

www.fifaindia.org

Foundation of Independent Financial Advisors

February
2022



We are proud to announce new member

Member Category	Member No.	Type	Organisation	Member Name	Location
General	02370	Ind	Pankaj Y Gadkari	Pankaj Y Gadkari	Thane

Photo of New Member



Mr. Pankaj Y Gadkari
02370



On 25th Feb 2022, Mr. Bharat Bagla, Founder cum Chief Dreamer of Bees Network Ltd. Kolkata conducted knowledge sharing session through zoom webinar.

Topic : Environment has changed. Should You?

There were more than 60 IFA's who attended the session.

Please find the recording link of the knowledge session :

Video Link:

<https://youtu.be/5dPtEa2zXmE>

Audio Link:

<https://www.fifaindia.org/uploads/audios/member/Audio-session-Bharat-Bagla-25thFeb2022.m4a>



79% of individual assets managed by distributors

More than 75% of individual assets are parked in equity funds.

Individual investors form 55% of the total Rs. 37.92 lakh crore MF industry, shows AMFI's Dec 21 report. Over the last year, individual assets have increased from Rs. 16.17 lakh crore to Rs. 20.86 lakh crore. Individual assets include contribution from retail and HNI investors.

Investors continue to seek comfort in distributors, who manage 79% (Rs. 16.48 lakh crore) of the total individual assets.

An analysis of the geographic spread shows that 26% (Rs. 5.42 lakh crore) of individual assets are from B30 locations. Of this 85% (Rs. 4.58 lakh crore) is managed by distributors.

The share of regular plans in T30 locations is Rs. 11.89 lakh crore or 57% of total individual assets.

Individual Investors							
B30 Locations				T30 Locations			
%		Rs. in crore		%		Rs. in crore	
26%		5,42,374		74%		15,43,678	
Direct		Distributors		Direct		Distributors	
%	Rs. in crore	%	Rs. in crore	%	Rs. in crore	%	Rs. in crore
4%	83,442	22%	4,58,931	17%	3,54,629	57%	11,89,050

Further analysis of AMFI data shows individual investors are largely inclined towards equity-oriented schemes, which form 77% of the total individual assets. Debt-oriented schemes, liquid/money market schemes and ETFs, FOFs form 17%, 4% and 2%, respectively.

Scheme Type	Individual Investors - Rs. in crore		YoY Increase/(Decrease)
	(Dec 20)	(Dec 21)	
Equity-oriented Schemes	11,09,338	16,07,552	45%
Debt-oriented Schemes	3,92,659	3,58,171	-9%
Liquid/Money Market	90,539	75,703	-16%
ETFs, FoFs	24,042	44,626	86%
Total	16,16,578	20,86,052	29%

Regular Plan Vs Direct Plan

Distributors manage 83% of equity-oriented schemes (equity and balanced funds), 71% of debt-oriented schemes and 61% of liquid/money market schemes. Contrary to this, 53% of investments in ETFs, FOFs are through direct plans.

Equity-oriented Schemes				Debt-oriented Schemes			
B30 Locations		T30 Locations		B30 Locations		T30 Locations	
28%		72%		21%		79%	
26%		5,42,374		74%		15,43,678	
Direct	Distributors	Direct	Distributors	Direct	Distributors	Direct	Distributors
4%	24%	13%	59%	3%	18%	26%	53%

Liquid/Money Market Schemes				ETFs, FoFs			
B30 Locations		T30 Locations		B30 Locations		T30 Locations	
18%		82%		17%		83%	
Direct	Distributors	Direct	Distributors	Direct	Distributors	Direct	Distributors
5%	13%	34%	48%	10%	7%	43%	40%

What's happening with international MFs?



Till now, three mutual funds have restricted flows to their funds that invest in international markets. Many more are likely to follow suit.

Amid rising interest of investors in international markets, the Indian mutual fund industry has suffered a setback. SEBI has asked mutual funds to stop taking fresh investments in funds with international exposure.

AMFI, through an advisory, asked AMCs to “not make any incremental investments in overseas funds or securities beyond what is existing as on February 1, 2022 at respective mutual fund levels”.

Following the advisory, PPFAS MF on Sunday issued a statement that it will stop taking lumpsum investments and registration of SIPs in its flexicap fund from February 2. Mirae Asset MF will also halt lumpsum investments and registration of SIPs in all its international funds including ETFs. However, the units of ETFs will continue to trade on stock exchanges.

Motilal Oswal MF has also stopped lumpsum investments in its overseas schemes.

Why has SEBI asked MFs to restrict inflows?

The regulator has advised mutual funds to stop further investments into foreign stocks to avoid breach of industry-wide overseas limits, which stands at \$7 billion for the industry and \$1 billion at the fund house level.

Have all mutual funds stopped taking fresh investments?

Till now, only three mutual funds have put restrictions — Mirae Asset MF, PPFAS MF and Motilal Oswal MF.

DSP MF has brought a change to the investment plan of its recently launched fund. The Global Innovation Fund of Fund, which was to invest in a mix of four active funds and two ETFs, will now invest only in ETFs till the limit is enhanced.

No mutual fund has put restrictions on investments in existing SIPs.

What is the stand of other mutual funds?

Most other mutual funds are waiting for further fine print from AMFI to comply with the order. Some fund houses say they are delaying the decision as they expect the limits to be raised soon.

If all MFs comply with the order, will there be no international MF options for investors?

The present SEBI order is not applicable on ETFs. So investors will still have few options for taking international exposure through mutual funds.

Dec'21 vs Dec'20 - Top 50 Distributors on Total AUM - In crs

Distributor	Dec'20	Dec'21	Growth %
Direct	9,75,260	11,51,413	18%
State Bank Of India	1,05,411	1,32,075	25%
Nj Indiainvest Pvt Ltd	68,411	1,05,124	54%
Hdfc Bank Limited	67,030	88,542	32%
Kotak Mahindra	62,194	70,380	13%
tifi Wealth Finance	53,488	62,423	17%
Axis Bank Limited	44,879	56,258	25%
icici Bank Limited	44,951	55,852	24%
Icici Securities	38,087	52,154	37%
Prudent Corporate	24,087	45,960	91%
Julius Baer Wealth	26,325	31,502	20%
Fine Tech	0	26,196	0%
Citibank N.A	21,775	22,495	3%
Hongkong & Shanghai	18,172	21,762	20%
Aventus Wealth	8,234	18,133	120%
Standard Chartered	15,023	17,921	19%
Zerodha Broking	7,684	17,084	122%
Anand Rathi Wealth	9,478	16,046	69%
Aditya Birla Finance	10,202	15,473	52%
Darshan Services	28,083	14,960	-47%
Jm Financial Services	15,642	13,053	-17%
Batlivala & Karani	8,657	12,529	45%
Pioneer Client Associates	10,340	11,718	13%
Bajaj Capital Ltd.	8,363	11,315	35%
Deutsche Bank Ag	9,299	10,986	18%
Groww	3,091	10,920	253%
Hdfc Securities Ltd	5,917	10,721	81%
Ask Wealth	8,405	10,248	22%
Mata Securities	5,501	9,368	70%
Edelweiss Broking	8,031	8,734	9%
Motilal Oswal Wealth	6,270	8,716	39%
Centrum Wealth	6,242	8,702	39%
Sapient Wealth	5,859	8,348	42%
Fundsindia	6,065	7,863	30%
Geojit Financial	4,646	7,442	60%
Kuvera	3,556	7,034	98%
Axis Securities	4,779	6,213	30%
Paytm Money	2,705	6,030	123%
Canara Bank	5,611	5,969	6%
Srividya Enterprises	7,414	5,886	-21%
Waterfield Advisors	4,498	5,711	27%
lifi Securities	3,705	5,602	51%
Sharekhan Limited	3,819	5,590	46%
Russell Credit Limited	6,427	5,572	-13%
Etmoney	2,371	5,500	132%
Barclays Securities	4,369	5,433	24%
Wealth Managers	4,528	5,222	15%
Bluechip Corporate	3,749	5,161	38%
Motilal Oswal Financial	4,991	4,850	-3%
indusind Bank Ltd	2,879	4,845	68%
Total	18,06,504	22,57,035	25%

Average AUM per folio is highest in Delhi, Goa and Maharashtra



In terms of GDP to AUM ratio, Maharashtra leads the pack with 62%.

An analysis of state-wise penetration shows that New Delhi, Goa and Maharashtra were the top three states in terms of average AUM per folio. These geographies report average AUM per folio of Rs. 1.61 lakh, Rs. 1.40 lakh and Rs. 1.33 lakh, respectively.

Total AUM divided by the total number of folios gives average AUM per folio of the state.

Haryana and Karnataka followed the top three with an average AUM per folio of Rs. 53,620 and Rs. 40,260, respectively.

Gujarat (Rs. 38,120), Tamil Nadu (Rs. 21,190), Sikkim (Rs. 20,950), West Bengal (Rs. 20,030) and

Telangana (Rs. 16,700) were the next five states in the top-ten list.

Further, Maharashtra has the highest AUM to GDP ratio at 62%. It was followed by New Delhi (37%) and Goa (29%). Haryana and Gujarat took the next two spots with 18% and 17%, respectively.

Karnataka (16%), West Bengal (15%), Jharkhand (11%), Tamil Nadu (9%) and Uttar Pradesh (9%) were the next five leading states.

The AUM to GDP ratio is total assets of the state divided by its GDP.

Here is the list of states/UTs in the order of their Dec 21 AAUM. It also captures the details of their AUM per capita and AAUM% of GDP.

Name of States/ Union Territories	Dec 21 AAUM (Rs. in Crore)	AUM per Capita	AAUM % of GDP
Maharashtra	16,26,500	1,33,150	62%
New Delhi	3,19,100	1,61,040	37%
Karnataka	2,64,900	40,260	16%
Gujarat	2,59,600	38,120	17%
West Bengal	1,94,100	20,030	15%
Tamil Nadu	1,60,400	21,190	9%
Uttar Pradesh	1,59,30	07,080	9%
Haryana	1,53,700	53,620	18%
Rajasthan	64,000	8,290	6%
Telangana	62,100	16,700	6%
Madhya Pradesh	50,500	6,140	6%
Andhra Pradesh	46,900	8,990	5%
Punjab	41,400	13,860	7%
Kerala	40,200	11,440	5%
Orissa	35,500	8,140	7%
Jharkhand	35,100	9,380	11%
Bihar	32,300	2,700	5%
Goa	21,600	1,40,040	29%
Chhattisgarh	19,900	6,940	6%
Assam	19,200	5,610	6%
Uttarakhand	13,800	12,340	6%
Himachal Pradesh	8,700	11,860	5%
Jammu and Kashmir	4,600	3,520	3%
Meghalaya	2,800	8,710	8%
Nagaland	1,500	6,910	5%
Tripura	1,500	3,820	3%
Sikkim	1,400	20,950	4%
Arunachal Pradesh	1,100	7,320	4%
Manipur	800	2,680	3%
Andaman and Nicobar Islands	600	14,400	7%
Mizoram	600	5,250	3%

We are open to contributions from our valued members!

The editor is open for interesting contributions from our members. It can range from IAP programme snapshots or pictures/snippets of fun events conducted for investors, to fun anecdotes as well as any valuable inputs you would like to share!

Please write to

nisreen@moneyworks.co.in to get featured in our next edition.



Membership Renewal



Requesting members to make the renewal payment for this Financial Year 2021-22 .

Also appreciate those members who have not yet paid their outstanding fees to do so at the earliest.

You can make the payment through our

Website : www.fifaindia.org

Username : your registered email id

Password : pass@123

You can also download the **GrowFa app** from **Google Play Store** and make the payment.

In case if you face any difficulty, please email the query to accounts@fifaindia.org or get in touch with **Ronald** on mobile number **9867508393**

Contact Details



Contact person:

Ronald Mendonca

Contact number : 022 4912 0230



Address:

Foundation Of Independent Financial Advisors,
16A, 16th Floor, Nirmal Building,
Nariman Point,
Mumbai : 400 021



Website:

www.fifaindia.org

You can now follow us on



@fifaindia



@fifaindiaorg



Foundation of Independent Financial Advisors- FIFA



@fifaindia



GrowFa App link:

<https://play.google.com/store/apps/developer?id=Ezeelink+Pte>