IN CONVERSATION

**RADHIKA GUPTA**
*Chief executive officer of Edelweiss Mutual Fund*

# 'Women tend to make investment for longer horizons than men'

MANY Indians enter retirement with limited cash flow, as they fail to strike a balance between healthy and unhealthy debts. In an interview with **Pushpita Dey,** CEO of Edelweiss Mutual Fund, **Radhika Gupta** explains why disciplined saving, avoiding unhealthy debt, and building liquid investments matter more than simply accumulating assets. **Edited Excerpts:**

**Foreign investors have pulled out over ₹62,800 cr from Indian equities in the first fortnight of June. Is this a cyclical risk-off phase or structural reassessment of India?**
I think we get very emotional about foreign capital. Foreign investors make global asset allocation decisions. They have 20, 30 or even 40 markets to choose from. Their decisions depend on valuations, AI opportunities, taxation, and what's happening in their home markets. India has been temporarily out of favour for a combination of reasons, but I don't believe this reflects any structural concern about India's long-term growth story.

**What do you see as the main reasons behind foreign investors pulling out? Is taxation the key concern?**
India doesn't fit neatly into any single investment category. We're not the cheapest market, nor are we the fastest-growing one, and we don't yet fit into the AI investment theme.

Yes, taxation could improve. We've already seen changes on the fixed-income side, and I'm sure policymakers remain open to evaluating other areas as well. More broadly, we should continue improving the ease of investing and the tax framework for foreign investors.

**How long can domestic flows continue to offset sustained foreign outflows without affecting market valuations?**
They've already absorbed a major portion of the selling. The bigger question is: how long can foreign investors keep selling? Eventually, selling moderates because there's only so much they can exit.

If foreign investors continue to sell while domestic investors keep buying, markets stop moving higher. If you look at the primary market, very little has happened over the last six months. Foreign selling via the IPO route has also slowed because issuance itself has moderated. These are self-correcting mechanisms.

**One encouraging trend is the rise in women investors. Nearly 35% of our investors are women, making them one of our fastest-growing segments, particularly women in their 20s and 30s. Women tend to invest with longer time horizons than men**

**You often say you track consumer data. What investment patterns are you seeing across age groups and professions?**
One encouraging trend is the rise in women investors. Nearly 35% of our investors are women, making them one of our fastest-growing segments, particularly women in their 20s and 30s.

Women tend to invest with longer time horizons than men, which is a positive behavioural trait. That said, every demographic has its weaknesses. If I had to identify one common behavioural issue, it would be the obsession with short-term returns and recent performance.

**Is that behaviour common across all demographics?**
Absolutely. Bad investing behaviour has no borders.

**You called specialised investment funds (SIFs) the 'investment product of the decade'. What will determine whether they become mainstream, and risks involved?**
I don't think the ₹10 lakh minimum investment threshold is very high in today's India. An investor putting ₹10 lakh into an SIF is likely to have an overall investment corpus of around ₹1 crore. Today, many investors have portfolios worth ₹50 lakh to ₹2 crore. That said, SIFs shouldn't be the first investment product someone buys because they involve greater nuance and complexity. I don't believe anyone should invest in something they don't understand.