



**FIFA**

# FOUNDATION OF INDEPENDENT FINANCIAL ADVISORS

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*Saarthi Zaroori Hai®*

# FIFA May 2023

We are proud to announce  
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## SHASHIBHUSHAN GOKHALE

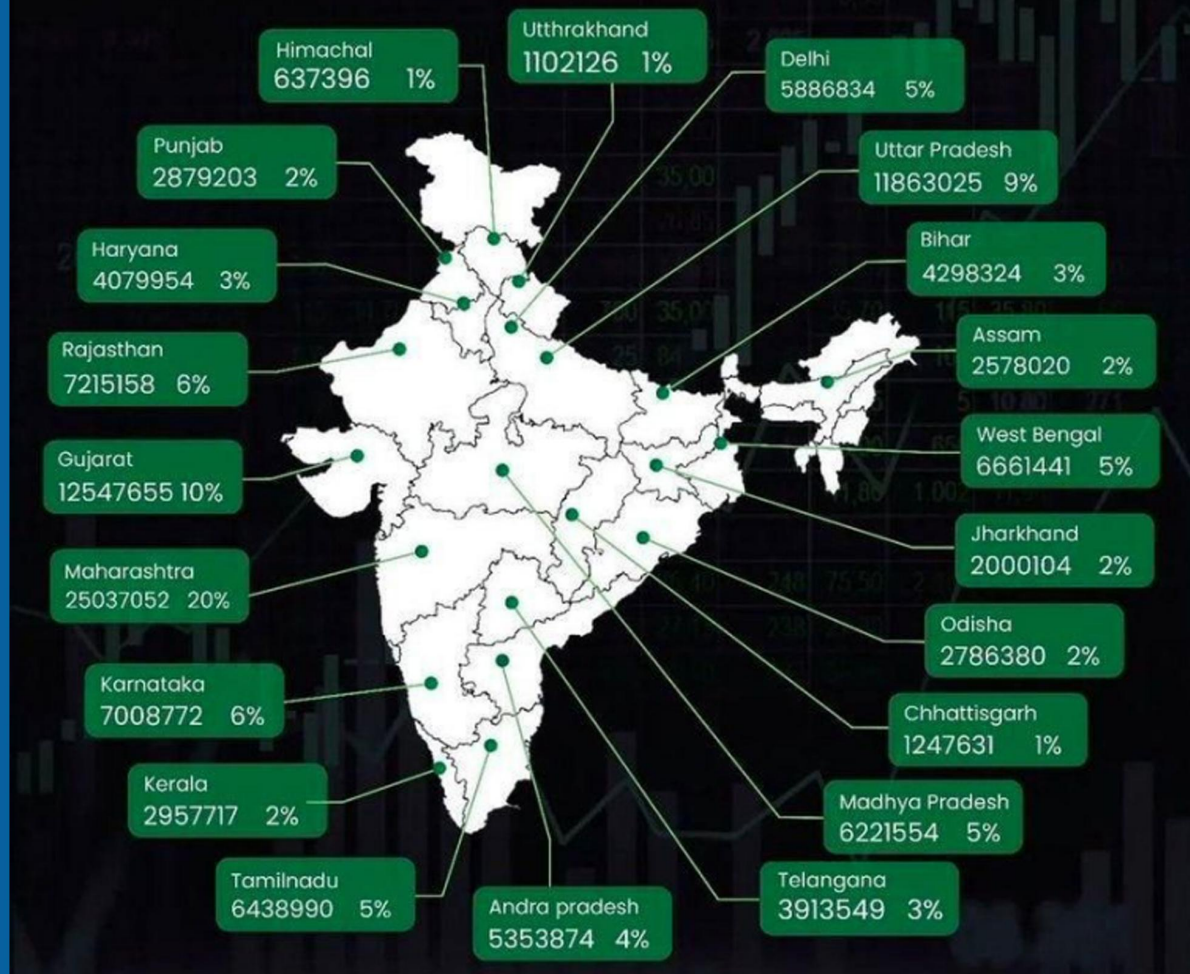
*Shashibhushan Gokhale*

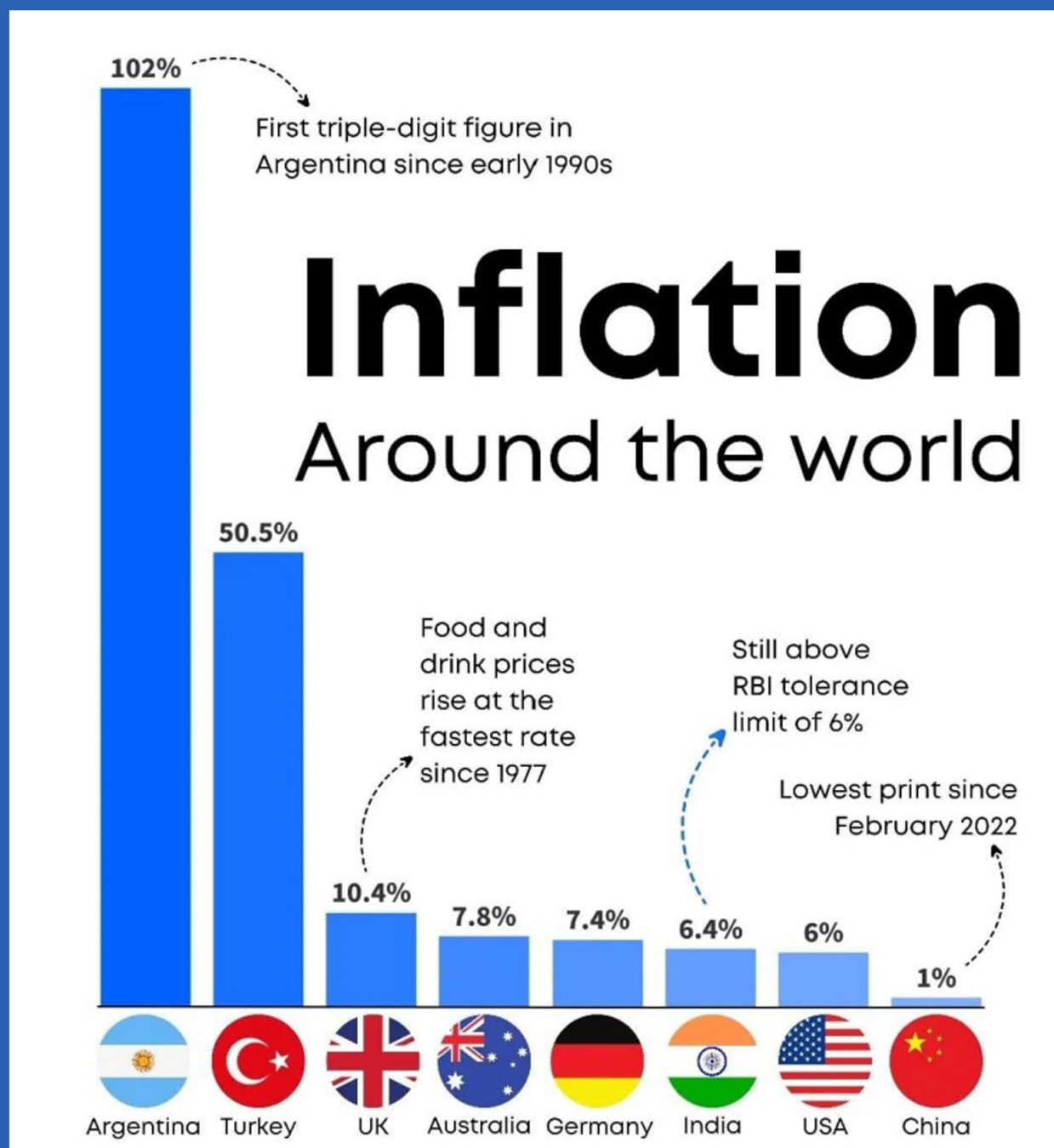
General | Ind | Pune | O2492



## HOW MANY PEOPLE INVEST IN STOCK MARKETS?

% value = people investing in stocks/total state population







# FIFA May 2023

In conversation with  
Ms. Roopa Venkatkrishnan



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On **27th May 2023**, IFPA Chennai on completion of 10 years of their Association and 100 physical meeting of members, had organised knowledge sharing session.

**Ms. Roopa Venkatkrishnan** was the speaker  
for the session

Topic : **Century and Beyond**

There were more than **350 IFAs** who attended the session



## Big opportunity for MFDs: India will have over 16.50 lakh HNIs by 2027

*India has close to 8 lakh HNIs as on FY 2022. This population is expected to grow by over 100% in 5 years, says the report.*

There is a big opportunity for MFDs. A wealth report released by Knight Frank reveals that India will have over 16.55 lakh HNIs by 2027.

The population of HNIs in India will grow from 8 lakh in FY 2022 to 16.55 lakh in FY 2027, a growth of over 100% in absolute terms in 5 years, says the report.

HNIs are individuals having investible surplus of 1 Million USD or Rs.8.20 crore.

Further, the report forecasted that India will have over 19,000 ultra HNIs by 2027. This number is set to increase by 58% from 12,000 such individuals. Ultra HNIs are those individuals having investible surplus of 30 Million USD or close to Rs.250 crore.

Also, India's billionaire population is expected to go up from 161 individuals in 2022 to 195 individuals in 2027.

Despite the rise in interest rates and the appreciation of the US Dollar, the HNI population remained on a growth path registering a YoY growth of 4.5% in 2022 and India's billionaire population rose by 11% YoY in 2022 compared to the previous year.





In a press release, Shishir Baijal, Chairman and Managing Director, Knight Frank India said, "India's hectic development activities in core and non-core sectors has helped accelerate economic growth in the recent times. Aligned to that is India's significant position as a global start-up hub creating new wealth.

The new opportunities emanating from sectors like global manufacturing in India, infrastructure development, technology start-ups etc. will propel economic momentum and help the cause of wealth creation in the country, leading to the rise in the number of wealthy individuals in India."

## ₹6 out of ₹10 has come from individual investors

Individual investors account for 57% of the total AUM, which rose to 60% in 2023.

An analysis of AUM data released by AMFI shows that Rs.6 out of every Rs.10 invested in mutual funds has come from individual investors which include retail and HNIs.



| Year | Individual  |              | Total individual AUM | Total AUM | Proportion of Individual AUM to total AUM |
|------|-------------|--------------|----------------------|-----------|---|
|      | Direct plan | Regular plan |                      |           |   |
| 2019 | 3.12        | 10.5         | 13.62                | 23.8      | 57%                                       |
| 2020 | 2.24        | 9.65         | 11.89                | 22.26     | 53%                                       |
| 2021 | 3.39        | 13.85        | 17.24                | 31.43     | 55%                                       |
| 2022 | 4.3         | 17.23        | 21.53                | 37.57     | 57%                                       |
| 2023 | 4.88        | 18.64        | 23.52                | 39.42     | 60%                                       |

The data from the past five years reveals a rise in the proportion of individual AUM compared to total AUM. The proportion of individual assets to the total assets grew from 57% in FY 2019 to 60% in FY 2023.

The data also shows that the AUM individual investors increased from Rs 13.62 lakh crore in 2019 to Rs 23.52 lakh crore in 2023, a growth of 73% in five years.

Further, the data reveals that the growth has come from regular plans which account for 79% of the total individual AUM.

Experts attribute this to the rising interest of individual investors in mutual fund investment. Swarup Mohanty, CEO Mirae Asset Mutual Fund feels that many MFDs added new individual investors over the last five years.

Neil Parikh, CEO, PPFAS MF believes that individual investors are becoming mature and they stay put long term. "Thanks to MFDs, many investors have now realized the need to stay put despite volatility. This is evident from the growth in AUM of individual investors."



## 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](mailto:nisreen@moneyworks.co.in) to get featured in our next edition.

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**FIFA** May 2023



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