

# Customer Profile Document

This is **Mr. Rohan Mehta**, a 24-year-old software developer working in a private IT company in Bengaluru. He is **single**, living in a rented apartment, and has recently started his career. His **annual salary falls between ₹3.5–4.5 lakhs**, placing him in the **lower income bracket for salaried professionals**.

Rohan's monthly expenses consume the majority of his income — he saves **less than 10%** of his salary, with most surplus directed toward loan repayments. His **net worth is modest, around ₹80,000**, mostly held in a savings account. His **credit score is 705**, impacted by ongoing student loan repayments. He is considered to have a **moderate risk appetite**, though his current capacity to invest is limited.

## Loan / Liability Summary

Rohan carries one major liability:

### 1. Educational Loan

- **Loan ID:** EL2023012
- **Principal Amount:** ₹6,50,000
- **Interest Rate:** 9.5%
- **Tenure:** 7 years (2023–2030)
- **Monthly EMI:** ~₹10,500
- **Status:** Active, repayment just begun.
- **Co-borrower:** Father is joint applicant.

Other than this, Rohan has **no housing or personal loans**, though he uses a credit card for monthly spending (₹8,000–₹10,000), which he pays off regularly.

**Debt-to-Income Ratio:** 0.31 (slightly high for his income level, but typical for fresh graduates with loans).

## Insurance Coverage Summary

As a young, unmarried professional, Rohan's insurance coverage is basic but growing:

- **Health Insurance:** ₹5 lakh individual policy from Star Health. Premium: ~₹9,000/year.
- **Life Insurance:** A small employer-provided group term plan of ₹10 lakhs.
- **Motor Insurance:** Two-wheeler insurance on his Honda Activa (IDV ₹55,000). Premium: ₹1,200/year.
- **Emergency Fund:** Currently only **₹45,000 in savings**, but his goal is to grow this significantly over the next decade.
- **Insurance Type:** Health cover only (life insurance is employer-linked).
- **Insurance Times:** Low (coverage <2× annual income).

## Investment Product Sheet

Rohan has just begun investing through **SIPs in mutual funds**, with small monthly contributions of **₹3,000**. His investment allocation is still minimal but tilted toward equities, given his long horizon:

- **Equity:** 70% (SIP in index funds).
- **Debt:** 20% (PPF started this year).
- **Gold:** 5% (Sovereign Gold Bond gift from family).
- **Cash / Liquid:** 5%.
- **Real Estate:** None yet, but he aspires to buy a house within 10 years.

Past investment experience is **small-scale (<₹1 lakh)**, with negligible returns so far.

## Financial Goal Templates

- **Primary Goal:** Buying a home within the next **10–12 years**, requiring a corpus of at least **₹60 lakhs**.
- **Secondary Goal:** Building a strong emergency fund — his target is **₹1 crore+** over the long term, which will act as a safety net.

Rohan considers these goals **very important**, and despite his limited capacity now, he has a disciplined approach of “**no withdrawals**” from whatever he invests.

# Macro & Risk Factors

- **Pandemic Impact Factor:** Low (he joined the workforce post-pandemic).
- **War Impact Factor:** Low (minimal exposure).
- **Inflation at Investment Start:** 6.1%.
- **GDP Growth Rate:** 6.5%.
- **Market Volatility Index (VIX):** 19.

## Regulatory & Guidelines

- Rohan is classified under **SEBI's Moderate Risk Investor** profile, though his current investment size is small.
- His **insurance coverage is below IRDAI recommended norms**; ideally, life cover should be  $\geq 5\times$  income, and health cover  $\geq ₹10$  lakhs.
- His **loan EMI consumes nearly one-third of his income**, so RBI guidelines would recommend building repayment buffers before taking new debt.
- For long-term goals like home purchase, financial plans should assume **6–8% inflation**.