



## **MEDIA RELEASE**

**NIPPON LIFE INSURANCE TO ACQUIRE 26 PER CENT STAKE  
IN RELIANCE CAPITAL ASSET MANAGEMENT**

**TRANSACTION PEGS RELIANCE CAPITAL ASSET MANAGEMENT VALUATION  
AT APPROX RS 5,600 CRORE (US\$ 1.1 BILLION)**

**NIPPON LIFE INSURANCE TO INVEST RS 1,450 CRORE (US\$ 290 MILLION)  
FOR 26 PERCENT STAKE**

**LARGEST INVESTMENT IN ANY INDIAN ASSET MANAGEMENT COMPANY  
TILL DATE**

**LARGEST FDI IN INDIAN MUTUAL FUND SECTOR TILL DATE**

**NIPPON LIFE MANAGES ASSETS OF OVER US\$ 600 BILLION (RS 30 LAKH CRORE)**

**NIPPON LIFE TOTAL ASSETS AMONGST LARGEST IN THE WORLD  
FOR ANY LIFE INSURER**

**NIPPON LIFE HAS ALREADY INVESTED RS. 3,062 CRORE (US\$ 680 MILLION)  
FOR 26 PER CENT STAKE IN RELIANCE LIFE INSURANCE**

**TRANSACTION PEGGED RELIANCE LIFE INSURANCE VALUATION  
AT RS 11,500 CRORE (US\$ 2.6 BILLION)**

**NIPPON LIFE INSURANCE IS A 122 YEAR OLD GLOBAL FORTUNE 100 COMPANY**

**NIPPON LIFE INSURANCE IS THE 7<sup>TH</sup> LARGEST LIFE INSURER IN THE WORLD  
AND NO. 1 PRIVATE LIFE INSURER IN ASIA AND JAPAN**

**January 19, 2012, Mumbai:** Nippon Life Insurance Company today signed a Memorandum of Understanding (MoU) to acquire 26 per cent stake in Reliance Capital Asset Management (RCAM), India's second largest and most profitable Asset Management Company (AMC). The transaction is subject to necessary regulatory approvals.

The MoU was signed by Mr. Anil D. Ambani, Chairman, Reliance Capital and Mr. Yoshinobu Tsutsui, President, Nippon Life, here today.



Nippon Life will invest an aggregate value of Rs 1,450 crore (US\$ 290 million) to acquire 26 per cent strategic stake in RCAM.

The transaction pegs the total valuation of RCAM at approximately Rs 5,600 crore (US\$ 1.1 billion).

Nippon Life is a 122 year Global Fortune 100 company, and manages over USD 600 billion (Rs 30 Lakh crore) in assets, amongst the largest total assets in the world for any life insurer. The company is the 7<sup>th</sup> largest life insurer in the world and the Number 1 private life insurer in Asia and Japan

Commenting on the development, Mr. Anil D. Ambani said, " We are delighted to have Nippon as our strategic partners in the Mutual Fund business. They are already our partners in the Life Insurance business. The Mutual Fund partnership cements and strengthens the relationship between Reliance Group and Nippon Life further and takes it to a new level. "

Mr. Tsutsui said, " We are delighted to partner with Reliance Capital Asset Management – a leading company in India with highly talented executives, strong investment capability and nationwide distribution networks. This investment is our second capital alliance with Reliance Group following the investment in Reliance Life last year. Through this investment, we believe that we can strengthen our business relationship with Reliance Group which has high reputation and reliability in India."

RCAM the second largest AMC in India, in terms of AUM, with market share of 13% and managed Rs. 93,148 crore (US\$ 19 billion) as on September 30, 2011, across mutual funds, managed accounts and hedge funds. The average assets under management (AAUM) of RCAM, for the quarter ended September 30, 2011, stood at Rs. 90,661 crore (US\$ 18.5 billion).

Nippon Life Insurance is already a strategic partner in Reliance Life Insurance. The Japanese company acquired 26 per cent stake in Reliance Life Insurance at an aggregate value of Rs



3,062 crore (US\$ 680 million). The transaction pegged the total valuation of Reliance Life Insurance at approximately Rs 11,500 crore (US\$ 2.6 billion).

### **About Nippon Life Insurance**

[www.nissay.co.jp](http://www.nissay.co.jp)

Nippon Life Insurance, also called Nissay, is Japan's largest private life insurer with revenues of Rs 3,49,834 crore (US\$ 80 billion) and profits of over Rs 12,199 crore (US\$ 3 billion). The company, which has over 14 million policies in Japan, offers a wide range of products, including individual and group life and annuity policies through various distribution channels and mainly uses a face-to-face sales channel for its traditional insurance products. Company primarily operates in Japan, North America, Europe and Asia and is headquartered in Osaka, Japan.

### **About Reliance Capital Asset Management**

[www.reliancemutual.com](http://www.reliancemutual.com)

Reliance Capital Asset Management is the second largest AMC in India, in terms of AUM. The fund house managed Rs. 93,148 crore (US\$ 19 billion) as on September 30, 2011, across mutual funds, managed accounts and hedge funds.

The average assets under management (AAUM) of RMF, for the quarter ended September 30, 2011 stood at Rs. 90,661 crore (US\$ 18.5 billion).

RCAM is the only AMC in India to have been chosen to manage both, the public funds sponsored by the Indian government - the Provident Fund and Pension Fund.

The company offers a well-rounded portfolio of products, that meet varying requirements, and constantly endeavors to launch innovative products and customer service initiatives to enhance value for its investors.



RCAM is part of Reliance Capital, one of India's largest financial services companies with over 20 million customers.

### **About Reliance Capital**

[www.reliancecapital.co.in](http://www.reliancecapital.co.in)

Reliance Capital, the largest non banking finance company in India, is a part of the Reliance Group and is a constituent of S&P CNX Nifty Junior and MSCI India.

Reliance Group is amongst India's leading business houses with over 230 million customers. The Group has a strong presence across a wide array of high growth consumer-facing businesses of financial services, telecom, energy, power, infrastructure and media and entertainment.

Reliance Capital has interests in asset management and mutual funds; life and general insurance; commercial finance; equities and commodities broking; investment banking; wealth management services; distribution of financial products; exchanges; private equity; asset reconstruction; proprietary investments and other activities in financial services.

### For Media Queries

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