

*Team Sahayak wishes you a very
Happy and Colorful Holi*

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

Sahayak Times

SAHAYAK
ASSOCIATES
गुरुकुल

A MONTHLY PERSONAL FINANCE NEWSLETTER BROUGHT TO YOU UNDER THE PERSONAL FINANCE LITERACY MISSION OF

*Happy
Holi*





DEAR READER,

As we approach the end of another Financial Year, I just want to share that from Jan 2020, i.e. Pre Covid levels, Nifty is up by 45% while Nifty Earnings are up by 70%. Nifty touched its high in Oct 2021 and has been flat since then but the earnings have gone up by 25% since then.

The current price-to-earnings ratio of the Nifty is at 20.5, but it has fallen from peak levels of 40 in 2021. As a result, valuations are no longer at a huge premium and the valuation are looking reasonable for long term investors. However, poor sentiment has had a severely negative impact, particularly on the primary market, which has been exacerbated by the Hindenburg report.

With Nifty EPS estimated to range between 950-1000 in March 24, The Nifty appears to have plateaued and is poised for an upswing given the current valuations. Any change in sentiment or liquidity from FPI flows should do the trick and help NIFTY scale newer highs. On the contrary, broader market valuations could correct until a new equilibrium that adequately discounts higher interest rates is reached.

In the short run, Nifty has given negative returns for the last three months. Hopefully the tide will turn in March, as in the past 20 years, Nifty has not given negative returns for four consecutive months. But the market has no obligation not to break the trend.

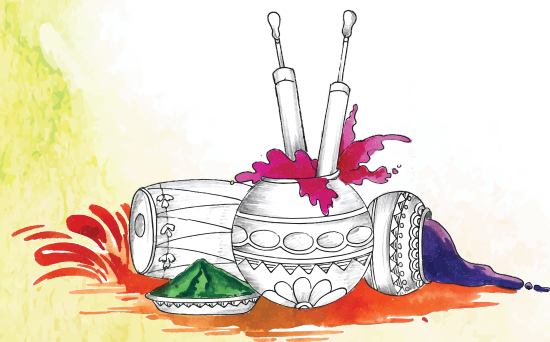
This month, apart from tabulating our gains and losses and making our final investment for tax saving, we also celebrate some important events like Holi, 'International Women's Day' and the 'Vasant Navratras.'

Given the current state of the market, we definitely need a festive reason to celebrate and add the hues other than red in our life. Holi comes with the everlasting message of, 'Let bygones be bygones and start afresh.' Similarly forget the past and start your investment journey.

Under the aegis of 'Sahayak Gurukul', we have a mission of promoting financial literacy to a million people, with a majority of them to be women and ensure Women Empowerment on a large scale. We invite the Women groups to reach out to us for a free session on the subject.

Like to end with the famous quote by Charlie Munger, "The world is full of foolish gamblers, but they will never do as well as patient Investor."

HAPPY INVESTING!



The Month that was- February 2023

INDEX	AS ON 31-01-23	AS ON 28-02-2023	CHANGE (%)
Nifty 50	17662.00	17303.95	-2.03
Nifty Small Cap	9501.00	9155.6	-3.64
Nifty Mid Cap 100	30676.00	30117.3	-1.82
Sensex	59549.90	58962.12	-0.99
US \$	81.78	82.64	1.05
Bitcoin \$	23139.28	23147.35	0.03
Dow jones (in USD \$)	33147.25	32656.7	-4.19
Shanghai Composite(in \$)	34086.04	3279.61	0.74
Brent Crude Oil (in \$)	85.46	83.12	-2.74
Nasdaq 100(in \$)	12101.93	12042.12	-0.49
Gold (in)	5727.00	5612.00	-2.01
10 Year Govt. bond yeild	7.34	7.45	1.50

5 BEST PERFORMING SECTORS IN FEBRUARY 2023

NAME	RETURN IN %
AUTO	1.19
IT	0.24
METAL	0.19
TECK	-0.24
FMCG	-0.26

TOP 5 LOSERS OF JANAUARY 2023



NAME	28 feb 23	31st Jan 23	CHANGE(%)
Adani ports & Special	272.25	319.75	-14.86
Indiabulls housing	410.80	479.00	-14.24
Bajaj Finserv	900.80	1047.25	-13.98
Yes Bank	105.50	120.65	-12.58
SBI	104.65	117.95	-11.28



TOP 5 GAINERS OF FEBRUARY 2023

NAME	28th Feb 23	31st jan 23	CHANGE(%)
ITC	379.55	346	9.70
Tata Motors	7294	6715.6	8.61
HCL Tech.	1116.5	1030.1	8.39
Mahindra & Mahindra	6190.35	5760.7	7.46
Vedanta	857.35	817.2	4.95

CATEGORY	1 YEAR	3 YEAR	5 YEAR	10 YEAR
Equity-Contra	13.93	20.20	12.34	14.96
Equity-ELSS	7.70	14.07	9.58	14.01
Equity-Flexi cap fund	5.84	13.92	10.40	13.83
Equity- Focused Fund	6.22	13.73	9.75	13.77
Equity-Large & Mid cap	8.54	15.29	10.48	14.77
Equity-Large cap fund	6.70	12.65	9.80	12.47
Equity-Mid cap fund	10.76	18.57	11.44	17.36
Equity-Multi cap fund	10.55	17.36	12.05	15.66
Equity-Small cap Fund	12.10	25.37	12.43	18.96
Equity-Value Fund	11.72	17.55	9.05	14.84
Hybrid-Aggressive	6.89	12.69	9.20	12.46
Hybrid-Arbitrage Fund	4.22	3.78	4.62	6.04
Hybrid-Balanced Adv.	7.02	9.72	7.89	11.53
Hybrid-Equity Savings	4.89	7.91	6.54	7.48

ECONOMIC HEADLINES

- February GST mop-up at Rs 1.49 trillion
Read more at:
<https://www.financialexpress.com/economy/february-gst-mop-up-at-rs-1-49-trillion/2996758/>
- Bank credit grows 16.8% in Q3: RBI
Read more at:
<https://www.financialexpress.com/industry/banking-finance/bank-credit-grows-16-8-in-q3-rbi/2994502/>
- Core sector growth at 4-month high of 7.8% in Jan
Read more at:
<https://www.financialexpress.com/economy/core-sector-growth-at-4-month-high-of-7-8-in-jan/2995533/>
- Two-wheeler sales in 2022, worst in a decade
Read more at:
<https://www.thehindubusinessline.com/companies/two-wheeler-sales-in-2022-worst-in-a-decade/article66563310.ece>
- Economy slowed down to 4.4% in Q3; Govt hopeful of 7% growth in FY23
Read more at:
<https://www.thehindubusinessline.com/economy/economy-slowed-down-to-4-4-in-q3-govt-hopeful-of-7-growth-in-fy23/article66564373.ece>
- In the fast lane: At 335,269 units, car sales create a February record
Read more at:
https://www.business-standard.com/article/automobile/domestic-pv-industry-posts-highest-ever-sales-of-335-269-units-in-feb-123030101078_1.html



FINANCIAL INDEPENDENCE

is paramount. My mom always says that when a woman is financially independent, she has the ability to live life on her own terms. I think that was the soundest advice that I ever got. No matter where you go in life or who you get married to, you have to be

FINANCIALLY INDEPENDENT - whether you use it or not.

Add the true colors of life

SIP BACK TO YOUR LIFE



Let's Celebrate a

SIP WALI HOLI

Investing Lessons from the FESTIVAL OF HOLI !



Have a financial goal.

Opt for financial advice

Lets be consistent while investing

Invest in Mutual Funds

Mark Twain, "A year has 365 days, but India has 366 Festivals" Every celebration centers around the rituals of prayer, seeking blessings, exchanging gifts and goodwill, sharing, music, dance and feasting. In essence, the festivals teach us to Celebrate Life. Any excuse to celebrate is good, because the nature of our spirit is celebration. Holi teaches us to let our body, mind and the spirit rejoice and get lost in festivity. Given the current state of the market, we definitely need a reason to celebrate and add the hues other than red in our life. This festival of colours also has some great financial lessons to offer for all investors.

1. **Learn from your past bad experience & move on**

Holi is celebrated on Phalgun Purnima, the Birthday of Manu and the start of the new Samvat. It is the time to make new starts. If you haven't started your investment journey so far, this is the right time to start. The festival of Holi has one eternal message, let bygones be bygones, bury old hatchets and start anew in the spirit of Spring. Hence even if you have had some bad investment experience so far, learn from it, let bygones be bygones and move ahead and restart your investment journey in the appropriate asset class.

To read the full blog visit:

<https://www.sahayakassociates.in/investing-lessons-from-the-festival-of-holi/>

WOMEN AND MONEY

Women have always been sensible savers, careful spenders and prudent managers of money. The lady of the house has always been balancing the household budget and managing the needs of the various members of the household. Despite all the constraints, she has always managed to keep some money aside for an Emergency and create a contingency fund for the family. As per the stereotype, Men are supposed to be financial daredevils who like risk, and women are cautious and want security. As the standard cliché goes, men are thought to be bigger risk-takers than

Demonetisation showed us the extent of hidden wealth of women in India, accumulated through years of saving in drawers of cupboards and hidden between clothes. The phenomenon of Ladies Kitty Parties and accumulation of money thereon also gives them a corpus which they use for various needs; Create a contingency fund, augment their jewellery, buy an expensive gift for the kids or gift herself a major appliance she had been eyeing, contribute for the family holiday or change and upgrade her vehicle.

Women are great with money; they really know how to save. Some of them are also proactive in deploying this money to make more money in new-age instruments like mutual funds or in more traditional avenues such as real estate or gold.

To read the full blog visit:

<https://www.sahayakassociates.in/women-and-money/>



ANCHORING

The Mongols ruled most of central Asia before their leader, Chenghis Khan, led them on an ill-fated campaign into what is now Hungary, where he eventually died.

Two questions:

Did these events happen before or after 151 A.D.?

In what year did Genghis Kahn die?

Before reading this question I had no idea what the actual year was. Assuming you were in the same boat as me, you likely guessed a number not too far from 151 A.D., even though that number was pulled from thin air.

Psychologist J. Edward Russo performed a similar test of 500 graduate students but instead asked them to use 400 plus the final three digits of their phone number as the year before guessing.

When that number fell within the range of 400–599, the average guess was that Kahn died in 629 A.D. But when the range of the first number was 1,200 to 1,399, the average guess was 988 A.D.

We unconsciously anchor to the original number we're presented, even if it's meaningless.

The same thing happens when you see the asking price for a house that's for sale. When people move to a new city they use real estate prices from their previous city for comparison purposes. A study of people moving to new cities found those relocating from expensive cities rented more costly apartments than those who arrived from lower cost of living areas, and this relationship held after accounting for wealth, taxes and such. Even moving to a lower cost of living area, people used to paying a lot for housing continued to do so.

A grocery store put an item on sale for 10% off. Some days they would put up a sign that read 'limit 12 per person.' Other days there was no limit. On days when the item had a limit, people bought an average of 7 units, twice as many as the average on the no-limit days.

If we're given a number, whether it's made up, a baseline, a limit or a floor it's almost impossible for our brains to avoid using that number as a starting point.

Anchoring bias occurs when people rely too much on pre-existing information or the first information they find when making decisions.

Often seen in investing, we set the anchor at the highest price of a stock. After a correction, it appears cheap, even though the underlying value may be far lesser.

We also see this use of Anchoring Bias in areas of advertising, marketing or negotiations.

For example, in a negotiation, the first number offered becomes the anchor.

Knowing this, a salesperson might deliberately set the anchor too high (as in the price of a car) so that any future decrease in price will seem like a discount.

Chenghis Khan actually died in 1227.

To make optimal decisions,

Be aware of this cognitive bias while making decisions & stay blessed forever.



SUPER BOWL INDICATOR

The Super Bowl Indicator is a nonscientific barometer of the stock market. The idea behind the indicator is that a Super Bowl win for an NFL American Football Conference (AFC) team predicts a stock market decline (a bear market) in the next year. On the other hand, a win for a team from the National Football Conference (NFC) foretells a rise in the market or a bull run in the upcoming year.

KAHANI

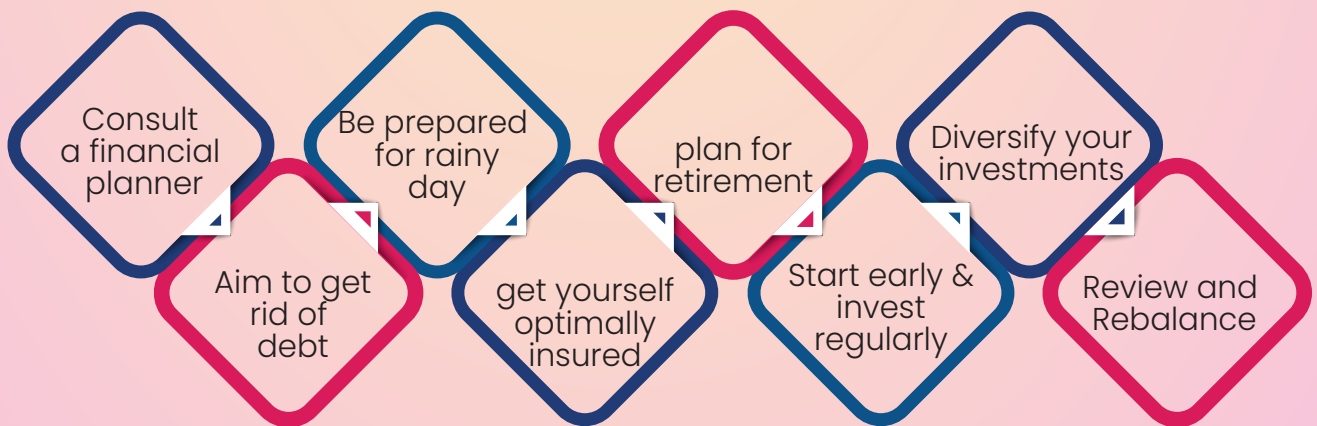
being at the right place at the right time

The history of mankind might have been very boring if it was not for great men and women seizing the opportunities that changed their lives. Whether it is Napoleon Bonaparte, Thomas Edison, Jamshedji Tata, Walt Disney, Mother Teresa, Steve Jobs or Sachin Tendulkar, we wouldn't be inspired by any of them. It's not just about being in the right place at the right time; but knowing what to do when you find yourself there. Take the case of ex-US President Dwight Eisenhower.

He was not promoted to the rank of Brigadier General, the lowest rank for generals in the US Army, until October 1941. That was two months before Pearl Harbor and the entry of the United States into the Second World War. There were several generals who held higher ranks and had more impressive résumés. However, Dwight Eisenhower had a combination of interpersonal, leadership, and organisational skills. All were needed to deal with the great challenges of the Second World War. He had to get challenging personalities like Winston Churchill of Britain and Charles de Gaulle of France to work together. Eisenhower leveraged his skills during the war. He rose to the rank of Supreme Commander of Allied Forces. This eventually became his launch pad for his election as President of the United States. The Second World War became the opportunity at the right place and right time for Dwight Eisenhower. But he also knew how to seize the opportunity that could change his life and make the most of it. One of the world's richest men had a similar fortune. As a kid, Bill Gates was extremely intelligent. He got a unique opportunity when the mothers at his school raised money to pay for a device that connected to a computer over the phone line. In the newly developing world of computer technology, Bill's school was one of the only two that had mainframe computers. Bill was part of a group of math students who were invited to use the system and learn how it worked. He was 13 years old and he was hooked. Having access to computers at the right place and at the right time became a life changing opportunity for the founder of Microsoft. But unlike the scores of other students of his class who probably had the same opportunity, Bill Gates seized it with both hands. The point I am trying to drive home is that intelligence, skill, and hard work are necessary for success. But it is finding oneself at the right place and at the right time for the biggest opportunities, and knowing what to do when you find yourself there, which makes all the difference. And there is no reason it should be any different for investing.



FINANCIAL PLANNING FOR WOMEN



VIDEOS WE ARE WATCHING

1. **What is Financial Planning?**
<https://youtu.be/Km3klOryiU0>
2. **Right Place, Right Time | Mr. Aashish P. Somaiyaa, Whiteoak Capital AMC**
<https://www.youtube.com/watch?v=f5WFDmvQYCE>
3. **Return Of One Idiot - An Amole Gupte Film & an IDFC MF Initiative | IDFC Mutual Funds**
<https://www.youtube.com/watch?v=QrnlvLA8gMs>
4. **Why money can't buy happiness | Daniel Sachau | TEDxMNSU**
<https://www.youtube.com/watch?v=U5lmyW8o1YA>
5. **2023 & Beyond- Opportunities and Challenges for MFDs.**
<https://www.youtube.com/watch?v=DGSDMrCBURg>

ARTICLES WE READ

1. **Have you spotted the balloon in your office?**
<https://lifestyle-livemint.com.cdn.ampproject.org/c/s/lifestyle.livemint.com/amp/news/big-story/have-you-spotted-the-balloon-in-your-office-111676791683021.html>
2. **This Year's Buffettisms**
https://investmenttalk.substack.com/p/this-years-buffettisms?utm_campaign=post
3. **Indian capitalism's stress test**
https://www.business-standard.com/article/opinion/indian-capitalism-s-stress-test-123020301839_1.html
4. **Value stocks? Growth stocks? Markets last year turned everything topsy-turvy**
<https://www.businesstimes.com.sg/wealth/value-stocks-growth-stocks-markets-last-year-turned-everything-topsy-turvy>
5. **It's no more business as usual**
https://www.business-standard.com/article/opinion/it-s-no-more-business-as-usual-123021001781_1.html

NOT JUST THIS DAY,
BUT EVERYDAY

Be Strong
Independent
Build
Passionate

HAPPY
Women's Day

MARCH

BOOKS TO BE READ



Using similes, metaphors, anecdotes, illustrations, and asking open-ended questions, then really listening to...

HAPPY

Holi

festival of colors



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