

MEDIA RELEASE

**RELIANCE NIPPON LIFE ASSET MANAGEMENT LIMITED (RNAM) REPORTED
STRONG GROWTH IN AUM AND PROFITABILITY IN FY18**

Q4 FY18 REVENUES STOOD AT RS. 514 CRORE (US\$ 79 MILLION) - UP 26%

Q4 FY18 PROFIT AFTER TAX AT RS.162 CRORE (US\$ 25 MILLION) - UP 35%

FY18 REVENUES AT RS. 1,815 CRORE (US\$ 279 MILLION) - UP 26%

HIGHEST EVER ANNUAL PAT OF RS. 522 CRORE (US\$ 80 MILLION) - UP 30%

**ONE OF THE LARGEST ASSET MANAGERS IN INDIA WITH ASSETS OF
RS. 396,370 CRORE (US\$ 61.0 BILLION)**

EQUITY ASSETS GREW TO RS. 87,143 CRORE (US\$ 13.4 BILLION) - UP 53%

EQUITY ASSETS (AS A PROPORTION OF TOTAL ASSETS) GREW FROM 27% TO 36%

**OVER 25 LAKH SIPs WITH ANNUALISED INFLOWS OF
APPROX. RS. 9,000 CRORE (US\$ 1.4 BILLION)**

**POST DEMONETIZATION, RMF ADDED HIGHEST RETAIL ASSETS IN THE INDUSTRY -
RS. 29,293 CRORE (US\$ 4.5 BILLION)**

RETURN ON EQUITY 25% IN FY18

**GEOGRAPHICAL PRESENCE ACROSS 282 LOCATIONS - HIGHEST AMONG AMC'S
ADDED NEW 120 LOCATIONS IN FY18**

**PROPOSED TOTAL DIVIDEND OF RS. 6 PER SHARE FOR FY18
(INCLUDING INTERIM DIVIDEND OF RS. 5 PER SHARE, DISTRIBUTED IN FEBRUARY 2018)**

Mumbai, April 25, 2018: Reliance Nippon Life Asset Management (RNAM), asset manager of Reliance Mutual Fund, announced its financial results for the period ended March 31, 2018. The key performance highlights are:

- **Q4 Revenues stood at Rs. 514 crore (US\$ 79 million) - a YoY increase of 26%**
- **FY18 Revenues at Rs. 1,815 crore (US\$ 279 million) - a YoY increase of 26%**
- **Q4 Profit after tax at Rs. 162 crore (US\$ 25 million) - a YoY increase of 35%**
- **FY18 Profit after tax at Rs. 522 crore (US\$ 80 million) - a YoY increase of 30%**
- **As on March 31, 2018, assets under management were Rs. 3,96,370 crore (US\$ 61 billion)**
- **Mutual Fund asset under management (Q-AAUM) was Rs. 2,44,904 crore (US\$ 37.7 billion) - a YoY increase of 16%**
- **RMF is one of the largest MF with overall retail assets of Rs. 73,215 Crore (US\$ 11.3 billion) - added highest retail assets i.e. Rs. 20,559 Crore (US\$ 3.2 billion) in the industry in FY18**
- **Company will continue to focus on high yielding assets. Equity Assets as a proportion of total MF assets grew from 27% in March 17 to 36% in March 18 (QAAUM basis).**

- **RMF has AUM of Rs. 51,260 Crore** (US\$ 7.9 billion) from **‘Outside the Top 15 cities’** category as on March 2018 - a **YoY increase of 25%** (21% of overall MF AUM sourced from B-15 cities)
- 25 lakh SIPs, with annualised SIP inflows of approx. Rs. 9,000 crores as on March 2018 (US\$ 1.4 billion). RMF’s SIP Book grew by 70% in FY18
- 81.7 Lakh Investor Folios - **Added 1.1 Lakh investor folio per month** in FY18
- **Digital Purchases YoY increase of 120%** in Q4; 3.35 Lakh digital purchase transactions in Q4 FY18
- One of the **largest private ETF players** in terms of Q-AAUM with **17.5% market share**
- **Reliance AIF** has total commitment of over Rs. 2,000 crores.
- **Conducted 1,630 Investor Awareness Programs**, covering 82,500+ participants in FY18
- RMF has **increased presence to 282 locations pan India**, added 120 locations in FY18
- Attracting share of incremental global inflows for India through our international subsidiaries, tie-ups in Japan, Korea and Thailand via different funds including UCITS; from Asia, Middle East, UK, Europe and Latin America
- Recently **RNAM got certified as ‘Great Place to Work’ 2018** among Top 15 companies in BFSI space - average tenure of the employees is 5 years

“With record profits this year, our focus remains on sustained profitable growth and increasing ROE. We continue to remain bullish on the industry, and will be investing in expanding geographical reach as well as increasing our digital footprint. The fact that post demonetization, the industry has seen lot of retail inflows and the highest market share has come to us, shows our execution capability and confidence of investors in the company”, said **Mr. Sundeep Sikka, ED & CEO, Reliance Nippon Life Asset Management Limited**

About Reliance Nippon Life Asset Management

www.reliancemutual.com

Reliance Nippon Life Asset Management Limited - RNAM (formerly Reliance Capital Asset Management Limited) is one of the largest asset managers in India, managing (directly & indirectly) assets across mutual funds, pension funds, managed accounts, alternative investments and offshore funds.

RNAM is the asset manager of Reliance Mutual Fund (RMF) Schemes. RNAM also has the mandates for fund management from Employees' Provident Fund Organisation (EPFO), The Pension Fund Regulatory and Development Authority (PFRDA) [as a Sponsor of the Pension Fund Manager] and The Coal Mines Provident Fund Organisation (CMPFO).

RNAM acts as the advisor for India focused Equity and Fixed Income funds [in Japan (launched by Nissay Asset Management) and Korea (launched by Samsung Asset Management)]. RNAM also manages offshore funds through its subsidiaries in Singapore and Mauritius thereby catering to investors across Asia, Middle East, UK, US, and Europe.



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