



Dated: December 9, 2011

The Manager Listing Department  
National Stock Exchange of India Ltd.  
Exchange Plaza  
Plot no. C/1, G Block  
Bandra-Kurla Complex  
Bandra (E), Mumbai - 400 051

The Manager -- Listing Department  
Bombay Stock Exchange Limited  
✓ Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai- 400 001

Dear Sirs,

**Information under Clause 36 of the Listing Agreement**  
**Sale of 25% stake each of IDFC Mutual Fund Business**

This is with reference to our letter dated December 16, 2010 on the captioned subject, a copy of which is attached herewith for your ready reference.

Further to the said letter, we would like to inform you that all the requisite regulatory / statutory approvals pertaining to this transaction have been received and the said deal is now completed. Accordingly, 25% of the total issued and paid up Equity Share Capital of each of IDFC Asset Management Company Limited and of IDFC AMC Trustee Company Limited, plus one equity share of each of these companies have been transferred to Natixis Global Asset Management Asia Pte Ltd.

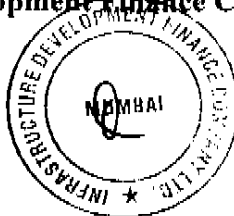
A Press release on the subject matter is enclosed herewith.

Kindly upload this information on your website.

Thanking you,

**For Infrastructure Development Finance Company Limited**

  
**Mahendra N Shah**  
Company Secretary





## Press Release

For immediate release

Mumbai, 9 December 2011

### **IDFC and Natixis Global Asset Management Finalise Strategic Partnership for Asset Management Business**

IDFC, a leading India-based financial services group, and Natixis Global Asset Management (NGAM) announced today that NGAM has acquired a 25% stake in the IDFC Asset Management Company (IDFC AMC) and the IDFC AMC Trustee Company. IDFC AMC is the investment manager of IDFC Mutual Fund and is the IDFC group's asset management platform focused on retail and institutional investors in the public market. The transaction, completed on 8 December, allows NGAM to expand its global footprint in Asia.

The new partnership further strengthens NGAM's global business which currently features a significant presence in Asia, including Japan, Taiwan, Singapore and China. The agreement also offers IDFC AMC the opportunity to reach international investors who are interested in participating in India's growth and investing in Indian equity markets.

"This agreement is a significant step in NGAM's corporate goal to diversify our business globally and strengthen our presence in Asia," said Pierre Servant, CEO of NGAM. "Joining forces with IDFC AMC allows us to expand our expertise range and extend our reach to India, a dynamically emerging economy with a rapidly expanding individual investor base that seeks more and more innovative and international investment opportunities."

Rajiv Lall, Managing Director and CEO of IDFC, said: "Joining forces with Natixis Global Asset Management is a win-win for both companies as we seek to best navigate today's highly complex marketplace. NGAM has an established asset management business with expansive distribution capabilities around the world and through our new partnership, IDFC AMC now has the ability to offer domestic investors access to international investment opportunities through NGAM investment products."

#### **About IDFC**

Infrastructure Development Finance Company Limited (IDFC) is India's premier financial services institution focused on infrastructure. It was set up in 1997 by the Government of India as a financier and catalyst for the private sector's involvement in infrastructure development in India. IDFC has evolved into a 'one stop shop' for infrastructure finance in India, meeting the complex and ambitious requirements of an expanding client base.

IDFC's strategy involves all parts of the value chain of infrastructure, providing a differentiated value proposition to its clients. IDFC's domain expertise in infrastructure combined with product breadth – project financing, investment banking and asset management – enables it to provide creative solutions to its clients. IDFC has strong relationships with the private sector and government enabling it to provide objective advice and facilitate public-private partnerships in infrastructure. IDFC Foundation helps train government officials on public-private partnerships, and provides advice on infrastructure policy and governance issues and on sustainable development strategies.

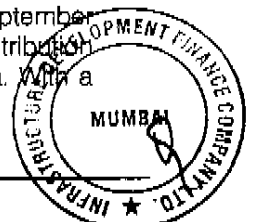
#### **About IDFC AMC**

IDFC Asset Management Company Ltd. is a well-established fund house sponsored by IDFC Ltd with average Assets under Management (AuM) of Rs 28,908 crores (USD 5.6 billion) (as of 30 September 2011). The AMC manages a range of funds across debt and equity asset classes and has a distribution reach that covers 39 cities directly and has an indirect presence in over 208 towns across India. With a

#### **Infrastructure Development Finance Company Ltd.**

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strong research capability and a performance track record IDFC MF has received a number of awards and recognitions for its schemes performance from different research and rating agencies.

The performance record of IDFC AMC is a direct result of its commitment to a disciplined and time-tested investment approach, proprietary to the AMC.

#### **About Natixis Global Asset Management**

Natixis Global Asset Management is one of the 15 largest asset managers in the world based on assets under management.<sup>1</sup> Its affiliated asset management companies provide investment products that seek to enhance and protect the wealth and retirement assets of both institutional and individual investor clients. Its proprietary distribution network helps package and deliver its affiliates' products around the world. Natixis Global Asset Management brings together the expertise of multiple specialised investment managers based in Europe, the United States and Asia to offer a wide spectrum of equity, fixed-income and alternative investment strategies.

Headquartered in Paris and Boston, Natixis Global Asset Management's assets under management totaled \$705 billion (€525 billion) as of 30 September 2011. Natixis Global Asset Management is part of Natixis. Listed on the Paris Stock Exchange, Natixis is a subsidiary of BPCE, the second-largest banking group in France. Natixis Global Asset Management's affiliated investment management firms and distribution and service groups include: Absolute Asia Asset Management; AEW Capital Management; AEW Europe; AlphaSimplex Group; Aurora Investment Management; Capital Growth Management; Casplan Capital Management; Darius Capital Partners; Gateway Investment Advisers; H2O Asset Management; Hansberger Global Investors; Harris Associates; Loomis, Sayles & Company; Natixis Asset Management; Natixis Global Associates; Natixis Multimanager; Ossiam; Reich & Tang Asset Management; Snyder Capital Management; and Vaughan Nelson Investment Management.

#### **About Natixis**

Natixis is the corporate, investment and financial services arm of BPCE, the second-largest banking group in France with 22% of total bank deposits and 36 million clients spread over two networks, Banque Populaire and Caisse d'Epargne.

With approximately 22,000 employees, Natixis has a number of areas of expertise which are organised in three main business lines: Corporate and Investment Banking, Investment Solutions (asset management, private banking, insurance and private equity) and Specialised Financial Services.

A global player, Natixis has its own client base of companies, financial institutions and institutional investors as well as the client base of individuals, professionals and small- and medium-size businesses of BPCE's two retail banking networks.

Listed on the Paris stock exchange, Natixis has a solid financial base with total Tier 1 capital of €16.5 billion, a Tier 1 ratio of 11.6% and quality long-term ratings (Standard & Poor's and Fitch Ratings: A+; Moody's: Aa3).

<sup>1</sup> Cerulli Quantitative Update: Global Markets 2011, based on December 31, 2010 AUM of \$713 billion.

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