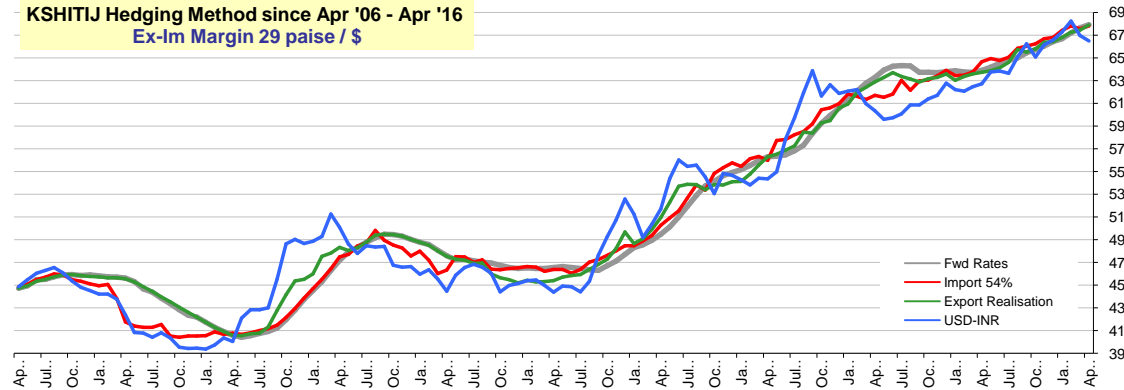


## 10 Years : Performance of the KSHITIJ Hedging Method, upto Apr'16



KSHITIJ Hedging Method since Apr '06 - Apr '16  
Ex-Im Margin 29 paise / \$



### Results of the KSHITIJ Hedging Method upto Apr 2016

	Export Realsn	Benchmarks	Dollar-Rupee	Import Paymt	Fwd Rates	Exp - Imp	% Gain
06-07	45.56	45.24	45.18	45.23	45.60	0.33	0.73%
07-08	43.29	42.49	40.29	40.94	43.21	2.34	5.73%
08-09	43.59	41.86	46.00	42.62	42.42	0.96	2.26%
09-10	48.79	47.54	47.46	48.05	48.67	0.74	1.53%
10-11	46.19	46.62	45.56	46.72	46.87	-0.54	-1.15%
11-12	47.41	46.74	47.91	47.52	47.18	-0.11	-0.24%
12-13	53.69	51.96	54.39	53.86	53.29	-0.18	-0.33%
13-14	59.03	56.35	60.34	59.52	58.95	-0.48	-0.81%
14-15	63.26	62.07	61.17	62.85	63.86	0.42	0.66%
15-16	65.63	64.50	65.46	66.14	65.62	-0.51	-0.78%
Apr '16	67.90	66.28	66.47	67.81	67.92	0.09	0.13%
121 Mth Avg	51.78	50.67	51.50	51.48	51.70	0.29	0.57%
Average Export-Import Margin							0.57%

Comparing against Rupee - Unhedged scenario				Comparing against Forwards - Fully Hedged scenario			
Year	Export Realsn	Import Paymt	EXIM P/L	Year	Export Realsn	Import Paymt	EXIM P/L
06-07	0.83%	-0.10%	0.73%	06-07	-0.10%	0.82%	0.73%
07-08	7.45%	-1.63%	5.82%	07-08	0.19%	5.24%	5.43%
08-09	-5.26%	7.35%	2.10%	08-09	2.75%	-0.48%	2.27%
09-10	2.80%	-1.25%	1.55%	09-10	0.24%	1.27%	1.51%
10-11	1.37%	-2.55%	-1.18%	10-11	-1.46%	0.32%	-1.14%
11-12	-1.05%	0.81%	-0.24%	11-12	0.48%	-0.73%	-0.24%
12-13	-1.29%	0.96%	-0.33%	12-13	0.75%	-1.09%	-0.34%
13-14	-2.16%	1.36%	-0.80%	13-14	0.14%	-0.96%	-0.82%
14-15	3.43%	-2.75%	0.68%	14-15	-0.94%	1.59%	0.65%
15-16	0.26%	-1.05%	-0.79%	15-16	0.01%	-0.80%	-0.78%
16-17	2.14%	-2.01%	0.14%	16-17	-0.04%	0.17%	0.13%
121 Mth Avg	0.54%	0.03%	0.57%	122 Mth Avg	0.15%	0.43%	0.57%

The KSHITIJ Hedging Method is India's only complete, end-to-end method for managing Forex Risk on Exports and Imports, for which a patent application has been filed. It is the invention and property of Kshitij Consultancy Services. Results and method details are made known only to high-value Clients, on a strictly confidential basis.

Results of the KSHITIJ Hedging Method compare very well with (A) Spot USD-INR (which is a proxy for "unhedged" strategy), with (B) the KSHITIJ Dynamic Benchmarks themselves and (C) with Forward Rates, which is a proxy for hedging with Forwards only.

Importantly, the Method has provided protection to the Exporter in 2007-08 (Export Realisation 43.29 v/s Spot Rupee 40.24), 2009-10 and 2010-11 and to the Importer in 2008-09 (Import Payments 42.62 v/s Spot Rupee 46.00), in 2011-12 (Import Payments 47.52 v/s Spot Rupee 47.91), in 2012-13 (Import Payments 53.67 v/s Spot Rupee 54.44) and in 2013-14 (Import Payments 59.11 v/s Spot Rupee 60.09).

Thus, both the Exporters and Importers have got protection when they needed it most.

**NOTE: All results are after accounting for Hedging Costs.**

