Financial Analysis

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Introduction

Rajendra Prasad and Meena Prasad,

I am pleased to present you with your personalized comprehensive financial report. The purpose of this report is to help lay out a roadmap for achieving your goals and objectives. Based on the information that you have provided, I have analyzed your current situation and outlined an action plan that will help you achieve your goals and objectives.

As your financial situation may change over time, this report should not be considered final or definitive, but as part of an ongoing, long-term planning process. As changes occur in your financial situation, it is important to update your personal information in order to re-evaluate whether you are on track to meeting your goals.

This report is meant to be educational, interactive and easy to understand. At any point, during or after our meeting, please feel free to engage me with questions.

Your Trusted Advisor,

Prateek Sinha

Disclosure Statement

This document has been prepared to help you make important decisions regarding your financial future. Before reviewing the data, alternatives and options presented in this financial plan, please note the inherent limitations associated with this information: The content of this report is based on information provided by you. Certain assumptions have been made about future investment performance, inflation rates, retirement benefits and other variables which are only estimates, with no assurance as to their attainability or ultimate outcome.

Certain financial information contained in this plan, including the Net Worth summary and the Income and Expenses summary, was created only to assist you and your advisor in developing your financial plan. Accordingly, it should not be relied on for purposes of obtaining credit or for any purpose other than developing your financial plan.

Projections of future events are based on interpretations of existing laws, as well as assumptions that are described in the accompanying text. Furthermore, even if the steps in this document are followed, there may be material differences between projected and actual results because laws are updated, events and circumstances frequently do not occur as expected, and the overall economic environment changes.

YOU ARE UNDER NO OBLIGATION TO FOLLOW, IN WHOLE OR IN PART ANY OF THE ALTERNATIVES PRESENTED IN THIS PLAN OR TO PURCHASE INVESTMENT, INSURANCE OR OTHER FINANCIAL PRODUCTS OR SERVICES THROUGH YOUR ADVISOR. Your advisor is not responsible for reviewing your situation on an ongoing basis or updating these alternatives unless you sign a separate contract regarding those continuing services. Should you enter into an ongoing advisory arrangement, an additional fee may be charged.

Illustrations of insurance alternatives are presented only as guidelines and represent our general understanding of the information available to us. Any analysis of legal or accounting issues relating to your situation are for discussion purposes only and not intended to be a substitute for professional advice in these areas. Calculations illustrating income tax concepts and deductions, and investment gains and losses are for illustrative purposes only and are based upon hypothetical situations. Consult with an attorney or accountant who specializes in these areas to counsel you on specific topics related to your financial situation. Financial planning strategies are presented based upon facts as stated above and on laws and regulations that are subject to change.

The financial planning strategies presented in this document are intended only as a guide and not as a comprehensive financial plan. There may be a conflict of interest as the advice generated may result in product sales that benefit this firm.

Objectives Summary

Your financial plan may provide guidance on one or more of your financial objectives based on the information we have obtained during our interviews. The scope of our financial plan is as follows:

- **Financial Statement** analyzes what you own, owe, your income and your expected expenses
- **Retirement** looks at your ability to achieve your income needs through your expected retirement
- **Investment Plan** assesses the suitability of your investments for your financial goals
- **Education** forecasts your ability to meet expected college and university costs
- **Accumulation** looks at your ability to meet other goals such as major purchases and expenses
- **Life Insurance** analyzes your ability to meet expenses in the event of a premature death
- **Emergency Fund** assess the ability to meet short term cash flow needs in the event of job loss
- **Debt Management** provides an analysis of your loans, credit cards and mortgages
- **Estate Plan** assesses the financial impact upon death and the disposition of your assets

Goal Summary

The following table lists the goals that you have indicated are important to you. Along with your financial goals, you specified the associated Goal Year, Goal Amount and Amount Saved for each. Percent Complete is the percentage of the Goal Amount achieved.

Goal/Objective	Percent Complete	Goal Amount	Current Assets Allocated	Surplus/ (Shortage)	Additional Annual Savings
Emergency Fund	34%	2,19,738	75,000	(1,44,738)	N/A
Retirement Goal in 2030.	8%	53,63,160	9,10,463	(49,36,381)	1,69,277
Education Plan for Vinay R in 2016	11%	7,46,729	0	(6,62,340)	68,502
Education Plan for Soumya R in 2018	38%	8,65,038	1,50,000	(5,34,081)	39,721
Soumya's Marriage in 2025	19%	2,53,127	45,599	(2,05,046)	26,412
Vacation in 2015	50%	6,71,468	0	(3,35,626)	12,805

Investment Analysis

Investment Planning – Disclosure

In general, equity funds offer the potential for long-term gains, but may be subject to short-term price fluctuation. Investments in small and mid-sized company securities may increase the risk of greater price fluctuation. Although small-cap securities may offer long-term growth, the smaller size of these companies will subject these companies to greater investment risks than general equity markets.

Foreign investing involves special risks, including currency fluctuations, economic instability and social and political developments. These risks are heightened in emerging markets. International funds concentrate their investments in the securities of foreign issuers. A variety of factors, such as political/economic change and currency fluctuations in foreign regions, may affect your investment in these types of funds.

Although money market funds seek to maintain a constant NAV of Rs.10, it is possible to lose money by investing in money market funds. An investment in the fund is not insured or guaranteed by any government agency. Although the Fund seeks to preserve the value of your investment it is possible to lose money by investing in this Fund.

High Yield or junk bonds are highly speculative, generally rated a BB or lower investment grade by credit rating agencies and carry a high default risk.

The risk tolerance questionnaire you completed with your Financial Advisor and the asset allocation model are provided solely as guidelines. They are not intended to provide any personalized or fiduciary investment advice in connection with an asset allocation program, and you should not rely on them as providing individualized investment recommendations to you. Your Financial Advisor may use the asset allocation model when making recommendations to you.

Mutual funds, and unit investment trusts are offered by prospectus only. The prospectus contains detailed information on charges and fees. Please obtain a copy of the prospectus from your Financial Advisor and read it carefully before investing. Asset allocation does not ensure profit nor prevent loss.

Overview

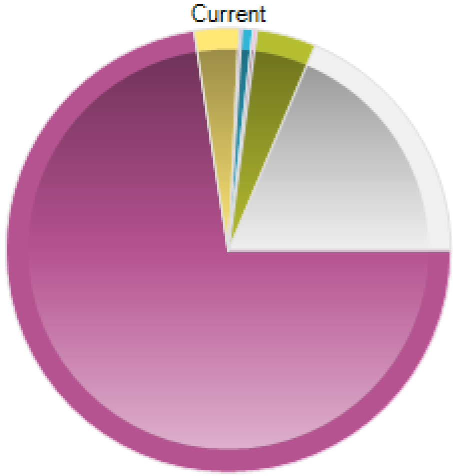
Over time, one of the most important factors in determining the return on your portfolio is the asset allocation that represents the mix of stocks, bonds and cash that you own. The appropriate asset allocation can help provide diversification of your portfolio, enhance return potential, lower overall portfolio fluctuation and position your portfolio to take advantage of developing investment opportunities.

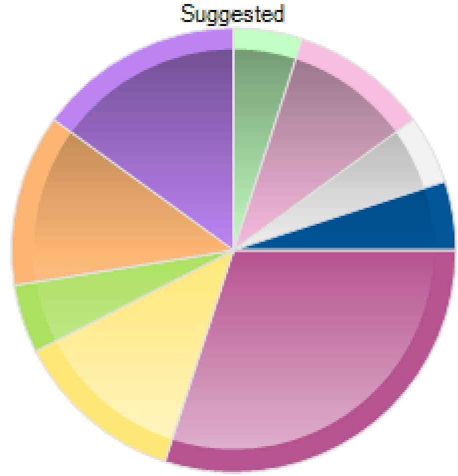
Combined Portfolio: Aggressive Risk Profile

The graph and table below display the current, suggested and recommended changes for the assets allocated only to the combined portfolio.

Based on the responses to the Risk Assessment Questionnaire, your risk profile is: **Moderately Aggressive**

Your Risk Profile has been overridden to: **Aggressive**





Portfolio Risk 30.33%
Portfolio Return 11.57%

Portfolio Risk 36.77%
Portfolio Return 14.05%

		Current/Suggested Portfolio				Change
	Sub-Asset Class	Current Amount	Current Percentage	Suggested Amount	Suggested Percentage	Amount
	Large Cap	12,55,841	72.4%	5,20,055	30.0%	(7,35,786)
	Mid Cap	55,138	3.2%	2,16,690	12.5%	1,61,552
	International	0	0.0%	86,676	5.0%	86,676
	Small Cap	0	0.0%	2,16,690	12.5%	2,16,690
	Sector Funds	4,280	0.3%	2,60,028	15.0%	2,55,747
	Unclassified Stocks	14,400	0.8%	0	0.0%	(14,400)
	Government Bonds	0	0.0%	86,676	5.0%	86,676
	Composite Bonds	5,837	0.3%	1,73,352	10.0%	1,67,515
	Unclassified Bonds	75,000	4.3%	0	0.0%	(75,000)
	Liquid/Floating Rate Funds	3,23,020	18.6%	86,676	5.0%	(2,36,344)

	Commodities - Gold	0	0.0%	86,676	5.0%	86,676
	Total	**17,33,517**	**100.00%**	**17,33,517**	**100.00%**	

The risk tolerance questionnaire and the asset allocation models are provided solely as guidelines. They are not intended to provide any personalized or fiduciary investment advice. The Capital Market Assumptions are presented for illustrative purposes only.

Financial Statements

Financial Summary

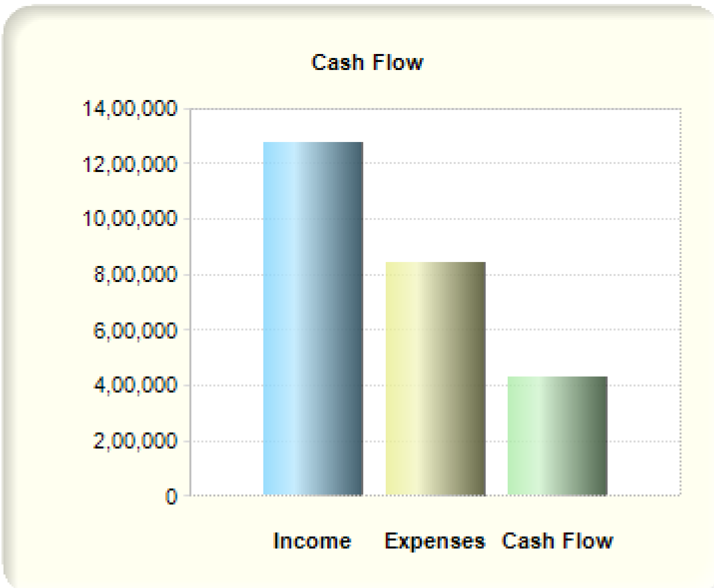
Your net worth illustrates your assets or what you own and your liabilities which are what you owe. The difference between the two is your net worth. This is one of the major indicators of your financial situation.

Net Worth

Cash Flow

The cash flow below is a projection over the current year, illustrating what incomes you are expected to receive such as your salary, investment income, etc. and what cash outflows you should expect such as expenses, liability payments, insurance premiums and savings. The difference is your net cash flow, which can either be a surplus, meaning that you have additional funds to allocate or a deficit, meaning that you are spending more than you are receiving in income.

Cash flow is an essential factor to achieving your financial goals. Throughout this report, your savings recommendations are made based on your expected disposable income or income surplus from now until your goals are met.



Asset Types

The main categories of your assets are shown below. It is important to see the proportion of each of these main categories to see where the bulk of your assets lie. The major categories of financial assets include investment assets, retirement assets and cash. These assets can be easily allocated to one or more of your financial goals. However, personal assets, real estate and business assets may need to be sold or you may have to borrow against these assets to fund your goals

	Asset Type	Amount	Percentage
	Real Estate Assets	35,00,000	54.4%
	Investment	15,08,516	23.4%
	Retirement	7,00,000	10.9%
	Personal Assets	3,50,000	5.4%
	Cash	2,25,000	3.5%
	Unit Linked With Life Cover	1,50,000	2.3%
	Total	**64,33,516**	**100.0%**

Portfolio Accounts

Portfolio accounts are the main categories that contain all your investment assets. This illustration excludes personal, real estate and business assets. Examples of portfolio accounts include brokerage accounts, retirement accounts, education accounts or other financial basket that holds a number of investments such as stocks, bonds and mutual funds.

	Account	Type	Amount	Percentage
	Brokerage account (BGXP45)	Investment	14,94,116	67.7%
	Client EPF (MH/ 4567/ 455)	Retirement	5,50,000	24.9%
	Spouse PPF (TN/ 16577/ 001)	Retirement	1,50,000	6.8%
	AIG India Equity Fund Regular Dividend (5136546/56)	Investment	14,400	0.7%
		Total	**22,08,516**	**100.0%**

Emergency Fund

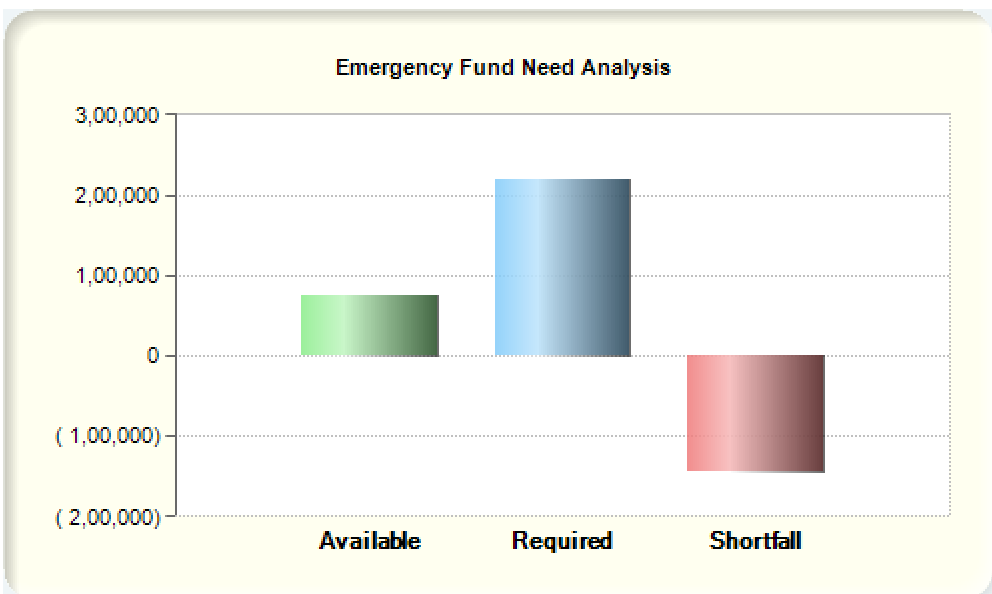
It is important to establish an emergency fund to have sufficient liquidity (available cash) in case of a loss of job, unexpected medical expenses or other unforeseen events. Emergency funds should be invested in short-term investments such as savings, liquid funds or Bank Flexi-Deposits.

Objective

- Maintain an emergency fund in the range of 1,09,869 to 2,19,738 to cover 3 to 6 months worth of living expenses.
- An emergency fund is important in the event of an unexpected job loss, reduction in income or to cover unexpected expenses.

Current Situation

- **Analysis of Funding:** You have 75,000 allocated to cover unexpected expenses. A disruption in your employment or unexpected expenses may cause financial problems.
- **Suitability of Investments:** You have your entire emergency fund comprised of short term investments which are the most suitable to cover expenses that could occur at any time.



Advice

- **Increase your emergency fund by an additional 34,869** to cover at least 3 months of expenses. You may also consider saving an additional 1,09,869 to cover up to 6 months of expenses.
- **Allocate 50,000 to a separate account** for unexpected expenses.

- The amount you require for your emergency fund depends on your personal circumstances. Your job stability, additions to your family, change in relationship status and other near term financial goals will impact your decisions on the amount you should save. Review your needs for emergency funds from time to time when your situation changes.

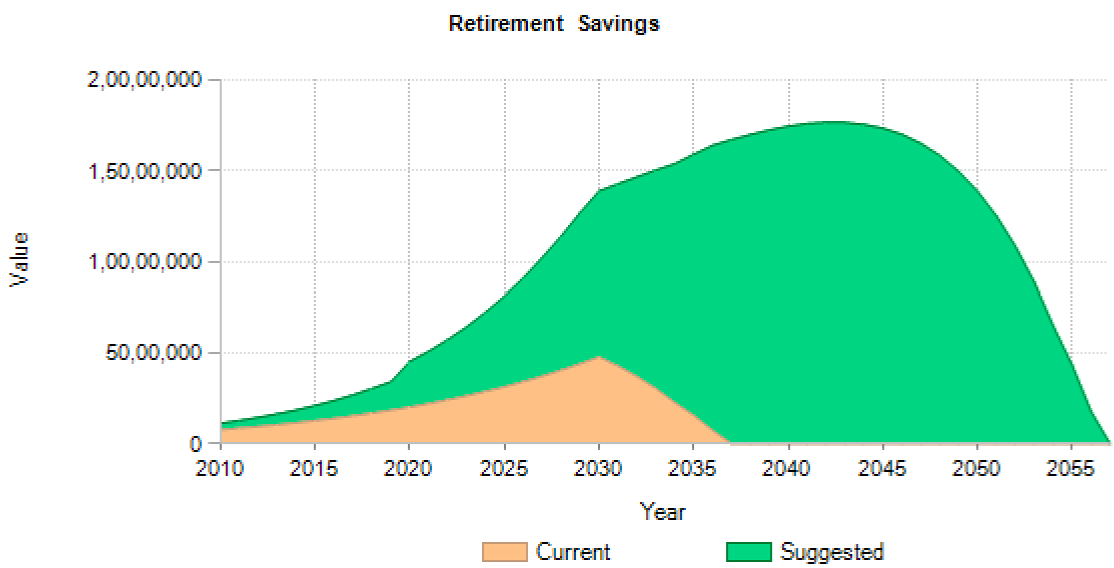
Retirement Accumulation

Objective

- **Rajendra:** Retire in 20 years at age 60.
- **Meena:** Retire in 23 years at age 60.
- **Accumulate sufficient assets** to sustain your desired retirement lifestyle.
- **Margin of Safety:** Plan for an amount of 10,00,000[1] to increase the likelihood of meeting your retirement goal.

Current Situation

- **Retirement Funding:** You are not expected to meet your retirement goal. Based on a current rate of return of 7.00%, your portfolio is expected to have a shortage of about 10,12,78,800. Your assets may only last until the year 2037 and you may not have enough assets to reach the margin of safety.
- **Retirement Goal Probability:** In dynamic market conditions, you are expected to have less than a 5%[2, 3] probability of meeting your retirement goal.
- **Investment Suitability:** Your retirement portfolio may not offer sufficient returns for your risk tolerance. Your risk assessment suggests that you select more growth oriented investments that may provide a higher rates of return.



[1] Expressed in today's value.
[2] The chance of meeting your goal is assessed using an analysis called Monte Carlo, which simulates various outcomes over your investment time horizon and arrives at a statistical probability of meeting your goal successfully.
[3] **IMPORTANT:** The projections or other information generated by Monte Carlo analysis regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results.

Advice

- **Rebalance your portfolio** to the Progressive portfolio mix, which has an expected initial return of 14.04% and is more in line with your risk tolerance.

Alternatives: Below are other alternatives you may consider to help you meet this goal.

- Save 1,69,300 annually to a taxable investment account, growing by 10% each year.
- Allocate an additional 46,71,000 this year in taxable investment assets to cover your shortage plus taxes on the asset growth.
- Reduce your planned retirement spending amount to 60,300 (in today's value) per year.

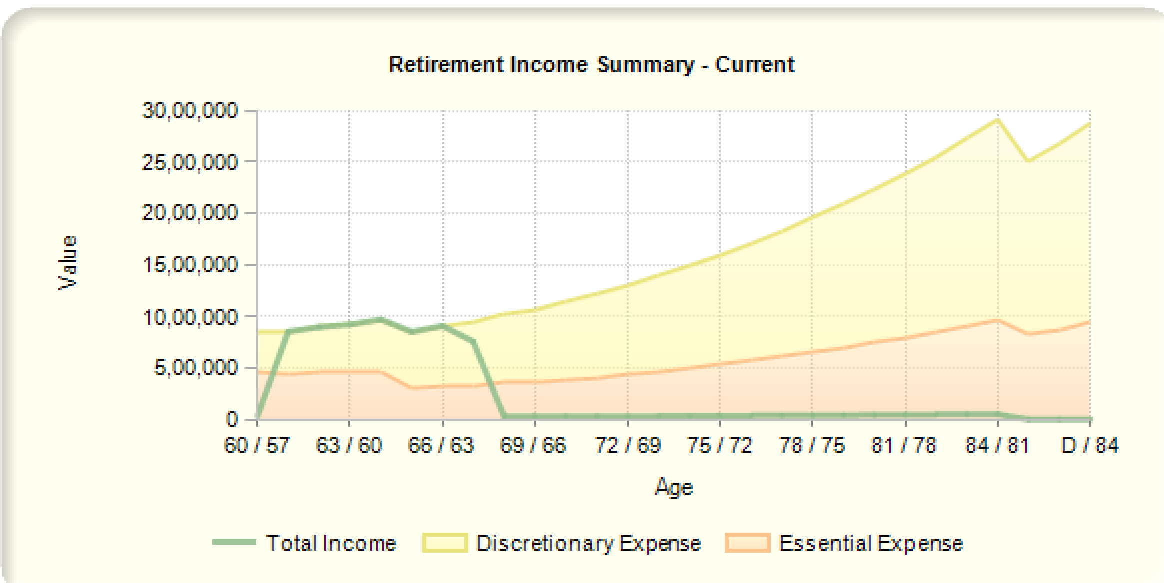
Retirement Distribution

Objective

- **Sustain your spending needs** throughout retirement and mitigate any potential risks you may face.
- **Rajendra** and **Meena:** Your retirement spans over 25 years to an estimated life expectancy age of 85.
- **Margin of Safety:** Set aside 10,00,000 as a margin of safety providing you with added layer of protection against the financial and health risks post retirement.

Current Situation

- **Lifestyle Risk:** You may need additional planning to help you meet your expenses. Based on our forecast, you are not expected to cover all your household expenses.
- **Portfolio Risk:** Your retirement portfolio may not offer you sufficient returns for your risk tolerance. Your risk assessment suggests more growth-oriented investments that may provide higher rates of return.
- **Income Risk:** Plan now to protect you from income risk. Over 70% of your income is coming from only one source.



Advice

- **Balance and rebalance your retirement portfolio.** Based on your risk profile, we recommend a Progressive portfolio. Periodically review your portfolio to ensure it is providing you with a combination of growth and stability.
  It is critical to structure your investments based on your withdrawal needs. Over time, you will need to more actively rebalance to an ongoing mix consistent with your changing risk tolerance.

- **Allocate sufficient assets to your retirement portfolio.** Your retirement plan assets alone may not be enough to sustain your spending needs in retirement. You should set aside an additional 9,28,000 of your investment assets to support you during retirement.

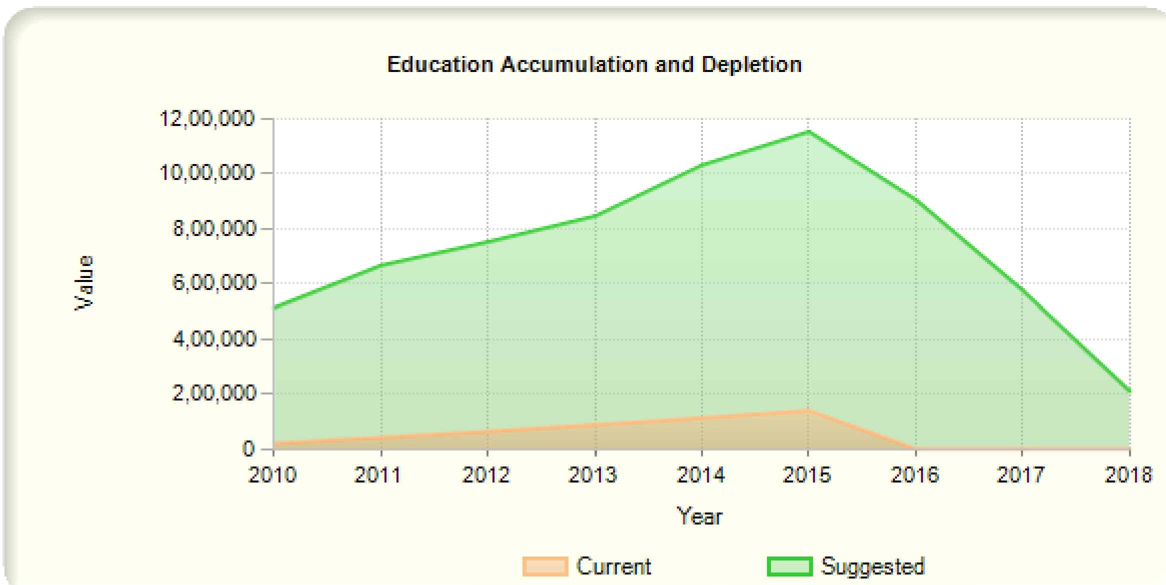
Education Goal - Vinay

Objective

- Send Vinay to college for 3 years starting 2016 and cover 100% of the expected annual cost of 1,50,000.

Current Situation

- **Education Funding:** You are not expected to meet Vinay's education goal. Based on a 7.00% current rate of return your portfolio is expected to have a shortage of about 6,62,300[1].
- **Education Goal Probability:** You are expected to have less than a 5%[2, 3] probability of meeting Vinay's education goal based on changing market conditions.
- **Investment Suitability:** You do not currently have any assets allocated to Vinay's education goal.



Advice

- Rebalance your portfolio to the Moderate portfolio, which has an expected return of 11.59%[4, 5] and is more in line with your risk tolerance.

[1]Expressed in today's value.
[2]The chance of meeting your goal is assessed using an analysis called Monte Carlo, which simulates various outcomes over your investment time horizon and arrives at a statistical probability of meeting your goal successfully.
[3]**IMPORTANT:** The projections or other information generated by Monte Carlo analysis regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results.
[4]Risk is defined by your education portfolio's standard deviation, which is a statistical measure of the range of returns over a historical period and not a guarantee of future stability.

Alternatives: To help you meet this goal you may do any one of the following:

- Save an additional 68,500 annually to a taxable investment account, growing by 10% each year.
- Allocate an additional 6,76,100 this year in taxable investment assets to cover the goal shortage plus taxes on the asset growth.
- Reduce your planned coverage amount to 23,300.

Suggested Plan

The suggested plan illustrates your expected results if you implement the advice shown above.

- **Investment Suitability:** The suggested plan reflects a diversified portfolio in line with your risk tolerance.
- **Accumulating Assets:** By 2016, the education assets are expected to grow to 11,51,880. At the college end year, you are expected to have a surplus of 2,09,962.
- **Market and Inflation Risk:** You are expected to have a 53% probability of meeting Vinay's education goal based on changing market conditions.

More Information

- Given Vinay's age, prepare to move your college investments to less volatile investments over the next few years.
  At age 12, encourage special academic, athletic and artistic abilities as your child prepares for high school.

[5] Expected Rates of Return are a historical measure of past performance and are not a guarantee of future performance.

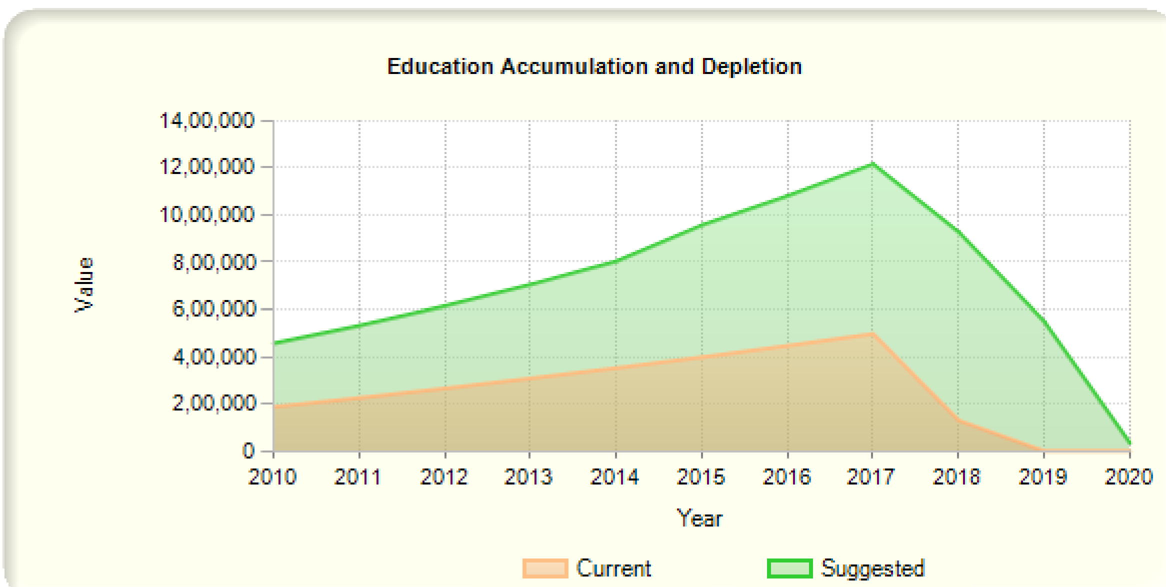
Education Goal - Soumya

Objective

- Send Soumya to college for 3 years starting 2018 and cover 75% of the expected annual cost of 1,75,000.

Current Situation

- **Education Funding:** You are not expected to meet Soumya's education goal. Based on a 5.40% current rate of return your portfolio is expected to have a shortage of about 5,34,100[1].
- **Education Goal Probability:** You are expected to have less than a 5%[2, 3] probability of meeting Soumya's education goal based on changing market conditions.
- **Investment Suitability:** Soumya's education portfolio may not offer sufficient returns for your risk tolerance. Your risk assessment suggests that you select more growth-oriented investments that may provide higher rates of return.



Advice

- Rebalance your portfolio to the Moderately Conservative portfolio, which has an expected return of 10.31%[4, 5] and is more in line with your risk tolerance.

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[1]Expressed in today's value.
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[4]Risk is defined by your education portfolio's standard deviation, which is a statistical measure of the range of returns over a historical period and not a guarantee of future stability.

Alternatives: To help you meet this goal you may do any one of the following:

- Save an additional 39,700 annually to a taxable investment account, growing by 10% each year.
- Allocate an additional 5,41,300 this year in taxable investment assets to cover the goal shortage plus taxes on the asset growth.
- Reduce your planned coverage amount to 54,700.

Suggested Plan

The suggested plan illustrates your expected results if you implement the advice shown above.

- **Investment Suitability:** The suggested plan reflects a diversified portfolio in line with your risk tolerance.
- **Accumulating Assets:** By 2018, the education assets are expected to grow to 12,15,078. At the college end year, you are expected to have a surplus of 34,619.
- **Market and Inflation Risk:** You are expected to have a 46% probability of meeting Soumya's education goal based on changing market conditions.

More Information

- Since Soumya's is just 10 years old, you still have some time to save and your investments can still afford to be bit more aggressive, within your risk tolerance.

[5] Expected Rates of Return are a historical measure of past performance and are not a guarantee of future performance.

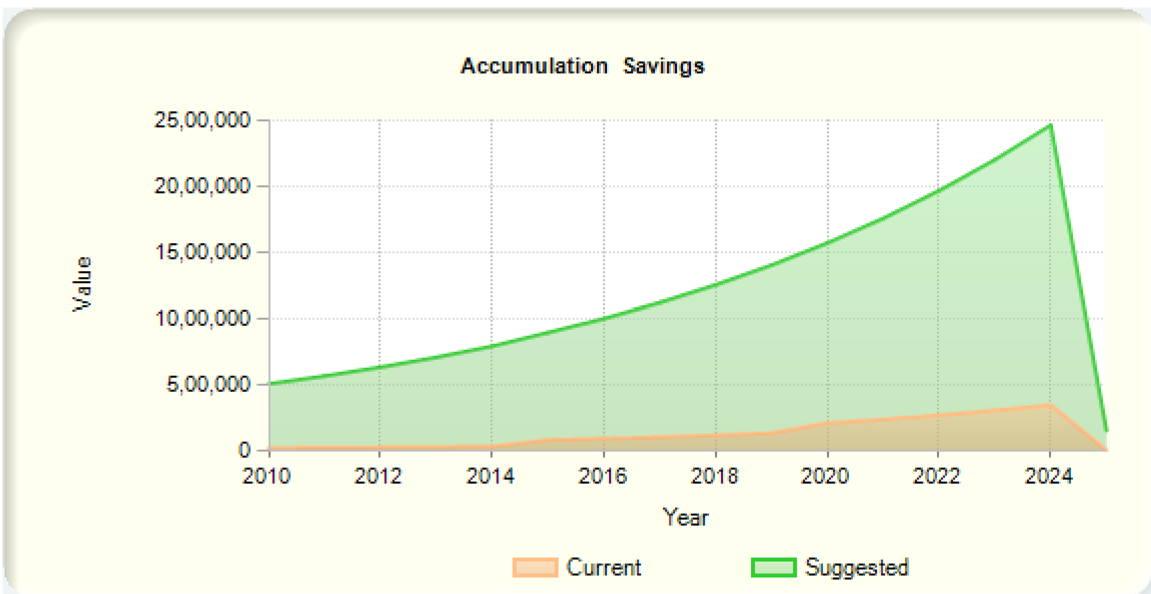
Accumulation Goal - Soumya's Marriage

Objectives

- Plan for 'Soumya's Marriage' costing 5,00,000[1] in 2025.
- Cover the cost of your goal with 75% from savings and 25% from loans.

Current Situation

- **Accumulation Funding:** You are not expected to meet your 'Soumya's Marriage' goal. Based on a 16.00% current rate of return, your portfolio is expected to have a shortage of about 2,05,000[1] and is expected to last until the year 2025.
- **Accumulation Goal Probability:** You are expected to have less than a 5% probability of meeting your 'Soumya's Marriage' goal based on changing market conditions.[2, 3]
- **Investment Suitability:** Your 'Soumya's Marriage' goal portfolio risk level may be too high for your risk tolerance. Your risk assessment suggests more conservative investments that may provide a lower level of risk.



Advice

Recommended Action:

[1]Expressed in today's value.
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[2]**IMPORTANT:** The projections or other information generated by Monte Carlo analysis regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results.
[3]The chance of meeting your goal is assessed using an analysis called Monte Carlo, which simulates various outcomes over your investment time horizon and arrives at a statistical probability of meeting your goal successfully.

- Rebalance your portfolio to the Moderately Aggressive portfolio, which has an expected initial return of 12.82%[5, 6] and is more in line with your risk tolerance.
- After covering expenses, contributions and taxes, you are expected to have 4,30,500[4] remaining this year for additional savings. Based on your projected cash flow, you should save a minimum of 1% of this income surplus each year and apply this surplus to your 'Soumya's Marriage' portfolio. You should plan on contributing an additional 4,300 this year.[4]
- To improve the chances of meeting your 'Soumya's Marriage' goal, consider making even higher contributions. Setting aside additional funds and making higher contributions will provide a better margin of safety in meeting unexpected expenses, higher than expected inflation and uncertain market returns.

Alternatives: To help you meet this goal you may do any one of the following:

- Save an additional 26,400 annually, growing by 10%.
- Reduce your planned coverage amount to 54,700.
- Allocate an additional 2,95,900 this year in taxable investment assets to cover your shortage plus taxes on the asset growth.

Suggested Plan

The suggested plan illustrates your expected results if you implement all the advice shown above.

- **Fund with Savings:** You are expected to cover 75% of your 'Soumya's Marriage' goal with Savings.
- **Market and Inflation Risk:** You are expected to have a 34% probability of meeting your 'Soumya's Marriage' goal based on changing market conditions.
- **Investment Suitability:** The suggested plan reflects a diversified portfolio in line with your risk tolerance.
- **Accumulating Assets:** By 2025, the assets are expected to grow to 24,58,694. However at the goal end year, you are expected to have a surplus of 1,48,608.

[5]Risk is defined by your accumulation goal portfolio's standard deviation, which is a statistical measure of the range of returns over a historical period and not a guarantee of future stability.

[6]Expected Rates of Return are a historical measure of past performance and are not a guarantee of future performance.

[4]Income surplus is the amount of funds remaining after meeting expenses. Refer to Action Plan for future recommended saving amounts.

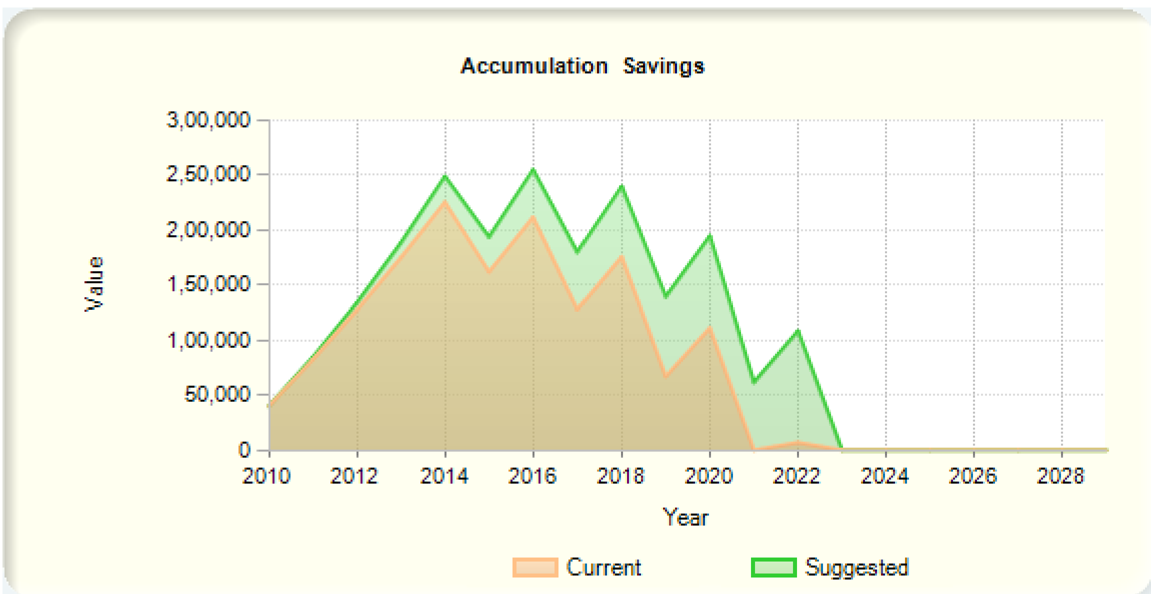
Accumulation Goal - Vacation

Objectives

- Plan for 'Vacation' in the amount 1,00,000[1] every 2 years starting 2015 and ending on or before the year 2030.
- Cover the cost of your goal with 75% from savings and 25% from loans.

Current Situation

- **Accumulation Funding:** You are not expected to meet your 'Vacation' goal. Based on a 7.00% current rate of return, your portfolio is expected to have a shortage of about 3,35,600[1] and is expected to last until the year 2021.
- **Accumulation Goal Probability:** You are expected to have less than a 5% probability of meeting your 'Vacation' goal based on changing market conditions.[2, 3]
- **Investment Suitability:** You do not currently have any assets allocated to your 'Vacation' goal.



Advice

Recommended Action:

[1]Expressed in today's value.

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[2]**IMPORTANT:** The projections or other information generated by Monte Carlo analysis regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results.

[3]The chance of meeting your goal is assessed using an analysis called Monte Carlo, which simulates various outcomes over your investment time horizon and arrives at a statistical probability of meeting your goal successfully.

- Rebalance your portfolio to the Moderately Aggressive portfolio, which has an expected initial return of 12.82%[4, 5] and is more in line with your risk tolerance.
- To improve the chances of meeting your 'Vacation' goal, consider making even higher contributions. Setting aside additional funds and making higher contributions will provide a better margin of safety in meeting unexpected expenses, higher than expected inflation and uncertain market returns.

Alternatives: To help you meet this goal you may do any one of the following:
- Save an additional 12,800 annually, growing by 10%.
- Reduce your planned coverage amount to 21,400.
- Allocate an additional 3,52,400 this year in taxable investment assets to cover your shortage plus taxes on the asset growth.

Suggested Plan

The suggested plan illustrates your expected results if you implement all the advice shown above.
- **Fund with Savings:** You are expected to cover 75% of your 'Vacation' goal with Savings.
- **Market and Inflation Risk:** You are expected to have a less than a 5% probability of meeting your 'Vacation' goal based on changing market conditions.
- **Additional planning is required** since you are not able to achieve this goal.
- **Investment Suitability:** The suggested plan reflects a diversified portfolio in line with your risk tolerance.
- **Accumulating Assets:** No assets are allocated to this goal. At the goal end year, you are expected to have a shortfall of (11,01,152).

[4]Risk is defined by your accumulation goal portfolio's standard deviation, which is a statistical measure of the range of returns over a historical period and not a guarantee of future stability.
[5]Expected Rates of Return are a historical measure of past performance and are not a guarantee of future performance.

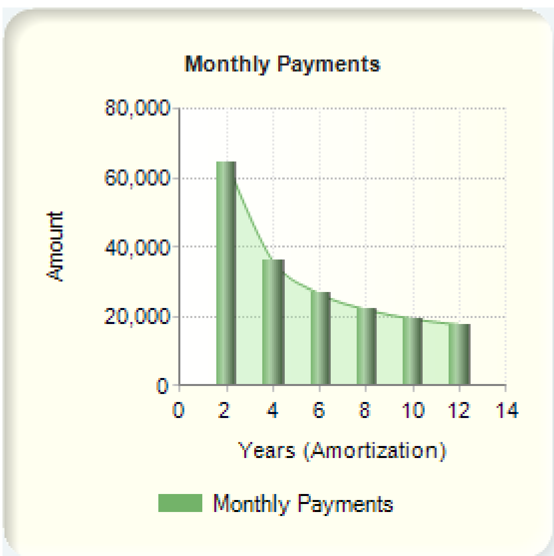
Debt Management

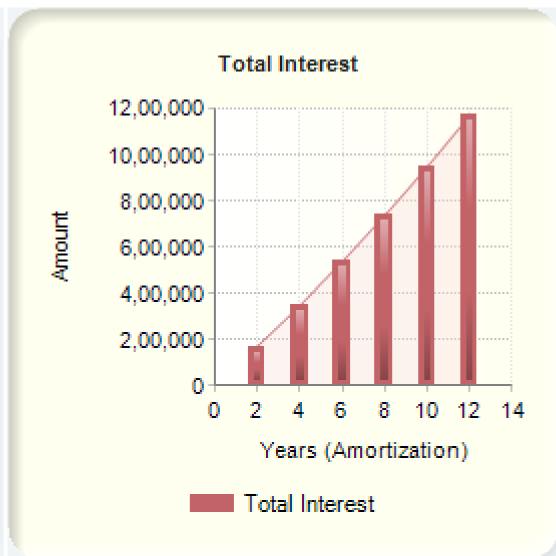
Objective

- Eliminate your total debt of 13,75,000[1] to minimize the interest you pay while effectively managing your cash flow to meet savings and other expense needs.

Current Situation

- **Total Debts:** Currently you have 2 liabilities in the amount of 4,00,000[1].
- **Cost of Borrowing:** The weighted average interest rate on these debts is 11.62% and your total cost of borrowing is expected to be 2,10,652[1].
- **Monthly Cost:** Your current total monthly payments are 8,000[1].
- **Debt Free Date:** Assuming you do not increase your debt, maintain the same level of monthly payments and the interest rates do not change, you are on target to eliminate these debts by 11/2020.





[1]Excludes Home loans and Business loans.
[1]Excludes Home loans and Business loans.

Advice

- **Increase Payments:** Based on the information you provided, your income is expected to exceed your expenses by 44,502 per month. Consider paying off your debt more quickly by increasing your monthly payments.
- **Refinance loans and credit cards:** You have 4,00,000 in non-mortgage liabilities and 25,25,000 in equity in your personal real estate holdings. Refinancing these debts can reduce your interest costs.
- **Home Equity Financing:** Your current loan to value ratio (LVR) is 27.9%. This is your mortgage total compared to the market value of all your real estate. You are eligible for financing up to 60.0% LVR. This means the maximum additional home equity financing available is 11,25,000.
- **Your debt service ratio** is 19.1%, which is within our recommended level of 35%. This value represents your total payments divided by income before taxes. This means you should be able to afford your debt payments.
- **Your debt safety ratio** is 25.5% which is above our recommended level of 20%. This value represents your loan and credit card payments (excluding business loans) divided by income after taxes (take home pay). This indicates a large amount of your income is allocated towards the payment of debt.

More Information

- **Match your payment date to your payday:** Ensure your mortgage payments coincide with your household payment frequency. In other words, if you are paid every two weeks, make sure your mortgage payment frequency is the same. If not, speak to your mortgage lender. More frequent payments will reduce your interest and also reduce the amount of time you need to pay off your mortgage
- **Consider your borrowing wisely:** Speak with your financial or bank advisor before entering into any new credit arrangements.
- **Put your plan in writing** to establish an action plan outlining the steps you need to take to reduce and manage your debt.

Life Insurance for Rajendra

In reviewing your financial situation, it is important to consider the ability of your family and/or dependents to maintain their standard of living if something were to happen to you. The objective of this life insurance analysis is to determine whether there is a gap in survivor protection and, if so, how wide that gap is.

Objective

- Determine the additional capital required to meet Meena's expenses in the event of Rajendra's premature demise.

Current Situation

- **Insurance:** Rajendra has 18,50,000 life insurance coverage.
- **Resources:** In the event of Rajendra's premature demise 30,29,153 is available for Meena. Of these resources, 2,25,000 is available in your cash accounts to cover immediate needs.[1]
- **Assessment:** There may be insufficient capital to meet the income needs for Meena in the event of Rajendra's premature demise.

Advice

- **Life Insurance Needs:** Rajendra requires an additional capital of 19,45,697. Existing assets and insurance are not sufficient to meet the needs of Meena.
- **Liquidity Needs:** You have sufficient cash from your cash accounts and insurance policies to cover the immediate needs of 10,000 and the current outstanding debt of 11,25,000. You should always plan to meet debt payments, funeral expenses, taxes and estate settlement costs with insurance, cash or cash equivalent assets. Similarly you may plan for potential medical expenses and bequests as part of your immediate needs.

[1] Resources include life insurance sources,current assets, future assets and income available to the survivor.

- **Recommended:** You do have an additional capital need over 48 years that could be met with permanent insurance. Given the duration of your insurance need, a permanent policy will provide the ongoing protection coupled with cash value benefits available in the future. Your policy should cover your current 19,45,697 capital need over a period of 48 years. A **Whole Life** policy can provide you with a cash value investment as well as the guaranteed death benefits needed to protect your family's future.
- This analysis addresses your current needs. However, your capital needs will change and be affected by events in your life. You should periodically monitor and adjust your coverage needs over time.

More Information

- **Whole life** is the most common type of permanent insurance. It provides you with the certainty of a guaranteed amount of death benefit and a guaranteed rate of return on your cash values. And you'll have a level premium that is guaranteed to never increase for life.

  Another valuable benefit of a participating whole life insurance policy is the opportunity to earn dividends. While your policy's guarantees provide you with a minimum death benefit and cash value, dividends give you the opportunity to receive an enhanced death benefit and cash value growth. Dividends are a way for the company to share part of its favorable results with policyholders. When you purchase a participating policy, it is expected that you will receive dividends after the second policy year - but they are not guaranteed. Dividends, if left in the policy, can provide an offset (and more) to the eroding effects of inflation on your coverage amount.

Life Insurance for Meena

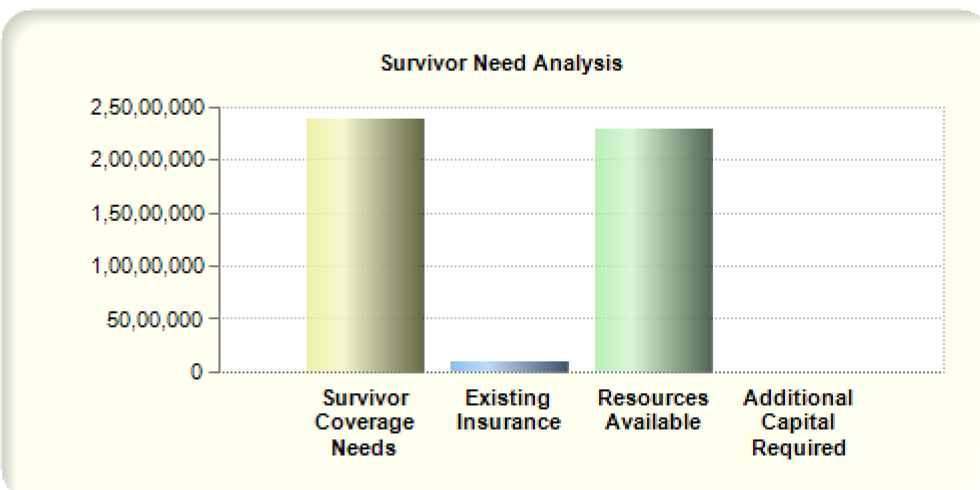
In reviewing your financial situation, it is important to consider the ability of your family and/or dependents to maintain their standard of living if something were to happen to you. The objective of this life insurance analysis is to determine whether there is a gap in survivor protection and, if so, how wide that gap is.

Objective

- Determine the additional capital required to meet Rajendra's expenses in the event of Meena's premature demise.

Current Situation

- **Insurance:** Meena has 8,71,885 life insurance coverage.
- **Resources:** In the event of Meena’s premature demise 2,29,43,831 is available for Rajendra. Of these resources, 2,25,000 is available in your cash accounts to cover immediate needs.[1]
- **Assessment:** There is expected to be sufficient capital to meet the income needs for Rajendra in the event of Meena's premature demise.



Advice

- **Life Insurance Needs:** Meena has sufficient assets and insurance, hence does not require any additional capital to meet the income needs of Rajendra.
- **Liquidity Needs:** You have sufficient cash from your cash accounts and insurance policies to cover the immediate needs of 10,000 and the current outstanding debt of 2,50,000. You should always plan to meet debt payments, funeral expenses, taxes and estate settlement costs with insurance, cash or cash equivalent assets. Similarly you may plan for potential medical expenses and bequests as part of your immediate needs.

[1] Resources include life insurance sources,current assets, future assets and income available to the survivor.

- This analysis addresses your current needs. However, your capital needs will change and be affected by events in your life. You should periodically monitor and adjust your coverage needs over time.

Estate Plan - Current Analysis

Overview

In simple terms, estate planning involves the transfer of all your assets during your lifetime and at death to your beneficiaries. Estate planning has two primary objectives:

- Meeting your personal objectives of who gets what and when
- Minimizing the taxes and payable upon the transfers

If you choose not to establish an estate plan, the assets you have will be transferred at death. The problem is that they may not go to the people you want and much of your estate may incur significant fees and taxes. At the very minimum, your beneficiaries may experience lengthy delays before they receive any funds. By creating an estate plan, you can ensure that your beneficiaries and charities will receive what you intend and that the transfer will occur in an orderly and timely manner.

Planning for your estate may involve a number of different documents including a will, trusts, power of attorney, etc. Estate planning is the arranging for the transfer of your property to your heirs and to other beneficiaries, in a way that will, as much as possible, achieve your objectives and minimize the associated costs and taxes.

It is also important that you have estate planning professionals prepare the necessary legal documents to ensure your wishes will be carried out properly.

Objective

- Facilitate a smooth and orderly transition of your estate to your heirs after your death.
- Determine strategies to minimize legal expenses/succession costs.
- Suggest appropriate trust and other estate planning strategies.

Current Situation

- Rajendra and Meena, your current combined net worth is valued at 57,28,359. Rajendra's assets are valued at 64,76,074, Meena's assets are valued at 6,27,285 and the joint assets are valued at 0.

Advice

- Rajendra and Meena, you do not currently have a Will. One of the first and most important steps in your estate plan is to create a Will to help provide a smooth transition of your property and ensure your property is distributed according to your wishes. A Will is always an important planning consideration even if you have established other means to distribute your estate such as a Revocable Living Trust. Consider registering the will so that the will would be treated as valid instrument after the death.
- Rajendra and Meena, you should execute a Durable Power of Attorney for financial decisions. This is important incapacity planning documents designed to allow a trusted

person to manage your property. This is often overlooked, but not having a power of attorney can cause undue hardship and emotional strain on your loved ones.

- You should consider establishing a guardian for Vinay and Soumya. A guardian protects your children's money and manages your estate assets for their benefit. In the absence of a nominated guardian, the court will appoint one for your children, which may not be your desired choice.
- Rajendra and Meena, please consider executing a Durable Power of Attorney for healthcare decisions. This is important incapacity planning document make health care decisions for you when you are not able. This is often overlooked, but not having a power of attorney can cause undue hardship and emotional strain on your loved ones.
- Rajendra and Meena, You may want to consider establishing a Revocable Living Trust. The trust's primary benefit is avoiding the cost and time of probate but it also allows for the management of your estate and distributions of assets by a designated trustee. The trust can also provide provisions for handling your assets if you are unable due to incapacitation. Unlike a Will, the trust assets are generally not a matter of public record. Because a living trust is revocable, you continue to control assets and can 'revoke' the trust or titling at any time. However, a revocable trust may not be appropriate for everyone. Due to the costs and time of establishing and funding the trust, careful consideration should be made based on your estate and special needs.
- Meena, Consider covering life insurance policies under Married Women's Property Act. The act is designed to protect a man's family from creditors who might stake a claim on the proceeds of the life insurance policy that are due to his wife and children. The act provides better protection for the wife and the children of the insured even if creditors such as banks, money lenders and financial institutions clamour for repayment of their debt. Under no circumstances can the sum insured of a policy be seized by debtors. The Act comes into play either at the time of death of the life assured or maturity of the policy. This provision is applicable only to pure life insurance policies, and not on moneyback policies and pension policies.

Action Plan

Current Year Action Plan

Retirement

Allocate Assets

In addition to your retirement assets, you should set aside the following to be used exclusively towards your retirement goal.

Owner	Account Description	Account Type	Amount
Rajendra	BGXP45 Brokerage account	Investment Account	2,98,822

Savings Plan

The savings plan provided is based on your financial ability to save and reflects your expected income growth and your ability to meet other expenses.

Retirement Savings				
Contributor[1]	Account Type	Annual Savings	Monthly Contribution	Growth Rate
Rajendra	EPF	8,000	667	0.00%
Meena	PPF	7,500	625	0.00%

[1]Joint contributors assume total annual contributions are divided between both clients.

Investment Savings				
Contributor[1]	Account Type	Annual Savings	Monthly Contribution	Growth Rate
Joint	Income Surplus*	21,526	1,794	Varies
Joint	Systematic Savings	2,000	167	0.00%
Joint	Systematic Savings	1,000	83	0.00%
Joint	Systematic Savings	500	42	0.00%

*Surplus is the amount of disposable income you have after meeting expenses and taxes.
[1]Joint contributors assume total annual contributions are divided between both clients.

Rebalance Portfolio

Rebalancing your portfolio should be a key strategy in your plan. Proper diversification will allow you to maximize your return while minimizing your risks. You should begin by implementing the below portfolio strategy and periodically adjust your investment mix over time.

Portfolio Profile	Risk	Return
Aggressive	36.77%	14.04%

Refer to the Asset Allocation section for the suggested allocation details.

Education For Vinay

Allocate Assets

You should set aside the following to be used exclusively towards education goal.

Owner	Account Description	Account Type	Amount
Rajendra	BGXP45 Brokerage account	Investment Account	4,48,235

Savings Plan

The savings plan provided is based on your financial ability to save and reflects your expected income growth and your ability to meet other expenses.

Investment Savings				
Contributor[1]	Account Type	Annual Savings	Monthly Contribution	Growth Rate
Joint	Systematic Savings	20,000	1,667	0.00%

[1]Joint contributors assume total annual contributions are divided between both clients.

Rebalance Portfolio

Rebalancing your portfolio should be a key strategy in your plan. Proper diversification will allow you to maximize your return while minimizing your risks. You should begin by implementing the below portfolio strategy and periodically adjust your investment mix over time.

Portfolio Profile	Risk	Return
Moderate	20.09%	11.59%

Refer to the Asset Allocation section for the suggested allocation details.

Education For Soumya

Allocate Assets

You should set aside the following to be used exclusively towards education goal.

Owner	Account Description	Account Type	Amount
Rajendra	BGXP45 Brokerage account	Investment Account	2,98,823
Meena	8769846534 Savings	Savings Account	75,000
Rajendra	5136546/56 AIG India Equity Fund Regular Dividend	Investment Account	14,400

Savings Plan

The savings plan provided is based on your financial ability to save and reflects your expected income growth and your ability to meet other expenses.

Investment Savings				
Contributor[1]	Account Type	Annual Savings	Monthly Contribution	Growth Rate
Joint	Income Surplus*	4,305	359	Varies
Joint	Systematic Savings	30,000	2,500	0.00%

*Surplus is the amount of disposable income you have after meeting expenses and taxes.
[1]Joint contributors assume total annual contributions are divided between both clients.

Rebalance Portfolio

Rebalancing your portfolio should be a key strategy in your plan. Proper diversification will allow you to maximize your return while minimizing your risks. You should begin by implementing the below portfolio strategy and periodically adjust your investment mix over time.

Portfolio Profile	Risk	Return
Moderately Conservative	11.03%	10.30%

Refer to the Asset Allocation section for the suggested allocation details.

Accumulation For Soumya's Marriage

Allocate Assets

You should set aside the following assets to be used exclusively towards your accumulation goal.

Owner	Account Description	Account Type	Amount
Rajendra	BGXP45 Brokerage account	Investment Account	4,48,235

Savings Plan

The savings plan provided is based on your financial ability to save and reflects your expected income growth and your ability to meet other expenses.

Investment Savings				
Contributor[1]	Account Type	Annual Savings	Monthly Contribution	Growth Rate
Joint	Income Surplus*	4,305	359	Varies

*Surplus is the amount of disposable income you have after meeting expenses and taxes.
[1]Joint contributors assume total annual contributions are divided between both clients.

Rebalance Portfolio

Rebalancing your portfolio should be a key strategy in your plan. Proper diversification will allow you to maximize your return while minimizing your risks. You should begin by implementing the below portfolio strategy and periodically adjust your investment mix over time.

Portfolio Profile	Risk	Return
Moderately Aggressive	29.98%	12.82%

Refer to the Asset Allocation section for the suggested allocation details.

Accumulation For Vacation

Savings Plan

The savings plan provided is based on your financial ability to save and reflects your expected income growth and your ability to meet other expenses.

Investment Savings				
Contributor[1]	Account Type	Annual Savings	Monthly Contribution	Growth Rate
Joint	Systematic Savings	40,000	3,333	0.00%

[1]Joint contributors assume total annual contributions are divided between both clients.

Rebalance Portfolio

Rebalancing your portfolio should be a key strategy in your plan. Proper diversification will allow you to maximize your return while minimizing your risks. You should begin by implementing the below portfolio strategy and periodically adjust your investment mix over time.

Portfolio Profile	Risk	Return
Moderately Aggressive	29.98%	12.82%

Refer to the Asset Allocation section for the suggested allocation details.

Survivor Income

Consider the following additional capital to meet the expected cash flow needs.

Owner	Additional Capital Recommended*
Rajendra	19,45,697

*Expressed in Today's Value.

Emergency Fund

Emergency Fund Cash

Emergency fund is a reserve of cash, kept available to meet the costs of any unexpected financial emergencies. It must cover at least 3 to 6 months of living expenses.

Resources Allocated	3 Months Expenses	6 Months Expenses	Surplus/(Deficit) Resources
75,000	1,09,869	2,19,738	(1,44,738)

Allocated Assets

Emergency funds usually constitutes of highly liquid instruments, such as checking or savings accounts. Highly liquid instruments allow quick access to funds, which is vital in emergency situations.

Asset Type*	Description	Fair Market Value	Allocated
Investment Account	BGXP45 Brokerage account	14,94,116	0
Savings Account	8769846534 Savings	75,000	75,000

*Liquidate non-cash assets allocated to meet your emergency goal.

Debt Management

Refinancing Strategy

Refinancing allows you to restructure your debt to better meet your needs by adjusting the payments to meet your needs and possibly saving interest costs. Consider the following debt for refinancing.

Liability Name	Balance	Minimum Monthly Payment	Actual Monthly Payment	Interest Rate	Amortization Period
Auto Loan Suzuki SX4 Loan	2,50,000	5,000	5,500	9.00%	56
Credit Card Loan Gold CC	1,50,000	2,500	2,500	16.00%	122
First Mortgage(Home in Chennai)	9,75,000	12,281	12,281	11.50%	150
Total	**13,75,000**	**19,781**	**20,281**	**11.54%***	**150****

*Weighted Average Interest Rate
**Amortization Months represents the longest current amortization period of all liabilities listed.

After you refinance your debts, your new liability will have the following terms.

Liability Name	Balance	Minimum Monthly Payment	Actual Monthly Payment	Interest Rate	Amortization Period
New Liability	13,75,000	13,000	13,000	8.00%	184

Roll Down Strategy

In some cases, you may choose not to refinance. A Roll down strategy illustrates paying off debts in a systematic way by keeping the payments fixed and paying of the debts in a specified order. Once the first debt (typically, the highest interest debt) is paid off, the payment on the next debt on the list is increased by this payment amount and so on.

Goal Priority	Liability Name	Balance	Minimum Monthly Payment	Actual Monthly Payment	Interest Rate	Amortization Period
1	Gold CC ICICI Bank	1,50,000	2,500	2,500	16.00%	122
2	Suzuki SX4 Loan ICICI Bank	2,50,000	5,000	5,500	9.00%	56
	Total	**4,00,000**	**7,500**	**8,000**	**11.63%***	**122****

*Weighted Average Interest Rate

**Amortization Months represents the longest current amortization period of all liabilities listed.

Make an additional payment of 5,000 a month starting with liability priority #1 and once paid off, move down the list.

Recommendation

<recommendationData>

Delivery Acknowledgement - Advisor

We acknowledge that we have reviewed and understand the information and the assumptions contained within this financial analysis. We believe that all information provided by us is complete and accurate to the best of our knowledge.

We recognize that performance is not guaranteed and that all future projections are included to help our decision-making process and may not be all encompassing.

We also understand that our financial analysis should be reviewed periodically to ensure that decisions made continue to be appropriate, particularly if there are changes in family circumstances, such as material change in income, expenses or a change in our family status.

________________ ________________

Rajendra **Meena**

_______________ _______________

Date **Date**

Disclaimer:

This plan has been prepared based on the information provided. We have not verified the accuracy or completeness of this information. As the future cannot be forecasted with certainty, actual results may vary to a significant degree from these projections. The degree of uncertainty typically increases with the length of the planning horizon.

Delivery Acknowledgement - Client

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We also understand that our financial analysis should be reviewed periodically to ensure that decisions made continue to be appropriate, particularly if there are changes in family circumstances, such as material change in income, expenses or a change in our family status.

________________	________________
Rajendra	**Meena**
_______________	_______________
Date	**Date**

Disclaimer:

This plan has been prepared based on the information provided. We have not verified the accuracy or completeness of this information. As the future cannot be forecasted with certainty, actual results may vary to a significant degree from these projections. The degree of uncertainty typically increases with the length of the planning horizon.

Client Questionnaire

Personal Information

Contact Information

	Client	Spouse
Title (Mr/Mrs/Ms/Dr)	Mr.	Mr.
First Name	Rajendra	Meena
Middle Initial		
Last Name	Prasad	Prasad
Date of Birth	05-06-1970	08-05-1973
Marital Status*	Married	Married
Gender (Male/Female)	Male	Female
Address 1	# 25, 26th Cross, 4th Main	
Address 2	CSK Layout,	
City	Chennai	
State	TN	
Pin code	456252	
Business		
Home	044 29987645	
Cell		
E-Mail Address	rajendra@gmail.com	
Permanent Account Number	BGXPS12GR3	
Residential Status#	Permanent Resident	Permanent Resident

*Single, married, divorced, widowed, separated
#Permanent Resident, Not Ordinary Resident, Non Resident

Family Members Information

First Name	Last Name	Date of Birth (dd-mm-yyyy)	Relationship	Permanent Account Number	Education Goal Needed (Yes/No)
Vinay	R	05-04-1998	Son		Yes
Soumya	R	08-07-2000	Daughter		Yes
Mahendra		21-05-1941	Parent		No
Sneha		18-06-1945	Parent		No

Employment Information

	Client	Spouse
Occupation#		
Employer Name		
Employer Address		
City		
State		
Pin code		
Work Phone		
Work Email		

#Senior executive, executive, manager, student, employee, homemaker, other.

Risk Tolerance Questionnaire

Please select the client's response to each question.

Topic	Question	Response
Risk Tolerance	I am patient with my investments and can accept periods of negative investment returns and portfolio losses.	✓ Strongly Disagree O Disagree O Neutral O Agree O Strongly Agree
Expected Return	I consider myself an aggressive investor and seek above average investment returns.	O Strongly Disagree ✓ Disagree O Neutral O Agree O Strongly Agree
Liquidity	Not including the amount I plan to invest, I have adequate liquid assets (cash and cash equivalent) to support myself and dependents for six months or more.	O Strongly Disagree O Disagree ✓ Neutral O Agree O Strongly Agree
Investment Experience	I have prior investment experience with stocks, bonds and international investments and I understand the concept of investment risk.	O Strongly Disagree ✓ Disagree O Neutral O Agree O Strongly Agree
Holding Period	I am confident I will not need to withdraw money from my investments for at least ten years.	O Strongly Disagree O Disagree O Neutral O Agree ✓ Strongly Agree
Income Source	I expect a regular and stable income stream over the long term.	O Strongly Disagree O Disagree ✓ Neutral O Agree O Strongly Agree

Ease of Management	I want to play an active role in managing my investments.	O Strongly Disagree O Disagree O Neutral O Agree ✓ Strongly Agree
Dependents	There are more than two dependents who rely on my income and investment holdings for financial support.	✓ Strongly Disagree O Disagree O Neutral O Agree O Strongly Agree
Investment Risk	I get concerned if my investments fall in value day-to-day or month-to-month.	O Strongly Disagree ✓ Disagree O Neutral O Agree O Strongly Agree
Debt/Credit	My outstanding debt is low and my credit history is excellent.	O Strongly Disagree O Disagree O Neutral ✓ Agree O Strongly Agree

Assets

Retirement Accounts

EPF

Owner	Account Number	Account Description	Annual Contributions	Accumulated Value
Client	MH/ 4567/ 455	Client EPF	8,000	5,50,000

PPF

Owner	Account Number	Account Description	Annual Contributions	Accumulated Value
Spouse	TN/ 16577/ 001	Spouse PPF	7,500	1,50,000

Investment Accounts

Owner	Account Number	Account Description	Stocks & Mutual Funds	Fixed Income	Cash	Total
Client	BGXP45	Brokerage account	13,69,116	75,000	50,000	14,94,116
Client	5136546/56	AIG India Equity Fund Regular Dividend	14,400	0	0	14,400

Cash Accounts

Owner	Account Number	Account Description	Account Type*	Current Balance	Interest Rate	Maturity Date (mm/dd/yyyy)
Client	68776554	ICICI SB Account	Savings	1,50,000	0.00%	
Spouse	8769846534	ICICI SB Account	Savings	75,000	0.00%	

*Checking account, saving account, money market, certificate of deposit, other...

Other Fixed Income Accounts

Owner	Account Number	Account Description	Account Type	Current Balance	Interest Rate	Maturity Date (dd-mm-yyyy)
Spouse	NS765756	Spouse - NSC	National Savings Certificate	52,285	8.50%	01-01-2020
Client	IB-855787	Client - IB	Infrastructure Bonds	40,635	7.00%	01-01-2015

Gratuity

Owner	Description	Value as on Available Year	Available Year
Client	Client - Gratuity	5,76,923	2020
Spouse		0	2033

Personal Assets

Owner	Asset Type*	Description	Acquisition Year	Acquisition Cost	Current Value	Expected Year of Sale	Expected Growth Rate

Owner	Asset Type*	Description	Acquisition Year	Acquisition Cost	Current Value	Expected Year of Sale	Expected Growth Rate
Spouse	Automobiles	Suzuki SX4	2008	4,50,000	3,50,000	2100	0.00%

*Automobiles, jewelry, furniture, electronics, other

Real Estate Assets

Owner	Asset Type	Description	Acquisition Year	Acquisition Cost	Current Value	Expected Year of Sale	Expected Growth Rate
Client	Primary Home	Home in Chennai	1995	19,00,000	35,00,000	2100	5.00%

Business Assets

No Data to Report

Other Assets

No Data to Report

Liabilities

Auto Loans

Owner	Description	Financial Institution	Amount Outstanding	Minimum Monthly Payment	Actual Monthly Payment	Interest Rate
Spouse	Suzuki SX4 Loan	ICICI Bank	2,50,000	5,000	5,500	9.00%

Credit Card Loan

Owner	Description	Financial Institution	Amount Outstanding	Minimum Monthly Payment	Actual Monthly Payment	Interest Rate
Client	Gold CC	ICICI Bank	1,50,000	2,500	2,500	16.00%

Student Loan

No Data to Report

Personal Loan

No Data to Report

Home Loan

Owner	Property Type*	Description	Current Market Value	Outstanding Balance
Client	Primary Home	Home in Chennai	35,00,000	9,75,000

*Primary home, secondary home, vacation home, land, rental property, other

Business Loan

No Data to Report

Other Loan

No Data to Report

Income Sources

Salary Income

Owner	Employer	Start Year Type	Start Year	End Year Type	End Year	Gross Salary	Frequency	Income Growth Rate
Client	Current Employer	Now	2010	Retirement	2030	1,00,000	Monthly	8.00%

Business Income

No Data to Report

Rental Income

Owner	Property Name	Property Type	Net Annual Rental Income	Start Year Type	Start Year	End Year Type	End year	Income Growth Rate
Client	Home in Chennai	Primary Home	0	Now	2010	Spouse Death	2058	12.00%

Earned Income during Retirement

No Data to Report

Commuted Pension Income

No Data to Report

Pension Income

No Data to Report

Other Income

Owner	Income Type*	Description	Net Annual Income	Start Year Type	Start Year	End Year Type	End year	Income Growth Rate	Tax Rate
Spouse	Miscellaneous	Part Time Job	75,000	Now	2010	Year	2025	5.00%	0.00%

*Farm, royalty, gift, bonus, inheritance, miscellaneous

Insurance Policies

Life Insurance

Term Life

Insured	Beneficiary	Owner	Company	Policy Number	Death Benefit	Annual Premium	Premium End Year	Policy End Year
Client	Spouse	Client	ICICI Pru	IC68776767	10,00,000	5,000	2025	2026
Spouse	Client	Client	ICICI Pru	IC576554332	5,00,000	2,000	2020	2021

Whole Life

No Data to Report

ULIPs

Insured	Beneficiary	Owner	Company	Policy Number	Sum Assured	Cash Value	Rate Of Return	Annual Premium	Premium End Year	Policy End Year
Client	Spouse	Client	oweierwo	90348308	2,00,000	1,00,000	9.00%	17,000	2030	2030

Endowment

Insured	Beneficiary	Owner	Company	Policy Number	Sum Assured	Annual Premium	Premium End Year	Policy End Year
Client	Spouse	Client	METLIFE	5765756	1,50,000	5,000	2015	2016

Money Back

Insured	Beneficiary	Owner	Company	Policy Number	Sum Assured	Annual Premium	Premium End Year	Policy End Year
Client	Spouse	Client	ICICI Pru	ICMB65463322	5,00,000	15,000	2025	2025

Expenses

General Expenses	Current Annual Expense	Retirement Annual Expense
Housing		
Home Loan Payments	1,47,372	0
Property Tax	2,000	2,000

General Expenses	Current Annual Expense	Retirement Annual Expense
Rental Expenses	0	0
Home Insurance	0	0
Maintenance and Improvements	5,000	4,000
Housing Other	0	0
Utilities		
Electricity	100	95
Water	0	0
Phone	0	0
Cable TV	0	0
Cooking Gas	0	0
Cooking Oil	0	0
Cleaning and Maintenance	0	0
Repairs	0	0
Internet Service	0	0
Utilities Other	0	0
Personal		
Clothing and Laundry	15,000	14,250
Job Seeking Expenses	0	0
Travel (Away from Home)	0	0
Alimony	0	0
Education Loan	0	0
Personal Loan	0	0
Other Loan	0	0
Credit Card Payments	30,000	0
Personal Other	0	0
Food		
Grocery	5,000	4,750
Eating Out	5,000	4,750
School Lunch	5,000	0
Snacks	5,000	4,750
Food Other	5,000	4,750
Health Care		
Health Insurance	2,500	2,500
Dental Care	10,000	10,000
Medicine	0	0
Eye Care	0	0
Doctor	5,000	16,000
Dentist	1,000	1,500
Hospital and Clinic	0	0
Health Care Other	0	0
Life Insurance		
Insurance Premium	44,000	17,000
Family Care		
Child Education	0	0
Child Care	0	0
Support of Parent or Child	0	0
Family Care Other	0	0
Transportation		

General Expenses	Current Annual Expense	Retirement Annual Expense
Routine Maintenance and Repair	15,000	15,000
Auto Loan or Lease Payment	66,000	0
Excise Tax or Registration Fees	0	0
Petrol/Diesel	5,000	5,000
Auto Insurance Premium	0	0
Commuting Expenses	5,000	5,000
Transportation Other	0	0
Recreation and Entertainment		
Recreational Travel	10,000	10,000
Health Club Fees	0	0
Hobbies	0	0
Movies and Sports Events	0	0
Travel and Vacation	0	0
Books and Magazines	0	0
Dining Out	0	0
Recreation and Entertainment Other	0	0
Savings		
Retirement Savings	15,000	7,500
Education Savings	50,000	0
Investment Savings	40,000	0
Miscellaneous		
Charitable Contribution	0	0
Other Insurance Premiums	1,500	0
Legal Expenses	0	0
Investment Expenses	0	0
Gifts	0	0
Miscellaneous Other	0	0
Income Taxes	3,00,000	0
Other Essential	0	0
Other Discretionary	0	0

Goal Assumptions

Investment Plan

Investment Time Horizon	10 years
Original Model Portfolio Based on Risk Assessment	Moderately Aggressive
Risk and Return Based on Risk Assessment	Risk 29.98% Bonus (%) 12.82%
Override Risk Profile	Aggressive

Retirement Accumulation

Description	Client	Spouse
Priority	High	
Goal Owner	Joint	
Retirement Starts When	Client Retires	
Margin of Safety	10,00,000 In Today's Value	

Description	Client	Spouse
Amount to Heirs	0 In Today's Value	
Retirement Age	60	60
Estimated Life Expectancy	85	85
Risk Assessment Profile	Moderately Aggressive	
Override Risk Profile	Progressive	

Education Plan

Description	Dependent 1	Dependent 2
Owner	Joint	Joint
Priority	Medium	Medium
Education Start Year	2016	2018
Number of Years	3	3
Inflation Rate	15.00%	15.00%
Portion of Education to Fund	1,50,000	1,75,000
College Name	St Joseph	St. Joseph
Out-of-State Tuition Fees	0	0
In-State Tuition Fees	1,50,000	1,75,000
Room and Board	0	0
Books and Supplies	0	0
Miscellaneous Expenses	0	0
Risk Assessment Profile	Moderately Aggressive	Moderately Aggressive
Override Risk Profile	Moderate	Moderately Conservative

Accumulation Goal

Description	Accumulation Goal 1	Accumulation Goal 2
Priority	High	Medium
Goal Owner	Joint	Joint
Cost of Goal (in Today's Value)	5,00,000	1,00,000
Goal Year	2025	2015
Inflation Rate	13%	8%
Fund With Savings	75%	75%
Fund With Loan	25%	25%
Frequency	No	Yes
Frequency (Years)		2
End year	2025	2030
Risk Assessment Profile	Progressive	Moderately Aggressive
Override Risk Profile	Moderately Aggressive	Moderately Aggressive

Life Insurance

Survivor	Rajendra	Meena
Pre-Retirement Expenses	1,52,100	4,27,407
Goals	41,41,753	61,90,274
Additional Expenses for Survivor	10,000	10,000

Survivor	Rajendra	Meena
Average Tax Rate for Survivor	20.00%	20.00%
Risk Profile and Rate of Return	Conservative 8.91%	Moderately Conservative 10.30%
Assets Available for Survivor	21,03,936	23,76,436
Income Available for Survivor	9,25,217	2,05,67,395
Insurance Death/Survivor Benefits	18,50,000	5,00,000
Liabilities to be Paid Off at Death	11,25,000	2,50,000