

# A Study on Impact of SIPs on Long-Term Wealth Creation

<sup>1</sup>Mr. Fasi Ur Rehman, <sup>2</sup>Ms. Vaishanavi

<sup>1</sup>*Assistant Professor, J.B. Institute of Engineering and Technology*

<sup>2</sup>*J.B. Institute of Engineering and Technology*

**Abstract—One of the best and most disciplined ways for individual investors in India to invest is via Systematic Investment Plans (SIPs). Investing in mutual funds on a periodic basis is made possible by systematic investment plans (SIPs), which encourage long-term asset accumulation, financial planning, and a decrease in the risk of market timing. Investor returns, risk reduction, and long-term investing behavior are the primary foci of this research as it investigates the effect of SIPs on wealth creation. The research examines SIP performance using parameters including CAGR, XIRR, volatility, drawdowns, and rupee cost averaging advantages using historical data of equities mutual funds. When compared to lump-sum investments, systematic investment plans (SIPs) improve portfolio stability and mitigate market volatility. Investment discipline, risk tolerance, and responses to market volatility**

## I. INTRODUCTION

Systematic Investment Plans (SIPs) have been a major factor in the phenomenal expansion of India's mutual fund sector over the last several years. little-investment plans (SIPs) have recently gained popularity as a strategy for disciplined and organized investing. They allow people to invest little sums at regular intervals, which helps with financial planning and building wealth over the long run. Anyone, from novices to seasoned pros, may benefit from systematic investment plans (SIPs) since they allow investors to ride out market volatility using rupee cost averaging and compounding.

The behavioral finance theory that regular investment lessens emotional biases like greed and anxiety is congruent with the idea of SIPs. Automating investments, SIPs promote discipline, lessen the risk of market timing, and make it easier to invest with a specific objective in mind. Regular payments and reinvested gains may build up a substantial amount of money over extended time periods with SIPs. With the increasing use of mutual funds in India, it is crucial for investors, financial planners, and lawmakers to comprehend how systematic investment plans (SIPs) really contribute to wealth accumulation.

Many retail investors still have a lack of knowledge and understanding about the advantages of systematic investment plans (SIPs), despite their popularity. Many people make the mistake of withdrawing their money too soon or not investing consistently enough because they don't understand the long-term nature of SIPs. Through the examination of performance metrics, analysis of investing behavior, and comparison of SIP returns with other investment strategies, this research seeks to assess the influence of SIPs on long-term wealth development. Investors may optimize their portfolios and make educated choices using the knowledge gathered.

1. A Plan for Systematic Investment (SIP) Regular (monthly or quarterly) contributions to a mutual fund may be made via a systematic investment plan (SIP). It gets rid of the need to timing the market and encourages investment based on habits.
2. Building Wealth for the Future Accumulating financial assets over time via disciplined investing behavior, compounding, and regular returns is what is known as wealth development.
3. Margins on Rupees Long-term, RCA lowers the average cost per unit and dampens market volatility by allowing investors to purchase more units when prices are low and fewer when prices are high.
4. Compounding's Power The process of compounding guarantees that investment gains are reinvested, leading to even more returns. Compounding greatly improves wealth growth over extended periods of time.
5. Decreased Risk Particularly in unpredictable markets, systematic investment plans (SIPs) assist reduce timing risk and make investing easier overall.
6. How Investors Act Results from SIPs are affected by factors such as investment discipline, risk tolerance, understanding of market cycles, and financial literacy.

Systematic Investment Plans (SIPs) have become an essential component of retail investing behavior in the ever-changing world of personal finance, particularly in the Indian mutual fund market. Investors are looking for ways to invest that provide stability, discipline, and long-term financial security in addition to rewards, since financial markets are becoming more dynamic and turbulent. The simplicity, low cost, and organized nature of SIPs have contributed to their meteoric rise in popularity. They make it possible for people to invest little sums at regular periods, which reduces the effect of short-term market volatility and removes the psychological burden of trying to time the market.

## II. NEED FOR THE STUDY

More and more people are realizing the significance of long-term financial planning in light of the current fast-paced financial landscape. Investors are increasingly seeking structured investing solutions due to rising inflation, unstable income patterns, and the growing desire for financial independence. One popular way for individual investors to start saving regularly and gradually amass wealth is via a Systematic Investment Plan (SIP).

Many investors still don't understand that regular, long-term investment outperforms infrequent

or short-term involvement, even if SIPs are popular. Common misunderstandings about SIPs, market volatility, and expected returns all work against investors' efforts to build wealth. Studying the true performance of SIPs over various time periods and market cycles is, hence, very important.

### III. SCOPE OF THE STUDY

This research aims to thoroughly evaluate the efficacy of SIPs in creating wealth over the long term. Various types of mutual funds, including equity, hybrid, and index funds, are the subject of the SIP evaluations. Various market stages and cycles are captured in the research by measuring success across varied investment lengths, such as 5, 10, and 15 years. In order to comprehend behavioral differences and awareness levels, the geographical scope encompasses both urban and semi-urban investors. Investor discipline, risk perception, and decision-making tendencies are among the behavioral aspects taken into account in the research, in addition to financial indicators including standard deviation, risk-adjusted returns, CAGR, XIRR, and NAV performance. Since the study's focus is on long-term wealth generation, direct stock SIPs, PMS investments, and short-term SIPs below one year are not included in the scope. Furthermore, taxes is not thoroughly examined in the research, but, for the sake of context, tax issues may be quickly addressed. By integrating quantitative financial research with qualitative behavioral insights, the study seeks to provide a comprehensive perspective on SIP success.

### IV. OBJECTIVES OF THE STUDY

- To examine the role of Systematic Investment Plans (SIPs) in promoting disciplined and regular investment behavior among retail investors.
- To analyze the long-term returns generated through SIPs across different categories of mutual funds such as equity, hybrid, and index funds.
- To compare the performance of SIP investments with lump-sum investments over various market cycles and time horizons.
- To evaluate the impact of rupee cost averaging and compounding on wealth accumulation in SIPs over the long term.

### V. RESEARCH METHODOLOGY

Data Collection:

- Primary Data: Structured questionnaires and interviews with mutual fund investors.
- Secondary Data: AMFI reports, mutual fund fact sheets, historical NAV data from AMCs, SEBI reports, journals, and financial websites.

Sample Size:

168 retail investors

Sampling Technique:

Convenience sampling / Purposive sampling.

Limitations of the Study

- The study is limited to the selected securities
- Time is the major limitations of the study
- Data collected for the analysis may not be the right time for the analysis
- Analyzed data may or may not give the accurate results for the decision making

## VI. REVIEW OF LITERATURE

A Comparative Study Mutual Fund Investment of Salaried People in Urban Area of Nasik District by Prof Deshpande AnuyaSamrudha, (March 2018): Author States that The tax-free status of ULIP has contributed to its rising popularity since the announcement of the LTCG tax in the budget. However, income taxability should not be the exclusive criterion used to evaluate an instrument. The research is centered on seven important factors. These factors include simplicity of choice, taxability of income, liquidity, flexibility, returns, risk element, and the cost to be borne. Using these seven criteria, we compare ULIPs and mutual funds to find the best investing alternative

Comparative Study of Mutual Funds in Present Context by Anjali Yadav, (January 2018): Researcher states that There has been a steady uptick in the assessment of financial planning over the last few decades, but research on the elements that investors consider when choosing between various life insurance and mutual fund schemes is scant, and much less is known about investors' thoughts, feelings, and actions. Individuals and businesses are guided toward the best investment path by the saving goals and investor information sources. The term "mutual fund" refers to a specific kind of pooled investment vehicle that is overseen by a professional. In insurance, ULIP refers to a unit-linked plan

Mutual Funds A Cost and Return Basis Analysis by Devi Kabirdoss, (may 2018): Life insurance firms provide the Unit Linked Insurance Plan (ULIP), a kind of insurance that combines investment rewards with risk protection. A ULIP premium includes both an investment component and a risk premium since the policy is a combined product. You may use the premium money for health insurance, life insurance, or any other legitimate reason. To participate in the securities market on behalf of thousands of unit holders, an investment business or trust combines their resources and forms a mutual fund

A Project Report on "Mutual Funds Under Banking Sector with reference to HDFC Bank" by Sandhu Srilatha, Mrs. Seema Nazneen, (Dec 2020): Life insurance firms provide a policy called a Unit Linked Insurance Plan (ULIP) that combines risk protection with investment rewards. Because ULIPs are hybrid products, the premiums paid for them include both an investment component and a risk premium. Life, health, or other legitimate risks may need a premium. To participate in the securities market on behalf of thousands of unit holders, an investment business

or trust combines their resources and forms a mutual fund

A Comparative analysis on Standing of ULIPs in an Individuals Investment Portfolio by J Shanmuganathan, K.Muthaih, (Aug 2012): The ULIP was well-known for providing investing opportunities in addition to life insurance. Mutual funds, conventional insurance, and fixed deposits have all had their advantages, but ULIP has consistently outpaced them. A more satisfactory explanation for the increased demand from ULIP is provided by the comparison study. Factors pertaining to the cost of changing asset allocation, tax advantages, investment mode flexibility, management fees, and portfolio transparency are examined as ULIP's advantages over mutual funds

Comparative Study of Mutual Funds in Present Context by Anjali Yadav, (Jan 2018): There has been a steady increase in the number of studies assessing financial planning over the last several decades, but surprisingly little is known about the elements that investors consider when choosing between various life insurance and mutual fund plans. The money goals and information sources for investors advise people and businesses on the best investment path to take. The term "mutual fund" refers to a specific kind of pooled investment vehicle that is overseen by a professional

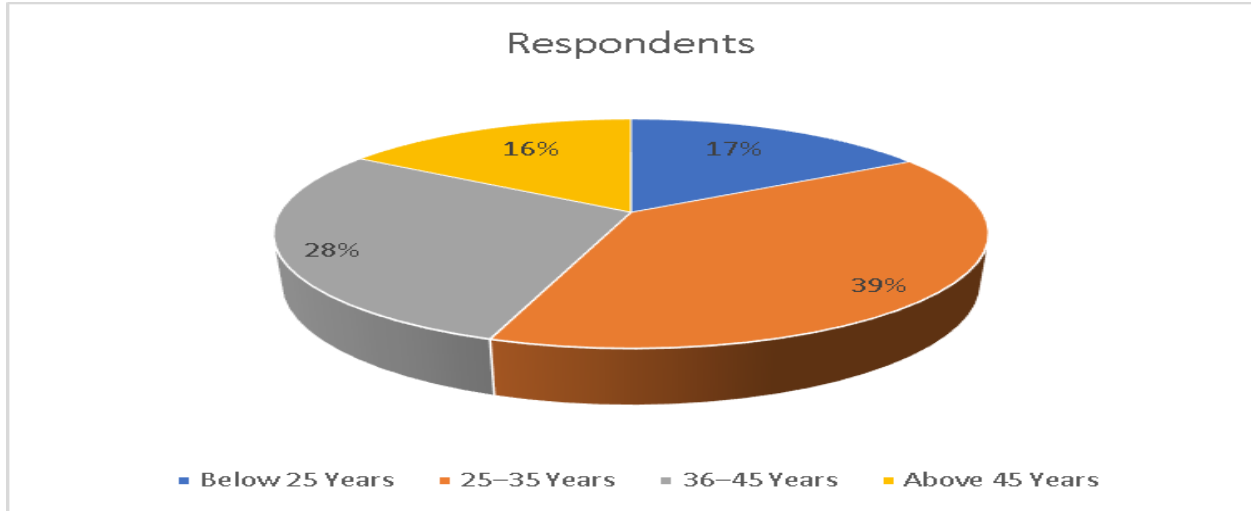
Comparative Analysis of Mutual Funds by Priti Rai, (April 2016): Even more so in years with increased market volatility and the possibility of investment losses, most people are not comfortable paying a charge for financial guidance. A mutual fund is an investment vehicle that brings together the savings of many people who have a same financial objective, such as the potential for capital appreciation or dividend income, and operates on the basis of a trust. Equity, debentures, and foreign exchange are some of the capital market products that are invested with the collected funds. One product that combines insurance, risk sharing, and investment is a unit-linked insurance plan

A Project Report on “Mutual Funds Under Banking Sector with reference to HDFC Bank” by Sandhu Srilatha, (Dec 2020): Life insurance firms provide a plan called a Unit Linked Insurance Plan (ULIP) that combines investment rewards with risk protection. Because ULIPs are hybrid products, the premiums paid for them include both an investment component and a risk premium. Life, health, or other legitimate risks may need a premium. Mutual funds are investment companies or trusts that invest in the securities market on behalf of thousands of unit holders by pooling their resources

## VII. DATA ANALYSIS AND INTERPRETATION

Age

Age Group	Respondents	Percentage
Below 25 Years	28	17
25–35 Years	65	39
36–45 Years	48	29
Above 45 Years	27	16
Total	168	100

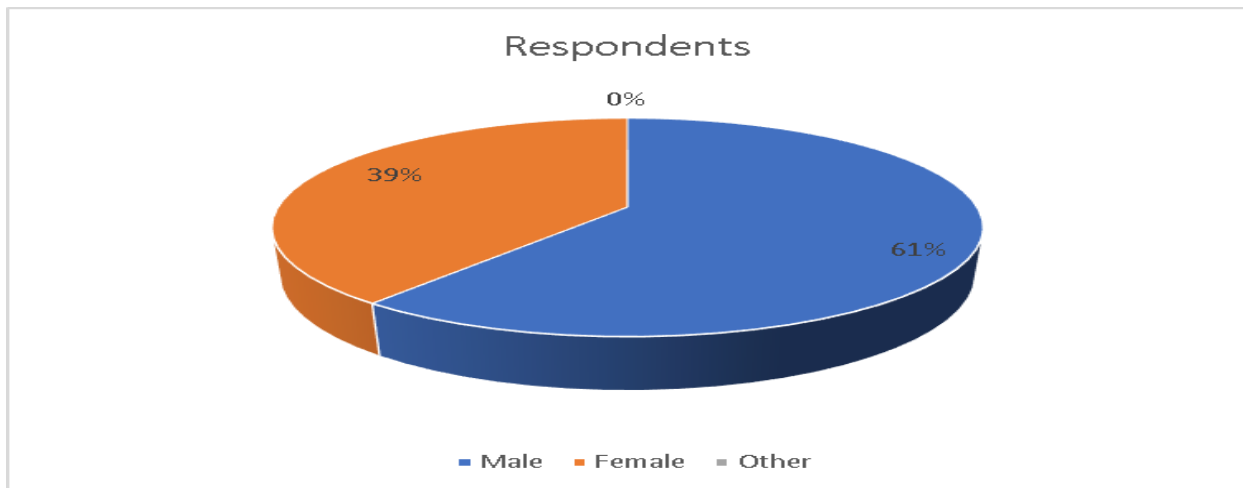


**Interpretation**

The majority of respondents (39%) belong to the 25-35 years age group, followed by 36-45 years (29%). This indicates that SIP investments are most popular among young and middle-aged investors who are focused on long-term wealth creation.

**Gender**

Gender	Respondents	Percentage
Male	102	61
Female	66	39
Other	0	0
Total	168	100

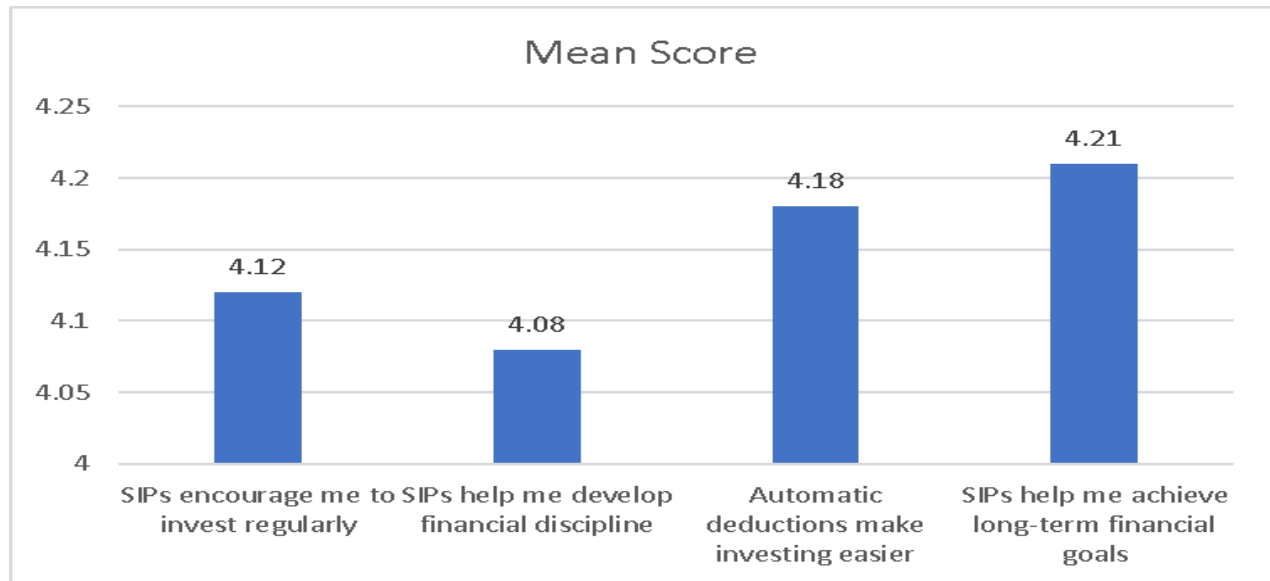


**Interpretation**

Male respondents constitute the majority (61%) of the sample, indicating greater participation in SIP investments among male investors.

SIP and Investment Discipline

Statement	Mean Score	Interpretation
SIPs encourage me to invest regularly	4.12	Agree
SIPs help me develop financial discipline	4.08	Agree
Automatic deductions make investing easier	4.18	Agree
SIPs help me achieve long-term financial goals	4.21	Strongly Agree



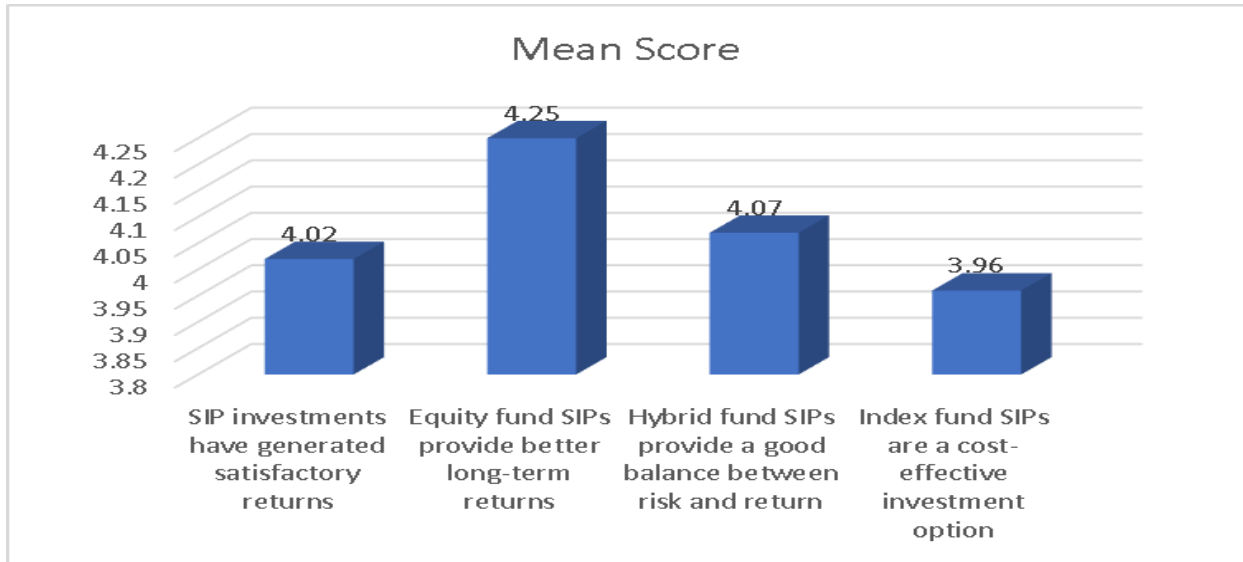
Interpretation

The statement “SIPs help me achieve long-term financial goals” recorded the highest mean score of 4.21, indicating Strong Agreement among respondents. This suggests that investors strongly believe SIPs are an effective tool for building wealth and achieving future financial objectives. The statement “Automatic deductions make investing easier” obtained a mean score of 4.18, reflecting respondents’ agreement that the automated nature of SIP investments simplifies the investment process and promotes convenience. “SIPs encourage me to invest regularly” achieved a mean score of 4.12, while “SIPs help me develop financial discipline” recorded a mean score of 4.08. Both statements fall under the Agree category, indicating that respondents perceive SIPs as an effective mechanism for fostering consistent investment habits and improving financial discipline.

SIP returns and Performance

Statement	Mean Score	Interpretation
SIP investments have generated satisfactory returns	4.02	Agree
Equity fund SIPs provide better long-term returns	4.25	Strongly Agree

Hybrid fund SIPs provide a good balance between risk and return	4.07	Agree
Index fund SIPs are a cost-effective investment option	3.96	Agree

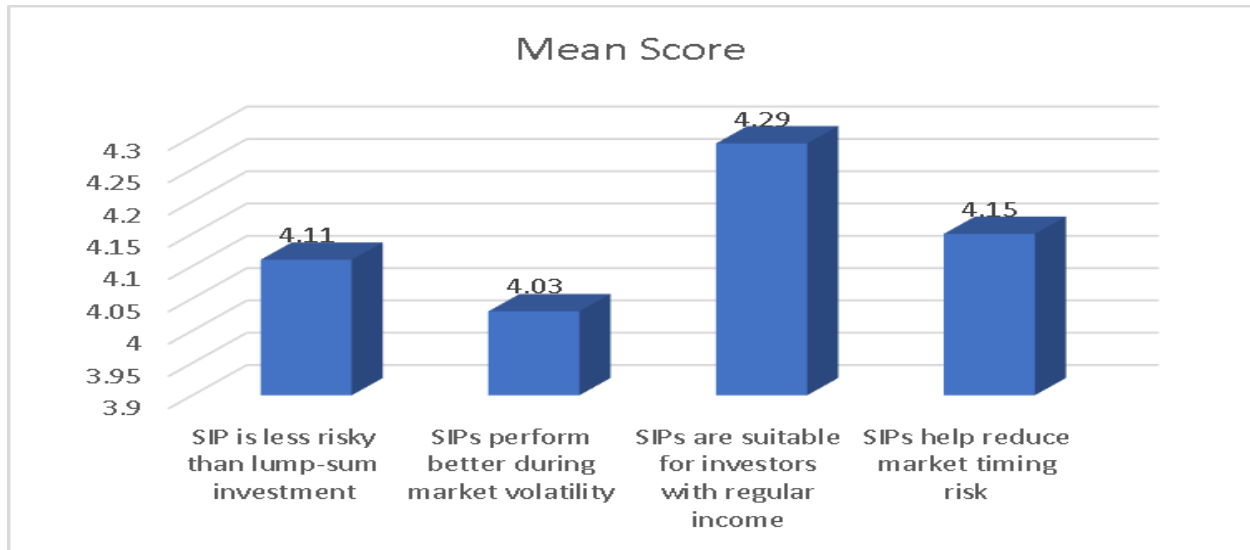


**Interpretation**

The statement “Equity fund SIPs provide better long-term returns” recorded the highest mean score of 4.25, indicating Strong Agreement among respondents. This suggests that investors strongly believe equity-oriented SIPs offer superior wealth creation opportunities over the long term. The statement “Hybrid fund SIPs provide a good balance between risk and return” achieved a mean score of 4.07, reflecting respondents' agreement that hybrid funds effectively combine growth potential with risk management. Similarly, “SIP investments have generated satisfactory returns” received a mean score of 4.02, indicating that investors are generally satisfied with the returns earned through SIP investments. The statement “Index fund SIPs are a cost-effective investment option” recorded a mean score of 3.96, which also falls within the Agree category. This suggests that respondents recognize the benefits of index funds, particularly their lower costs and passive investment approach.

**SIP vs Lump sum Amount**

Statement	Mean Score	Interpretation
SIP is less risky than lump-sum investment	4.11	Agree
SIPs perform better during market volatility	4.03	Agree
SIPs are suitable for investors with regular income	4.29	Strongly Agree
SIPs help reduce market timing risk	4.15	Agree



### Interpretation

The statement “SIPs are suitable for investors with regular income” recorded the highest mean score of 4.29, indicating Strong Agreement among respondents. This suggests that investors strongly believe SIPs are well-suited for individuals who receive a consistent income, as they allow systematic and periodic investments. The statement “SIPs help reduce market timing risk” achieved a mean score of 4.15, reflecting respondents’ agreement that SIPs minimize the need to predict market movements by spreading investments over time. Similarly, “SIP is less risky than lump-sum investment” received a mean score of 4.11, indicating that investors perceive SIPs as a safer investment approach due to their ability to average purchase costs and reduce exposure to market fluctuations. The statement “SIPs perform better during market volatility” recorded a mean score of 4.03, which also falls under the Agree category. This indicates that respondents believe SIPs can effectively manage the impact of market volatility through regular investments and rupee-cost averaging.

## VIII. FINDINGS

- The majority of respondents (399%) belong to the 25–35 years age group, followed by 36–45 years (29%). This indicates that SIP investments are most popular among young and middle-aged investors who are focused on long-term wealth creation.
- Male respondents constitute the majority (61%) of the sample, indicating greater participation in SIP investments among male investors.
- Most respondents are graduates (33.%) and postgraduates (29%), suggesting that higher educational attainment may positively influence awareness and participation in SIP investments.
- Out of the total 168 respondents, 142 respondents (85%) answered "Yes", while 26 respondents (15%) answered "No".

- Employees make up 72 (43% of 168 responses), showing that salaried workers dominate the sample. Professionals with 28 (17%) and Business Owners with 32 (19%) follow. Students make up 18 (11%), while retirees make up 10 (6%). Others, with 8 responders (5%), is the smallest occupational group.
- 35% (58) belong to the ₹25,001–₹50,000 income bracket. This is followed by the ₹50,001–₹75,000 income category, with 42 responders (25%). The sample includes 26 respondents (15%) earning ₹75,001–₹1,00,000, and 24 responders (14%) earning below ₹25,000. The Above ₹1,00,000 income category had 18 responders (11%), the smallest income group. About 60% of respondents earn between ₹25,001 and ₹75,000 per month, showing a predominance in the middle-income sector.
- 58 responders (35% of 168) have 1–3 years of experience. The next group, 46 (27%), has 3–5 years of experience. 40 responders (24%), with over 5 years of experience, are experienced. The smallest group is 24 responders (14%) with less than a year of experience.
- The biggest number of 62 respondents (37%) fall into the ₹2,001–₹5,000 investment group out of 168 respondents. Next is the ₹5,001–₹10,000 group, with 48 responders (29%). 26 (15%) respondents invest ₹10,001–₹20,000 each month, while 20 (12%) invest less than ₹2,000. The Above ₹20,000 category had 12 responses (7%), the smallest group in the sample.
- Equity Funds were the most popular investment option for 76 respondents (45%). This shows a preference for growth funds notwithstanding market risks. Hybrid Funds placed second with 42 respondents (25%), demonstrating investors' desire for a balanced approach with equity and debt assets. Index Funds are favored by 24 respondents (14%), whereas Debt Funds are selected by 18 (11%), showing lesser risk tolerance. Others comprise 8 (5%) of the sample.
- Wealth Creation is the most important priority for 72 (43%), out of 168 respondents. This suggests that most investors seek long-term capital appreciation and financial growth. Retirement Planning was the second most significant priority for 34 respondents (20%), demonstrating the increased awareness of post-retirement financial security. Children's Education accounts for 26 responders (15%), emphasizing the relevance of future educational costs in investing decisions. Twenty (12%) respondents prioritize tax savings, whereas 16 (10%) prioritize emergency fund creation. These results suggest that respondents want money, financial stability, and tax benefits.
- “SIPs help me achieve long-term financial goals” had the highest mean score of 4.21, indicating Strong Agreement. This implies that investors firmly feel SIPs may help them create wealth and meet their goals. The statement “Automatic deductions make investing easier” had a mean score of 4.18, indicating that respondents agreed that SIP investments are convenient and automated. Mean scores for “SIPs encourage me to invest regularly” and “SIPs help me develop financial discipline” were 4.12 and 4.08.
- Both statements were agreed upon, demonstrating that respondents believe SIPs promote consistent investment habits and financial discipline.

“Equity fund SIPs provide better long-term returns” had the highest mean score of 4.25, indicating Strong Agreement. This shows investors firmly believe equity-oriented SIPs offer greater long-term wealth building. Respondents agreed that hybrid funds mix growth potential with risk management, scoring 4.07 for the statement

- “Hybrid fund SIPs provide a good balance between risk and return”. “SIP investments have generated satisfactory returns” had a mean score of 4.02, showing that investors are happy with SIP results. A mean score of 3.96 indicates agreement with the statement “Index fund SIPs are a cost-effective investment option”. This shows that respondents like index funds' cheaper expenses and passive investment methodology.
- “SIPs are suitable for investors with regular income” had the highest mean score of 4.29, indicating Strong Agreement. This shows that investors firmly feel SIPs are ideal for consistent income earners since they allow systematic and periodic investing. SIPs lessen market timing risk by spreading investments across time, according to respondents, who gave the statement a mean score of 4.15. Due to its capacity to average purchase prices and lessen market volatility, investors believe SIPs are safer than lump-sum investments, as shown by their mean score of 4.11. SIPs perform better amid market volatility had a mean score of 4.03, indicating Agree. People think SIPs can handle market volatility with frequent investments and rupee-cost averaging.

## IX. SUGGESTIONS

- To expand SIP adoption across all demographics, mutual fund providers and financial institutions should launch awareness efforts targeting younger and older age groups. Currently, SIP membership is concentrated among those 25-45 years old.
- The majority of investors have bachelor's degrees or more, therefore it's important to help those with less knowledge understand SIP advantages and how to manage their investments through targeted financial literacy programs.
- Male investors were more likely to participate, according to the study. Increased female engagement in the financial sector might be achieved through the introduction of tailored SIP products and women-centric investing awareness campaigns by financial institutions.
- To expand access to financial services for those with lower incomes, fund houses should provide flexible SIP programs with low minimum investment amounts, as the majority of respondents fall into the middle-income bracket (₹25,001-₹755,000).
- Respondents with only one to three years of SIP experience make up a sizable portion of the total. In order to increase retention and involvement, investor education programs should highlight the benefits of investing in the long run.
- The average monthly contribution from an investor is between 2,001 and 10,000 rupees. Financial advisers should advise their clients to optimize wealth generation over the long term by increasing SIP contributions in tandem with income growth.

- The best way to invest is in equity funds. To assist investors in creating diverse portfolios that align with their risk tolerance and financial objectives, it is important to educate them about debt, hybrid, and index funds.
- Fund managers and advisors should offer goal-based investing solutions that take into account the main purpose of creating wealth, as well as retirement planning, saving for children's education, emergency money, and tax savings.
- Results showing high levels of financial discipline and consistent investment show that SIPs are well-liked for their methodical approach. Financial institutions should maintain their support for systematic investment plans (SIPs) because of the disciplined wealth they help build.
- In terms of long-term returns, respondents are adamant that equities SIPs are superior. In order to get the full benefits of compound interest over the long run, investors should be taught by their financial advisors to remain invested even when markets are volatile.
- Respondents acknowledge index funds as cost-effective, yet they are still not very popular. Fund management companies should launch awareness campaigns stressing the merits of low cost ratios and passive investment.
- Campaigns aimed at raising investor knowledge should highlight ideas like rupee-cost averaging and long-term investment to reassure investors in volatile markets, since respondents believe that SIPs mitigate market timing risk.
- If financial institutions really want to help their customers succeed financially, they should tailor their advisory services to each customer's unique age, income, risk tolerance, and investing objectives.
- It would be beneficial for mutual fund firms to improve their digital investing platforms and mobile applications in order to streamline SIP registration, monitoring, and portfolio administration. Respondents like automated deductions for their convenience.

## X. CONCLUSION

Investors, especially those between the ages of 25 and 45, who are thinking about building wealth over the long term, have begun to choose Systematic Investment Plans (SIPs) in mutual funds, according to a study that looked at their effects and perceptions. Salaried workers with moderate incomes make up the bulk of responses, suggesting that SIPs appeal to those looking for a disciplined and reasonably priced way to invest. According to the results, saving for retirement and the education of one's children are the top three investing priorities. As a result of their preparedness to take on moderate risk in pursuit of larger long-term returns, the majority of respondents choose equities fund SIPs. Additionally, the rising need for balanced investment strategies and diversified portfolios is seen by the popularity of index funds and hybrids. A very favourable outlook on SIPs is revealed by the perception analysis. The majority of respondents feel that systematic investment plans (SIPs) are a good way to save for the future, build financial discipline, invest consistently, and lessen the chance of losing money due to market timing.

Additionally, investors think that methodical investment procedures and rupee-cost averaging help SIPs perform well during times of market volatility. Another reason SIPs are so popular is that they are suitable for those with regular income and because automated withdrawals are so convenient.

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