## PROJECT REPORT ON

# "COMPARATIVE ANALYSIS OF MUTUAL FUNDS" WITH SURVEY ON INVESTMENT BEHAVIOR OF INVESTORS IN CONTEXT OF MUTUAL FUNDS

**Submitted By:** 

Parmod Kumar Raja 2K15/EMBA/511 MBA(E) 2015-17

Under the Guidance of: Dr. Archana Singh



### **DELHI SCHOOL OF MANAGEMENT**

**Delhi Technological University** 

Bawana Road, Delhi-110042

May, 2017

**DECLARATION** 

I Parmod Kumar Raja, student of EMBA 2015-2017 batch of Delhi School of

Management, Delhi Technological University, Bawana road, Delhi-42 declare that major

project on "COMPARATIVE ANALYSIS OF MUTUAL FUNDS WITH SURVEY ON

INVESTMENT BEHAVIOR OF INVESTORS IN CONTEXT OF MUTUAL FUNDS"

submitted in partial fulfillment of Executive MBA program is the original work

conducted by me with the help of mentioned references.

The information and data given in the report is authentic to the best of my

knowledge.

This Report is not being submitted to any other University for award of any other

Degree, Award and Fellowship.

(Parmod Kumar Raja)

Place: New Delhi

Date:

Project on Mutual Fund

ii

## **ACKNOWLEDGEMENT**

I would like to express my special thanks of gratitude to my *Faculty Guide*, **Dr. Archana Singh** who gave me the golden opportunity to do this wonderful project on the topic "Comparative Analysis of Mutual Funds With Survey on Investment Behavior of Investors in Context of Mutual Funds" and whose able guidance enabled me to finish the project within the limited time frame.

(Parmod Kumar Raja)

#### **EXECUTIVE SUMMARY**

Finance & its functions are the part of economic activity. Finance is very essentially needed for all types of organizations viz; small, medium, large-scale industries & service sector. Hence the role of finance manager & the subject finance accounting gained maximum importance. Liberalization, globalization & privatization created new challengers to entrepreneur & corporate in carrying they're day to day activities. So, "finance is regarded as the life blood of a business organization."

MBA(E) is a professional course which develop a new body of knowledge & skill set & make as available for those seeking challenging carriers in the of liberalization & globalization.

The goal of the project work is to give a corporate exposure to the students as well as to give them an opportunity to apply theory into the practice. The real business problems are drastically different from class-room case solving. Project work aims to providing little insight into working of an organization to a management trainee.

Among every stage of knowledge being inculcated in students, practical training in the corporate world plays a significant role in exhibiting and pruning their capabilities.

The purpose behind writing a report is to put in to works the practical training that is imparted to me that gives a better and a clear understanding of the experience I got.

Since I am doing MBA(E) with specialization in Finance, therefore I chose the following topic for my project work wherein I have tried to explore many areas of the subject in my project report.

## "COMPARATIVE ANALYSIS OF MUTUAL FUNDS WITH SURVEY ON INVESTMENT BEHAVIOR OF INVESTORS IN CONTEXT OF MUTUAL FUNDS"

While preparing this project report I got the knowledge about various aspects regarding financial decisions made by investors for investing in Mutual Funds by their comparative analysis. In addition, I have also focused on the investment behavior of investors in context of Mutual Funds by undertaking survey through questionnaires.

My project is divided into three chapters & they are given as under.

#### 1. Chapter 1- Industry Profile

In this, I have covered the different aspects of the of the mutual fund industry through literature review such as investment, mutual fund industry, its structure, history of mutual fund industry, AMFI, player profile, customer segments, buying behavior, Growth in global AUM, Demand drivers in global markets, Risk associated with mutual funds, Mutual fund investing strategies, regulatory authorities, types of mutual funds, benefits and disadvantages of mutual funds etc.

#### 2. Chapter 2 – Comparative Analysis of Mutual Funds.

In this, I have carried out a study for a period of 60 days:-

- i. To understand the Functions of an Asset Management Company.
- ii. To understand the performance of various schemes using various tools to measure the performance.
- iii. To measure and compare the performance of selected mutual fund schemes of different mutual fund companies and other Asset Management Companies.
- iv. To apply the models given by Treynor and Mazuy and Henriksson and Merton that can identified whether fund managers have the ability to time the market. In other words, can fund managers predict the future directions of the market and change of the fund accordingly.

Data collection- Data of monthly NAVs and market returns have been obtained

from <a href="www.nseindia.com">www.nseindia.com</a> and www.mutualfundsindia.com. Reports and data of different AMCs have been obtained from

www.valueresearchonline.com

**Period of study**- The study covered the data pertaining to a period of one years from

April 2016 to April 2017 to assess the performance of the schemes

in terms of returns.

Sample Profile- Study has taken three broad categories of funds i.e. Equity Fund,

Debt Fund and Balanced Fund through random sampling.

Tools & Methods- The performance of funds was analyzed on excel sheets and

through regression techniques to judge the market timing ability of

the funds.

The performance of funds was analyzed and ranking of funds made on the following criteria

Sharpe Ratio, Treynor Ratio, Jensen's Aplha and M<sup>2</sup> Measure

After the study, it is concluded that the risk measures in both the Sharpe Ratio and Modigliani's Measure are based on standard deviation; hence raking of funds using these two methods would always be identical. However, the results of all performance measures would not always lead to identical ranking of the mutual funds. For a well-diversified portfolio the total risk is equal to systematic risk. Rankings based on total risk (Sharpe measure) and systematic risk (Treynor measure) should be identical for a well-diversified portfolio, as the total risk is reduced to systematic risk. Therefore, a poorly diversified fund that ranks higher on Treynor measure, compared with another fund that is highly diversified, will rank lower on Sharpe Measure.

Through the past performance may not be a perfect indicator, investors will certainly be interested in how the funds performed in the past and whether returns given the funds were commensurate to the risks to which they were exposed.

#### **3. Chapter 3**- Survey of investment behavior of investors in context of mutual funds

In this study, I have carried out survey to judge the investment behavior of investors in context of mutual fund through the questionnaires and samples taken from various mutual fund offices in Delhi. Factor analysis is used to classify similar variable under a broad heading, as the numbers of independent variable are very high. Discriminant analysis is used to highlight variable which effect the decision of people investing for less than a year and people who are investing for more than a year. Descriptive Weighted Factor Counting Method has been used to rank the independent variables affecting the buying behaviors of consumers by adding the weighted factors.

**Research Design-** The research design used in this project by me is the **descriptive research** design.

#### **Data Collection**

Primary data:-

A survey has been conducted to gather primary data from the investors coming at various mutual fund offices in Delhi based on questioner (Appendix), where the main emphasis has been given on the investment behavior of investors in context of mutual funds.

#### **Secondary data collection methods**

Published data and the data collected in the past by other <u>parties</u> is called <u>secondary data</u>

For this following has been consulted

- Companies and other websites
- Reports / Articles/Blogs
- magazines/journals News papers/business magazine

Tool used:-

Frequency Table, Microsoft Excel, SPSS, Microsoft Word and Various analysis tools like Bar Graphs, Pie Graphs, tables etc.

Sampling procedure / Sampling method

The sampling method used for this study is non-probability convenience sampling, which is selected according to the ease and convenience of the researcher.

**Sample Size:** 100 respondents

**Geographical Area:** The study is conducted in Delhi.

**Research Instrument:** Research instrument used for data collection is by using questionnaire.

## **TABLE OF CONTENTS**

Section	Topic	Page No.
Chapter-1	Industry Profile	1
1.	Introduction	1
1.1	What is an investment	1
1.1.1	Investment Avenues	1
1.2	What is a mutual fund	3
1.3	industry profile: mutual funds:	5
1.3.1	Mutual Fund industry	5
1.3.2	Association of Mutual Funds in India	9
1.3.3	History of Mutual Fund Industry	11
1.3.4	Player Profile	13
1.3.5	Customer Segments	13
1.3.6	Buying Behavior	14
1.3.7	Growth in Global AUM	14
1.3.8	Demand Drivers in Global Markets	15
1.4	Performance Analysis	15
1.4.1	Equity-oriented schemes	16
1.4.2	Debt-oriented schemes	17
1.5	Mutual Funds Structure	18
1.6	Types of Return	20
1.7	Indicators of Investment Risk	20
1.8	Understanding and Managing Risk	21
1.8.1	Risks Associated with Mutual Funds	22
1.8.2	Types of Risks	22
1.8.3	Managing Risks	24
1.9	Mutual Funds Investing Strategies	25
1.10	Regulatory Authorities	26
1.11	Mutual Funds in India	27
1.12	Types of Mutual Funds	28
1.12.1	By Constitution	29
1.12.1.1	Open-Ended Schemes	29
1.12.1.2	Close Ended Schemes	30
1.12.2	Classification according to investment objective	30
1.12.2.1	Growth Funds	31
1.12.2.2	Growth And Income Funds	31

1.12.2.3	Fixed-Income Funds	32
1.12.2.4	Balanced Fund	33
1.12.2.5	Money Market Funds/Liquid Funds	33
1.12.2.6	Specialty/Sector Funds	33
1.13	Benefits of investing through a mutual fund	36
1.14	Disadvantages of Mutual Fund	38
Chapter-2	Comparative Analysis of Mutual Funds	39
2.1	Scope of Study	39
2.2	Need for the Study	39
2.3	Objective of the Study	39
2.4	Literature Review	40
2.4.1	Measuring Return	41
2.4.2	Excess Returns	41
2.4.3	Measuring Risk	41
2.4.4	Valuing Measures Of Fund Performance	42
2.4.4.1	Sharpe Ratio	43
2.4.4.2	Treynor Ratio	43
2.4.4.3	Comparison of Sharpe and Treynor	43
2.4.4.4	Jensen's Measure	44
2.4.4.5	Modigliani's Measure	44
2.4.4.6	Fama Model	45
2.4.5	Ratings Given By Rating Agencies	46
2.4.6	Market Timing Models	46
2.4.6.1	Treynor and Mazuy Model	47
2.4.6.2	Henriksson and Merton Model	47
2.5	Methodology	48
2.5.1	Data Collection	48
2.5.2	Sample Profile	48
2.5.2.1	Equity Funds	48
2.5.2.2	Debt Funds	49
2.5.2.3	Balanced Fund (Hybrid Equity)	49
2.5.3	Period the Study	49
2.5.4	Tools & Methods	49
2.5.5	Computation of Returns	49
2.5.5.1	Performance Measures	50
2.5.5.2	Market Timing Abilities	50
2.5.5.3	Correlation co-efficient (r)	52
2.5.5.4	Co-efficient of determination (r <sup>2</sup> )	52
2.6	Data Analysis and Interpretation	53

Fund Schemes         2.6.1.1       Equity Funds       53         2.6.1.2       Debt Funds       61         2.6.1.3       Balanced Fund       69         2.6.2       Performance Measures of Mutual Fund       77         2.6.2.1       Equity Growth Funds       77         2.6.2.1.2       Ranking of Equity Growth Funds       86         2.6.2.1.3       Findings       87	
2.6.1.2       Debt Funds       61         2.6.1.3       Balanced Fund       69         2.6.2       Performance Measures of Mutual Fund       77         2.6.2.1       Equity Growth Funds       77         2.6.2.1.2       Ranking of Equity Growth Funds       86	
2.6.1.3Balanced Fund692.6.2Performance Measures of Mutual Fund772.6.2.1Equity Growth Funds772.6.2.1.2Ranking of Equity Growth Funds86	
2.6.2Performance Measures of Mutual Fund772.6.2.1Equity Growth Funds772.6.2.1.2Ranking of Equity Growth Funds86	
2.6.2.1Equity Growth Funds772.6.2.1.2Ranking of Equity Growth Funds86	
2.6.2.1.2 Ranking of Equity Growth Funds 86	
2.0.2.1.3   Findings   8/	
2.6.2.2 Debt Long Term Plan Funds 88 2.6.2.2.2 Ranking of Debt Growth Funds 97	
2.6.2.2.3 FINDINGS 98	
2.6.2.3 PhyDrids 98  2.6.2.3 Balanced Fund (Hybrid Equity) 99	
2.6.2.3.2 Ranking Of Debt Growth Funds 108	
2.6.2.3.3 Findings 109	
2.7 Conclusion 110	
Chapter 110	
3. Survey of investment behavior of investors in context of mutual funds	
3.1 Scope of the Study 111	
3.1.1 Geographical Scope 111	
3.1.2 Functional Scope 111	
3.2 Data Collection Method 111	
3.3 Sampling Method Adopted 111	
3.4 Analysis of Individual Investor 112	
3.4.1 Analysis of the Preference of the Respondents 112	
3.4.2 Demographic Factors 113	
3.4.2.1 Sex Profile 113	
3.4.2.2 Age profile 113	
3.4.2.3 Academic Qualification 114	
3.4.2.4 Marital Status 114	
3.4.2.5 Occupation Profile 115	
3.4.2.6 Annual Income Range 115	
3.4.2.7 Area 116	
3.4.2 Financial Behavior of the Respondents 116	
3.4.2.1 Investment Objectives 116	

3.4.2.2	Channels Used by Respondents for investing	117
3.4.2.3	Investment Horizon	117
3.4.2.4	Investment Amount	118
3.4.2.5	On the basis of asset class	118
3.4.2.6	Preferable route to investing in Mutual Funds	119
3.4.2.7	Scheme Preference of the basis of structure	119
3.4.2.8	Saving Habits	120
3.4.2.9	Most popular funds house in terms of highest investment	121
3.4.2.10	Choice of sector of investment Mutual Fund	121
3.4.2.11	Choice of Mutual Fund	121
3.4.2.12	As a Mutual Fund Investor	122
3.4.2.13	Mode of investment	122
3.4.2.14	Choice of receipt of return every year	122
3.5	Investment Behavior of investor	123
3.5.1	Objective of the Study	124
3.5.2	Limitations of the Study	124
3.5.3	Methodology	125
3.5.4	Reliability and Validity	125
3.5.5	Descriptive Weighted Factory Counting Method	125
3.5.6	Factor Analysis	127
3.5.7	Discrimination Analysis	129
3.6	Comparison of mutual funds against other investment avenues	129
3.7	Conclusion	130
3.8	Suggestions & Recommendations	130
A	The ground rules of Mutual Fund investing	130
В	When to sell your Mutual Fund	132
3.9	Limitations of the project	134
3.10	References	135
	Appendix	137

# **CONTENT OF TABLE**

<b>Table Name</b>	Topic	Page No.
1.1	AMC analysis Across AMCs	13
1.2	Composition of investor account	13
1.3	Demand Drivers in Global Markets	15
1.4	Funds their investment objective	34
1.5	Comparison with Other Investment Avenues	35
1.6	Comparison between fd, bonds and mutual fund – features	36
2.1	Computation Sheet of Equity Growth Funds	77
2.1.1 to 2.1.4	Treynor & Mazuy Method	78 to 81
2.1.5 to 2.1.8	Harriksson& Merton Method	82 to 85
2.2	Ranking of Equity Growth Funds	86
2.3	Debt Long Term Plan Funds	88
2.3.1 to 2.3.4	Treynor & Mazuy Method	89 to 92
2.3.5 to 2.3.8	Harriksson & Merton Method	93 to 96
2.4	Ranking of Debt Growth Funds	97
2.5	Computation Sheet of Balanced Fund (Hybrid Equity)	99
2.5.1 to 2.3.4	Treynor & Mazuy Method	100 to 103
2.5.5 to 2.3.8	Harriksson& Merton Method	104 to 107
2.6	Ranking of Debt Growth Funds	108
3.1	Comparison of Mutual Funds against other Investment Avenues	129

# **CONTENT OF FIGURE**

1.1         Investment Avenues         1           1.2         Indian Financial system         2           1.3         Concept of Mutual Fund         3           1.4         Indian Structure         6           1.5         Structure of Mutual Funds in India         6           1.6         Growth Asset Under Management         12           1.7         Buying Behavior         14           1.8         Buying Behavior         14           1.9         Growth in global AUM         14           1.10         Growth in global AUM         15           1.11         Category wise return of equity mutual fund         16           1.12         Return of income & Gilt Fund         17           1.13         Liquid Fund Return         18           1.14         Performance Across Different Asset Class         18           1.15         Mutual Fund Structure         19           1.16         Risk Return Matrix         20           1.17         Risk Return Trade off         22           1.18         Types of Mutual Funds         28           1.19         Fixed Income Fund         32           3.1         Preferences of Respondents         112	Figure Name	Торіс	Page No.
1.3       Concept of Mutual Fund       3         1.4       Indian Structure       6         1.5       Structure of Mutual Funds in India       6         1.6       Growth Asset Under Management       12         1.7       Buying Behavior       14         1.8       Buying Behavior       14         1.9       Growth in global AUM       14         1.10       Growth in global AUM       15         1.11       Category wise return of equity mutual fund       16         1.12       Return of income & Gilt Fund       17         1.13       Liquid Fund Return       18         1.14       Performance Across Different Asset Class       18         1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status	1.1	Investment Avenues	1
1.4       Indian Structure       6         1.5       Structure of Mutual Funds in India       6         1.6       Growth Asset Under Management       12         1.7       Buying Behavior       14         1.8       Buying Behavior       14         1.9       Growth in global AUM       14         1.10       Growth in global AUM       15         1.11       Category wise return of equity mutual fund       16         1.12       Return of income & Gilt Fund       17         1.13       Liquid Fund Return       18         1.14       Performance Across Different Asset Class       18         1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile	1.2	Indian Financial system	2
1.5         Structure of Mutual Funds in India         6           1.6         Growth Asset Under Management         12           1.7         Buying Behavior         14           1.8         Buying Behavior         14           1.9         Growth in global AUM         14           1.10         Growth in global AUM         15           1.11         Category wise return of equity mutual fund         16           1.12         Return of income & Gilt Fund         17           1.13         Liquid Fund Return         18           1.14         Performance Across Different Asset Class         18           1.15         Mutual Fund Structure         19           1.16         Risk Return Matrix         20           1.17         Risk Return Trade off         22           1.18         Types of Mutual Funds         28           1.19         Fixed Income Fund         32           3.1         Preferences of Respondents         112           3.2         Sex         113           3.3         Age         113           3.4         Academic Qualification         114           3.5         Marital Status         114           3.6         O	1.3	Concept of Mutual Fund	3
1.6       Growth Asset Under Management       12         1.7       Buying Behavior       14         1.8       Buying Behavior       14         1.9       Growth in global AUM       14         1.10       Growth in global AUM       15         1.11       Category wise return of equity mutual fund       16         1.12       Return of income & Gilt Fund       17         1.13       Liquid Fund Return       18         1.14       Performance Across Different Asset Class       18         1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116 <td>1.4</td> <td>Indian Structure</td> <td>6</td>	1.4	Indian Structure	6
1.7       Buying Behavior       14         1.8       Buying Behavior       14         1.9       Growth in global AUM       14         1.10       Growth in global AUM       15         1.11       Category wise return of equity mutual fund       16         1.12       Return of income & Gilt Fund       17         1.13       Liquid Fund Return       18         1.14       Performance Across Different Asset Class       18         1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.10       Channels used by respondents for investing       11	1.5	Structure of Mutual Funds in India	6
1.8       Buying Behavior       14         1.9       Growth in global AUM       14         1.10       Growth in global AUM       15         1.11       Category wise return of equity mutual fund       16         1.12       Return of income & Gilt Fund       17         1.13       Liquid Fund Return       18         1.14       Performance Across Different Asset Class       18         1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing     <	1.6	Growth Asset Under Management	12
1.9       Growth in global AUM       14         1.10       Growth in global AUM       15         1.11       Category wise return of equity mutual fund       16         1.12       Return of income & Gilt Fund       17         1.13       Liquid Fund Return       18         1.14       Performance Across Different Asset Class       18         1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.10       Channels used by respondents for investing       117	1.7	Buying Behavior	14
1.10       Growth in global AUM       15         1.11       Category wise return of equity mutual fund       16         1.12       Return of income & Gilt Fund       17         1.13       Liquid Fund Return       18         1.14       Performance Across Different Asset Class       18         1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.8	Buying Behavior	14
1.11       Category wise return of equity mutual fund       16         1.12       Return of income & Gilt Fund       17         1.13       Liquid Fund Return       18         1.14       Performance Across Different Asset Class       18         1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.9	Growth in global AUM	14
1.12       Return of income & Gilt Fund       17         1.13       Liquid Fund Return       18         1.14       Performance Across Different Asset Class       18         1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.10	Growth in global AUM	15
1.13         Liquid Fund Return         18           1.14         Performance Across Different Asset Class         18           1.15         Mutual Fund Structure         19           1.16         Risk Return Matrix         20           1.17         Risk Return Trade off         22           1.18         Types of Mutual Funds         28           1.19         Fixed Income Fund         32           3.1         Preferences of Respondents         112           3.2         Sex         113           3.3         Age         113           3.4         Academic Qualification         114           3.5         Marital Status         114           3.6         Occupation Profile         115           3.7         Annual Income Range         115           3.8         Area         116           3.9         Investment Objectives         116           3.10         Channels used by respondents for investing         117	1.11	Category wise return of equity mutual fund	16
1.14       Performance Across Different Asset Class       18         1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.12	Return of income & Gilt Fund	17
1.15       Mutual Fund Structure       19         1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.13	Liquid Fund Return	18
1.16       Risk Return Matrix       20         1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.14	Performance Across Different Asset Class	18
1.17       Risk Return Trade off       22         1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.15	Mutual Fund Structure	19
1.18       Types of Mutual Funds       28         1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.16	Risk Return Matrix	20
1.19       Fixed Income Fund       32         3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.17	Risk Return Trade off	22
3.1       Preferences of Respondents       112         3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.18	Types of Mutual Funds	28
3.2       Sex       113         3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	1.19	Fixed Income Fund	32
3.3       Age       113         3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	3.1	Preferences of Respondents	112
3.4       Academic Qualification       114         3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	3.2	Sex	113
3.5       Marital Status       114         3.6       Occupation Profile       115         3.7       Annual Income Range       115         3.8       Area       116         3.9       Investment Objectives       116         3.10       Channels used by respondents for investing       117	3.3	Age	113
3.6Occupation Profile1153.7Annual Income Range1153.8Area1163.9Investment Objectives1163.10Channels used by respondents for investing117	3.4	Academic Qualification	114
3.7Annual Income Range1153.8Area1163.9Investment Objectives1163.10Channels used by respondents for investing117	3.5	Marital Status	114
3.8 Area 116 3.9 Investment Objectives 116 3.10 Channels used by respondents for investing 117	3.6	Occupation Profile	115
3.9Investment Objectives1163.10Channels used by respondents for investing117	3.7	Annual Income Range	115
3.10 Channels used by respondents for investing 117	3.8	Area	116
	3.9	Investment Objectives	116
3.11 Investment Horizon 117	3.10	Channels used by respondents for investing	117
	3.11	Investment Horizon	117
3.12 Investment Amount 118	3.12	Investment Amount	118
3.13 On the basis of asset class	3.13	On the basis of asset class	118
3.14 Preferable Route 119	3.14	Preferable Route	119

3.15	Scheme Preference	119
3.16	Saving Habbits	120
3.17	Most popular fund house	121
3.18	Choice of sector of investment in mutual funds	121
3.19	Choice of mutual fund	121
3.20	As a mutual fund investor	122
3.21	Mode of investment	122
3.22	Choice of receipt of return every year	122