

S.N.Arts, D.J.Malpani Commerce & B.N.Sarda Science College Sangamner.

T.Y.B.Sc Statistics Project Title

A STUDY ON INVESTORS' PERCEPTION

TOWARDS INVESTMENT IN STOCK MARKET

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INTRODUCTION

During the last decade, the Indian economy has grown at a breakneck pace, with the corporate sector playing a key role in this development. During this time, India has experienced a substantial infusion of foreign investment as well as the establishment of Indian multinationals on the global corporate arena. During the current decade, the capital market and its expansion have played a significant role in boosting corporate sector growth. With the expansion of the capital market, certain Indian corporations now have market capitalizations that place them among the top companies in the world. The minimal engagement of retail investors in the corporate economy, on the other hand, remains a source of concern. The overall number of retail investors in India has been estimated to less than one percentage of the total population. In India households are rapidly shifting their investments to risk-free, low-yielding fixed-return instruments or non-financial assets. Households' lack of understanding

instruments or non-financial assets. Households' lack of understanding of financial concepts and products has a direct impact on their use of the financial markets. Individuals' capacity to fulfil their financial goals and the efficient distribution of household savings are both influenced by financial literacy. Investors frequently rely on guesswork or seek advice from friends and family, which are generally poor approximations when compared to the results of scientific investigation. They are more likely to make poor decisions, contribute insufficiently, start saving late, avoid contemporary finance, or fall victim to fraud or mis-selling. The outcomes will be terrible if they receive faulty guidance, and they will lose faith in the system. Most investors have allowed others to destroy their wealth in the past.

In the financial market, small investors have long played an important role. However, there is a growing demand for them to play a larger role. Less than 1% of our population invests directly in the stock market, with the remaining 2–3% investing through mutual funds. Worse, less than 2% of household savings are invested in the stock market. Every earner has the potential to save, savers have the potential to invest, and investors should be financially knowledgeable. Wealth creation for the investor would remain a faraway dream unless the common person becomes a wiser investor and is safeguarded against wrongdoings. A nation of savers must be transformed into a nation of investors.

Individuals must be empowered in order to make well-informed judgments. It is a public good to educate people about money. The government, regulators, and financial services industry must work together to increase financial literacy and give factual information in easy-to-understand formats.

Statement of the problem

When it comes to investing in India, consumers are only given two options: fixed deposits or gold. According to several surveys, just 2.5 percent of the country's 1.3 billion people are aware of investment possibilities other than the typical fixed deposit or gold, meaning that investment options are only available to those who live in metro areas. This study aims to find out how much people know and understand about different investing possibilities, as well as their attitudes on stock market investment. This study will help us establish how wellinformed a person is about the many investment options available in India, as well as the various factors that influence a person's decision to invest their money. The significance and relevance of this study is that it will reveal how people invest and save money in order to maximise their profits. This study will reveal the factors that people evaluate while making investing decisions. This study will also look at those who have only been working for 1-2 years to see how they feel about investing and what degree of knowledge they have.

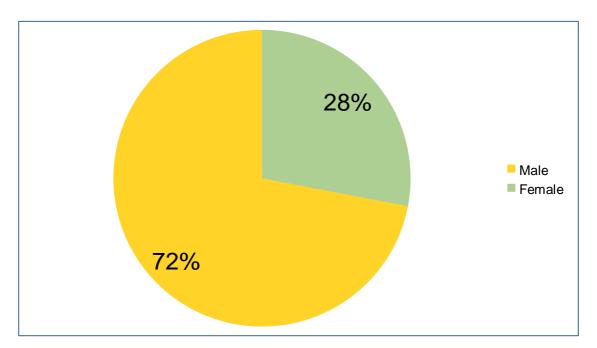
Objectives of the study

- 1.To understand the investors' preference towards investment.
- 2.To identify the factors influencing investment in stock market.
- 3.To know the level of awareness of various investment avenues.

Data Analysis And Interpretation

Classification of respondents based on gender

Gender	No of respondents	Percentages
Male	36	72
Female	14	28
Total	50	100

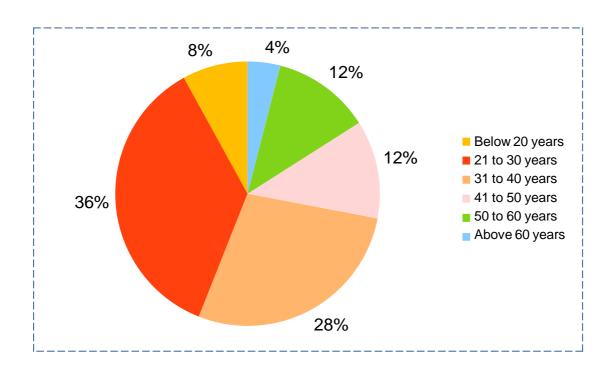


Analysis & Interpretation:

72 % of the respondents are Males and 28 % are Females. This shows that financial literacy is more among males.

Classification of respondents on the basis of age

Age	No of respondents	Percentage
Below 20 years	4	8
21 to 30 years	18	36
31 to 40 years	14	28
41 to 50 years	6	12
50 to 60 years	6	12
Above 60 years	2	4
Total	50	100

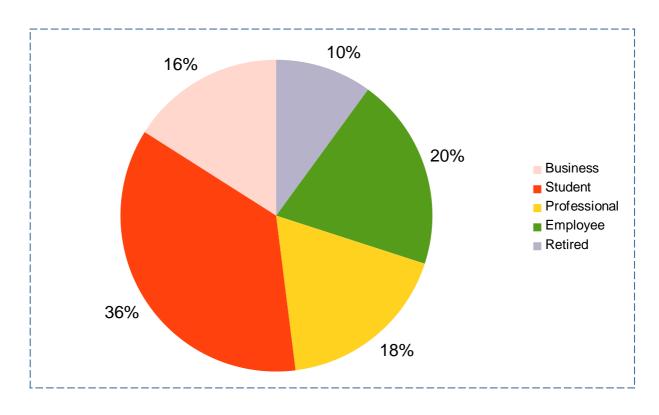


- · 8% of the respondents belongs to the age categories of below 20 years
- Most of the respondents belong to the age categories of 21 to 30 years(36%) and 31 to 40 years(28%).
- · 12% of respondents belong to the age categories of 41 to 50 & 50 to 60.
- 4% of the respondents belong to the age categories above 60 years.

Classification of respondents on the basis of occupation

Occupation	No of respondents	Percentage
Business	8	16
Student	18	36
Professional	9	18
Employee	10	20
Retired	5	10
Total	50	100

Classification of respondents on the basis of occupation



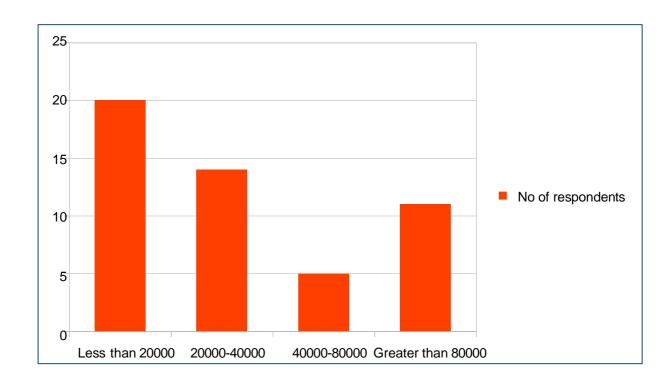
Analysis & Interpretation:

Students constitute a major share (36%) of the respondents.20% of the respondents are employees.18% of the respondents belong to professional sector.16% of the respondents belong to business sector.10% of the respondents are retired individuals.

Classification of respondents on the basis of monthly income

Monthly Income	No of respondents	Percentage
Less than 20000	20	40
20000-40000	14	28
40000-80000	5	10
Greater than 80000	11	22
Total	50	100

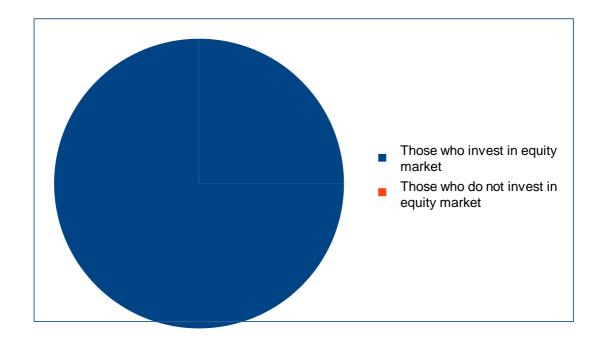
Classification of respondents on the basis of monthly income



40% of the respondents have income below 20000, 28% of the respondents monthly income is between 20000 and 40000. Respondents who have monthly income between 40000 and 80000 form 10% and 22% of the employees have monthly income greater than 80000.

Classification of respondents on the basis of their investment in equity market

Category	No of respondents	Percentage
Those who invest in equity market	50	100
Those who do not invest in equity market	0	0
Total	50	100

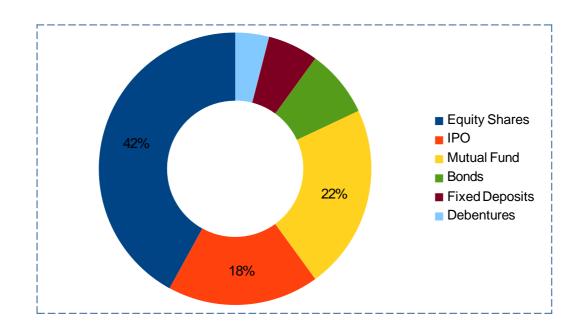


Analysis & Interpretation:

All the respondents are investors in equity market

Classification of respondents on the basis of various investment options which they think to provide best returns

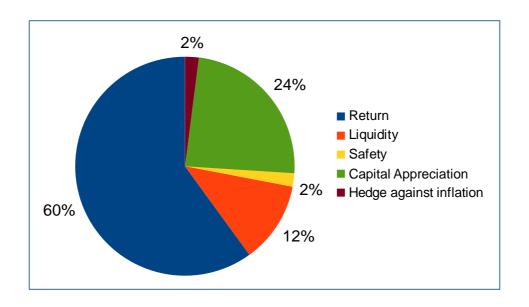
Investment options	Number of respondents	Percentage
Equity Shares	21	42
IPO	9	18
Mutual Fund	11	22
Bonds	4	8
Fixed Deposits	3	6
Debentures	2	4
Total	50	100



42% of the respondents feel that equity shares provides the best returns. Some respondents(22%) feel that Mutual funds are best.18% of the respondents feel that IPO gives better returns. Only small portion of the respondents feel that Bonds, Fixed deposists and Debentures provide best returns.

Classification of respondents on the basis of factors that motivates them to invest in equity market

Factors	No of respondents	percentage
Return	30	60
Liquidity	6	12
Safety	1	2
Capital Appreciation	12	24
Hedge against inflation	1	2
Total	50	100

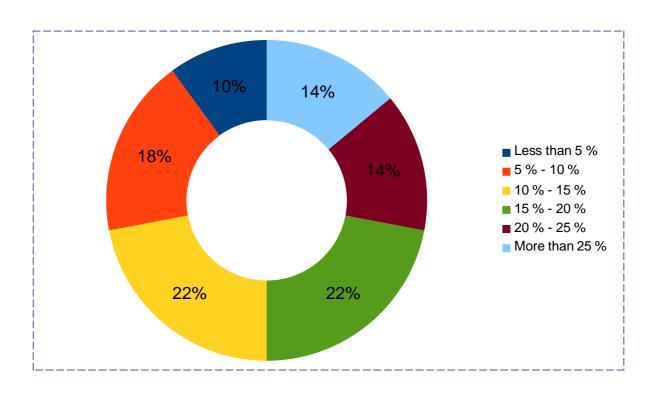


More than half (60%) of the respondents says that it is the return that motivates them to invest in equity market. 24% respondents say that Capital appreciation is the motivating factor behind investing in equity market. Only 12% of respondents that liquidity is the motivating factor.

Classification of respondents on the basis of percentage of income that they would invest in equity market

Percentage of income	No of respondents	Percentage
Less than 5 %	5	10
5 % - 10 %	9	18
10 % - 15 %	11	22
15 % - 20 %	11	22
20 % - 25 %	7	14
More than 25 %	7	14
Total	50	100

Classification of respondents on the basis of percentage of income that they would invest in equity market

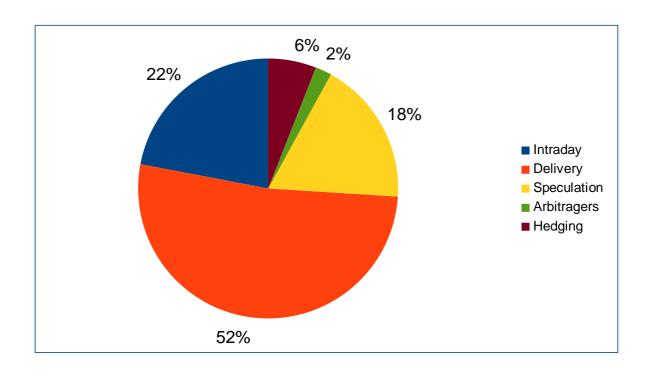


Analysis & Interpretation:

When it comes to the percentage of income that the respondents would invest in Equity market. 44% respondents would spend in between 10% to 20% of their income in equity market. 28% of the respondents are ready to spend more than 20% of their income in equity markets. 28% of the respondents spend in between 5-10% of their income in equity markets and 10% respondents are ready to invest only less 5% of the income in equity markets.

Classification of respondents on the basis on the strategy of trading in equity market

Trading strategy	No of respondents	Percentage
Intraday	11	22
Delivery	26	52
Speculation	9	18
Arbitragers	1	2
Hedging	3	6
Total	50	100

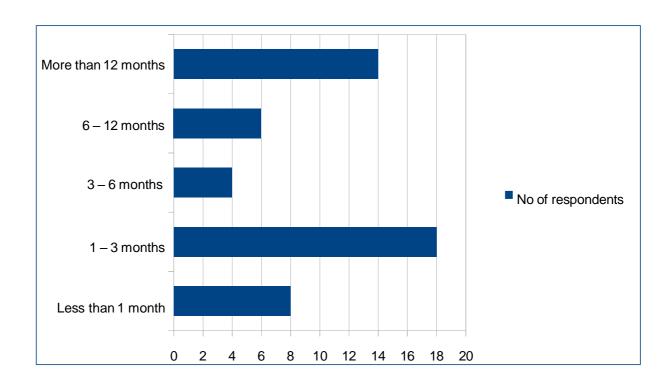


Half of the respondents are long term investors who takes delivery of shares .22% of respondent are invested in day trading and 18% of the respondents are interested in speculation. 6% of the respondents are investing for the purpose of investing and only 2% are arbitrageurs.

Classification of respondents on the basis of the time horizon for investing in equity market

Time horizon	No of respondents	Percentage
Less than 1 month	8	16
1-3 months	18	36
3 – 6 months	4	8
6 – 12 months	6	12
More than 12 months	14	28
Total	50	100

Classification of respondents on the basis of the time horizon for investing in equity market

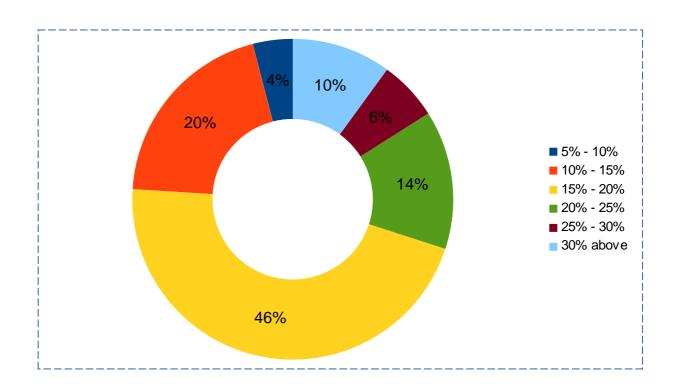


Analysis & Interpretation:

One third of the respondents (36%) invest in equity market for a period of 1-3 months. Another major portion (28%) of the respondents are long term investors who wishes to invest for more than 12 months . 16% of the respondents are short term investors. 8% of respondents wishes to invest for a period of 3-6 months and 12% of investors Invest for a period of 6-12 months.

Classification of respondents on the basis of the rate of return expected by them from Equity Market in a year

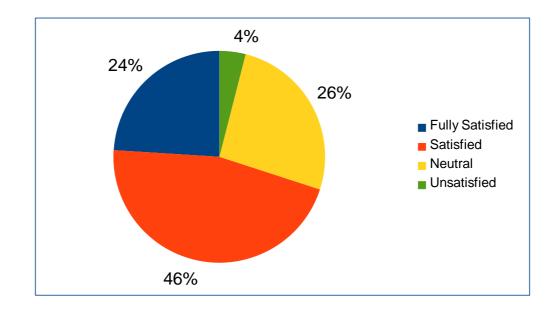
Rate of return	No of respondents	Percentage
5% - 10%	2	4
10% - 15%	10	20
15% - 20%	23	46
20% - 25%	7	14
25% - 30%	3	6
30% above	5	10
Total	50	100



4% of respondents expect about 5-10% return from equity market. 66% of the respondents expect 10% to 20% return from equity market. 20% respondents expect 20% - 30% return and 10% respondents expect more than 30% return.

Classification of respondents on the basis of their satisfaction with the current performance of the Equity Market in terms of expected return

Satisfaction level	No of respondents	Percentage
Fully Satisfied	12	24
Satisfied	23	46
Neutral	13	26
Unsatisfied	2	4
Total	50	100

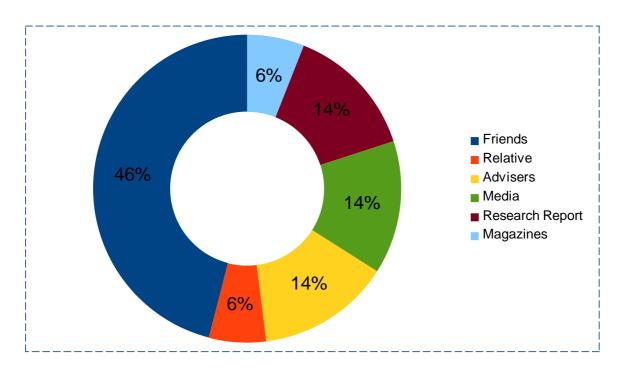


70% of the respondents are satisfied with the current performance of equity market in terms of return whereas 26% of the respondents have a neutral Opinion. Only 4% of respondents are unsatisfied with current performance of equity market.

Classification of respondents on the basis of influencers who influenced them to enter in to equity market

Influencers	No of respondents	Percentage
Friends	23	46
Relative	3	6
Advisers	7	14
Media	7	14
Research Report	7	14
Magazines	3	6
Total	50	100

Classification of respondents on the basis of influencers who influenced them to enter in to equity market

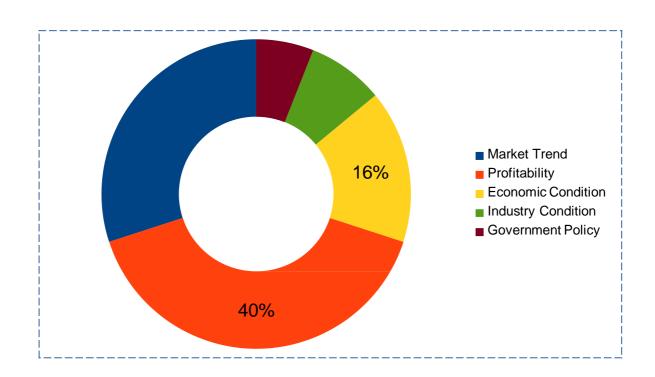


Analysis & Interpretation:

46% of respondents were influenced by friends, 6% were influenced by relatives, advisers, media and research report influenced 14% of the respondents to enter into equity market . 6% of the respondents were influenced by magazines.

Classification of respondents on the basis of factors that they consider most important while selecting the sectors to invest

Factors	No of respondents	Percentage
Market Trend	15	30
Profitability	20	40
Economic Condition	8	16
Industry Condition	4	8
Government Policy	3	6
Total	50	100



30% of the investors look for market trend while Selecting sectors for investing .40% of the investors look for profitability, 16% look for economic condition and 8% think about industry condition while selecting sectors. 6% of the to investors look for government policy for choosing sectors to invest.

Classification of respondents on the basis of ranks given to various sectors based on their preference for investment (in numbers)

Sectors	1st	2nd	3rd	4th	5th	Total
Oil and Gas sector	9	7	10	8	16	50
Infrastructu re sector	6	19	12	9	4	50
Banking sector	17	11	14	6	2	50
Automobile sector	6	15	13	13	3	50
IT sector	16	15	7	7	5	50

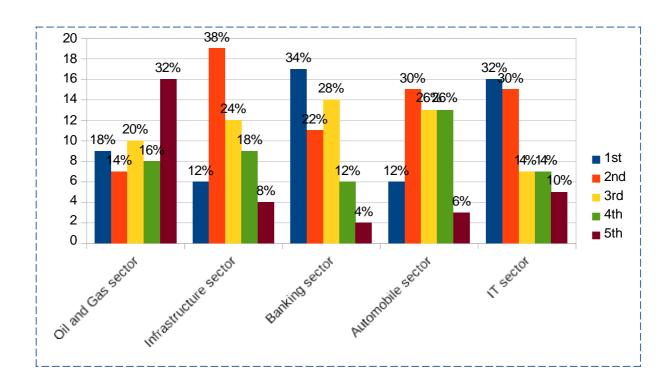
Classification of respondents on the basis of ranks given to various sectors based on their preference for investment (in percentage %)

Sectors	1st	2nd	3rd	4th	5th	Total
Oil and Gas sector	18	14	20	16	32	100
Infrastructu re sector	12	38	24	18	8	100
Banking sector	34	22	28	12	4	100
Automobile sector	12	30	26	26	6	100
IT sector	32	30	14	14	10	100

Rankings of sectors based on respondents preference

Sector	Rank
IT sector	1st
Banking sector	2nd
Infrastructure sector	3rd
Automobile sector	4th
Oil and Gas sector	5th

Classification of respondents on the basis of ranks given to various sectors based on their preference for investment



Analysis & Interpretation:

Oil & Gas sector

18% of the respondents gave first rank, 14% gave second rank, 20% gave fourth rank and 32% gave fifth rank.

Overall, we can say that respondents have given fifth Preference to oil and gas sector when compared with other sectors.

Infrastructure Sector

12% respondents gave first rank, 38% gave second rank, 24% gave third rank ,18% gave fourth rank and 8% gave Fifth rank.

Overall We can say that respondents have given 3rd preference to infrastructure sector when compared to other sectors.

Banking Sector

34% respondents gave first rank, 22% gave second rank, 28% gave third rank, 12% gave fourth rank and 4% gave fifth rank.

Overall we can say that respondents have given second preference to banking sector when compared to other sectors.

Automobile Sector

12 % respondents gave first rank,30% gave second rank 26% gave third rank, 26% gave fourth rank and 6% gave fifth rank. Overall we can say that respondents have given fourth preference to automobile sector when compared to other sectors.

IT Sector

32% respondents gave first rank, 30% gave second rank, 14% gave third rank, 14% gave fourth rank and 10% gave fifth rank.

Overall we can say that respondents have given first preference to IT Sector when compared to other sectors.

Classification of respondents on the basis of ranks given to various factors that affect their investment decision(in numbers)

Factors	1st	2nd	3rd	4th	5th	Total
Earnings per Share	13	12	8	8	9	50
Dividend	10	15	11	9	5	50
Market Capitalization	11	16	14	4	5	50
Performance of Company	18	15	8	6	3	50
PE Ratio	8	10	12	10	10	50

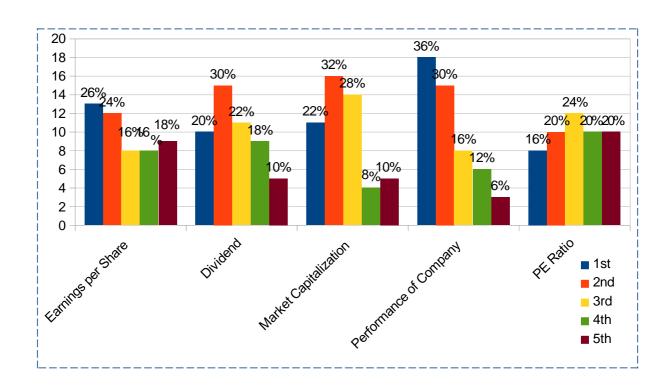
Classification of respondents on the basis of ranks given to various factors that affect their investment decision(in percentage%)

Factors	1st	2nd	3rd	4th	5th	Total
Earnings per Share	26	24	16	16	18	100
Dividend	20	30	22	18	10	100
Market Capitalization	22	32	28	8	10	100
Performance of Company	36	30	16	12	6	100
PE Ratio	16	20	24	20	20	100

Rankings of various factors that affect the investment decision of respondents

Factors	Rank
Earnings per Share	1st
Dividend	2nd
Market Capitalization	3rd
Performance of Company	4th
PE Ratio	5th

Classification of respondents on the basis of ranks given to various factors that affect their investment decision



Earnings Per Share

26% of the respondents gave first rank, 24% gave second rank, 16% gave third rank, 16% gave fourth rank and 18% gave fifth rank. Overall, the respondents have given third Preference to this factor when compared other factors.

Dividend

20% of the respondents gave first rank ,30% gave second rank, 22% gave third rank, 18% gave fourth rank and 10% gave fifth rank.

Overall, the respondents have given second preference to Dividend when compared to other factors.

Market Capitalization

22% of the respondents gave first rank, 32% gave second rank ,28% gave s third rank, 8% gave fourth rank and 10% gave fifth rank. Overall the respondents have given second preference to market capitalization when compared to other factors.

Performance of the company

36% respondents gave first rank, 30% gave second rank, 16% gave third rank, 12% gave fourth rank and 6% gave fifth rank.

Overall, the respondents have given first preference to the performance of company when compared to other factors.

PE Ratio

16% respondents gave first rank, 20% gave second rank, 24% gave third rank, 20% gave fourth rank and 20% gave fifth rank.

Overall, the respondents have given fourth preference to the PE Ratio when compared to other factors.

Finding ,Suggestion and Conclusion

Findings:

- 72% of the respondents are Males and 28% are Females.
- · 36% of the participants are from the age group of 21-30 years.
- In respect of occupation of participants in this survey, 36 % of the participants are from students and around 38% are from Direct Employees of companies & service industries.
- · With regards to monthly income of the participants, 40% of the participants are having monthly income below 20000 Rs, 28% of the participants are having income between Rs 20000-Rs 40000.
- 100% of the participants are preferred to invest in equity market over non equity instruments.
- · In respect of preferred investment options, 42% of the participants preferred to invest in equity shares, 22% in through mutual funds and 18% through IPO.
- The major factors motivated to invest in equity market are:
- 1. 60% of the participants based on Returns
- 2. 24% of the participants based on Capital Appreciation
- 3. 12% of the participants based on Liquidity

- · In respect of what percentage of income one would invest in equity market, 44% respondents would spend between 10% to % in equity market and 28 % of the respondents are spending more than 20% of their income is in equity market.
- With regard to trading strategy 52% preferred to invest on Delivery(cash) basis, 22% preferred to invest through intraday and 18% through speculation.
- Most of the respondents preferred their investment to keep for a short term duration. 36% of the respondents preferred to keep their time horizon for investment below 1- 3months, 16% preferred to keep investment less than 1 month, only 28% of respondents preferred the time horizon for investment for more than 12 months.
- · Most of the respondents expected a return of 15% to 20% from equity market, 46% of respondents expected a returns of 15%-20% from equity market. 20% of the respondents expected a return between 10%-15%.
- In respect of satisfaction with the current performance of equity market, 46% of the respondents were Satisfied, 24% of the respondents were Fully satisfied and 26% were Netural.
- With regard to basis of influencers who influence them to enter into the equity market, 46% of the respondents influenced through Friends, 14% influenced through Media, 14% influenced through Research Reports.

- Regarding the basis of factors that they consider most important while selecting the sectors to invest, 40% of the respondents were based on Profitablity, 30% of the respondents were based on Market trends and 16% of the respondents were based on Economic conditions.
- · In terms of sectoral preference for investment most of the respondents preferred IT sector followed by Banking sector, Infrastructure sector, Automobile sector and Oil & Gas.
- · In respect of factors that affect the investment decision of respondents
 Earnings Per Share (EPS) stood first followed by Divident, Market
 Capitalization, Performance of company and PE Ratio respectively.

Suggestions

- · Investors should prefere long term investment that provides maximum return with minimum risk.
- · Portfolio of investment should be selected by the investors.
- Reliable information about the investment Avenues should be given to the investors frequently.
- In order to improve financial literacy webinars, seminars, advertisements should be done for the betterment of society.
- · Financial literacy should be given to everyone without any discremination.
- · Investors should always allocate their capital in a diversified manner and should not put their capital in one asset.
- · Investor protection should be taken seriously by the govt authority.
- · Investors should always invest after research and making consultation with experts.

Conclusions

According to the survey, the majority of people participate in the stock market for the high returns and to hedge their risk by investing a large portion of their income in the stock market. The majority of people here speculate in the stock market and invest for one to three months. In general, investors that invest for a long time, say more than a year, benefit greatly from the equities market. Most investors are encouraged to invest in the stock market by their friends and the media, and they expect more from the stock market. The majority of investors prefer the IT sector for their investments because of the market trend, profitability, industry condition, and economic condition. Investors also consider Price Earnings Ratio, Earnings per Share, and Dividend as the most important factors when selecting a company within these selected sectors. As a result, the majority of investors are delighted with the equity market.

QUESTIONNAIRE

Dear Respondents,

This survey is aimed to know the perception of people towards investment in stock market in form of investment and to find the level of awareness of stock market among Student/Professional/Retired in Thrissur district.

1. Name	
)
2. Gender	
Male	
Female	
3. Age	
Below 20years 21 to 30years 31 to 40years 41 to 50years 50 to 60years Above 60years	
4.Occupation	
Business Student Service Employee	
Retired	

5.Monthly Income	
C Less than 20000	
20000-40000	
<u></u>	
Greater than 80000	
6.Do you invest in Equity Market?	
○ Yes	
○ NO	
7.If you want to invest, which investment option woul provides the best returns?	d you feel
C Equity Shares	
○ IPO	
◯ Mutual Fund	
Bonds	
Fixed Deposits	
Debentures	
8. Which factor motivates you to invest in Equity Mark	cet?
Return	
Liquidity	
Safety	
Capital Appreciation	
Other	

	hat percentage of your income would you invest in Equity rket?
○ 5° ○ 1° ○ 1° ○ 2°	Less than 5% 5% - 10% 0% - 15% 5% - 20% 20% - 25% More than 25%
10.	How do you trade in Equity Market?
○D ○S ○A	ntraday Delivery Speculation Arbitragers Hedging
11.V	What is the time horizon for investing in Equity Market?
01 03 06	Less than 1 month - 3 months 5 - 6 months 6 - 12 months More than 12 months
year 0 5 0 10 0 12 0 2	What is the rate of return expected by you from Equity Market in a r? 5% - 10% 0% - 15% 5% - 20% 20% - 25% 25% - 30% 30% above

13.Are you satisfied w Market in terms of exp			ormand	e of the Equ	iity
Fully Satisfied Satisfied					
Neutral					
Unsatisfied					
14. Who influenced yo	ou to enter i	nto Equi	ity Mar	ket?	
Friends					
○ Relative					
○ Advisers					
MediaResearch Report					
Magazines					
()					
15.Which factor do you the sectors?	u consider	is most i	importa	ant while sel	ecting
○ Market Trend					
Profitability					
C Economic Condition					
Ondustry Condition					
Government Policy					
16.Rank the following investment?	sectors ba	sed on y	our pre	eference for	
	1 2	3	4	5	
Oil and Gas sector	\circ	\sim	\bigcirc		
Infrastructure sector	0000	\subseteq	0	\sim	
Banking sector	\mathcal{Z}	\simeq		\mathcal{C}	
Automobile sector IT sector	ŏŏ	\sim	>	ŏ	

17. Rank the most imporchoice?	rtant fact	tor selec	cting a	comp	any of your
	1	2	3	4	5
Earnings per Share Dividend Market Capitalization Performance of Company PE Ratio	00000	00000	00000	00000	0000