Nippon Life India Asset Management Ltd

May 15, 2020

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai 400 001
BSE Scrip Code: 540767

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (East), Mumbai 400 051
NSE Scrip Symbol: NAM-INDIA

Dear Sir(s),

Sub.: Media Release

Further to our letter dated May 15, 2020, we enclose herewith the media release of the Company for your information.

We request you to inform your members accordingly.

Thanking you.

Yours faithfully,
For **Nippon Life India Asset Management Limited**
(formerly **Reliance Nippon Life Asset Management Limited)**

Nilufer Shekhawat
Company Secretary & Compliance Officer

MEDIA RELEASE

BUSINESS RECOVERY ON TRACK POST SHAREHOLDING CHANGE

FY20 OPERATING PROFIT INCREASED TO RS. 570 CRORE (US$ 76 MILLION) - UP 8%

FY20 PROFIT AFTER TAX WAS AT RS. 415 CRORE (US$ 55 MILLION)

Q4 FY20 OPERATING PROFIT INCREASED TO RS. 152 CRORE (US$ 20 MILLION)

Q4 FY20 PROFIT AFTER TAX WAS AT RS. 4 CRORE
(PROFIT IMPACTED BY MTM LOSS IN TREASURY OPERATIONS DUE TO MARKET VOLATILITY IN MARCH 2020)

BOARD PROPOSED FINAL DIVIDEND OF RS. 2 PER SHARE
TOTAL DIVIDEND OF RS. 5 PER SHARE IN FY20

Mumbai, May 15, 2020: Nippon Life India Asset Management (NAM India), asset manager of Nippon India Mutual Fund, announced its financial results for the year and quarter ended March 31, 2020.

Mr. Sundeep Sikka, ED & CEO, NAM India, said "FY20 has been an eventful year for us as Nippon Life Insurance became our principal shareholder. **Post rebranding, NIMF took positive strides towards regaining its lost industry market share and investor base**. Growth in AUMs reflected the increased investor confidence in NIMF, both in the individual and corporate segments. **H2 FY20** saw a **growth** of **16%** in **operating profit** driven by **better investor stickiness, ability to preserve yields and cost efficiencies**, despite turbulent equity markets and former legacy issues.

Responding to the overall economic slowdown due to the Covid19 crisis, and the resultant market uncertainties, **the Board,** on a conservative note, **decided that all NIMF's schemes* will make fresh investments in AA and above rated issuers only.**

Also, I am happy to share that, despite the lockdown, **all business operations continued without any disruption, using digital platforms**.

Our business fundamentals continue to be strong, primarily driven by unstinted support from Nippon Life Insurance, dominant market position, stable management team, vast and granular distribution network, robust risk management framework, superior digital ecosystem, and a vibrant domestic growth story. **Our focus on profitable growth will continue in the future too.**"

Business Highlights

- As on March 31, 2020, NAM India's **assets under management was Rs. 2,55,265 crore** (US$ 34.0 billion)
- As on March 31, 2020, NIMF's quarterly average assets under management (QAAUM) was **Rs. 2,04,884 crore** (US$ 27.3 billion)
- For the quarter ended March 31, 2020, **Equity Assets** contributed **42%** to NIMF's AUM vis-à-vis 39% for the corresponding quarter in the previous year

- As on March 2020, NIMF has **one of the largest retail assets in the Industry,** at **Rs. 44,429 crore** (US$ 5.9 billion). **Retail assets** contributed **24%** to NIMF's AUM
- As on March 2020, NIMF garnered **AUM** of **Rs. 32,101 crore** (US$ 4.3 billion) from **'Beyond the Top 30 cities'** category. **This segment** forms **17.4%** of **NIMF's AUM** vis-à-vis **15.6% for the Industry**
- As on March 31, 2020, NIMF has **over 87 lakh investor folios.** Out of these, **over 32 lakh were SIP folios**, with an **annualised SIP book** of **approx. Rs. 9,700 crore** (US$ 1.3 billion)
- As on March 2020, Individual **AUM was Rs. 90,738 crore (US$ 12.1 billion)** and contributed **49% to NIMF's AUM**
- For the quarter ended March 31, 2020, NIMF is one of the **largest ETF players** with **AUM of Rs. 29,456 crore (US$ 3.9 billion)** and a market share of **approx. 16%**
- As on March 31, 2020, **Nippon India AIF** offers Category II and Category III Alternative Investment Funds and has **a total commitment of approx. Rs. 3,200 crore** (US$ 424 million) across various schemes
- As on March 31, 2020, **NIMF** has geographical presence at **approx. 290 locations pan India**, and is **amongst the highest in the industry**
- For the quarter ended March 31, 2020, NIMF conducted **over 150 Investor Awareness Programs**, covering **more than 7,700 participants**
- For the year ended March 31, 2020, **digital purchase transactions** rose to **over 14 lakh - an increase of 31%**. Digital channel contributed **45%** to **total new purchase transactions**

Financial Highlights

- For the year ended March 31, 2020, **Operating Profit** was **Rs. 570 crore** (US$ 76 million) - **an increase of 8%**
- For the year ended March 31, 2020, **Profit after Tax** was **Rs. 415 crore** (US$ 55 million)
- For the quarter ended March 31, 2020, **Operating Profit** was **Rs. 152 crore** (US$ 20 million)
- For the quarter ended March 31, 2020, **Profit after Tax** was **Rs. 4 crore**

** except Nippon India Credit Risk Fund and Nippon India Hybrid Bond Fund*

About Nippon Life India Asset Management Limited
www.nipponindiamf.com

Nippon Life India Asset Management Limited is one of the largest asset managers in India, managing (directly & indirectly) assets across mutual funds, managed accounts, alternative investments and offshore funds. NAM India is the asset manager of Nippon India Mutual Fund's schemes.

The company also acts as an advisor for India focused Equity and Fixed Income funds in Japan (launched by Nissay Asset Management), and in Thailand (launched by BBL Asset Management). It also manages offshore funds through its subsidiaries in Singapore and Mauritius and, also has representative office in Dubai thereby catering to investors across Asia, Middle East, UK, US, and Europe.

/NipponIndiaMF @NipponIndiaMF

For media queries, please contact:

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For any other queries, please contact:

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Mutual Fund investments are subject to market risks, read all scheme related documents carefully.