b>             | ₹3,200                                                                            | ₹9.84                                                                             | ₹4.08                                                                             | ₹6                                                                                  |
| <b>2003</b>             | ₹5,600                                                                            | ₹32.49                                                                            | ₹21.21                                                                            | ₹13                                                                                 |
| <b>2023</b>             | ₹59,000                                                                           | ₹95.50                                                                            | ₹94.27                                                                            | ₹72                                                                                 |
| <b>Actual Inflation</b> | <b>9.23%</b>                                                                      | <b>7.13%</b>                                                                      | <b>9.98%</b>                                                                      | <b>7.82%</b>                                                                        |

^Bullion Market ^Rate Per 10 gram, \*Rate Per Liter  
as on 31st Mar 2023

**How Inflation is  
eating your Money**



Source : RBI, Bloomberg, Internal  
Reduced value of money @ 6.5% inflation p.a.

## HOUSEHOLD EXPENSE

| 2013      | 2023      | 2033*     |
|-----------|-----------|-----------|
| Rs.20,000 | Rs.37,500 | Rs.70,500 |

## HIGHER EDUCATION

| 2013      | 2023          | 2033*         |
|-----------|---------------|---------------|
| Rs.6 Lakh | Rs.11.25 Lakh | Rs.21.25 Lakh |

## MARRIAGE COST

| 2013         | 2023          | 2033*         |
|--------------|---------------|---------------|
| Rs.8-10 Lakh | Rs.15-18 Lakh | Rs.30-35 Lakh |

\*Cost in the year 2033 assumed at 6.5% inflation p.a. on 2023 price

\*All the previous year expenses are based on assumptions

# THE RIGHT WAY



FINANCIAL  
PRODUCTS  
DISTRIBUTORS  
NETWORK

The biggest hurdle in your financial needs achievement

**START EARLY**

+

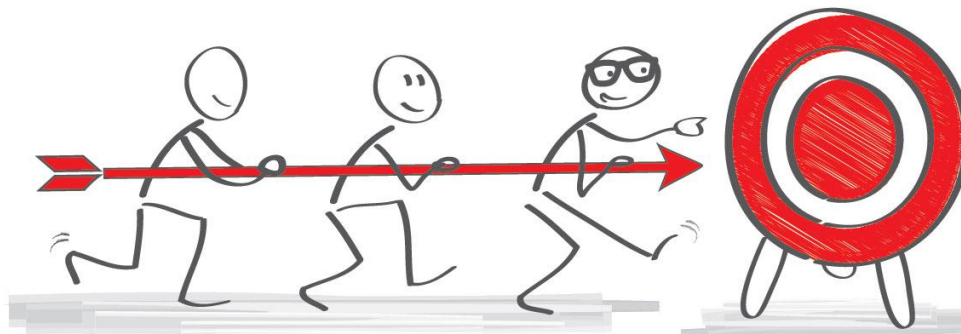
**INVEST IN RIGHT  
ASSET CLASS**

+

**INVEST  
REGULARLY**

=

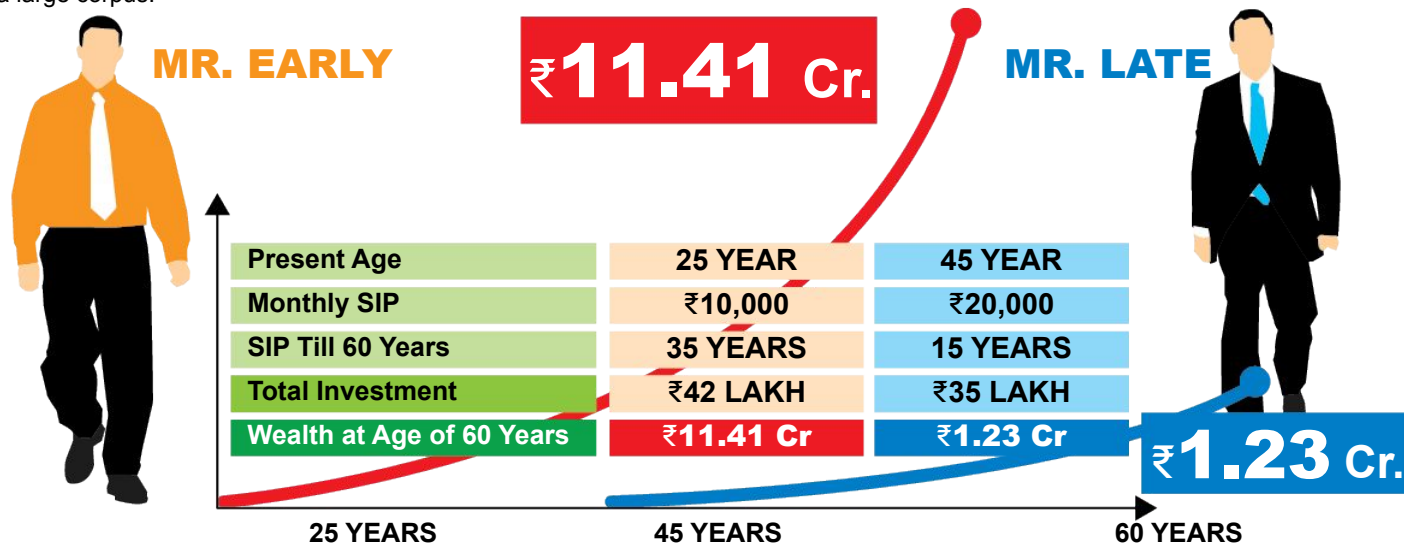
## FINANCIAL NEEDS ACHIEVEMENT



# START EARLY

Give time to your investment rather than timing the market, and benefit from the ***'Power of Compounding'***.

Systematic investing has a compounding effect on your investments. In the long term, an investment as low as ₹10,000/- per month swells up into a huge corpus. This can be best explained by the following graph. The graph shows advantages of starting early. If an investor starts early, then even with lower invested amount he can build a large corpus.



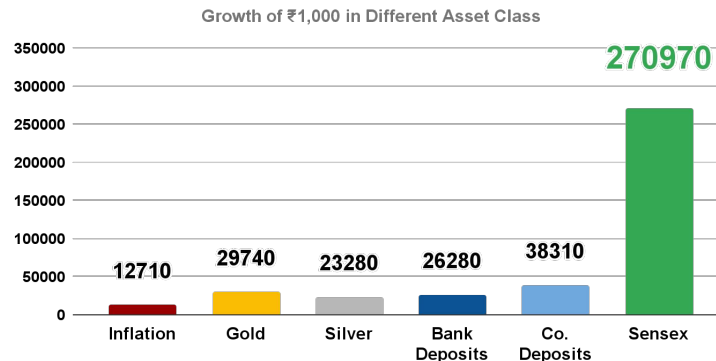
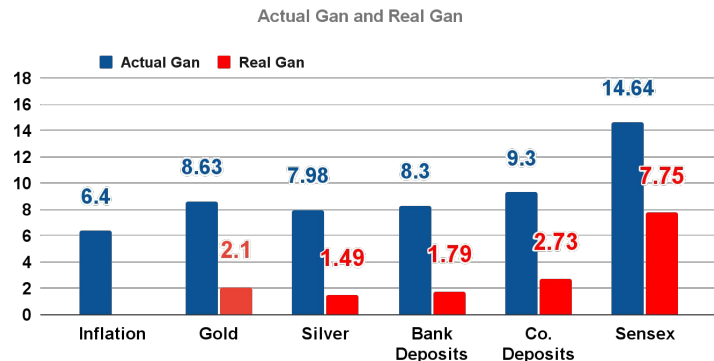
The above example is merely an illustration to explain the benefit of investing at an early age. Returns are assumed at 15% CAGR. It is assumed that SIP investments are done regularly every month. No guarantee or assurance of return is being offered by any mutual fund or NJ. The actual result may vary from depicted results depending on scheme selected.

# RIGHT ASSET CLASS



FINANCIAL  
PRODUCTS  
DISTRIBUTORS  
NETWORK

Equity market has outperformed all other investment avenues



## Growth in Different Asset Classes from March 1982 to March 2023.

Source: Gold-Handbook of Statistics on Indian Economy, RBI. Silver - Handbook of Statistics on Indian Economy, RBI. Sensex - [www.bseindia.com](http://www.bseindia.com), Co Deposits - assumed (1% higher than Bank FD Rate). Bank Deposits - Handbook of Statistics on Indian Economy, RBI. Inflation(WPI) - Handbook of Statistics on Indian Economy, RBI

It is evident from the graph that in the long term, equity investments have outperformed other investment avenues and have beaten inflation by a huge margin.

Equity mutual funds over a long-term horizon offer better risk-return pay off



Liquidity, Transparency and Convenience

## Disciplined investing through SIP

*Every investor dreams of buying at a low price and selling at a higher price. But, how does one know whether any given time is the right time to buy or sell? Many retail investors try to judge the market movements and end - up losing their money in the long term.*

*A more successful strategy is 'Rupee Cost Averaging' wherein you invest a fixed amount regularly. Thus, you purchase more when the prices are low and purchase less when prices are high. SIP investments takes advantage of this strategy.*

| Month                   | NAV (₹) | Mr. SIP Investor    |               | Mr. One Time Investor |               |
|-------------------------|---------|---------------------|---------------|-----------------------|---------------|
|                         |         | Amount Invested (₹) | Units Brought | Amount Invested (₹)   | Units Brought |
| 1                       | 10      | 1000                | 100.00        | 4000                  | 400           |
| 2                       | 9       | 1000                | 111.11        | -                     | -             |
| 3                       | 8       | 1000                | 125.00        | -                     | -             |
| 4                       | 11      | 1000                | 90.91         | -                     | -             |
| Total units accumulated |         | 427.02              |               | 400                   |               |
| Value of Investment (₹) |         | 4697.22 @ NAV ₹11   |               | 4400 @ NAV ₹11        |               |
| Avg. Price / Unit       |         | 9.36                |               | 10                    |               |



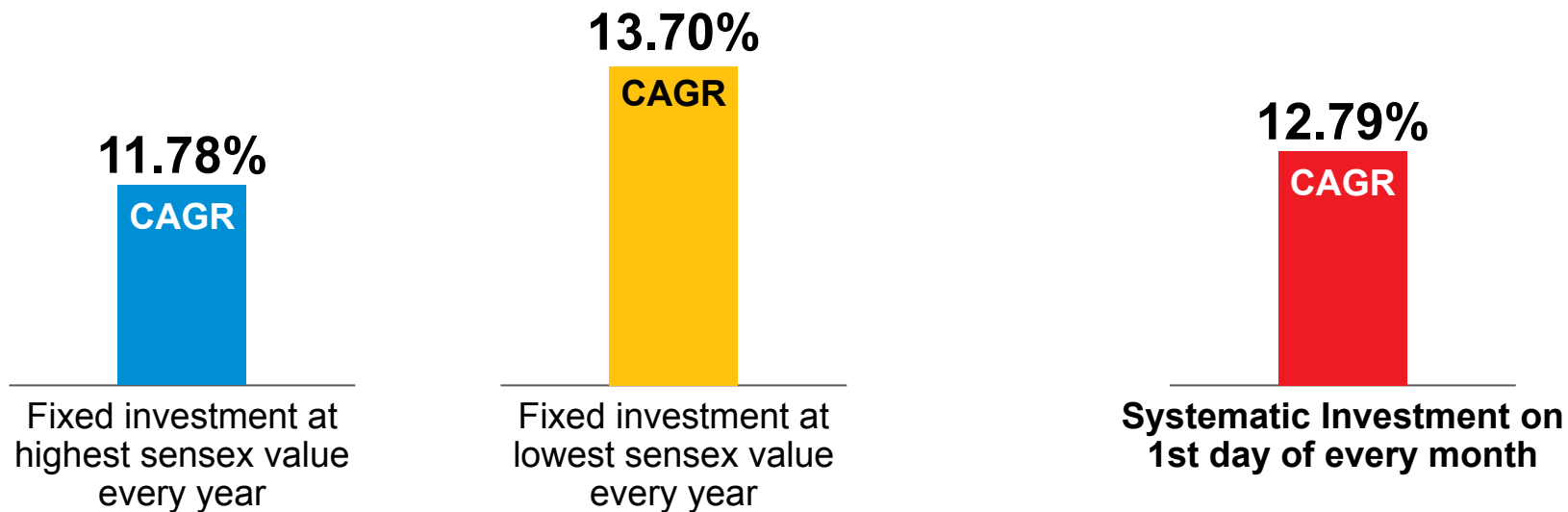
# TIME IS IMPORTANT



FINANCIAL  
PRODUCTS  
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Market timing does not matter over the long term

## INVESTING IN THE BSE SENSEX - 35 YEARS



**Period from April 1988 to March 2023**

Data source: [www.bseindia.com](http://www.bseindia.com); capital market

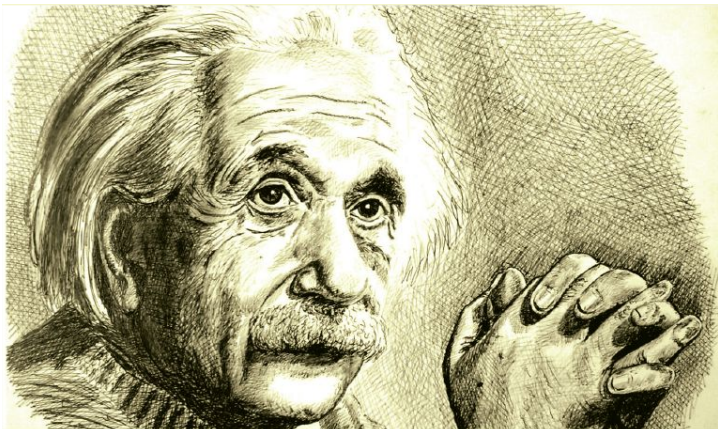
# SENSEX RETURNS

| YEAR | SENSEX | INVESTMENT    |
|------|--------|---------------|
| 1979 | 100    | ₹1,00,000     |
| 2023 | 58992  | ₹5,89,91,520* |

\*As on 31 Mar 2023

IN the PAST 43 YEARS BSE SENSEX HAS  
GIVEN **15.59%** CAGR

\*Source : BSE India



Albert Einstein once noted that the most powerful force in the universe was the principle of compounding. In investing, this manifests itself through something called compound interest. Put in its simplest terms, the term compound interest means that you begin to earn interest income on your interest income, resulting in your money growing at an ever-accelerating rate.

## DO YOU KNOW?

At the Rate of 15% Compounding  
what will be the value of

**₹100/-**

After 5 years

**₹200/-**

After 10 years

**₹400/-**

After 15 years

**₹800/-**

After 30 years

**₹6600/-**

Give maximum TIME to your  
investment to get the most benefit of  
**POWER OF COMPOUNDING**

## MAKE SMALL INVESTMENTS TO FULFILL YOUR FINANCIAL NEEDS THROUGH...



**Systematic Investment Plan (SIP)** is a tool that allows you to invest in mutual funds through small, periodic instalments. SIPs help you set aside a fixed amount every month for investment, thus contributing towards your financial needs. For Investment purpose, we often wait to collect a large amount of money and invest it all at once. Through SIP you can start with smaller amount on a monthly basis and build wealth over the long term.



REAP “THE BENEFITS OF COMPOUNDING”

# TIME IS IMPORTANT

- Helps to become financially disciplined
- Regular investment irrespective of market conditions
- Cost averaging helps neutralise market volatility
- Benefit of ***“Power of Compounding”***

**Each Drop of Water is essential to make a Mighty Ocean.  
Every Rupee Saved is a Rupee Earned to Secure the Future.**



# SIP IN MUTUAL FUNDS - PERFORMANCE

Equity is not risky in the long term

## 15 yrs Performance Returns on ₹25,000 Invested Per Month

| CATEGORY           | CAGR (%) |
|--------------------|----------|
| Avg. of MF Schemes | 13.07%   |
| NIFTY 500 TRI      | 12.54%   |

(Total Number of Schemes Covered: 99, Returns as on 31st March 2023.  
SIP Amount ₹25,000 Per Month. Total Investment ₹45 Lakh)

Current Value(₹)

**1,39,81,184\***

**1,24,29,997**

SIP ₹25,000/- Per Month  
Invested Amount  
**₹45 Lakh**

Current Value  
**₹1.39 Cr.**

\*Returns as on 31st March 2023. For Schemes with dividend option, dividend reinvestment has been considered on the date of dividend. Investment assumed to be done on 10th of every month.

Source: Internal

# **IN MUTUAL FUNDS**

## **A TOP-UP SIP IS SIP THAT GROWS AUTOMATICALLY WITH TIME!**

Make sure to increase your SIP Savings automatically at fixed intervals. Even a small increase, makes a substantial difference in building wealth with the power of compounding.

Let's look at two distinct instances to get a better picture of how the **SIP TOP-UP** feature works:



Normal SIP Investment  
Period: 20 years  
Amount: ₹10,000 P.M.



SIP top-up investment  
Period: 20 years  
Amount: Initially ₹10,000 P.M.  
& then ₹1,000 TOP-UP every year.



# TOP-UP SIP IN MUTUAL FUNDS

Permits investors to boost their SIP instalments by a set amount at yearly or half yearly intervals. This increase could correspond to the development of your future earnings and savings.

| SIP of ₹10,000 in January 2023 with ₹1000 annual <b>TOP-UP</b> will become... |                                 |
|-------------------------------------------------------------------------------|---------------------------------|
| January 2024<br>₹ <b>11,000</b>                                               | January 2025<br>₹ <b>12,000</b> |
| January 2026<br>₹ <b>13,000</b>                                               | January 2027<br>₹ <b>14,000</b> |
| January 2028<br>₹ <b>15,000</b>                                               | January 2029<br>₹ <b>16,000</b> |



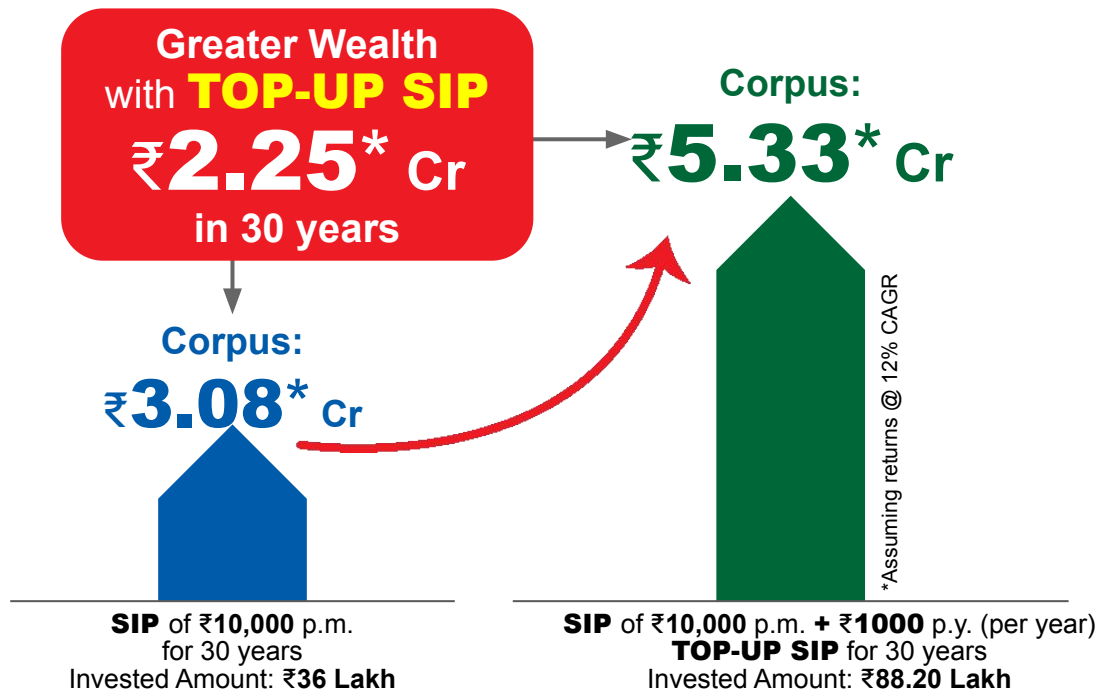


# TOP-UP SIP IN MUTUAL FUNDS

## Boost Your Wealth Building Journey.

A **TOP-UP SIP** is a **SIP** that grows automatically with time!

Let's look at two distinct instances to get a better picture of how the **SIP TOP-UP** feature works:



Life of

**Nj** WEALTH

FINANCIAL  
PRODUCTS  
DISTRIBUTORS  
NETWORK



Started in

**EQUITY MUTUAL FUND**

in April 2000



# AFTER 1 YEAR

| YEAR 2001          |            |         |         |          |
|--------------------|------------|---------|---------|----------|
| EQUITY MUTUAL FUND |            |         |         |          |
| Year               | Investment | Value   | Return  | As on    |
| 1                  | ₹1,20,000  | ₹91,597 | -15.62% | Mar 2001 |



**SIP** Started in April 2000. | **SIP** amount of ₹10,000 Per Month  
\*Average **SIP** return of 19 Equity Funds | **SIP** Date : 10<sup>th</sup> | Source: AMFI



# AFTER 2 YEARS



| YEAR 2002          |            |           |         |           |
|--------------------|------------|-----------|---------|-----------|
| EQUITY MUTUAL FUND |            |           |         |           |
| Year               | Investment | Value     | Return  | As on     |
| 1                  | ₹1,20,000  | ₹91,597   | -15.62% | Mar 2001  |
| 2                  | ₹2,40,000  | ₹2,51,174 | 4.34%   | Marc 2002 |

**SIP** Started in April 2000. | **SIP** amount of ₹10,000 Per Month  
\*Average **SIP** return of 19 Equity Funds | **SIP** Date : 10<sup>th</sup> | Source: AMFI



# AFTER 3 YEARS



| YEAR 2003          |            |           |         |          |
|--------------------|------------|-----------|---------|----------|
| EQUITY MUTUAL FUND |            |           |         |          |
| Year               | Investment | Value     | Return  | As on    |
| 1                  | ₹1,20,000  | ₹91,597   | -15.62% | Mar 2001 |
| 2                  | ₹2,40,000  | ₹2,51,174 | 4.34%   | Mar 2002 |
| 3                  | ₹3,60,000  | ₹3,60,201 | 4.34%   | Mar 2003 |

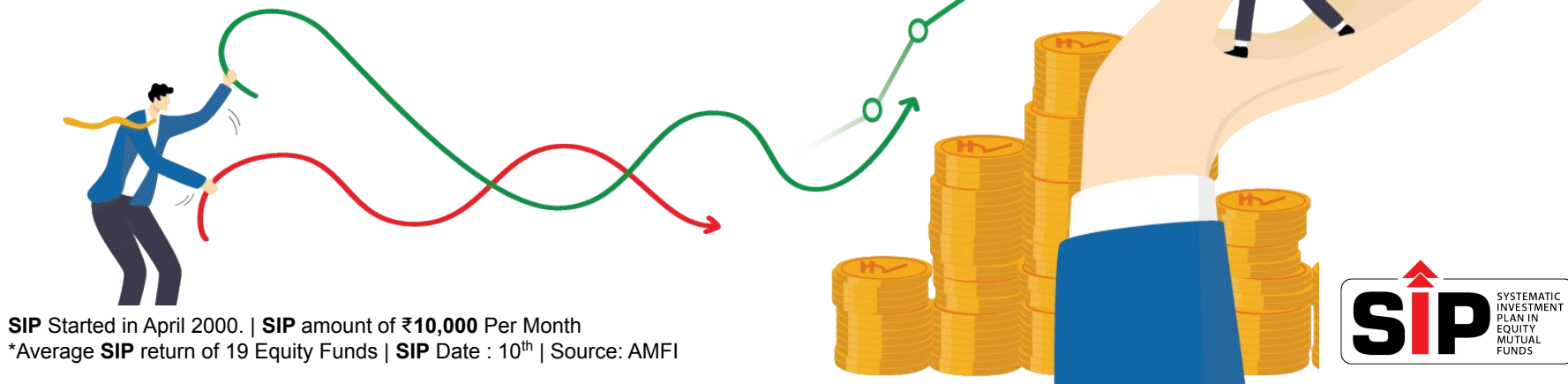
**PANIC STARTS** to set in  
Some investors  
**STOP** their **SIP**

SIP Started in April 2000. | SIP amount of ₹10,000 Per Month  
\*Average SIP return of 19 Equity Funds | SIP Date : 10<sup>th</sup> | Source: AMFI



# AFTER 4 YEARS

| Year 2004, 4 year return starts looking good |            |           |         |          |
|----------------------------------------------|------------|-----------|---------|----------|
| EQUITY MUTUAL FUND                           |            |           |         |          |
| Year                                         | Investment | Value     | Return  | As on    |
| 1                                            | ₹1,20,000  | ₹91,597   | -15.62% | Mar 2001 |
| 2                                            | ₹2,40,000  | ₹2,51,174 | 4.34%   | Mar 2002 |
| 3                                            | ₹3,60,000  | ₹3,60,201 | 4.34%   | Mar 2003 |
| 4                                            | ₹4,80,000  | ₹9,84,394 | 36.66%  | Mar 2004 |



# AFTER 5 YEARS

Market moves up in year 2005

## EQUITY MUTUAL FUND

| Year | Investment | Value      | Return  | As on    |
|------|------------|------------|---------|----------|
| 1    | ₹1,20,000  | ₹91,597    | -15.62% | Mar 2001 |
| 2    | ₹2,40,000  | ₹2,51,174  | 4.34%   | Mar 2002 |
| 3    | ₹3,60,000  | ₹3,60,201  | 4.34%   | Mar 2003 |
| 4    | ₹4,80,000  | ₹9,84,395  | 36.66%  | Mar 2004 |
| 5    | ₹6,00,000  | ₹15,03,635 | 36.33%  | Mar 2005 |

## PATIENCE PAYS!!

SIP Started in April 2000. | SIP amount of ₹10,000 Per Month  
\*Average SIP return of 19 Equity Funds | SIP Date : 10<sup>th</sup> | Source: AMFI



# AFTER 10 YEARS

| Year 2010 - Even After Initial Market Fall |            |            |         |          |
|--------------------------------------------|------------|------------|---------|----------|
| EQUITY MUTUAL FUND                         |            |            |         |          |
| Year                                       | Investment | Value      | Return  | As on    |
| 1                                          | ₹1,20,000  | ₹91,597    | -15.62% | Mar 2001 |
| 2                                          | ₹2,40,000  | ₹2,51,174  | 4.34%   | Mar 2002 |
| 3                                          | ₹3,60,000  | ₹3,60,201  | 4.34%   | Mar 2003 |
| 4                                          | ₹4,80,000  | ₹9,84,395  | 36.66%  | Mar 2004 |
| 5                                          | ₹6,00,000  | ₹15,03,635 | 36.33%  | Mar 2005 |
| 10                                         | ₹12,00,000 | ₹54,66,735 | 27.47%  | Mar 2010 |

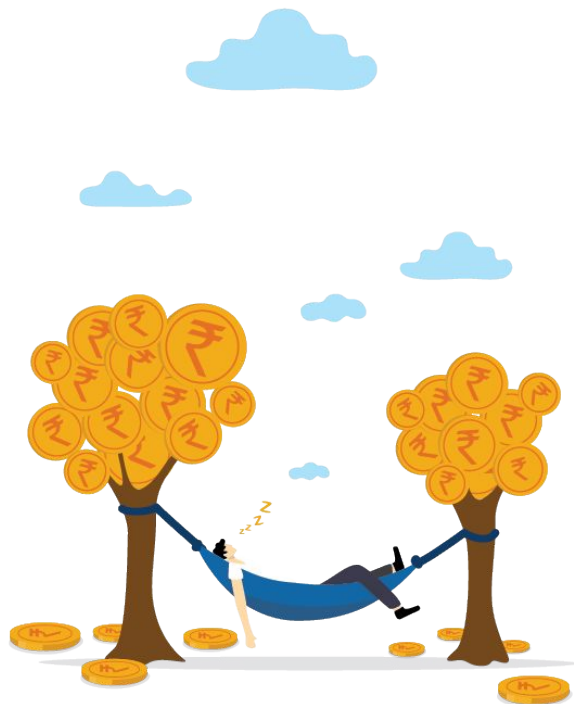
**SIP** Delivering  
**27%+** Returns

SIP Started in April 2000. | SIP amount of ₹10,000 Per Month  
\*Average SIP return of 19 Equity Funds | SIP Date : 10<sup>th</sup> | Source: AMFI





# AFTER 23 YEARS



**SIP** Started in April 2000. | **SIP** amount of ₹10,000 Per Month  
\*Average **SIP** return of 19 Equity Funds | **SIP** Date : 10<sup>th</sup> | Source: AMFI

| Year 2023          |            |               |         |          |
|--------------------|------------|---------------|---------|----------|
| EQUITY MUTUAL FUND |            |               |         |          |
| Year               | Investment | Value         | Return  | As on    |
| 1                  | ₹1,20,000  | ₹91,597       | -15.62% | Mar 2001 |
| 2                  | ₹2,40,000  | ₹2,51,174     | 4.34%   | Mar 2002 |
| 3                  | ₹3,60,000  | ₹3,60,201     | 4.34%   | Mar 2003 |
| 4                  | ₹4,80,000  | ₹9,84,395     | 36.66%  | Mar 2004 |
| 5                  | ₹6,00,000  | ₹15,03,635    | 36.33%  | Mar 2005 |
| 10                 | ₹12,00,000 | ₹54,66,735    | 27.47%  | Mar 2010 |
| 20                 | ₹24,00,000 | ₹1,16,29,493  | 13.38%  | Mar 2020 |
| 23                 | ₹27,60,000 | ₹2,66,11,936* | 16.22%  | Mar 2023 |

\*Data as on March 2023.



Valuation of

**SIP**

is now **₹2.66\*** Cr

\*Data as on March 2023.

Delivering

**16%+ return**

over 23 years!!

Invested Amount

**₹27.60 Lakh**

**in 23 years!!**



SIP Started in April 2000. | SIP amount of ₹10,000 Per Month

\*Average SIP return of 19 Equity Funds | SIP Date : 10<sup>th</sup> | Source: AMFI



## THANK YOU

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