ADVICE SENSE PRESENTS

INVESTONOMICS

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ADVICE SENSE BRINGS ITS FOURTH EDITION OF QUARTERLY GUIDE INVESTONOMICS

4TH EDITION

October to December

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AdviceSense

WEALTH MANAGEMENT · SIMPLY ETHICAL

Dear Client,

Defaults by IL&FS, which was a AAA rated company till July, was the highlight of this quarter. As recently as early September, IL&FS had raised a few concerns. A couple of weeks later it had defaulted on several payments to creditors. By the end of the month it had said it would raise 45bn rupees of fresh capital through a rights issue from its owners, including the Life Insurance Corporation of India, a state-owned insurer. On October 1st the government forced out the board and appointed a new one.

From equity markets perspective, the price to earnings multiples were anyways pretty high and were being sustained only on the account of domestic liquidity. Also, markets were struggling with macro concerns of depreciating INR, and rising Crude oil prices, over and above this, the serious micro issue of IL&FS default raised huge concerns on the NBFC sector, triggering the fall in markets. All of a sudden, bulls vanished away and the markets came in the grip of bears, leading to indices falling by more than 12% by 5th Oct.

Though the mid & small caps had already been falling for past 6 months, the fall in this quarter made it worse for them leading to a whopping fall of almost 40-50% from the peak. The correction was so sharp and swift that many quality large cap companies fell by 25-30%.

In our view, markets will settle over time and until then one has to ride the volatility, and for the long-term equity investors, it's the time to remember, the cliché 'be greedy when others are fearful'. We are not just sharing this theoretically, and, here is an endeavour to elaborate our view by addressing each concern that looks unfriendly: -

1) IL&FS: With the govt. take-over of the board of IL&FS and related announcements, it seems that the govt. will ensure that there are no defaults. Further RBI is also stepping into the bond market and providing liquidity through open market operation. So, we expect funding for NBFCs to normalize over the medium term.

2) OIL: Though Oil is unlikely to go back to $40 levels soon, but, the recent sharp rising trend also is unsustainable for a long period of time, as the present spike is driven mainly by supply factors i.e. reduced production from Iran / Venezuela and Saudi Arabia to an extent, exacerbated by unpredictability of actions that President Trump might take. Increase in production from other oil producing countries should help this concern, but, soon there will be more clarity on whether Iran sanctions will actually be implemented or not.
3) Rising Interest Rates in US and Depreciating INR: As US economy has been

doing fairly well, interest rates in US have been going up and hence, most emerging market currencies have been impacted as money moves out of emerging economies into the US. In our view, Firstly, while data shows that the US economy is fairly robust but that is on the back of tax cuts and these benefits would expire at the end of the year. This year's growth is around 3% and consensus for next year is around 2.5%. So, while there is optimism at this point of time, we believe that in the next few months we could see peak in corporate earnings, and optimism tapering. Also, the continuation of trade war & retaliation from china could impact US exports and hamper US domestic growth as well. When all these aspects will be realised, the attractiveness of US market will be a little lower and money will start flowing out and back to emerging economies. Thus, we don't see a substantial decline in INR from the current levels and believe that it should stabilize soon. In fact, in the next 3-6 months we could see some strength coming back into the Rupee as the Govt. should come out with a package – most likely which would involve OMC's having a direct window, a FCNR deposit scheme etc.

4) Domestic Inflation: Inflation expectation is moving up driven by increase in the oil price. As we have enough cushion on food prices, we believe in the next 3 months there is a possibility for inflation to move up, but a little bit. And, broadly we should be in the comfort-zone of the RBI's target of 4.5% or lesser.

5) Outcome of Elections: It is obviously unpredictable, however, in our view, future cannot be worse than the past that country witnessed for years, and there is a high likelihood that the present govt will remain in power, and the risk of change in the leadership is only a fear factor in the mind. Also, for India, elections over the long term have not had a lasting effect on the markets.

It must be remembered, that all these are by and large cyclical events and economies have learned to adjust to these events and over a period of time these presently appearing concerns tend to become benign. What matters in the long term is the corporate earnings which has recently shown the signs of uptake and we are keeping a close watch as this eventually determines the performance of equity markets.

We see a present correction a great opportunity to invest in focussed, concentrated and large cap equity portfolios. As far as debt is concerned, we continue to maintain our stance of last 2 quarters of being biased to ultra-short-term debt funds and fixed maturity plans, as interest rates are unlikely to fall; may actually go up a bit more.

Q1 2018 INDIAN CORPORATE EARNINGS

Basis one of the researches conducted on 90 companies (whose June quarterly sales was higher than 100 crore), year-on-year growth in average net sales was at 18.7 per cent, also the operating profit was at 29 per cent and adjusted net profit was at 25.4 per cent. This was the highest in eight quarters, according to data provided by Capitaline. The good performance has been led by a favorable base effect and by sectors such as financial services (including banks) and metals. Excluding financial services and metals, growth in net sales, operating profit and adjusted net profit of remaining 67 companies stood at 16.3 per cent, 22 per cent and 22.5 per cent — again best in eight quarters. In the same quarter last year, sales (ex-financials and metals) grew in the lower single digit of around 2 per cent y-o-y, while operating profit and net profit declined due to lack of clarity and disruptions caused by implementation of Goods and Services Tax combined with firm input costs. Not only did large companies such as Tata Consultancy Services, HDFC Bank and HUL report robust financial performance, but relatively smaller entities such as Ashok Leyland, ABB, Havells India, JK Tyre and Industries, Mindtree and ICICI Lombard also recorded substantial jump in numbers (unlike previous quarter).

Q2 (July-Sep), 2018 witnessed a continued trend in depreciation of INR and this is expected to boost the Nifty earnings for Q2. As per one of estimates published by ET, for every 1 percent fall in rupee against dollar, the combined earnings of the Nifty rise by 60 bps (which means Rs 2500 Cr to Rs 3000 Cr addition for every 1% slide in rupee). This is because the impact of rising dollar is not just limited to IT and Pharma companies, but there are sectors like refiners, oil exporters, metal producers, where the revenue is denominated in dollar terms or pegged to import parity prices. For instance, RIL benefits from rupee depreciation as refinery products prices are priced in dollar terms..

NIFTY 50 COMPANIES FUNDAMENTALS (JUNE 2018 vs. 2017)

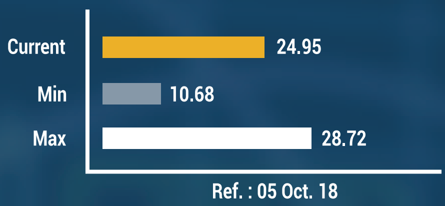
Name	Sector	Net Sales (2017)	PAT (2017)	Net Sales (2018)	PAT (2018)	Change in Net Sales	Change in PAT	LTP*	52w H*	52w L*	P/E*
ADANI PORTS & SEZ	INFRASTRUCTURE	27,451	7,103	24,110	6,974	-12.20%	-1.80%	321	452	294	18.5
ASIAN PAINTS	PAINTS	42,283	4,382	43,986	5,599	4.00%	27.80%	1260	1491	1090	57.3
AXIS BANK	BANKING	110,525	13,056	127,770	7,011	15.60%	-46.30%	584	678	448	34.5
BAJAJ AUTO	AUTOMOBILES	58,542	7,897	74,193	10,199	26.70%	29.20%	2622	3468	2501	18.3
BAJAJ FINANCE	FINANCE	31,505	6,020	39,365	8,359	24.90%	38.80%	5774	7200	4500	42.8
BAJAJ FINSERV	FINANCE	65,813	6,551	87,697	13,284	33.30%	102.80%	2286	2994	1511	27.0
BHARTI AIRTEL	TELECOM	219,581	3,692	200,800	3,143	-8.60%	-14.90%	289	565	282	61.9
BHARTI INFRATEL	TELECOM	15,934	3,431	16,970	6,380	6.50%	86.00%	265	483	242	33.0
BPCL	ENERGY	667,664	7,446	824,309	22,933	23.50%	208.00%	288	552	239	6.6
CIPLA	PHARMACEUTICALS	35,251	4,258	39,390	4,456	11.70%	4.70%	625	678	507	38.3
COAL INDIA	MINING	205,678	23,517	242,609	37,843	18.00%	60.90%	279	317	257	20.8
DR. REDDYS LAB	PHARMACEUTICALS	33,332	666	37,365	4,761	12.10%	614.90%	2450	2671	1887	30.1
EICHER MOTOR	AUTOMOBILES	22,549	4,346	25,478	5,119	13.00%	17.80%	23601	32767	20001	31.5
GAIL	ENERGY	115,704	10,256	172,986	12,593	49.50%	22.80%	357	399	295	16.7
GRASIM IND.	TEXTILES	109,861	12,491	168,567	13,995	53.40%	12.00%	894	1300	860	9.1
HCL TECH.	SOFTWARE	121,490	22,100	138,780	24,310	14.20%	10.00%	982	1125	825	15.6
HDFC	FINANCE	81,309	15,557	99,407	21,900	22.30%	40.80%	1736	2053	1638	21.4
HDFC BANK	BANKING	186,687	38,938	225,490	46,014	20.80%	18.20%	1977	2220	1758	28.2
HERO MOTOCORP	AUTOMOBILES	86,129	9,140	88,098	9,092	2.30%	-0.50%	2887	3883	2692	15.6
HIND. UNILEVER	FMCG	92,220	12,960	94,870	15,290	2.90%	18.00%	1566	1809	1199	61.9
HINDALCO	ALUMINIUM	104,070	3,940	105,932	4,135	1.80%	5.00%	227	284	192	28.1
HPCL	ENERGY	598,913	9,248	729,226	17,192	21.80%	85.90%	219	484	163	4.6
ICICI BANK	BANKING	134,591	20,490	147,224	-1,196	9.40%	-105.80%	319	366	255	44.3
INDIABULLS HOU. FIN.	FINANCE	29,560	7,882	38,903	10,547	31.60%	33.80%	928	1440	766	N.A.
INDUSIND BANK	BANKING	41,355	8,366	50,682	10,357	22.60%	23.80%	1653	2038	1551	25.9
INFOSYS LTD	SOFTWARE	170,780	35,540	191,280	36,120	12.00%	1.60%	678	755	458	18.4
IOC	ENERGY	1,281,905	45,485	1,497,469	68,311	16.80%	50.20%	134	221	105	5.5
ITC LTD	FOOD & TOBACCO	138,004	25,605	108,746	28,187	-21.20%	10.10%	275	323	250	29.0
JSW STEEL	STEEL	159,770	6,100	205,190	23,390	28.40%	283.40%	380	428	238	11.7
KOTAK MAH. BANK	BANKING	59,352	13,468	69,034	15,446	16.30%	14.70%	1166	1417	983	37.1
L&T	ENGINEERING	239,898	10,656	282,835	12,131	17.90%	13.80%	1232	1470	1123	20.4
M&M	AUTOMOBILES	123,356	7,660	135,199	12,210	9.60%	59.40%	769	993	653	19.8
MARUTI SUZUKI	AUTOMOBILES	197,774	15,564	224,594	19,753	13.60%	26.90%	7303	9996	6661	27.0
NTPC	POWER	198,793	23,899	227,036	24,280	14.20%	1.60%	165	188	150	13.9
ONGC	ENERGY	190,735	38,847	272,128	61,439	42.70%	58.20%	157	213	145	9.1
POWER GRID	POWER	71,814	19,829	81,271	20,312	13.20%	2.40%	188	221	174	12.2
RELIANCE IND.	ENERGY	905,370	79,780	1,330,690	94,750	47.00%	18.80%	1126	1329	836	20.1
SBI	BANKING	568,185	31,054	588,132	-48,759	3.50%	-257.00%	264	351	232	N.A.
SUN PHARMA	PHARMACEUTICALS	62,088	-3,207	72,242	11,101	16.40%	N.A.	592	679	435	35.0
TATA MOTORS	AUTOMOBILES	598,182	31,999	670,813	-21,686	12.10%	-167.80%	184	468	170	28.4
TATA STEEL	STEEL	264,061	1,722	378,328	18,919	43.30%	998.70%	579	748	493	3.0
TCS	SOFTWARE	295,840	59,500	342,610	73,620	15.80%	23.70%	1920	3675	1711	25.5
TECH MAHINDRA	SOFTWARE	73,361	7,918	82,763	9,113	12.80%	15.10%	694	781	453	17.3
TITAN COMPANY	RETAILING	40,213	2,482	44,510	3,286	10.70%	32.40%	805	1000	582	59.9
ULTRATECH CEMENT	CEMENT	79,285	9,285	90,214	6,310	13.80%	-32.00%	3786	4600	3563	53.2
UPL LIMITED	CHEMICALS	38,510	5,060	41,340	5,140	7.30%	1.60%	630	850	537	13.5
VEDANTA LTD	MINING	193,420	22,700	222,060	22,480	14.80%	-1.00%	215	356	198	4.6
WIPRO	SOFTWARE	136,261	20,827	139,777	20,991	2.60%	0.80%	316	338	254	19.2
YES BANK	BANKING	46,538	9,655	65,780	12,604	41.30%	30.50%	246	404	165	12.5
ZEE ENTERTAINMENT	MEDIA	15,403	2,520	17,720	3,259	15.00%	29.30%	465	619	411	35.4

Disclaimer : - For preparing this data, we have referred, www.equitymaster.com, www.screener.in, www.capitaline.com. The data as of June 2017 is being compared with data as of June 2018.

* Stock Price and P/E Data as on 12th Oct. 2018.

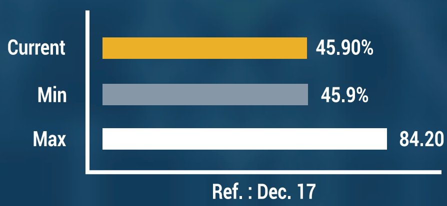
TEN INVESTMENT INDICATORS AND THEIR HISTORICAL MAXIMUM AND MINIMUM

1 NIFTY PRICE TO EARNING RATIO

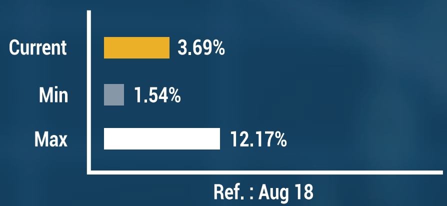


2 MARKET CAP TO GDP RATIO

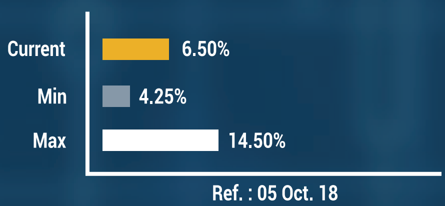
3 GOVERNMENT DEBT TO GDP RATIO



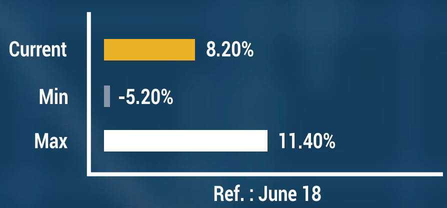
4 INFLATION RATE (CPI)



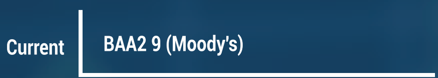
5 INTEREST RATE



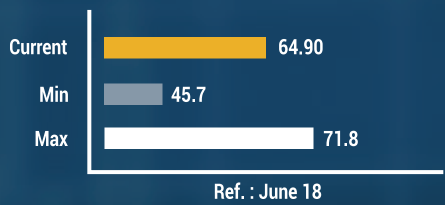
6 GDP ANNUAL GROWTH RATE



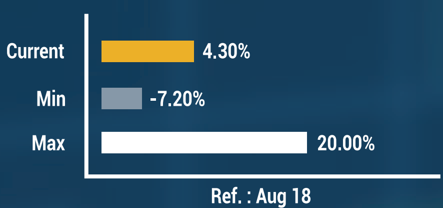
7 CREDIT RATING



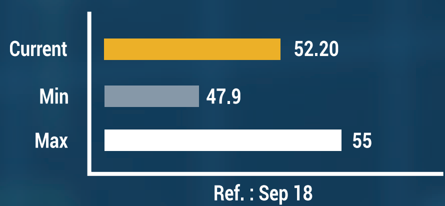
8 BUSINESS CONFIDENCE INDEX (BCI)



9 INDIA'S INDUSTRIAL PRODUCTION INDEX



10 MANUFACTURING PMI



Source: https://www.tradingeconomics.com

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The **financial industry** isn't **designed** to be **fair**

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WHY INVEST IN EQUITY MARKETS THROUGH PORTFOLIO MANAGEMENT SERVICE

Indian stock market has seen four decades of remarkable history since 1979, where Sensex, the oldest index witnessed its journey from a level of 100, to now a level of 35000 during this period. Direct equity investing cult has thus taken deeper roots, and today there are a large number of investors who own equity portfolios in their demat accounts that they manage on their own basis inputs from broking companies, equity advisors and own views & analysis.

Because equity is highly volatile asset class, it requires an extensive research, as well as right investment temperament. Hence a self-managed equity portfolio seldom out-performs a professionally managed portfolio. And, over a longer period of time, the difference compounds and self-managed portfolios in general highly underperforms in comparison to the professionally managed portfolios.

Simply put, people who manage their own portfolios, on an average buy less of a quality as quality appears to be expensive and the investors' focus is on price, rather than value. Similarly, at the time of booking profit, stocks that are exited first are the ones that have undergone decent run up, as focus is on the price and gains rather than value and company's business. Eventually, because of this, quality keeps moving out of the portfolio and what remains is equity stocks that look cheap.

In a self-managed portfolio no-one is answerable to the investor, and it is generally very difficult for investor to evaluate his own decisions.

Professional management comes through two core investment products – Mutual Funds and PMS.

Mutual Funds are good, but are too much diversified and do not offer potential out - performance of a focussed and a concentrated approach that PMS brings in.

Here we present two major benefits of PMS vs Self-managed equity portfolio as well as MFs.

1. PMS Holdings are isolated and hence one investors portfolio is not impacted by other investors behaviour. Mutual funds being a retail product, follows a common pool approach, and investors are in general the public and thus is exposed to the vagaries of the behaviour of lacs of

investors. Investors tend to invest in rising markets and there could be times of panic in rapidly falling markets. So, mutual fund gets more investment flows in the rising markets and it may happen at times that mutual funds are forced to buy more at higher levels, and sell in the falling markets on account of investors' panic selling. In case of a PMS, every investor has individual holdings in the demat account, so one investor's behaviour doesn't impact the other investors investment, and hence perform better in long term.

2. PMS creates a more concentrated portfolio and follows largely buy and hold strategy, so has a potential to generate superior long-term performance. Mutual Funds being products for mass retail investors tend to be regulated strictly; for instance, there are regulatory norms for benchmarking, scrip level exposure, investment patterns etc. More specifically in Mutual Funds, no stock can be over 10% of portfolio exposure. In PMS for instance; if a stock has 8% exposure and all things being static, this stock appreciates to become 12% of the portfolio, there is no compulsion to sell. There are times when a stock classified as mid cap appreciates over time and comes within the large cap basket. In a Mutual Fund scheme depending on investment universe defined the portfolio manager might be forced to sell. In a PMS, a portfolio manager may choose to have higher exposure as well as hold on to concentrated positions as long as they are delivering growth.

As often it is said that nothing comes easy, PMS requires more careful selection, slightly more documentation and a minimum investment commitment of Rs 25 lakhs.

“Mutual Funds do not allow for intellectual growth, Stocks do. And in life, one’s wealth always catches up with one’s intellect. However, one should never invest in stocks with borrowed money or a faint heart, as both are fatal”

- From an interesting book “The Autobiography Of A Stock”

TOP EQUITY FUNDS

Funds	Corpus									Expense	
Equity - Contra/Value/Focused/Index	**AUM (cr.)**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**5 Y**	**S.I**	**Regular**	**Direct**
Invesco - India Contra Fund (G)	2486	-8.53%	0.36%	3.06%	13.70%	16.85%	16.59%	27.18%	19.99%	2.21%	0.97%
Axis - Focused 25 (G)	6053	-10.10%	-2.29%	6.72%	10.60%	17.52%	16.83%	20.36%	16.90%	2.46%	1.33%
Tata - Equity P/E Fund (G)	4969	-9.30%	-3.47%	-2.46%	-0.13%	13.33%	16.77%	25.15%	18.69%	2.05%	0.89%
SBI - Focused Equity Fund (G)	3201	-9.53%	-2.25%	-1.55%	8.30%	11.68%	13.43%	21.93%	14.56%	2.46%	1.29%
ICICI Pru - Nifty Next 50 Index Fund (G)	300	-12.40%	-3.06%	-4.09%	-0.47%	10.24%	12.71%	20.01%	15.28%	0.85%	0.44%
Equity - Multi Cap Funds	**AUM (cr.)**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**5 Y**	**S.I**	**Regular**	**Direct**
Mirae - Asset India Equity Fund (G)	9049	-6.79%	2.35%	6.41%	8.20%	14.97%	14.82%	22.97%	18.50%	2.08%	1.32%
Kotak - Standard Multicap Fund (G)	21927	-8.19%	0.05%	3.36%	5.54%	12.57%	13.89%	22.38%	17.99%	2.03%	1.17%
SBI - M Multicap Fund (G)	6176	-8.81%	-1.40%	-1.00%	2.64%	11.08%	12.91%	22.49%	17.31%	2.41%	1.18%
Invesco - India Multicap Fund (G)	604	-12.40%	-3.38%	-3.73%	1.65%	10.09%	11.45%	25.42%	19.72%	2.57%	0.96%
ICICI Pru - Multicap Fund (G)	3047	-6.94%	4.28%	5.91%	11.67%	11.43%	13.30%	21.09%	16.69%	2.27%	1.23%
Equity - Large Cap	**AUM (cr.)**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**5 Y**	**S.I**	**Regular**	**Direct**
Edelweiss - Large Cap Fund (G)	150	-7.32%	1.46%	8.32%	20.56%	18.68%	15.40%	20.99%	22.58%	1.38%	0.58%
Axis - Bluechip Fund (G)	2839	-7.71%	-1.77%	8.29%	13.49%	15.74%	13.59%	17.73%	15.86%	2.53%	0.94%
Reliance - Large Cap Fund (G)	11601	-7.57%	3.48%	5.34%	9.66%	14.07%	13.28%	21.11%	16.01%	2.30%	1.32%
HDFC - Top 100 Fund - (G)	15874	-6.13%	5.17%	7.25%	8.94%	12.75%	13.16%	18.61%	13.60%	2.02%	1.32%
Equity - Large and Mid Cap	**AUM (cr.)**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**5 Y**	**S.I**	**Regular**	**Direct**
Mirae - Asset Emerging Bluechip Fund (G)	6120	-8.90%	0.58%	1.16%	2.38%	13.72%	17.12%	32.16%	24.97%	2.26%	1.73%
Can Robeco - Emerging equities (G)	4033	-11.30%	-2.89%	-1.66%	2.54%	13.32%	14.87%	32.10%	23.58%	1.98%	0.83%
Equity - Mid Cap	**AUM (cr.)**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**5 Y**	**S.I**	**Regular**	**Direct**
L&T - Mid Cap Fund (G)	3308	-10.60%	-4.19%	-6.46%	-3.42%	12.94%	14.51%	28.70%	22.21%	2.35%	1.49%
Kotak - Emerging Equity (G)	3453	-11.30%	-5.85%	-8.25%	-2.95%	7.78%	12.50%	28.78%	19.10%	2.13%	1.34%
Franklin - India Prima Fund (G)	6829	-10.50%	-3.98%	-6.10%	-0.53%	7.91%	12.15%	25.51%	20.04%	2.33%	1.11%
Edelweiss - Mid Cap Fund (G)	826	-11.00%	-5.55%	-9.56%	0.84%	9.14%	10.52%	26.49%	20.50%	2.41%	1.13%
Equity - Small Cap	**AUM (cr.)**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**5 Y**	**S.I**	**Regular**	**Direct**
L&T - Emerging Businesses Fund (G)	5539	-11.10%	-5.10%	-8.99%	-0.89%	16.12%	18.90%	-	23.01%	2.40%	1.57%
Reliance - Small Cap Fund (G)	7618	-12.30%	-4.34%	-8.62%	2.16%	16.51%	17.87%	35.45%	26.08%	2.31%	1.16%
SBI - Small Cap Fund (G)	1067	-11.30%	-1.38%	-8.23%	2.61%	17.43%	18.62%	34.53%	28.24%	2.74%	1.29%
HDFC - Small Cap Fund (G)	5111	-9.48%	-2.98%	-4.72%	11.37%	18.49%	19.00%	24.25%	19.58%	2.14%	0.54%
Equity - ELSS/Tax Saving	**AUM (cr.)**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**5 Y**	**S.I**	**Regular**	**Direct**
Aditya Birla SL - Tax Relief 96 Fund ELSS (G)	7020	-8.23%	-0.86%	1.53%	8.24%	14.21%	14.42%	23.63%	18.95%	2.26%	1.11%

Source – **https://www.valueresearchonline.com, https://www.mutualfundindia.com**

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TOP DEBT FUNDS

Debt | Arbitrage | Hybrid	Attributes										Expense	
Debt - AAA Oriented	**YTM**	**Mod Duration**	**Credit Quality**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**S.I**	**Regular**	**Direct**
Franklin - India Corporate Debt Fund (G)	9.36%	2.37	High	-0.28%	1.31%	1.73%	5.25%	7.53%	7.95%	9.30%	0.91%	0.32%
ICICI Pru - All Seasons Bond Fund (G)	8.22%	1.22	High	0.09%	1.58%	1.84%	3.53%	6.74%	8.80%	10.86%	1.35%	0.60%
ICICI Pru - Banking and PSU Debt Fund (G)	8.30%	1.15	High	0.10%	1.52%	1.75%	3.99%	6.23%	8.00%	8.78%	0.87%	0.47%
SBI - Banking and PSU Fund (G)	8.02%	0.99	High	0.19%	1.60%	3.07%	6.56%	7.06%	7.71%	8.64%	0.83%	0.33%
Reliance - Prime Debt Fund (G)	8.45%	0.87	High	0.10%	1.54%	2.69%	5.94%	6.99%	7.80%	8.52%	0.68%	0.29%
HDFC - Floating Rate Debt Fund WP (G)	8.13%	0.63	High	0.26%	1.66%	2.98%	6.38%	6.98%	7.66%	8.45%	0.38%	0.23%
Franklin - India Ultra Short Bond Super Ins (G)	8.57%	0.42	Medium	0.47%	1.94%	3.74%	7.61%	8.25%	8.78%	9.39%	0.41%	0.34%
Reliance - Ultra Short Duration Fund (G)	8.59%	0.37	Medium	0.44%	1.92%	3.85%	7.43%	7.12%	7.46%	8.19%	1.07%	0.26%
L&T - Money Market Fund (G)	8.17%	0.30	High	0.49%	1.82%	3.49%	7.34%	7.88%	8.48%		0.81%	0.28%
Edelweiss - Liquid Fund (G)	7.35%	0.10	High	0.60%	1.85%	3.73%	7.25%	6.92%	6.99%	7.98%	0.16%	0.05%
Franklin - India Liquid Fund Super Ins (G)	7.46%	0.09	High	0.60%	1.86%	3.72%	7.20%	7.00%	7.36%	8.22%	0.18%	0.12%
Tata - Liquid Fund (G)	7.84%	0.01	High	0.58%	1.83%	3.68%	7.17%	7.00%	7.31%	8.18%	0.14%	0.10%
Debt - Credit Opportunities	**YTM**	**Mod Duration**	**Credit Quality**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**S.I**	**Regular**	**Direct**
Axis - Strategic Bond Fund (G)	9.46%	1.80	Medium	0.08%	1.61%	2.29%	5.54%	7.29%	8.48%	9.36%	1.17%	0.56%
Aditya Birla SL - Credit Risk Fund (G)	10.50%	1.46	Low	-0.52%	1.10%	2.35%	5.94%	8.25%	9.16%	9.18%	1.68%	0.69%
Kotak - Low Duration Fund (G)	9.20%	0.84	Medium	0.34%	1.86%	3.49%	7.32%	7.87%	8.59%	8.81%	1.03%	0.28%
L&T - Low Duration Fund (G)	9.01%	0.84	High	0.14%	1.57%	2.77%	5.83%	7.67%	8.51%	8.86%	1.03%	0.56%
Franklin - India Low Duration (G)	9.52%	0.83	Medium	0.27%	1.86%	3.45%	7.38%	8.45%	8.93%	9.55%	0.78%	0.45%
ICICI Pru - Floating Interest Fund (G)	8.65%	0.46	High	0.29%	1.78%	3.05%	6.42%	7.48%	8.23%	8.90%	1.30%	0.60%
Debt - Credit Risk	**YTM**	**Mod Duration**	**Credit Quality**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**S.I**	**Regular**	**Direct**
Franklin - India Income Oppt Fund (G)	10.49%	2.78	Low	-0.30%	1.55%	2.65%	6.55%	8.53%	8.63%	9.72%	1.70%	0.94%
Reliance - Strategic Debt Fund (G)	9.63%	2.25	Medium	-0.21%	1.41%	1.54%	4.29%	6.85%	8.49%	9.43%	1.68%	0.60%
Franklin - India Credit Risk Fund (G)	10.53%	1.76	Low	-0.04%	1.81%	2.86%	6.67%	8.48%	8.73%	9.81%	1.75%	1.03%
Franklin - India ST Income Plan (G)	10.53%	1.71	Low	-0.01%	1.96%	3.02%	6.76%	8.71%	8.67%	9.79%	1.57%	0.84%
Arbitrage	**YTM**	**Mod Duration**	**Credit Quality**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**S.I**	**Regular**	**Direct**
Reliance - Arbitrage Fund (G)	NA			0.83%	1.66%	3.47%	7.11%	6.84%	6.92%	8.05%	1.05%	0.46%
Edelweiss - Arbitrage Fund (G)				0.71%	1.60%	3.27%	6.69%	6.72%	6.92%	7.53%	1.12%	0.47%
Hybrid	**YTM**	**Mod Duration**	**Credit Quality**	**1 M**	**3 M**	**6 M**	**1 Y**	**2 Y**	**3 Y**	**S.I**	**Regular**	**Direct**
Principal - Hybrid Equity Fund (G)	NA			-5.54%	0.44%	2.18%	7.81%	14.98%	15.86%	15.59%	2.26%	1.43%
HDFC - Balanced Advantage Fund (G)				-5.91%	2.52%	3.02%	8.56%	12.96%	13.56%	12.99%	2.25%	0.95%

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GOLF IS GOOD FOR THE SOUL….

Golf is like love affair, if you don't take it seriously, it's no fun; if you do take it seriously, it breaks your heart.

To start with a flashback, my destiny handed me a great professional career in the international pharmaceutical industry starting from being a trainee bench scientist in the Basle (Switzerland) labs of Novartis (formerly Ciba-Geigy) to being involved in their new-drug R&D programs in Goregaon (Mumbai) and New Jersey (USA) and finally retiring in India as the Chief Executive of a clinical research organization in NCR. But this write-up is not about drug research, nor is it about the various nationalities, cultures and people that I encountered with and enriched myself in the course of my long journey. It is about cultivating a hobby in the form of a sport.

In most of the developed western countries, men and women easily adopt a sport early in life and pursue it through adulthood. The towns and suburbs they dwell in provide a generous infrastructure and facilities to pursue their hobbies and adopt healthy lifestyles for themselves and their families. And so, while I never risked skiing in Switzerland, I opted for tennis in a big way and it came in very handy for me to keep physically fit, win new friends, and above all, feel good with myself for being able to play a sport with a fair degree of fluency. However, all good things come to an end for some pretext or the other. After thirty-five years of playing, my coordination and speed to move on the court got compromised and I had no option but to give up the game and look for another sport that would not tax my endurance.

Almost All ball games involve hitting back a moving ball thrown by an opponent with hands (volley ball, basket ball) or feet (football) or sticks (hockey, polo) or rackets (tennis, squash) or bats (cricket, baseball), etc. Golf is probably the only sport in which one is singularly required to hit a stationary ball with a metallic stick (called club) without being physically hustled by an opponent.

Golf is a sport in which players use various clubs to hit balls into a series of holes on a course in as few strokes as possible. Typically, a full-blown course would have 18 holes. Each stretch of the hole may be 100 to 400 yards in length and may have hazards like a water body, sand bunker, trees, tall grass, rough grass, bends, slopes, etc to create obstacles for the player to avoid, or to overcome.

The number of strokes assigned to a particular hole is called Par (it could be 3, 4 or 5) and is dependent on the length and hazards of the hole. If a player achieves the objective in one stroke less than par, then he has secured a Birdie. Two strokes less is called an Eagle; one stroke more than par is called Bogey, two more are called Double Bogey, and so on. Four strokes per hole for 18 holes require 72 strokes to complete the game. A professional player can even do so in 62-66 strokes; while a good club player may require 70-80 strokes. A non-professional player's proficiency is judged by his/her 'handicap' - which is derived from the average score from his/her recent rounds of golf. A handicap of 10 means that the player generally takes 82 strokes (10 above par) to complete an 18-hole game.

Only for the opening shot of each hole the player may place the ball on a 1-2 inch- high prop (called Tee) to facilitate hitting the ball a good distance - even 250 yards or more. Subsequently, all other shots are hit from the ground where the ball lies. The opening shot is called the Tee shot, the other shots are from the Fairway, which then leads to the Green consisting of a fairly large circular area with fine well-manicured grass in which the putting hole is located.

There are broadly 3 kinds of strokes: The Tee shot is the first stroke hit with a club called Driver. The subsequent strokes (about 2 of them) are hit with angular-faced steel clubs (called Irons) on the Fairway to reach the Green. Once on the Green, one may require 1-2 strokes with a steel Putter to put the ball in the hole (4.25 inches in diameter).

The Tee shot and Fairway strokes are used to quickly approach the Green. One may have to employ different type of clubs for this purpose e.g., a pitch shot made with a Pitcher club can give a player a 50-70 yards distance. A chip shot made with a Wedge would be employed to cover a small distance (25-50 yards) to the Green. A wedge may also be used to extricate oneself from a sand bunker.

The right technique for all the strokes is to NEVER slap the ball, but to hit it while freely swinging the arms like a pendulum attached to the shoulders. The angular face of the iron clubs imparts height, distance and direction to the strokes. In Putting, the putter is flat-faced as elevation is not needed to reach the hole.

All strokes require that you hit the ball at the right spot with requisite power e.g., in the Tee shot and Fairway shots you hit the underbelly of the ball to get elevation, distance and direction to avoid the hazards. In Putting you gently hit the side fat- belly of the ball to roll or push it towards the hole with minimal power.

The only shot when you do not hit the ball directly with the steel club is when you extricate yourself from the sand bunker. Here the club has to strike the sand about two inches before the ball, and the sand mass in turn pushes the ball high and out from the sand pit.

Professional golf tournaments are played from Thursdays to Sundays with 18 holes on each day. The tournament starts with less than 100 players but after Day 2 a cut is applied and only the top 50-70 participants play the last two days. At the Hero India Open tournament at the DLF golf course in Gurgaon early this year, India's Shubhankar Sharma set a DLF course record of hitting as few as 64 strokes on Day 2. He was also a leader at the end of Day 3, but failed on Day 4 by shooting 75 strokes (73-64-72-75= 284). The eventual winner was Matt Wallace of England with 277 strokes over 4 days (69-70-70-68).

As evident from the above brief description about golf, your opponents do not hustle you when you play nor can you, in turn, influence the others. One has to constantly keep working with experience on one's own game to improve it over time: better swing, better height, greater yardage in the Tee and Fairway shots (called the long game); whereas more accuracy in pitching, chipping and putting (called the short game). Above all, proper strategy involves using the right club with the right attributes and to dodge the hazards while achieving the putt with a minimal number of strokes.

In golf, as in life, you are responsible for your own actions, you cannot blame or change anyone else - but simply improve yourself through rigorous practice sessions. So, play good golf and be a better human being!

Dr. Satish Bhatia
Gurgaon | October 10, 2018
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HEALTH, WEALTH AND PROSPERITY

Where have all the pretty women and handsome men gone? People spend lakhs on clothes, cars, makeup, perfume, and plastic surgery to achieve what they believe to be more pleasing appearances. And yet, at the same time, they sacrifice their well-being for the sake of unhealthy foods, they have developed a preference for, remaining in denial that these foods cause dependency and illness in much the same way that alcohol, cigarettes, and narcotics do. Too few people know that without much effort they can have all the health and beauty that money alone can't buy. And, it's in the diet & lifestyle.

"A healthy diet is a solution to many of our health-care problems"

Our bodies are always working to heal us. Most of the diseases that we face today- like obesity, diabetes, hypertension, heart disease, cancers, infertility, hypothyroid, chronic kidney disease, etc. are lifestyle diseases. In most cases, we need to understand what part of our lifestyle and/or eating habit is causing the disease and change it. Once the cause is removed, the body heals itself.

Historical writings and pictures tell how wealthy people who ate meat, poultry, fish, cheese, milk, etc. became fat and sick. The difference is that now billions of people, because of "progress" (the industrial revolution and the harnessing of fossil fuels), eat like the aristocrats of the past. What else would you expect from eating all these rich foods? Served at Burger King & Dairy Queen (McDonalds, Taco Bell, KFC, all restaurants, groceries, etc.)

Instinctual Eating

Just as a lion instinctually eats meat and cow instinctually eats grass, human beings also have an instinctual diet. Because of conditioning from society, we have forgotten these instincts; but it's possible to reconnect with them as they are engraved in our DNA. A whole food and plant-based diet is what we humans are designed to eat. Whole food means, food that is not refined, as food when refined, loses a lot of nutrients. And, plant-based means, no animal product. So, it includes fruits, vegetables, legumes, grains, nuts and seeds and excludes meat, seafood dairy and eggs. It is low in fat and cholesterol-free, high in fibre, high in nutrients and alkaline. Also, it is important to avoid processed foods like oil, sugar, white flour, white rice, juices or even vegetables that have been peeled. This means replacing white rice with unpolished rice and whole flour with whole wheat flour, packed juices with whole fruit and vegetables or smoothies.

These little changes are catalyst to enjoying life as right food habits increases our body energies, and as energy rise, efficiency rises to new levels. This brings extra – ordinary results. Someone truly said Health is Wealth!

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