



SAMPLE PLAN — ILLUSTRATIVE ONLY, NOT INVESTMENT ADVICE

Holistic Financial Plan

SAMPLE PLAN

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This is a sample plan created to illustrate our process and the structure of a real deliverable. The client, all financial figures, goals and circumstances shown are entirely fictional. It is provided for orientation only and is not investment advice.



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1. EXECUTIVE SUMMARY

Executive Summary

Rahul (42) and Priya (40) Sharma approached us to bring together a scattered set of investments, insurance policies and savings goals into one coherent plan. Both are salaried professionals in Dehradun with a combined annual income of ₹38 lakh, two children (ages 9 and 6), and a home loan in its 6th year.

The core findings of this plan:

- Retirement is on track only if SIP contributions increase by roughly ₹18,000/month from the current level — without this, the corpus falls short of their stated retirement lifestyle by an estimated ₹1.4 crore.
- **The household has no real emergency fund** — liquid savings cover barely 2.3 months of fixed expenses against a 6-month target, a more urgent gap than any investment decision in this plan.
- Life insurance cover is under-insured by approximately ₹85 lakh relative to income-replacement need for Rahul; existing cover is mostly traditional endowment plans with poor cost-efficiency. **Priya — who earns ₹14 lakh/year, 37% of household income — carries no life cover at all**, a gap the household had not considered.
- Health insurance is adequate for hospitalisation but has no separate critical-illness cover — a gap given family health history.
- Equity allocation is concentrated in 11 overlapping mutual funds across multiple platforms, several with duplicate large-cap exposure.
- Elder daughter's higher-education goal (2035) is significantly under-funded at current savings rate, and its cost basis has been revised upward in this plan to realistically reflect the family's stated ambition of study abroad (see Section 4).
- The household is meaningfully utilising available 80C tax deductions, with a small amount of headroom remaining; the home loan's effective post-tax cost is lower than its headline rate once the Section 24(b) interest deduction is accounted for (Sections 10–11).

Taken together, the corrected goal costs and the emergency-fund gap mean this household's near-term savings capacity is more constrained than it first appears — Section 13 sets out a prioritised, phased plan for closing these gaps in a realistic order, rather than assuming everything can be funded from today's surplus at once.



2. KEY METRICS AT A GLANCE

Key Metrics at a Glance

A quick-reference snapshot of the household's financial health. Each metric is explained in full in its respective section later in this plan.

SAVINGS RATE

22.5%

Healthy, but currently unallocated rather than goal-directed. See Section 13.

EMERGENCY FUND COVERAGE

2.3 months

Target: 6 months (₹8.52L). Shortfall: ₹5.32L. Section 7.

HOUSEHOLD INSURANCE ADEQUACY

~3%

₹10L held against a ~₹3.25 Cr combined need. Section 9.

DEBT-TO-INCOME

164%

₹62.2L liabilities vs ₹38L income, driven by the home loan. Section 11.

These ratios are illustrative, computed from the figures elsewhere in this plan, and are provided as a navigational summary only — they do not replace the detailed analysis in each section.



3. ABOUT RAHUL & PRIYA

About Rahul & Priya

Household snapshot

	Rahul	Priya
Age	42	40
Occupation	IT Manager, private sector	School Administrator
Annual income (gross)	₹24,00,000	₹14,00,000
Employer benefits	EPF, gratuity, group health cover	EPF, group health cover

Family

Two children — Ananya (9) and Aarav (6), both in school. Rahul's parents (both 70+) are financially independent but reside with the family; no direct dependency currently, though this is noted as a factor for the insurance and emergency-fund review.

Objectives, in their own words

"We want to know if we're actually saving enough for retirement, or just assuming we are."

"Ananya is set on studying abroad — we want to plan properly for what that actually costs, not just hope it works out."

"We have insurance policies from three different agents over the years and don't know if we're over- or under-covered."



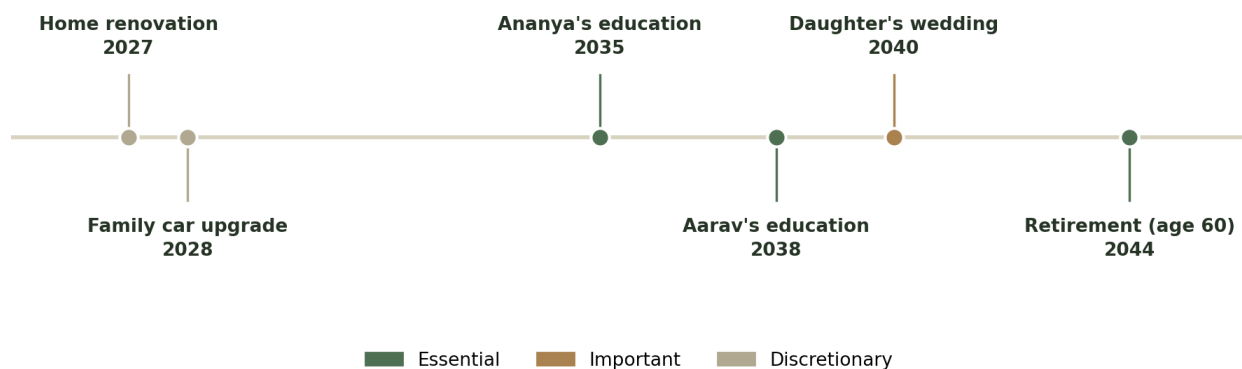
4. FINANCIAL GOALS

Financial Goals

Goals were prioritised jointly with the family and translated into today's rupee terms, then projected forward using assumed inflation of 6% p.a. for education and general goals, and 7% p.a. for retirement-year expenses.

Goal	Target year	Cost today	Future cost	Priority
Retirement (Rahul, age 60)	2044	—	₹6.8 Cr corpus needed	Essential
Ananya's higher education	2035	₹70,00,000	₹1.18 Cr	Essential
Aarav's higher education	2038	₹25,00,000	₹56,00,000	Essential
Elder daughter's wedding	2040	₹15,00,000	₹34,00,000	Important
Home renovation	2027	₹8,00,000	₹9,00,000	Discretionary
Family car upgrade	2028	₹12,00,000	₹14,30,000	Discretionary

Ananya's education cost, revised. Study-abroad costs vary hugely by destination: ~₹40–80 lakh for the UK, up to ₹2.5 crore for the US or Canada — not the ₹25 lakh domestic figure originally used. Uses ₹70 lakh here as a working estimate; revisit once confirmed (Section 13 has the SIP impact).





5. NET WORTH STATEMENT

Net Worth Statement

Assets

Asset	Current value
Equity mutual funds (11 folios, across 3 platforms)	₹42,80,000
EPF (combined)	₹31,20,000
PPF	₹9,40,000
Fixed deposits	₹6,00,000
Direct equity (individual stocks)	₹4,10,000
Residential property (self-occupied)	₹1,10,00,000
Gold (jewellery + SGB)	₹8,50,000
Savings account balance	₹3,20,000

Liabilities

Liability	Outstanding
Home loan (18 years remaining, 8.6% floating)	₹58,40,000
Car loan	₹3,80,000

Net worth

Total assets ₹2,15,20,000 – Total liabilities ₹62,20,000 = Net worth ₹1,53,00,000



6. CASH FLOW SUMMARY

Cash Flow Summary

	Monthly (₹)	Annual (₹)
Combined take-home income	2,58,000	30,96,000
Fixed expenses (household, EMIs, school fees)	1,42,000	17,04,000
Discretionary spending	38,000	4,56,000
Current savings & investments	58,000	6,96,000
Unallocated surplus	20,000	2,40,000

The ₹20,000/month unallocated surplus is the primary lever in this plan — but the first call on it needs to be the emergency fund below, not new investment.

7. Emergency Fund Assessment

The one gap that comes before every other recommendation in this plan: this household has no real liquidity cushion.

Metric	Value
Liquid savings currently held (savings account)	₹3,20,000
Monthly fixed expenses (household, EMIs, school fees)	₹1,42,000
Current coverage	2.3 months
Recommended coverage (6 months)	₹8,52,000
Shortfall	₹5,32,000

The ₹6,00,000 in fixed deposits doesn't count here — it's earmarked separately, not accessible within a day or two like a true emergency fund needs to be.

Recommendation: close this gap before increasing any other SIP. Redirecting the full ₹20,000/month surplus into a liquid or overnight fund closes it in **~27 months**. Sequencing against other goals is in Section 13.



8. RISK PROFILE & ASSET ALLOCATION

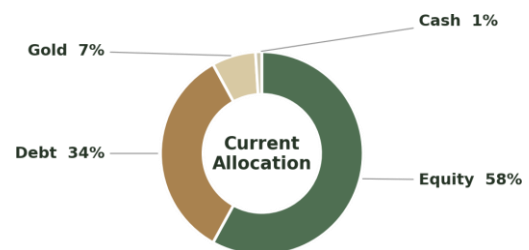
Risk Profile & Asset Allocation

Risk profile

Based on the risk-profiling questionnaire completed by both Rahul and Priya, combined with a review of their investment time horizon and past reactions to market volatility, the household risk profile is assessed as **Moderately Aggressive**. This supports a meaningfully equity-tilted portfolio for goals more than 7 years away, with a shift toward debt as each goal approaches.

Current vs recommended allocation

Asset class	Current	Recommended
Equity (direct + mutual funds)	58%	62%
Debt (EPF, PPF, FD)	34%	28%
Gold	7%	7%
Cash	1%	3%



The directional shift is modest — the bigger issue identified is not the broad equity/debt split but portfolio construction (see below).

Portfolio construction issues identified

- 11 mutual fund folios with 4 different large-cap/flexi-cap funds that overlap by over 60% in underlying holdings.
- No small-cap or international allocation despite a 20+ year horizon for the retirement goal.
- Direct equity holdings are concentrated in 3 stocks from Rahul's employer's sector — an unintended concentration risk.

Suggested consolidation (illustrative)

Category	Illustrative fund (Direct Plan)	Role
Large-cap / passive core	UTI Nifty 50 Index Fund	Low-cost core holding
Flexi-cap	Parag Parikh Flexi Cap Fund	Actively managed core
Mid & small-cap	Nippon India Small Cap Fund	Growth tilt for the 20+ year horizon
International	Motilal Oswal Nasdaq 100 FOF	Geographic diversification — currently absent

Illustrative only — specific funds would be selected via full due diligence at the time of implementation, not fixed in advance. **All four are assumed as Direct Plans:** skipping the distributor/regular-plan route avoids the ~1% annual commission drag, which compounds to a meaningfully larger final corpus over a 20+ year horizon — often cited as ~15% more at maturity for the same investment.



9. INSURANCE ASSESSMENT

Insurance Assessment

Life insurance — Rahul

Policy	Type	Sum assured	Annual premium	Assessment
LIC Jeevan Anand	Traditional endowment	₹10,00,000	₹58,000	Poor cost-efficiency; consider surrender post term-plan purchase
Employer group term	Group term	₹50,00,000	Employer-paid	Cover lapses on leaving employer
No standalone term cover	—	—	—	Gap — see recommendation

Income-replacement need for Rahul: approximately ₹1.85 crore (10× annual income, adjusted for existing liabilities and goals). Combined existing cover (excluding employer group term, which is not portable): ₹10 lakh. Shortfall: approximately ₹85 lakh net of employer cover, or ₹1.75 crore if planning independent of employment continuity.

Life insurance — Priya

The most significant gap in this plan. Priya carries no personal life cover at all — only employer group health, which doesn't cover loss of life. At ₹14,00,000/year (37% of household income), her loss would directly threaten both children's education goals and the home loan. Same methodology as Rahul (10× income): need ≈ **₹1.4 crore**, held: ₹0.

Health insurance

Family floater of ₹10 lakh (employer-provided, Priya) plus a personal floater of ₹15 lakh — adequate base cover for current family size and city of residence. No separate critical-illness or personal accident cover currently held; recommended given family history of cardiac conditions (Rahul's father).



10. TAX PLANNING

Tax Planning

Figures below are illustrative and directional; confirm with a CA before filing.

Section 80C utilisation

Combined household limit: ₹3,00,000 (₹1,50,000 each). Estimated EPF + PPF contributions: **₹2,85,000** — about ₹15,000 of headroom left, easiest to use via a PPF top-up or ELSS before the financial year closes.

Old vs new regime

With combined 80C of ~₹2.85L, home loan interest (Section 24b, up to ₹2L), and standard deduction, the **old regime** is likely more favourable for both Rahul and Priya at these income levels. Confirm with exact numbers at filing time.

Capital gains on consolidating the mutual fund folios

Estimated unrealised LTCG on the four overlapping large-cap/flexi-cap funds: ₹15,00,000.

Approach	LTCG tax payable
Redeem in a single financial year	₹1,71,875
Split across two financial years (using the ₹1,25,000 exemption twice)	₹1,56,250

Saves ~₹15,625 — the reason this plan recommends consolidating in tranches (Section 13), not all at once.

11. HOME LOAN: PREPAY, REFINANCE, OR INVEST?

Home Loan: Prepay, Refinance, or Invest?

The largest liability on the balance sheet, and never actively reviewed since it was taken.

Metric	Value
Outstanding principal	₹58,40,000
Headline interest rate	8.6% floating
Approx. annual interest (current year)	₹5,02,000
Tax shield (Section 24b, capped at ₹2,00,000, 30% slab)	₹60,000
Effective post-tax interest cost	~7.6% p.a.

Refinance: 8.6% is on the higher end for this profile — estimated EMI is roughly ₹53,000/month at the current rate. Worth asking the existing lender for a rate match first; failing that, a balance transfer to ~8.1% is realistic given 18 years remain, cutting the EMI to approximately ₹51,450/month and saving an estimated ₹3.9 lakh in interest over



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the remaining term.

Prepay vs invest?

At ~7.6% effective post-tax cost against an assumed 11–12% long-term portfolio return, **investing the surplus is expected to outperform prepaying**. It also keeps SIP capacity toward the retirement shortfall (Section 12) rather than widening it.

Prepayment is still a guaranteed, risk-free return with real psychological value. Middle path once the emergency fund and insurance gaps are closed: direct future lump sums (bonus, maturity proceeds) toward prepayment; keep the monthly SIP capacity invested.

Illustrative, current-year figures. Compare actual refinance offers against the existing lender's retention offer before switching.

12. RETIREMENT PROJECTION

Retirement Projection

Assumption	Value
Rahul's current age / retirement age	42 / 60
Current monthly household expense	₹1,80,000
Inflation assumption	7% p.a.
Post-retirement life expectancy assumption	to age 90
Pre-retirement portfolio return assumption	11% p.a. (blended)
Post-retirement portfolio return assumption	7.5% p.a. (blended)

Result

Corpus required at retirement (age 60): approximately **₹6.8 crore**, to sustain current lifestyle (inflation-adjusted) through age 90.

Projected corpus at current savings rate: approximately **₹5.4 crore** — a shortfall of roughly ₹1.4 crore.

Additional monthly SIP required to close the gap: approximately **₹18,000/month**, started now and stepped up 10% annually in line with expected income growth.

These projections are illustrative and based on the assumptions above; actual outcomes will vary with market performance, inflation and changes in personal circumstances.



13. RECOMMENDATIONS & ACTION PLAN

Recommendations & Action Plan

Retirement (₹18,000/month) and Ananya's revised goal (~₹66,000/month) alone need ~₹84,000/month — more than the ₹20,000 surplus can support alongside the emergency fund and insurance gaps. The phasing below sequences the real priorities rather than pretending everything can be funded at once.

Phase 1 — Immediate (within 30 days)

- Purchase a standalone term life policy for Rahul, sum assured ₹1.5 crore, to close the majority of his insurance gap.
- **Purchase a standalone term life policy for Priya, sum assured ₹1 crore** — this is a new and higher-priority recommendation than anything else in this plan, given she currently carries no cover at all.
- Add a critical-illness rider or standalone policy of ₹15-20 lakh given family history.
- Open a separate liquid or overnight fund and redirect the ₹20,000/month unallocated surplus into it, to begin closing the ₹5.32 lakh emergency-fund shortfall (Section 7).

Phase 2 — Near term (1-3 months)

- Consolidate the 11 mutual fund folios into the 4 illustrative Direct Plan funds in Section 8, done in two tranches across financial years to manage the capital-gains impact (Section 10). Don't reinvest each redemption as a lump sum — park proceeds in a liquid fund first, then run a Systematic Transfer Plan (STP) of roughly equal monthly instalments over 6-12 months into the target fund, to reduce the risk of reinvesting everything at a single, potentially unfavourable, market level.
- Review and likely reduce/restructure the LIC Jeevan Anand policy once term cover is in place.
- Use the ~₹15,000 of remaining 80C headroom via a PPF top-up or ELSS investment before the financial year closes.
- Have a direct conversation with the existing home loan lender about a rate reduction (Section 11).

Phase 3 — Once the emergency fund is complete (~month 27 onward)

- Redirect the full ₹20,000/month surplus, plus the annual 10% step-up, to the retirement SIP gap first, then Ananya's education SIP.
- Revisit discretionary spending (₹38,000/month) — a 10-15% trim materially shortens both timelines.
- Revisit Ananya's study-abroad scope around 2031-2032, once the country/course is clearer — ₹70 lakh is a planning estimate anchored to UK/Australia-type costs; a US destination could run past ₹1.5 crore, so this should be firmed up well before 2035.

Ongoing

- Annual review of the plan against actual income, expenses and goal timelines (this is the scope of our Wealth Management / annual renewal service).
- Step up all goal-based SIPs by 10% each year in line with expected income growth.
- Revisit asset allocation as each goal comes within 3 years of its target date, shifting the relevant portion toward debt.



14. IMPORTANT DISCLOSURES

Important Disclosures

This document is a SAMPLE and is provided purely to illustrate the structure, depth and format of the financial plan you would receive as a client. The client (Rahul & Priya Sharma), all figures, goals, policies and recommendations shown are entirely fictional and are not based on any real person or engagement.

This sample does not constitute investment advice, and no reliance should be placed on any figure, assumption or recommendation contained in it. Actual plans are prepared only after a formal engagement, execution of the advisory agreement, and completion of KYC and risk-profiling for the specific client.

Tax-related content in this sample (Section 10) is illustrative and directional only, based on rules current at the time of writing. Tax laws change, and individual tax outcomes depend on each person's complete return — actual filings should always be confirmed with a qualified chartered accountant.

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