

Customer Profile Document

This is **Mr. Nitesh Joshi**, a 52-year-old senior project manager in the private sector. He is married and has two children — one in college and another preparing for higher secondary. His **annual household income is in the range of ₹12–18 lakhs**, placing him firmly in the **upper-middle salary bracket**.

Nitesh maintains disciplined financial habits, saving between **30–50% of his monthly income**, averaging **₹55,000 – ₹65,000 per month**. His **net worth is estimated around ₹1.1 crore**, built steadily over two decades of salaried employment. He has **no major outstanding loans**, making him relatively debt-free at this stage of his financial life.

He has a **credit score of 772**, reflecting timely repayment history and responsible credit usage. His **risk appetite is moderate**, and he is comfortable with **5–10% volatility** in his portfolio. With over **15 years of investment experience**, Nitesh has weathered multiple market cycles and generally adopts a **“buy the dip” strategy** during downturns.

Loan / Liability Summary

Nitesh is currently **debt-free** in terms of major obligations, but he has had credit commitments in the past.

1. Home Loan (Closed)

- He purchased a 3BHK apartment in Pune in 2006 with a loan of **₹38 lakhs** at an average interest rate of **8.2%**, over a **15-year tenure**.
- The loan was fully repaid by 2021, giving him ownership of a property valued today at around **₹95 lakhs**.

2. Car Loan (Closed)

- In 2012, Nitesh availed a **car loan of ₹6.5 lakhs** for a sedan, repaid in 5 years with EMIs of **₹13,500**.

3. Current Liabilities

- No active loans. Only short-term **credit card bills (~₹40,000/month)**, which he clears regularly.

Debt-to-Income Ratio: 0.00 (excellent, enhances creditworthiness).

Insurance Coverage Summary

Nitesh ensures his family is well protected through a mix of life, health, and motor insurance policies:

- **Life Insurance:** Term plan with **₹1 crore coverage** from LIC, valid until age 65. Annual premium ~₹28,000. Nominee: spouse.
- **Health Insurance:** Family floater policy of **₹30 lakhs** from HDFC Ergo, covering Nitesh, his wife, and both children. Annual premium ~₹42,000.
- **Motor Insurance:** Comprehensive policy on his Toyota Innova Crysta (IDV ₹12 lakhs) with ICICI Lombard. Premium ~₹26,000 annually.
- **Emergency Fund:** Maintains **₹7.8 lakhs** in liquid mutual funds and savings deposits.
- **Insurance Type:** Both health and life.
- **Insurance Times:** Medium–High ($\approx 9\times$ annual income).

Investment Product Sheet

Nitesh has diversified his investments between growth and stability:

- **Equity:** 48% (₹52 lakhs in diversified equity mutual funds, large-cap stocks, and SIPs).
- **Debt:** 22% (₹24 lakhs in NPS, PPF, and government bonds).
- **Real Estate:** 20% (₹95 lakh apartment; excluding, he also owns a small plot jointly with his spouse).
- **Gold:** 5% (₹5.5 lakhs in Sovereign Gold Bonds and ETFs).
- **Cash / Liquid:** 5% (₹6 lakhs across short-term deposits and savings).

His **past investment returns** average **9.5% CAGR**, with equities as the main growth driver. He actively tracks the markets but consults financial advisors **occasionally** before major rebalancing.

Financial Goal Templates

- **Primary Goal:** **Child's higher education abroad**, with a target of **₹50–60 lakhs** over the next **6–8 years**. SIPs and education funds have been earmarked for this purpose.

- **Secondary Goal: Health and insurance coverage expansion**, particularly for retirement years. Nitesh plans to increase health cover to **₹50 lakhs+** by the time he turns 60, considering rising medical costs.

Macro & Risk Factors

- **Pandemic Impact Factor:** Low–Medium (salary freeze for 6 months, but no layoffs).
- **War Impact Factor:** Low (portfolio benefited from gold allocation).
- **Inflation at Investment Start:** 6.1%.
- **GDP Growth Rate:** 6.4%.
- **Market Volatility Index (VIX):** 20–23 during his key investment phases.

Regulatory & Guidelines

- As per **SEBI classification**, Nitesh is a **Moderate Risk Investor**, balancing between equity and debt.
- His insurance coverage comfortably exceeds **IRDAI's recommended minimums** (life cover $\geq 7 \times$ annual income, health $\geq ₹20$ lakhs).
- **Loan-to-income ratio is currently 0**, giving him flexibility to take new loans if required for future goals.
- For his retirement and education goal projections, financial planning uses an **inflation assumption of 6–8%**.