

Comprehensive Financial Plan

of

Kaushal S Parekh & Family

701, Vitro Heights, Savarkar Nagar, Mumbai - 422 001

By

Mr. Financial Planner

October 26, 2012

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Kaushal S Parekh .

We are pleased to present to you with your personalised comprehensive financial plan. 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 we 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 overtime, this plan must 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 re-evaluated whether you are on track to meeting your goals.

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

Your Trusted Financial Planner,

Mr. Financial Planner

Mr. Financial Planner

youremailid@email.com

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.
- **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 & the analysis of existing policies, if any.
- **Emergency Fund** assess the ability to meet short term cash flow needs in the event of job / business loss.
- **Health Insurance** analyzes the health condition of yourself and your family members and measures the adequacy of coverage
- **Action Plan** suggests the actions / executions to be carried out by you to achieve the aforementioned goals.

Goal Summary

Date of Plan 26-Oct-12

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 & amount saved for each. Percent complete is the percentage of the goal amount represented by the amount saved.

in INR

No.	Goal / Objectives	Percent Complete	Goal Year	Kaushal's Age	Goal Amount	Years to Achieve	Investments per month		
							To be made / started	In Process	Shortfall, if any
1	Retirement Corpus Gap, if any	72%	2033	58	34,532,330	21	34,453	1,980	32,473
2	Domestic Travel & Tour	100%	2013	38	78,750	1	0	0	0
3	Primary Education p.a. - Pallavi	100%	2014	39	159,503	2	0	0	0
4	Secondary Education p.a. - Atiksh	100%	2014	39	173,278	2	(0)	(0)	0
5	Secondary Education p.a. - Pallavi	100%	2019	44	243,031	7	0	0	0
6	Under Graduation p.a. - Atiksh	100%	2019	44	193,902	7	0	0	0
7	Under Graduation p.a. - Pallavi	100%	2024	49	312,281	12	0	0	0
8	Graduation Cost p.a. - Atiksh	100%	2021	46	700,367	9	(0)	(0)	0
9	Graduation Cost p.a. - Pallavi	100%	2027	52	744,446	15	(0)	(0)	0
10	PG Education p.a. - Atiksh	100%	2024	49	3,129,322	12	0	0	0
11	PG Education p.a. - Pallavi	100%	2030	55	2,316,273	18	0	0	0
12	Buy Car	100%	2015	40	612,522	3	0	0	0
13	Home Improvements	100%	2017	42	1,538,624	5	15,060	9,167	5,893
14	International Travel & Tour	100%	2027	52	793,042	15	1,711	0	1,711
15	1st Child's Marriage - Atiksh	0%	2029	54	1,010,894	17	1,671	0	1,671
16	2nd Child's Marriage - Pallavi	0%	2032	57	5,045,625	20	5,695	0	5,695
					51,584,188		58,590	11,147	47,443

1) The current savings seem to be insufficient by Rs 16380 per month to meet the shortfall in the investments to be made per month.

2) Also, it seems that the expected annual surplus may not be sufficient to support the EMIs on loan to be taken in achieving the goals. Hence, it may be advisable to revisit the cash flows, own contribution margin of goals & relevant goals.

4) Provident Fund, if any, is earmarked exclusively for retirement goal & all other allocable assets are allocated to all goals on FIFO basis.

* Goal Percentage represents the possibility and the magnitude of achieving the respective goals using the revised asset allocation strategy and requires the investments to be made to the extent of shortfall mentioned above to achieve the same.

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There is no top. There are always further heights to reach.

Asset Allocation of Kaushal S Parekh Your Risk Profile needs to be Aggressive Rate of Return Expected on Portfolio (Post-tax) 11.11%						
	Classification of Assets	Current Scenario		Suggested Scenario		Rebalancing
		Value as on 26-Oct-12	%	Value as on 26-Oct-12	%	
	Allocable Assets					
I	Highly Liquid Assets	612,040	25.91%	183,413	7.77%	(428,627)
II	Debt Instruments	829,540	35.12%	761,347	32.23%	(68,193)
III	Stocks & Equity Related Instruments (Large Cap Equities, Large Cap Funds)	695,320	29.44%	708,570	30.00%	13,250
IV	Stocks & Equity Related Instruments (Mid / Small Cap Equities & Funds, Sectoral Funds, International Funds & such other related funds)	225,000	9.53%	708,570	30.00%	483,570
V	Non-business Real Estate Assets (excluding self-occupied house property)	0	0.00%	0	0.00%	0
	Total of I to V (Allocable)	2,361,900	100.00%	2,361,900	100.00%	
VI	Add - Non-allocable Assets					
	Cash & Bank Balances (Demand Deposits)	100,000		100,000		
	Other non-marketable Assets	0		0		
	Illiquid Assets, Hedging Instru, Non-alloca.	3,270,500		3,270,500		
	Business Valuations	3,000,000		3,000,000		
	Total of VI	6,370,500		6,370,500		
VII	Less - Liabilities					
	Current / Short Term Liabilities	6,000		6,000		
	Long Term Liabilities	1,200,000		1,200,000		
	Total of VII	1,206,000		1,206,000		
Net Worth Total (I to VI - VII)		7,526,400		7,526,400		Page 10
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Risk Management Matrix for Kaushal S Parekh

26-Oct-12

Risk Transfer	Risk Avoidance
<p>1 Professional Liability There is scope for Professional Indemnity Insurance</p> <p>2 Life Insurance of the Client You have transferred a part of the insurable interest in your life and/or life of your spouse to the insurer</p> <p>3 Householder's Insurance Not Applicable</p> <p>4 Housing Loan Term Insurance Not Applicable</p> <p>5 Medical Insurance You have partially / totally transferred the risk of medical & hospitalisation cost of family</p> <p>6 Capital Market Risk Not Applicable</p>	<p>1 Being practically infeasible</p>
Risk Retention	Risk Reduction
<p>1 Professional Liability Not Applicable</p> <p>2 Life Insurance of the Client You have retained a part of the insurable interest in your life and/or life of your spouse with yourself</p> <p>3 Householder's Insurance Risk of Owning House & Its Furniture & Appliances is Retained</p> <p>4 Housing Loan Term Insurance You are uninsured against housing loan liability</p> <p>5 Medical Insurance You have partially retained the risk of medical & hospitalisation cost of family</p> <p>6 Capital Market Risk You have not hedged against the capital market risk using derivatives</p>	<p>1 Medical Insurance You have reduced your medical & hospitalisation risk by taking some cover</p> <p>2 Home & Furniture Protection Not Applicable</p> <p>3 Home Security System Not Applicable</p> <p>4 Driving Protection Wear helmet / fasten seat belt while driving</p>

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Insurance Need Analysis / Human Life Value (HLV)						26-Oct-12		
Kaushal					Figures in INR		Neetu	
I)	Immediate Cash Needs like Medical & Funeral Expenses				15,000		15,000	
II)	Σ Present Value of Pre-retirement Living Expenses							
	Pre-retirement Years				21		21	
	Nature of Expenses	Current Living Costs	Rate of Inflation	FV at Infl. Rate	PV at 7.33%	FV at Infl. Rate	PV at 11.11%	
	Housing	151,540	5.00%	15,745,418	3,564,597	15,745,418	1,724,558	
	Utilities	37,700	10.00%	5,897,306	1,335,088	5,897,306	645,918	
	Personal	72,000	6.00%	6,060,681	1,372,075	4,040,454	442,541	
	Food	132,000	8.00%	17,409,327	3,941,289	17,409,327	1,906,802	
	Health Care	103,000	12.00%	19,280,483	4,364,899	19,280,483	2,111,745	
	Family Care	96,000	12.00%	17,970,159	4,068,255	17,970,159	1,968,228	
	Transportation	36,000	7.00%	4,374,819	990,413	4,374,819	479,163	
	Recreation & Entertainment	87,000	12.00%	16,285,457	3,686,856	16,285,457	1,783,707	
	Miscellaneous	7,000	4.00%	674,928	152,797	674,928	73,923	
	Total				23,476,270		11,136,585	
III)	Present Value of Goals				7,671,131		7,671,131	
	Sum Assured Required (Gross HLV)				IV = (I + II + III)	31,162,401	18,822,716	
V)	Less -							
	Current Value of Combined Net Worth (excluding Self-occupied property, Illiquid Assets, EPF & ULIPS, if any)				3,930,500		3,930,500	
VI)	Current Value of Terminal Benefits -							
	i	Value of Gratuity Receivable as on	26-Oct-12	0		45,498		
	ii	Value of Provident Fund Receivable as on	26-Oct-12	0		135,000		
	iii	Value of Commuted Pension Receivable on	26-Oct-12	0	0	17,518	198,016	
VII)	Existing Sum Assured under various Life Insurance Policies (including ULIPs)				2,500,000		170,400	
	Balance Sum Assured Required (Net HLV) VIII = IV - (V + VI + VII)				24,731,901	14,523,800		
	Minimum Sum Assured Required (Based on Gross Income)				6,500,000	2,229,600		
Mr. Financial Planner						My interest is in the future as I am going to spend rest of my life there		

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My interest is in the future as I am going to spend rest of my life there

Retirement Planning of Kaushal S Parekh

A	Current Age in Years	Kaushal	37	Neetu	34
B	Age of Retirement	Kaushal	58	Neetu	55
C	Life Expectancy in Years	Kaushal	75	Neetu	80
D	Post-Retirement Living Expenses ratio to Current Expenses ratio				80%
E	Post-Retirement Years to be Protected				22

F Annual Living Expenses & Retirement Corpus to be generated

Figures in INR

Nature of Expenses	Current 26-Oct-12	Rate of inflation	Expenses at the time of Retirement	Post Retirement Living Expenses at 80%	Retirement Corpus at 7.33%
Housing	151,540	5.00%	36,218	28,974	476,478
Utilities	37,700	10.00%	278,989	223,192	5,997,200
Personal	72,000	6.00%	244,769	195,815	3,534,011
Food	132,000	8.00%	664,466	531,573	11,647,111
Health Care	103,000	12.00%	210,675	168,540	5,605,683
Family Care	96,000	12.00%	0	0	0
Transportation	36,000	7.00%	20,703	16,562	328,916
Recreation & Entertainment	87,000	12.00%	875,112	700,089	23,285,137
Miscellaneous	7,000	4.00%	2,279	1,823	27,392
	722,240		2,333,210	1,866,568	50,901,927

Retirement Corpus required at the time of Retirement at 7.325%

50,901,927

G Retirement Corpus generated from retirement benefits

Gratuity	642,906
Commuted Value of Pension	88,083
Provident Fund	2,173,414
Other Terminal Benefits	Nil
Business Valuations - M/s. Kaushal Parekh & Co.	13,465,194

16,369,597

H Present Value of Post-retirement Income

0

I Retirement Corpus Gap

$$I = F - G - H$$

34,532,330

Positive Retirement Corpus Gap represents shortfall in retirement goal achievable by allocating additional investments towards the same.

On Prudential basis, the post-retirement rate of return to be generated is taken on conservative basis at 7.33%.

Action Plan

26-Oct-12

Goals Accumulation

Please Refer Goals Summary Sheet

Goals are Dreams with Deadlines.

Assets' Rebalancing

Don't Put All Eggs in One Basket.

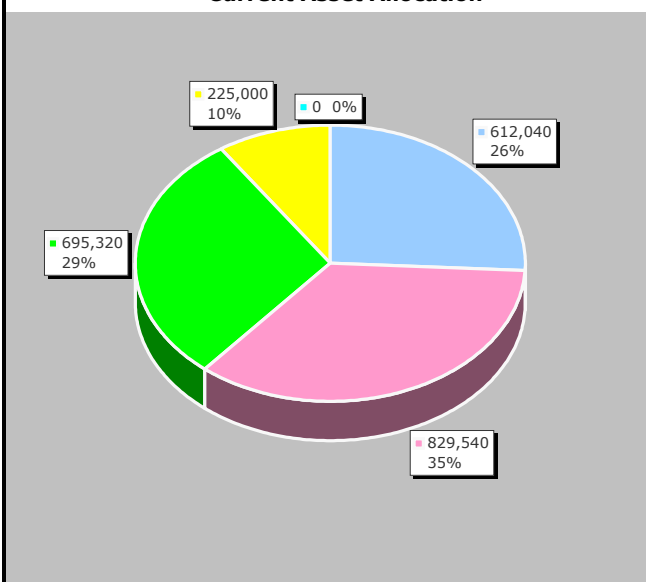
Overview

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

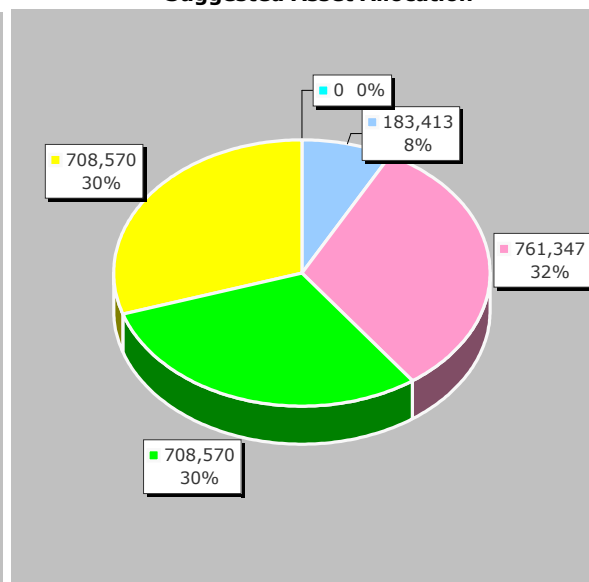
Risk Profile Suggested : Aggressive

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

Current Asset Allocation



Suggested Asset Allocation



Figures in INR

Allocable Asset Class	Current Amount	Current %	Suggested Amount	Suggested %	Change Amount
Highly Liquid Assets	612,040	26%	183,413	8%	(428,627)
Debt Instruments	829,540	35%	761,347	32%	(68,193)
Stocks & Funds (Large)	695,320	29%	708,570	30%	13,250
Stocks & Funds (Mid Cap)	225,000	10%	708,570	30%	483,570
Non-business Real Estate	0	0%	0	0%	0
	2,361,900	100%	2,361,900	100%	

All of the existing assets worth Rs.2361900 are expected to be utilised in achievement of all of the goals.

Since, you are interested in actively managing your equity portfolio, it is suggested to invest actively and regularly using products like Nifty Bees, Equity Index Funds from Mutual Fund Houses, Investment in Direct Equities, Gold ETFs.

The asset allocation models are provided solely as guidelines. They are not intended to provide any personalised or fiduciary investment advice. The capital market assumptions are presented for illustration purposes only.

Your Total Wealth comprises of Human Wealth of Rs.31162401 + Financial Wealth of Rs. 7526400, amounting in all to Rs.38688801. With passage of time the Human Wealth must be replaced with Financial Wealth.

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Action Plan

26-Oct-12

Savings

Money saved is as good as money gained.

Your savings as per current cash flow statement is 40.06% as against the required savings of around 10% to 20% of annual income.

The current savings seems to be insufficient to meet the suggested outflows in the form of additional investment for achievement of goals & payment towards life & health insurance premia if any, resulting into probability of non-achievement of some goals.

Retirement

The question isn't at what age I want to retire, it's at what income.

Please Refer Goals / Objectives Sheet

Emergency Fund

To borrow from yourself in time of need.

It is important to establish an emergency fund to have sufficient liquidity in case of a loss of job, unexpected medical expenses or other unforeseen events. Emergency funds.

Emergency funds usually constitutes of highly liquid instruments, such as cash balances, balances with banks and Post Offices in the form of demand deposits and time deposits, investments in liquid schemes of Mutual Funds. Highly liquid instruments allow quick access to funds, which is vital in emergency.

Current Situation

Emergency Fund Needed to meet 4 Months' Expenses	INR	283,413
Funds available in Cash & Demand Deposits & Highly Liquid Assets	INR	712,040
Surplus / (Shortfall)	INR	428,627
Goal Percent Complete		251.24%

Advice

The surplus in the form of cash, demand deposits & highly liquid assets, over and above Rs.283,413, must be allocated towards achievement of certain financial goals as per the schedule.

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

Total Outflows Suggested

Nature of Outflows		Range of Outflows		
		Rs. (p.a.)	To	Rs. (p.a.)
1) Investments to be made		569,320		569,320
2) Health Insurance Premia		21,088		30,125
3) Life Insurance Premia		66,303		110,505
	(A)	656,711		709,950
Available Surplus	(B)	372,760		372,760
Surplus / (Shortfall)	(B - A)	(283,951)		(337,190)

The above shortfall may be recouped by discontinuing/surrendering the ULIP/Endowment Policies, as mentioned in subsequent pages of 'Action Plan' or by curtailing the household expenses, to some extent (including mediclaim premia, in case of excess cover).

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Action Plan

26-Oct-12

Health Insurance

Safety isn't expensive, its priceless.

Medical insurance cover will cover your medical cost like hospitalisation, surgery, medicines, diagnostic & such other types of expenses.

Coverage Required

Figures in INR

Member	Dependency	Health Condition	Coverage Required	Existing Health Cover	Surplus / (Deficit)
Kaushal	Not Apply	Fair	623,588	100,000	(523,588)
Neetu	Dependent	Fair	238,590	50,000	(188,590)
Child 1 - Atiksh	Dependent	Good	108,450	25,000	(83,450)
Child 2 - Pallavi	Dependent	Good	108,450	25,000	(83,450)
Father	Dependent	Fair	119,295	0	(119,295)
Mother	Dependent	Fair	119,295	0	(119,295)
Total			1,317,668	200,000	(1,117,668)

Cost of Health Insurance

The Cost of Health Insurance in the form of premia (inclusive of premia cost already paid, if any) can range from Rs.21088 to 30125.

The amount you require for your health / medical insurance depends on your personal circumstances. Your income stability, additions to your family, changes in relationship status, age, health history & present health condition and such other factors that will impact your decision on the above matter. Review your needs for coverage of health insurance from time to time when your situation changes. The above health cover requirement is on a conservative basis & may require further enhancement after due consultation with your the planner / advisor.

Debt Management

Do not finance pleasure items.

I) Available Credit Lines as on this date are -

Figures in INR

Credit Line	Range of Credit Line		Remarks
Loan against Bank Deposits	300,000	to 420,000	50% to 70% of Deposits
Loan against Stocks & M/Fs	387,500	to 520,000	50% to 70% of Market Value
Personal Loan of 3 Years	482,000	to 723,000	40% to 60% of Annual Income
Reverse Mortgage, if eligible	0	to 0	Not Available

II) The existing debt repayment outflow on housing loan is within desirable levels & hence does not require any immediate remedial action.

III) The existing debt repayment outflow on loans, other than housing, is within desirable levels & hence does not require any immediate remedial action.

IV) It is advisable to repay the existing personal loans & pay-off the credit card dues, if any, at the earliest, by utilising the cash & demand deposits made available after allocating the same towards the emergency fund as mentioned above.

V) It is more advisable to repay existing loans having higher interest costs, by pre-maturely redeeming your Time Deposits.

Life Insurance for Kaushal S Parekh**Husbands rarely believe in life insurance, but widows always do!**

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 (subject to underwriting norms).

Objective

Determine the additional capital required to meet Neetu's expenses in the event Kaushal dies prematurely.

Current Situation

Insurance : Kaushal already has Rs.2500000 of life insurance coverage.

Resources : In the event of Kaushal's premature death combined Eligible Net Worth available as on this date is Rs.3930500 together with existing life insurance death benefit of Rs.2500000 and terminal benefits from salaries to the extent of Rs. resulting in a total immediate corpus of Rs.6430500.

Advice

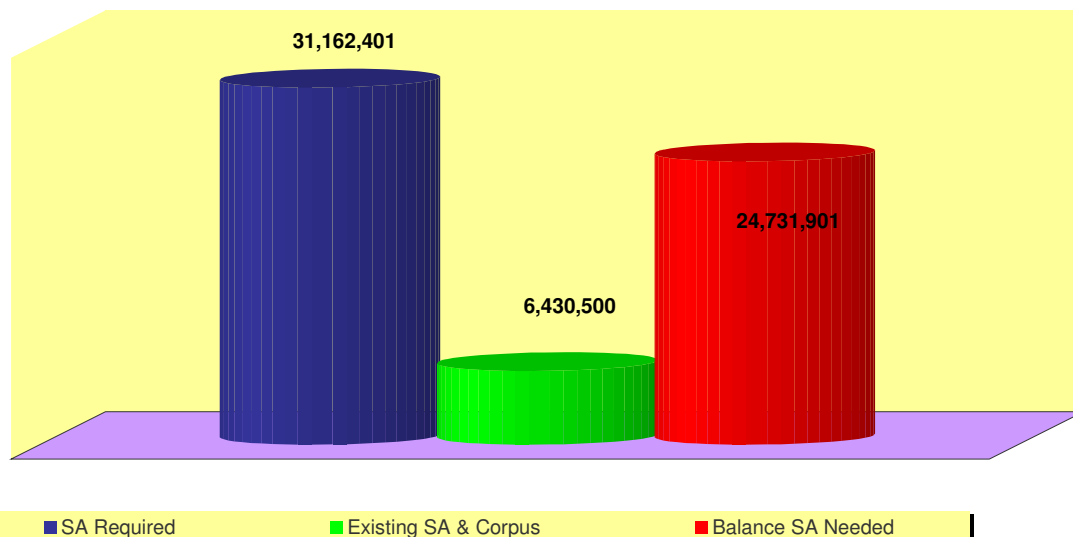
Life Insurance Needs : *Kaushal needs an additional sum assured of Rs. 24,730,000 for a maximum term of 21 years and the premium outflow can be for a sum of Rs.44517 to Rs.74196, subject to underwriting norms.*

Liquidity Needs : You have sufficient liquid position in your cash and liquid assets coupled with existing death benefit to cover Rs. 15000 in immediate needs and Rs. 6000 in current outstanding debt.

Continuation : It is advisable to continue with the existing life insurance coverage & enhance the coverage to the extent mentioned above, if necessary.

Insurer Company : Take the additional cover from more than one life insurance company to diversify the risk & meet the reinsurance & other underwriting norms.

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

Life Insurance (SA) Requirement

Life Insurance for Neetu Parekh

Life insurance is the last thing on earth a man wants, but it's too late then.

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 (subject to underwriting norms).

Objective

Determine the additional capital required to meet Kaushal's expenses in the event Neetu dies prematurely.

Current Situation

Insurance : Neetu already has Rs.170400 of life insurance coverage.

Resources : In the event of Neetu's premature death combined Net Worth available as on this date is Rs.3930500 together with existing life insurance death benefit of Rs.170400 and terminal benefits from salaries to the extent of Rs.198016 resulting in a total immediate corpus of Rs.4298916.

Advice

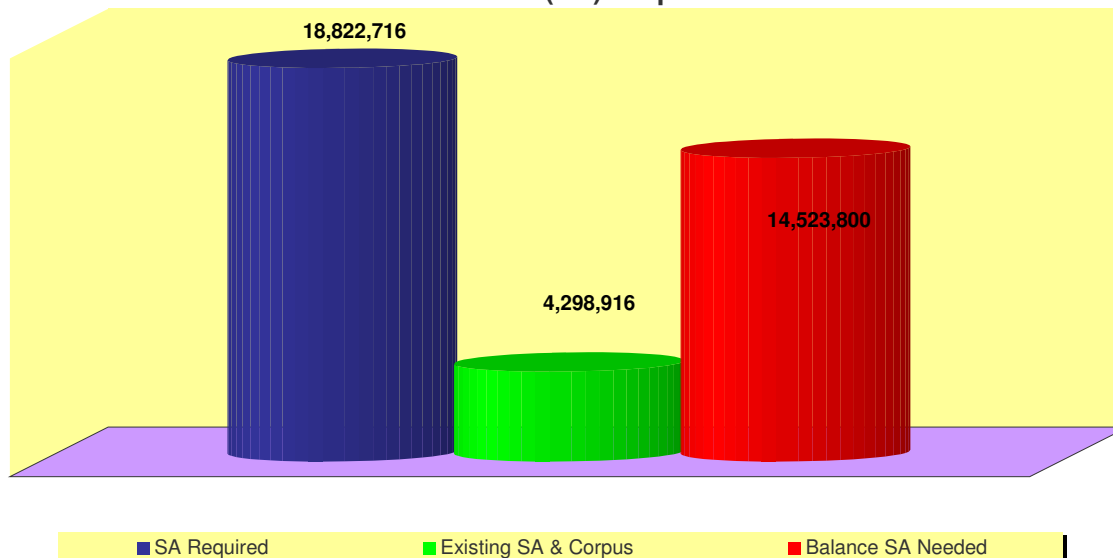
Life Insurance Needs : *Neetu needs an additional sum assured of Rs. 14520000 for a maximum term of 21 years & the premium outflow can be for a sum of Rs.21786 to Rs.36309, subject to underwriting norms.*

Liquidity Needs : You have sufficient liquid position in your cash and liquid assets coupled with existing death benefit to cover Rs.15000 in immediate needs and Rs.6000 in current outstanding debt.

Continuation : It is advisable to continue with the existing life insurance coverage & enhance the coverage to the extent mentioned above, if necessary.

Insurer Company : Take the additional cover from more than one life insurance company to diversify the risk & meet the reinsurance & other underwriting norms.

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

Life Insurance (SA) Requirement

Analysis of Existing Life Insurance Policies - ULIPS**Unit Linked Insurance Plans (ULIPs)**

Life Assured	Premia Paid p.a.	Current Fund Value	Annual Rate of Return *	Decision
Amit	25,000	140,000	5.67%	Surrender the Policy
Neetu	24,000	50,400	-33.81%	Surrender the Policy
	49,000	190,400		

Total Funds to be released by immediate surrender
(Less Surrender Charges, if any)

190,400

Estate Planning

No Recommendation

Social Responsibility

On a social & spiritual side, it is recommended to donate, at least around 5% of your total income, or use such funds towards certain good social causes.

Other Recommendations, if any

- 1) It is also recommended to own a Householder's Insurance Policy to protect the interest in the self occupied house property.
- 2) You are advised to consider owning a Professional Indemnity Insurance as it is warranted by your Profession.
- 3) Since, the last premia due dates of all of the life insurance policies fall within the tentative retirement date, there shall be no need to terminate any life insurance contract at the time of retirement.
- 4) Considering your lifestyle, it is advisable to retain the risk of organising various events like marriage, parties, etc by not taking any insurance cover for such events towards risks like cancellation, postponement, calamities, loss by theft, etc.
- 5) No recommendation on the Public Provident Fund Account.
- 6) It is advisable to buy (in future, reducing mortgage life insurance cover for to meet your long term loan liabilities in future (like housing, car & such other), as & when they accrue, as these policies are cheaper to buy, in terms of premium cost.
- 7) N.A.
- 8) You need to have a separate Personal Accident (PA) Policy from a general insurance company to the extent of minimum of Rs.2500000 to maximum of Rs.2500000 for yourself and Rs.1200000 for your wife.
- 9)
- 10)
- 11)
- 12)

Global Assumptions

- 1) The risk-adjusted rate of returns on the portfolio is computed on the basis of the information provided by you.
- 2) It is presumed that the post-retirement rate of return will be based on the conservative risk profile (by default) at 7.33% p.a.
- 3) All the numerical figures are represented in Indian Rupees (INR) Currency.
- 4) It is assumed that the vehicles owned by you and aforementioned family members are adequately insured under the general insurance.
- 5) The rates of inflation, returns, interest & EMIs (Existing & Future) are assumed to be constant for the future time periods.
- 6) The goals are claimed to be achievable based on the assumption that you immediately reallocate the existing assets to the suggestive allocation table. (Refer Asset Allocation Statement)
- 7) The risk profiling is done on parameters like - Age, Income Level, Number of Dependents, Nature of Employment, Certain Financial Ratios, Personal Judgement of the Planner & other relevant data as provided by you.
- 8) Other assumptions as filled by you in the data sheets, including the questionnaire sheets, if any.

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 the 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 the 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.

Mr. Financial Planner

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Disclaimer

1. This plan is prepared solely for the use of the client to whom it is addressed.
2. This financial plan is based on information detailed in your personal Client Information and Investment Profile Questionnaire and personal discussions with you. A copy of your Questionnaire is available on request. You must read the information contained in the Questionnaire and in this financial plan carefully. If you believe that any relevant information may have been overlooked or misinterpreted, please contact us before proceeding with the implementation of the plan.
3. We have relied on information supplied to us by you, which, we have assumed to be correct. No responsibility can be accepted if the information that you have provided is incorrect or inaccurate.
4. This financial plan is a forward-looking document. The words "forecast", "anticipate", "estimate", "project", "intend", "expect", "should", "believe", and similar expressions are intended to identify forward-looking statements. These forward-looking statements involve, and are subject to known and unknown risks, uncertainties and other factors, which could cause actual results, performance or achievements to differ from the future results, performance or achievements expressed or implied by such forward-looking statements. All forward-looking statements attributable to iTrust herein are expressly qualified in their entirety by the above mentioned cautionary statement. iTrust does not accept any direct or indirect liability for any results, performance or achievements that differ from results, performance or achievements implied by such forward-looking statements.
5. We do not promise that the investments you make based on this plan will be profitable. The investments are subject to various market, currency, economic, political and business risks. We will not be liable for any losses that may be caused directly or indirectly by circumstances beyond our reasonable control or on account of our good faith decisions or actions.
6. This document does not constitute an offer to sell or a solicitation of an offer to buy any security or other financial product, which may be referred to herein.
7. This financial plan is based on your current situation and goals, which will change with the passage of time and your age. Any material change in your financial situation will necessarily render the contents of the plan out of date. Material changes refer to change in income/salary levels, assets acquired, liabilities incurred, change in number of dependants, health condition, or the passage of time of more than 12 months or the effect of inflation or deflation.
8. We strongly recommend that a) you review this plan periodically to ensure that your plan's actual performance is consistent in meeting your goals, and b) you update your plan annually to ensure that your plan is updated for your changing situation and goals.

Delivery Acknowledgement - Planner

I acknowledge that I have reviewed and understood the information and the assumptions contained within this financial plan. I believe that all the information provided by me is complete and accurate to the best of my knowledge.

dada5454

I also understand that my financial plan must 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.

Kaushal's Signature

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.

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Date

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Financial Goals / Objectives of Kaushal S Parekh					11.11%		Date of Plan 26-Oct-12		
Risk-adjusted Rate of Return on Model Portfolio is									
INR									
Priority	Goals	Today's Cost	Kaushal's Age	Years to achieve	Rate of Inflation	Years of Education	Corpus required in respective years		Type **
							Gross	* Net of MV of Endowment Policies	
2	Domestic Travel & Tour	75000	38	1	5.00%		78750	78750	ST
3	Primary Education p.a. - Pallavi	30000	39	2	7.00%	5	159503	159503	MT
4	Secondary Education p.a. - Atiksh	40000	39	2	7.00%	4	173278	173278	MT
5	Secondary Education p.a. - Pallavi	40000	44	7	7.00%	4	243031	243031	LT
6	Under Graduation p.a. - Atiksh	50000	44	7	10.00%	2	193902	193902	LT
7	Under Graduation p.a. - Pallavi	50000	49	12	10.00%	2	312281	312281	LT
8	Graduation Cost p.a. - Atiksh	100000	46	9	10.00%	3	700367	700367	LT
9	Graduation Cost p.a. - Pallavi	60000	52	15	10.00%	3	744446	744446	LT
10	PG Education p.a. - Atiksh	400000	49	12	12.00%	2	3129322	3129322	LT
11	PG Education p.a. - Pallavi	150000	55	18	12.00%	2	2316273	2316273	LT
12	Buy Car	500000	40	3	7.00%		612522	612522	MT
13	Home Improvements	1000000	42	5	9.00%		1538624	1538624	MT
14	International Travel & Tour	250000	52	15	8.00%		793042	793042	LT
15	1st Child's Marriage - Atiksh	200000	54	17	10.00%		1010894	1010894	LT
16	2nd Child's Marriage - Pallavi	750000	57	20	10.00%		5045625	5045625	LT
		3695000	(A)				17051858	17051858	
1 Retirement Corpus Requirement			58	21	(B)		34532330	34532330	LT
			(A + B)				51584188	51584188	
* Net of Maturity Values (MV) from Life Insurance Endowment & Money Back Policies									
** LT - Long Term, MT - Medium Term, ST - Short Term									
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Financial Goals / Objectives of Kaushal S Parekh						11.11%			Date of Plan 26-Oct-12	
Risk-adjusted Rate of Return on Model Portfolio is						INR				
Priority	Goals	Corpus to be met out of loan	PV of Goals	PV of MV of Endowment Policies ***	Allocation of Existing Assets	Corpus generated from existing assets	Shortfall to achieve Goal	Investment to be made P.M.		
2	Domestic Travel & Tour	0	70878	0	70878	78750	0	0		
3	Primary Education p.a. - Pallavi	0	129209	0	129209	159503	0	0		
4	Secondary Education p.a. - Atiksh	0	140368	0	140368	173278	(0)	(0)		
5	Secondary Education p.a. - Pallavi	0	116279	0	116279	243031	0	0		
6	Under Graduation p.a. - Atiksh	0	92773	0	92773	193902	0	0		
7	Under Graduation p.a. - Pallavi	0	88247	0	88247	312281	0	0		
8	Graduation Cost p.a. - Atiksh	0	271452	0	271452	700367	(0)	(0)		
9	Graduation Cost p.a. - Pallavi	0	153383	0	153383	744446	(0)	(0)		
10	PG Education p.a. - Atiksh	2503458	176863	0	176863	625864	0	0		
11	PG Education p.a. - Pallavi	0	347956	0	347956	2316273	0	0		
12	Buy Car	0	446591	0	446591	612522	0	0		
13	Home Improvements	0	908757	0	192899	326598	1212026	15060		
14	International Travel & Tour	0	163396	0	0	0	793042	1711		
15	1st Child's Marriage - Atiksh	0	168724	0	0	0	1010894	1671		
16	2nd Child's Marriage - Pallavi	0	614010	0	0	0	5045625	5695		
				0						
				0						
				0						
				0						
		2503458	3888888	0	2226900	6486814	8061587	24137		
1	Retirement Corpus Requirement		3782243	115463	135000	0	34532330	34453		
			7671131	115463	2361900	PF Allocated 6486814	42593917	58590		

*** Maturity Value (MV) of such life endowment policies is considered which could not be co-related to specific goals

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Financial Goals / Objectives of Kaushal S Parekh				11.11%		Date of Plan 26-Oct-12	
Risk-adjusted Rate of Return on Model Portfolio is				INR			
Priority	Goals	Investments in process P.M.	Invetment Shortfall P.M.	Allocation of Available Savings	Final Goal Shortfall	Goal Completion	Goal Completion Year
2	Domestic Travel & Tour	0	0	0	0	100.00%	2013
3	Primary Education p.a. - Pallavi	0	0	0	0	100.00%	2014
4	Secondary Education p.a. - Atiksh	(0)	0	0	0	100.00%	2014
5	Secondary Education p.a. - Pallavi	0	0	0	0	100.00%	2019
6	Under Graduation p.a. - Atiksh	0	0	0	0	100.00%	2019
7	Under Graduation p.a. - Pallavi	0	0	0	0	100.00%	2024
8	Graduation Cost p.a. - Atiksh	(0)	0	0	0	100.00%	2021
9	Graduation Cost p.a. - Pallavi	(0)	0	0	0	100.00%	2027
10	PG Education p.a. - Atiksh	0	0	0	0	100.00%	2024
11	PG Education p.a. - Pallavi	0	0	0	0	100.00%	2030
12	Buy Car	0	0	0	0	100.00%	2015
13	Home Improvements	9167	5893	5893	0	100.00%	2017
14	International Travel & Tour	0	1711	1711	0	100.00%	2027
15	1st Child's Marriage - Atiksh	0	1671	0	1671	0.00%	2029
16	2nd Child's Marriage - Pallavi	0	5695	0	5695	0.00%	2032
							#VALUE! #VALUE! #VALUE! #VALUE!
		9167	14970	7604	7366		
1	Retirement Corpus Requirement	1980	32473	23459	9014	72.24%	2033
		11147	47443	31063	16380		
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Financial Goals / Objectives of Kaushal S Parekh					11.11%		INR	
Risk-adjusted Rate of Return on Model Portfolio is					Date of Plan 26-Oct-12			
		Allocation of Existing Assets						
Priority	Goals	Highly Liquid Assets	Debt Instruments	Stocks & Funds (Large)	Stocks & Funds (Midcap)	Non-business Real Estate	Total	
2	Domestic Travel & Tour	5504	22847	21264	21264	0	70878	
3	Primary Education p.a. - Pallavi	10034	41650	38763	38763	0	129209	
4	Secondary Education p.a. - Atiksh	10900	45247	42110	42110	0	140368	
5	Secondary Education p.a. - Pallavi	9030	37482	34884	34884	0	116279	
6	Under Graduation p.a. - Atiksh	7204	29905	27832	27832	0	92773	
7	Under Graduation p.a. - Pallavi	6853	28446	26474	26474	0	88247	
8	Graduation Cost p.a. - Atiksh	21080	87501	81436	81436	0	271452	
9	Graduation Cost p.a. - Pallavi	11911	49442	46015	46015	0	153383	
10	PG Education p.a. - Atiksh	13734	57011	53059	53059	0	176863	
11	PG Education p.a. - Pallavi	27021	112162	104387	104387	0	347956	
12	Buy Car	34680	143957	133977	133977	0	446591	
13	Home Improvements	14980	62180	57870	57870	0	192899	
14	International Travel & Tour	0	0	0	0	0	0	
15	1st Child's Marriage - Atiksh	0	0	0	0	0	0	
16	2nd Child's Marriage - Pallavi	0	0	0	0	0	0	
		172930	717830	668070	668070	0	2226900	
1 Retirement Corpus Requirement		10483	43517	40500	40500	0	135000	
		183413	761347	708570	708570	0	2361900	
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Financial Goals / Objectives of Kaushal S Parekh			11.11%		INR		
Risk-adjusted Rate of Return on Model Portfolio is			Date of Plan 26-Oct-12				
			Allocation of Investments to be made per month				
Priority	Goals	Highly Liquid Assets	Debt Instruments	Stocks & Funds (Large)	Stocks & Funds (Midcap)	Non-business Real Estate	Total
2	Domestic Travel & Tour	0	0	0	0	0	0
3	Primary Education p.a. - Pallavi	0	0	0	0	0	0
4	Secondary Education p.a. - Atiksh	0	0	0	0	0	0
5	Secondary Education p.a. - Pallavi	0	0	0	0	0	0
6	Under Graduation p.a. - Atiksh	0	0	0	0	0	0
7	Under Graduation p.a. - Pallavi	0	0	0	0	0	0
8	Graduation Cost p.a. - Atiksh	0	0	0	0	0	0
9	Graduation Cost p.a. - Pallavi	0	0	0	0	0	0
10	PG Education p.a. - Atiksh	0	0	0	0	0	0
11	PG Education p.a. - Pallavi	0	0	0	0	0	0
12	Buy Car	0	0	0	0	0	0
13	Home Improvements	458	1900	1768	1768	0	5893
14	International Travel & Tour	133	552	513	513	0	1711
15	1st Child's Marriage - Atiksh	130	538	501	501	0	1671
16	2nd Child's Marriage - Pallavi	442	1836	1708	1708	0	5695
		1162	4825	4491	4491	0	14970
	1 Retirement Corpus Requirement	2522	10468	9742	9742	0	32473
		3684	15293	14233	14233	0	47443

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Detailed Asset Allocation Table of Kaushal S Parekh based on Aggressive Risk Profile

Figures in INR

Date of Plan 26-Oct-12

	Classification of Assets	Rate of Return Expected	Actual		Suggested		Reallocation Required
			Assets	% of Allocation	Assets	% of Allocation	
I	Highly Liquid Assets						
	Bank / Post Office Term (Time) Deposits		600000	98.03%	0		(600000)
	RBI Bonds / Treasury Bills / Government Bonds		0	0.00%	0		0
	Other Receivables / Recoverables (Allocable)		0	0.00%	0		0
	Fund Value of ULIPs of Life Insurance Cos.(Liquid)		12040	1.97%	0		(12040)
	Liquid Schemes of Mutual Funds	5.50%	0	0.00%	183413	100.00%	183413
	Total Allocation		612040	100.00%	183413	100.00%	(428627)
	Rate of Return Expected						5.50%
II	Debt Instruments						
	Bank / Post Office Recurring Deposits		0	0.00%	0		0
	National Savings Certificates		125000	15.07%	0		(125000)
	Corporate Bonds, Debentures, Deposits		0	0.00%	0		0
	Balance in PPF Account		300000	36.16%	0		(300000)
	Balance in EPF Account		135000	16.27%	0		(135000)
	Fund Value of ULIPs of Life Insurance Cos.(Debt)		33040	3.98%	0		(33040)
	Jewellery, Gold, Silver, Metals (Allocable)		236500	28.51%	0		(236500)
	ETFs of Gold & Other Precious Metals		0	0.00%	0		0
	Value of Precious Metals		0	0.00%	0		0
	Debt Schemes of Mutual Funds	8.00%	0	0.00%	761347	100.00%	761347
	Total Allocation		829540	100.00%	761347	100.00%	(68193)
	Rate of Return Expected						8.00%

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Detailed Asset Allocation Table of Kaushal S Parekh based on Aggressive Risk Profile

Date of Plan	26-Oct-12
--------------	-----------

	Classification of Assets	Rate of Return Expected	Actual		Suggested		Reallocation Required
			Assets	% of Allocation	Assets	% of Allocation	
III							
	Stocks & Equity Related Instruments (Large Cap Equities, Large Cap Funds)						
	Equity Shareholdings, Nifty Bees, ETFs		50000	7.19%	0		(50000)
	Equity-Oriented Mutual Funds, Index Funds		500000	71.91%	0		(500000)
	Preference Shareholdings		0	0.00%	0		0
	Fund Value of ULIPs of Life Insurance	12.00%	145320	20.90%	708570	100.00%	563250
	Total Allocation		695320	100.00%	708570	100.00%	13250
Rate of Return Expected							12.00%
IV							
	Stocks & Equity Related Instruments (Mid / Small Cap Equities & Funds, Sectoral Funds, International Funds & such other related funds)						
	Equity Shareholdings, PMS		225000	100.00%	0		(225000)
	Preference Shareholdings		0	0.00%	0		0
	Equity-Oriented Mutual Funds	15.00%	0	0.00%	708570	100.00%	708570
	Total Allocation		225000	100.00%	708570	100.00%	483570
	Rate of Return Expected						
V							
	Non-business Real Estate Assets (excluding self-occupied house property)						
	Flats		0	0.00%	0		0
	Commercial Premises		0	0.00%	0		0
	Plots of Land		0	0.00%	0		0
	Developmental Rights	10.00%	0	0.00%	0	100.00%	0
	Total Allocation		0	0.00%	0	100.00%	0
Rate of Return Expected							10.00%

Recommendation Plan

Mutual Fund Schemes

Name of the Scheme	Investment to be made per month Rs.
--------------------	--

Highly Liquid Assets
1

3,684
3,684

Debt Instruments
1

15,293
15,293

Recommendation Plan

Name of the Scheme	Investment to be made per month Rs.
--------------------	--

1	Stocks & Equity Related Instruments	
		14,233
		14,233

1	Stocks & Equity Related Instruments	
		14,233
		14,233

Recommendation Plan

Name of the Scheme / Area / Locality	Investment to be made Rs.
--------------------------------------	---------------------------------

Non-business Real Estate Assets
1

0

Recommendation Plan

Life Insurance

		Rs.		
Insured		Name of the Scheme	Premia p.a.	Sum Assured
Kaushal				
				24,731,901
			0	24,731,901
Neetu				
				14,523,800
			0	14,523,800