

Customer Profile Document

This is **Ms. Neha Verma**, a 42-year-old marketing consultant based in Mumbai. She is married and has one dependent, her teenage daughter. Neha earns an **annual income of ₹14.8 lakhs**, placing her in the **upper-middle salary bracket**. Her monthly household expenses average **₹65,000**, with an expense growth rate of about **6.5%**. She maintains a savings rate of nearly **28%**, resulting in a **current net worth of ₹72 lakhs**. Neha has a **credit score of 768**, shows a **moderate to high risk-taking ability**, and has **12 years of investment experience**. Her financial knowledge is strong (8/10), and her past investments have yielded an average **10.2% CAGR**. She prefers a **long-term investment horizon of 20 years**.

Loan / Liability Summary

Neha is managing a few ongoing liabilities:

1. **Home Loan** – In 2016, Neha purchased a 2BHK apartment in Mumbai with a **housing loan of ₹55 lakhs** at an **interest rate of 7.3% (floating)**. Her **tenure is 25 years**, and she pays a **monthly EMI of about ₹40,200**. The property itself is mortgaged as collateral, and the loan is expected to close in 2041.
2. **Education Loan (Co-borrower)** – She co-signed an **education loan of ₹8 lakhs** for her younger brother's MBA in 2019. The loan has an **interest rate of 9.5%**, a **tenure of 10 years**, and EMIs of around **₹10,500**, shared between her and her brother.
3. **Personal Loan** – In 2021, Neha took a **personal loan of ₹3 lakhs** for medical expenses. The loan carries a **12.2% interest rate** over **3 years**, with **monthly EMIs of ₹10,000**. This is scheduled to close by the end of 2024.

Total Loan Burden: ~₹63,000 per month, which is about 36% of her monthly income — within manageable limits.

Insurance Coverage Summary

Neha holds adequate insurance coverage across life, health, and assets:

- **Life Insurance:** A term plan with **₹1.5 crore cover for 25 years** from HDFC Life. Premium: ~₹1,800/month. Nominee: her spouse.
- **Health Insurance:** Family floater policy from Star Health worth **₹20 lakhs**, covering Neha, her spouse, and her daughter. Premium: ~₹26,000 annually.

- **Motor Insurance:** Comprehensive insurance for her Hyundai Venue with coverage equal to the car's **Insured Declared Value (₹9.5 lakhs)**. Premium: ~₹18,000/year.
 - **Emergency Fund:** ₹6.2 lakhs maintained in liquid mutual funds and high-interest savings.
 - **Insurance Type:** Both health and life.
 - **Insurance Times:** Medium ($\approx 10\times$ annual income).
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Investment Product Sheet

Neha's portfolio allocation is diversified with a growth tilt:

- **Equity:** 45% (₹32.5 lakhs across SIPs, blue-chip stocks, and index funds).
- **Debt:** 20% (₹14.5 lakhs in PPF, corporate bonds, and fixed deposits).
- **Real Estate:** 25% (₹18 lakhs in a small commercial property investment).
- **Gold:** 5% (₹3.6 lakhs in Sovereign Gold Bonds).
- **Cash / Liquid:** 5% (₹3.6 lakhs).

Her overall portfolio has historically delivered **10–11% CAGR**, consistent with her risk appetite.

Financial Goal Templates

- **Primary Goal:** Daughter's higher education abroad – Target **₹70 lakhs in 8 years**.
 - **Secondary Goal:** Retirement planning – Target **₹4 crore in 18 years**.
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Macro & Risk Factors

- **Pandemic Impact Factor:** Medium (work contracts slowed in 2020).
- **War Impact Factor:** Low (slight increase in gold value helped her portfolio).

- **Inflation at Investment Start:** 6.8%.
 - **GDP Growth Rate:** 6.3%.
 - **Market Volatility Index:** 21.
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Regulatory & Guidelines

- According to **SEBI's risk classification**, Neha is a **Moderate-High Risk Investor**, as her equity allocation is above 40%.
- Her life insurance cover of ₹1.5 crore is **more than 10× her annual income**, meeting **IRDAI's recommended norms**.
- For goal projections, an **inflation adjustment of 6–8%** should be considered in all financial plans.