

Jan, 2023

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Sahayak Times

Circulated amongst
more than
25k
Investors/IFAs/ Finance
and insurance
professionals

A monthly Personal Finance newsletter Brought to you under the personal finance literacy mission of

SAHAYAK
असहायता



2023

Cheers to
Better returns...
Cheers to
More Happiness!

Wishing you
Growth & Prosperity
for the New Year!





Dear Reader,

On behalf of Team Sahayak, we shall like to take this opportunity to wish you a very Happy and Prosperous New Year 2023.

Interestingly, when we wished our clients, they turned back and asked us, 'Will it be a Happy and Prosperous New Year?'

The peril of being associated with the stock market is, that the first question that we are always asked is, 'Kaisi lagti hai market? Or How does the market look, what can one expect in the immediate future?'

We invariably reply, 'We are not in the business of Forecasting - You never can predict the economy nor can you predict the stock market in the short run. Even God at times must be wondering on the short term irrationality the market can exhibit.'

All said and done, history shows that there will be bear markets about twice every 10 years and recessions about twice every 10 or 12 years but nobody has been able to predict them reliably, leave alone the markets.

Don't treat forecasts as investment advice. We don't do anything with our portfolio based on these predictions, and neither should you.

Just to illustrate, at the start of 2022, imagine someone asking a market expert to predict the effect of the following on the Indian stock market: Russia invades Ukraine, oil prices shoot up; the US kicks Russia out of the global settlement system and freezes the assets of Russian billionaires; Russia stops supplying gas to Europe; US inflation hits a record 8 per cent, causing the Federal Reserve to hike interest rates from 0.25 per cent to 4.50 per cent in nine months; and China is unable to control rapidly rising cases of Covid-19. Rising inflation and escalating interest rates slow down growth rates worldwide. The conventional wisdom is that when the US sneezes, emerging markets such as India will catch a cold. Logically, in this set of circumstances, everyone would have predicted a stock market crash like 2008. And yet the Indian stock market was an outperformer and went up by 4% last year.

What about 2020? If anyone had told you in March 2020, a pandemic would suddenly bring the whole world to a standstill, leading to severe global lockdowns, high unemployment, business closures, a migrant labour crisis, a complete shutdown in the travel and entertainment businesses etc., what would you have predicted for the year?

Your forecast would have been severe contraction of GDP, reduction in profits and a huge stock market crash. It didn't happen. Not only did nobody anticipate the Covid – a true 'Black Swan' event, but once the cause was known, no one could anticipate the effect and how it will impact the economies, the adoption of digital, acceptance of work from home and the change in dynamics and how the world functions henceforth.

Investing and Wealth creation is not a Ponzi scheme but a long term process. Enter the equity markets only if you have a minimum five years plus horizon.

Asset classes will perform; the bigger risk is, if you will be able to time the cycle and ride the wave or allow your fear, greed and behavioural biases to overcome your perfect stock selection and optimal process to only be left with sub optimal returns. The biggest regrets that I know of, that most successful investors also have, is that they sold too early when a stock became a five bagger or seven bagger and that stock went onto become a multi-multi bagger or the regret of having missed buying the stock as they thought it was too expensive and they waited for it to correct.

And let me tell you from experience, that waiting to buy in the correction is the most difficult task as correction brings with it poor sentiment and adverse macros or a global event making it impossible for most investors to deploy their money and start investing.

Most of the people who have accumulated the greatest wealth in this business have done so not by predicting the future, or timing the market, but by buying companies at attractive prices, investing regularly, following a sound asset allocation strategy based on their goals, and having a financial advisor who manages their behaviour more than their investments, thereby discounting the majority of the problems people fear.

For 2023, our advice is simple, 'Invest if you have the money and sell if you need the money'
Enjoy the journey and focus on your goals rather than timing the market.

Happy Reading and Happy Investing!

Sandeep Sahni

Here is the FULL list of market outlooks for 2023 from the world's largest Investment Banks and Asset Managers

Goldman Sachs https://lnkd.in/eKzF_2K4

J.P. Morgan <https://lnkd.in/eHb6-622>

Morgan Stanley <https://lnkd.in/e2nAMjmM>

Bank of America <https://lnkd.in/e8XFD8TW>

BlackRock <https://lnkd.in/eYxCBRGj>

HSBC <https://lnkd.in/eNfBiJvH>

Barclays <https://lnkd.in/eRT4dsFY>

NatWest <https://lnkd.in/euftbUw6>

Citi <https://lnkd.in/eXwA-Y4X>

UBS <https://lnkd.in/exudCU6V>

Credit Suisse <https://lnkd.in/e4CEK5NZ>

BNP Paribas <https://lnkd.in/ec4hWEdm>

Deutsche Bank https://lnkd.in/eAWCSV_7

ING <https://lnkd.in/eNpdmVH8>

Apollo Global Management, Inc. https://lnkd.in/ewwq_62M

Wells Fargo <https://lnkd.in/euMkQnKE>

BNY Mellon <https://lnkd.in/ezMfVgND>

Fidelity International <https://lnkd.in/eJwK6tVx>

Lazard <https://lnkd.in/eku-xhqp>

2022 - Year that was

Index	As on 31-12-21	As on 31-12-22	Change (%)
Nifty 50	17354.05	18105.3	4.33
Nifty Small Cap	11289.00	9731.3	-13.80
Nifty Mid Cap 100	30442.90	31509.1	3.50
Sensex	58253.82	60840.74	4.44
US \$	74.51	82.75	11.06
Bitcoin \$	38483.13	16602.59	-56.86
Dow Jones (in USD \$)	35131.86	33147.25	-5.65
Shanghai Composite (in \$)	3361.44	3089.26	-8.10
Brent crude oil (in \$)	77.35	85.65	10.73
Nasdaq 100 (in \$)	14930.05	10939.76	-26.73
Gold (in ₹)	4901.00	5493.00	12.08
10 Year Govt. bond yield	6.45	7.32	13.49

Top 5 Gainers of Year - 2022

Name	31st Dec, 22	31st Dec, 21	Change (%)
Adani Enterprises	3858.35	1709.45	125.71
Coal India	225.05	146.05	54.09
ITC	331.55	218.05	52.05
Mahindra & Mahindra	1249.20	837.15	49.22
Axis Bank	933.75	678.55	37.61

Top 5 Losers of Year - 2022

Name	31st Dec, 22	31st Dec, 21	Change (%)
Wipro	392.75	715.35	-45.10
Tech Mahindra	1016.40	1790.55	-43.24
Divi's Labs	3413.2	4678.2	-27.04
HCL	1039.3	1319.1	-21.21
Infosys	1508.20	1887.75	-20.11

5 Best Performing Sectors in Year 2022.

Name	Return (in %)
Metal	21.76
Banking	21.15
FMCG	17.54
Auto	15.31
Energy	14.31

5 Worst Performing Sectors in Year 2022.

Name	Return (in %)
IT	-25.99
Realty	-14.42
Media	-13.01
Pharma	-10.12
Services	-3.03

Mutual Fund

Category wise Average fund performance

Return in (%)

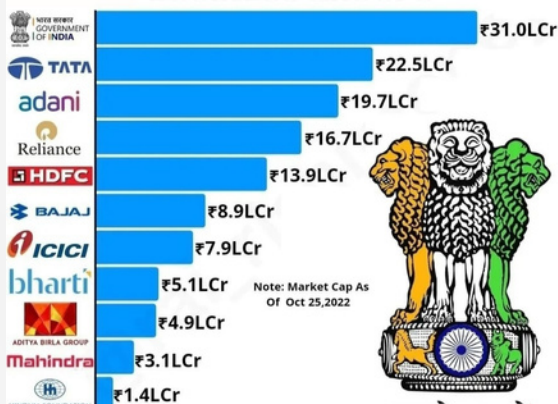
Category	1 year	3 year	5 year	10 year
Equity- Large Cap Fund	3.35	13.54	10.08	12.70
Equity- Large & Mid Cap Fund	2.76	17.24	10.26	14.80
Equity- Mid Cap Fund	3.24	22.14	10.57	17.06
Equity- Small Cap Fund	1.62	29.96	11.54	18.57
Equity- Value Fund	7.27	18.41	8.85	14.76
Equity- Focused Fund	2.32	15.33	9.64	13.88
Equity- ELSS	3.16	15.63	9.49	14.09
Equity- Flexi Cap Fund	1.36	15.63	10.46	13.85
Equity- Contra	9.00	21.61	12.30	15.15
Hybrid- Bal Advantage	5.15	11.00	7.99	11.46
Equity- Multi Cap Fund	4.64	19.18	11.87	15.58
Hybrid- Aggressive	3.39	13.78	9.2	12.48
Hybrid- Equity Savings	3.56	8.26	6.51	7.61
Hybrid- Arbitrage Fund	3.90	3.76	4.60	6.08

Source: Masterstrokeonline.com

Economic Headlines

- India Shining: Markets at second spot globally in 2022 (Indices end year with over 4% Gain, just after Brazil).
- Markets maintain winning streak for 7th straight year.
- Strong demand lifts bank credit growth to 17%.
- India's external debt declines by USD 2.3 billion in Q2 FY23.
- India's forex reserves fall to \$562.81 billion from \$563.49 billion.
- Bullish retail investors shield mkts from FPI sell off in 2022. DII net Buyers at ₹1.8 Lac crore as against FPI sell of ₹1.2 lakh crore in 2022.
- No of unicorns drop to 85 in India as valuation erode amid global turmoil.
- The rupee finished the year at 82.72 to the U.S. currency, down from 74.33 at the end of 2021.
- Transactions on UPI Platform worth 55% of India's GDP in FY22.
- Gold is the best performing assest class in CY 22 with 14% return.

INDIA'S BIGGEST BUSINESS GROUPS



सत्यमेव जयते

22 Best Videos I watched in 2022



Our brains process visuals almost 60,000 times faster than text. That's why our brains love watching video. Not only do videos grab attention, they keep it. Because they can combine movement, sound, and text, videos can pack a lot of information into a smaller package. It's been said that a one-minute video is worth 1.8 million words. Your brain can also process visuals much quicker than it can text.

Our Team training sessions regularly have a video component whether related to motivation, skill building or business development.

From all the videos we have watched in 2022, our team has collated the best 22 videos based on a short opinion poll of our staff and select viewers.

Enjoy the videos. If you like them, share them with your family and friends. We look forward to your feedback so that we can improve. Kindly share any videos that you have liked so that we can improve our library

1. Prannoy Roy And Ruchir Sharma Discuss India's Economic Progress

Speakers: Prannoy Roy And Ruchir Sharma

Source: <https://youtu.be/Tla9BshcGJU>

Global investor and speaker Ruchir Sharma discussed the story of the 75-year-old Indian economy with Economist & NDTV's Journalist Mr. Prannoy Roy. We'll be showing you some crucial charts and data on India. And every data insight in this program is based on a great deal of research done by Ruchir Sharma and his team to help us understand where India is today, 75 years after independence and where we are heading.

2. Warren Buffet's Life Advice Will Change Your Future

Speakers: Warren Buffet and Bill Gates

Source: <https://youtu.be/PX5-XyBNi00>

Warren Buffet and Bill Gates share their thoughts about optimism, humility, politics, climate change and long term investing. An absolutely fascinating motivational speech by the Richest Men Alive.

To read the full blog visit:

<https://www.sahayakassociates.in/22-best-videos-i-watched-in-2022/>

22 Best Articles/Blogs I Read in 2022



The only medicine for anti-ageing is lifelong learning.

Charlie Munger once said,

"I constantly see people rise in life who are not the smartest, sometimes not even the most diligent, but they are learning machines. They go to bed every night a little wiser than they were when they got up and boy does that help, particularly when you have a long run ahead of you."

He went on to add, "People are the Best Teachers, hang out and interact with people better than you and you cannot help but improve. And when I say better, I mean not only in terms of intellectual horsepower, but in terms of morals, values, ethics, character, and discipline.

These are the attributes which ultimately lead to a very fulfilling and satisfying life."

He also often quotes the words of Epicurus, "'Let no one be slow to seek wisdom when he is young nor weary in the search of it when he has grown old. For no age is too early or too late for the health of the soul and mind."

Keep learning.

Right through the year, it has been my endeavour to read 25,000 words a day. To accomplish the task, I have subscribed to various blog sites etc

Sharing with you the 22 Best Blogs I Read in 2022. They cover a wide spectrum of topics ranging from economy to business to self help.

Hope you enjoy reading them as much as we enjoyed putting them together for you.

1. Do Most Family Businesses Really Fail by the Third Generation?

Author: Josh Baron and Rob Lachenauer

Source: Harvard Business Review (<https://hbr.org/2021/07/do-most-family-businesses-really-fail-by-the-third-generation>)

Perhaps the most commonly-cited statistic about family businesses is their failure rates. Most articles or speeches about family businesses start with some version of the "three-generation rule," which suggests that most don't survive beyond three generations. But that perception could not be further from the truth.

To read the full blog visit:

<https://www.sahayakassociates.in/22-best-articles-blogs-i-read-in-2022/>

22 Books I Read in 2022



“There is no friend as loyal as a book.” ~Ernst Hemingway

How many books does Warren Buffett read a day? As reported in Inc., “Buffett reportedly spends as much as six hours a day reading books. It may be a daunting prospect for most busy people, but if you’re up to the task, the Oracle of Omaha advises that we “read 500 pages every day.” He says that’s how knowledge works — it builds up like compound interest.”

Mary Angelou made this very profound statement, “If I were a young person today, trying to gain a sense of myself in the world, I would do that again by reading, just as I did when I was young. I feel sad for all the young people today who don’t read.”

Bill Gates had this to say about reading, “Every book teaches me something new or helps me see things differently. I was lucky to have parents who encouraged me to read. Reading fuels, a sense of curiosity about the world, which I think helped drive me forward in my career and in the work that I do now with my foundation.”

Books have enriched, upgraded and saved my life, when all was well, great books strengthened my creativity, artistry, productivity and jubilation, when things were hard, they delivered hope, guided my way and offered a literary lighthouse that helped me navigate rough seas.

Investing in a book is reaching for your promise. I buy more books than I know I will read in my lifetime. It makes me happy to get a book. It gives me hope, it activates my energy and allows me to assemble a library that will be a legacy for my children.

In 2022, I must have bought close to a 100 books, I am sharing the 22 best ones, in no particular order, that I enjoyed reading the most and those that left a lasting impression on me in the year gone by. Hope you too savour the books and find them enlightening. Do give me your feedback and comments on the same.

To read the full blog visit:

<https://www.sahayakassociates.in/22books-i-read-in-2022/>

12 Financial Resolutions for the New Year



Every year, the week between Christmas and New Years Day has a strange duality about it. Year endings are about mellow acceptance of the failures in the year gone by and the excitement about new beginnings. This is the time when you hope and pray for a better future and there is also a slight trepidation about renewing life’s challenges.

A New Year is the time to formulate new financial goals. Start 2023 by making financial resolutions that you can stick to like spending less, saving more, and managing your money better.

Most people we have met recently plan to make a money resolution for 2023. According to an Investments survey, 48 percent of people are planning to save more, 29 percent aiming to pay down debt and 15 percent are aspiring to spend less.

Remember that it is important to invest responsibly.

Here are 12 financial goals or resolutions to focus on in 2023—one for every month of the year. You don’t actually have to do one in January, one in February, and so on. The point is, these are 12 crucial financial goals that deserve your attention in 2023. You don’t need to get to them all in the first week, but if you get to all the applicable goals by the end of 2023, let me assure you, you would have made great strides in your financial life.

1. Evaluate last year’s financial mistakes.

Take an honest look at your financial performance last year. Did you overspend, failed to invest, reduced your SIP, take on Credit card debt, borrow in excess? Reconsider your financial mistakes, and strive to perform better this year.

2. Assemble your financial team.

If you’ve been meaning to see a new tax and accounts consultant, financial advisor, estate planning attorney, insurance broker or another financial expert, set time aside this year to assemble your financial A-team. Let January be the month where you have your Financial Team to support you firmly in place.

To read the full blog visit:

<https://www.sahayakassociates.in/12-financial-resolutions-for-the-new-year/>



Special collated by: **SAHAYAK**
गुरुकुल

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Our much awaited **2023 New Year Booklet**, specially collated by Sahayak Gurukul is ready

Read it, share it with family and friends and gain insights on the learnings of 2022, Rules for 2023 & how to make 2023 great.

Download the Sahayak 2023 Booklet today & make your New Year more fruitful.
To New Dreams & New Milestones.

Happy New Year !

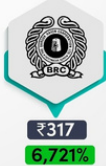
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<https://www.sahayakassociates.in/wp-content/uploads/2022/12/Sahayak-Gurukul-New-Year-2023-Booklet.pdf>

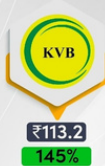
TOP GAINERS OF 2022

Current Market Price % Return in 2022

SMALL CAP



MID CAP



LARGE CAP



How to make 2023 Great

Get up Early	Exercise & follow a strict Yoga routine.	Religiously achieve your 10,000 steps a day.	Meditate.	Give priority to 'ME' time- Spend time alone.	Turn off all technology for at least 2-3 hours a day.
Stop Watching TV & binge watching on OTT.	Use your best hours to do your most valuable work.	Eat less food to get more energy.	Don't answer your phone every time it rings.	Forgive and move - on.	Read a book a week.
Learn a new skill.	'Eat that Frog' - don't postpone - do the most difficult things first.	Be an encourager - there are enough critics already in the world.	Be Magnanimous & kind.	Believe, Have faith	Remain happy
Don't say YES to everything.	Take Calculated risks.	Be humble in victory and gracious in defeat.	Go for your dream.	Be grateful for all your blessings	

Let's make 2023 our best year ever !

Events we did this year...



Session on How to Scale Up for the Agency Managers and NJ Partners on 21st Dec at Hotel Hyatt Centric, Chandigarh.



Was privileged to present a shawl to Mr. Nilesh Shah, Managing Director of Kotak Mahindra Asset Management Co. Ltd.



NFP Session at office



Personal Finance workshop at IIT Jammu



27th Wealth Creation Study

Had the privilege of meeting marquee investor Mr. Raamdeo Agarwal and Legendary banker Mr. Keki Mistry and Ms. Latha Venkatesh, Exec Editor, CNBC at the 27th Wealth Creation Study held at Motilal Oswal Tower, Mumbai on 8th Dec.





Thankyou!

We shall like to express our heartfelt Thanks to all our Investors, Clients, Associates & Well-wishers whose support & trust in us helped us achieve the wonderful Milestones and be recognised at the National platform NJ PBT 2022.

Thank you!
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Mutual fund investments are subject to market risks, please read all scheme related documents carefully



Investment Mantras Session by Sandeep Sahni at SISL Infotech , Town Hall Building



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- SALES CONFERENCES
- GROUP OF FRIENDS
- ALUMNI ASSOCIATIONS
- CO-WORKING SPACES

Sahayak Gurukul also conducts complete workshops spread
across 6-8 Sessions of 1 hour duration each on Personal Finance.

You Work Hard for Money Does your Money Work Hard for you?

TO SCHEDULE A
Seminar/Webinar

KINDLY CONTACT

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MAIL US AT
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Had the Privilege of delivering a
Motivational talk to the Students of Class
11th of St. John's High School, Chandigarh.



Our Editions of last year...



January Barometer

The term "January Barometer" refers to the belief held by some traders that the investment performance of the S&P 500 in January can predict its performance for the rest of the year.

For example, proponents of this view believe that if the S&P 500 rises between Jan. 1 and Jan. 31, this will foretell a positive result for the remainder of the year. Similarly, it holds that if the market fares poorly in January, it will likely perform poorly thereafter as well.

January Effect

The January Effect is a perceived seasonal increase in stock prices during the month of January. Analysts generally attribute this rally to an increase in buying, which follows the drop in price that typically happens in December when investors, engaging in tax-loss harvesting to offset realized capital gains, prompt a sell-off.

Another possible explanation is that investors use year-end cash bonuses to purchase investments the following month.

Overconfidence

In a wonderful book I read recently, 'Factfulness' by Hans Rosling, he did a small survey and asked some simple questions about Global trends and questions like, what percentage of people around the world are living in poverty, how many girls in low income countries finish primary school, what is the life expectancy of the world today and so on.

He proved how we systematically get the answers wrong and a majority gets them wrong irrespective of background, profession, education, etc.

He went on to say that a Chimpanzee choosing answers at random could outguess journalists, Nobel laureates & investment bankers.

Overconfidence results from the illusion of knowledge, which is the tendency in people to believe that the accuracy of their forecasts necessarily increases with more information. This however is not necessarily the case, given that information is not the same as insight.

Overconfidence is called "the most significant of the cognitive biases". The most damaging of biases that affect an individual is overconfidence.

No problem in judgement and decision-making is more prevalent and more potentially catastrophic than overconfidence.

Overconfidence has been the main cause for, among many a disaster right from the sinking of the Titanic to the subprime mortgage crisis of 2008 and the recession that followed it and many more such disasters.

What's surprising is that the experts suffer even more from the overconfidence effect than lay people do. Let's say if asked to forecast oil prices in five years' time, an economics professor will possibly be as wide off the mark as a bus conductor. However, the professor will offer his forecast with a lot of conviction and logic and make us believe in the accuracy of his forecast.

Stephen Hawking rightly said, "The greatest enemy of knowledge is not ignorance but an illusion of knowledge." Be wary of the illusion and resultant overconfidence.

Happy Investing!



2023

HAPPY NEW YEAR!



12 New Chapters, 365 New Opportunities.

For Latest updates

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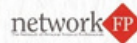
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