

MEDIA RELEASE

RELIANCE NIPPON LIFE ASSET MANAGEMENT LIMITED (RNAM) REPORTED STEADY GROWTH IN AUM AND PROFITABILITY IN FY19

Q4 FY19 PROFIT BEFORE TAX AT RS. 212 CRORE (US\$ 30 MILLION) - UP 38%

FY19 PROFIT BEFORE TAX AT RS. 700 CRORE (US\$ 100 MILLION) - UP 7%

Q4 FY19 NET PROFIT AT RS. 151 CRORE (US\$ 22 MILLION) - UP 34%

FY19 NET PROFIT AT RS. 486 CRORE (US\$ 69 MILLION) - UP 7%

RMF HAS THE HIGHEST RETAIL ASSETS IN THE INDUSTRY AT RS. 89,911 CRORE (US\$ 12.8 BILLION) - UP 23%

RMF ADDED HIGHEST RETAIL ASSETS IN THE INDUSTRY SINCE MARCH 2018 - RS. 16,696 CRORE (US\$ 2.4 BILLION)

RMF HAS 90.67 LAKH INVESTOR FOLIOS - ADDED APPROX. 9 LAKH FOLIOS IN FY19

APPROX. 31 LAKH SIPs WITH ANNUALISED BOOK OF RS. 10,300 CRORE (US\$ 1.5 BILLION)

EQUITY ASSETS (INCL. ETF) GREW BY 13% TO RS. 1,08,043 CRORE (US\$ 15.4 BILLION)

EQUITY ASSETS (AS A PROPORTION OF MF ASSETS) GREW FROM 36% TO 39%

SUCCESSFULLY RAISED RS. 27,000 CRORE (US\$ 3.9 BILLION) VIA TWO TRANCHES OF FURTHER FUND OFFER OF CPSE ETF IN FY19

ONE OF THE LARGEST ASSET MANAGERS IN INDIA WITH ASSETS OF RS. 4,22,149 CRORE (US\$ 60.3 BILLION) - UP 7%

ONE ONLINE PURCHASE TRANSACTION PROCESSED EVERY 30 SECONDS IN FY19

BOARD DECLARED SECOND INTERIM DIVIDEND OF RS. 3 PER SHARE (EARLIER BOARD AT ITS MEETING ON JANUARY 22ND, 2019 DECLARED FIRST INTERIM DIVIDEND OF RS. 3 PER SHARE)

Mumbai, April 29, 2019: Reliance Nippon Life Asset Management (RNAM), asset manager of Reliance Mutual Fund, announced its financial results for the year ended March 31, 2019.

Business Highlights:

- As on March 31, 2019, **RNAM's assets under management was Rs. 4,22,149 crore (US\$ 60.3 billion) - a YoY increase of 7%**
- **MF assets under management (QAAUM) was Rs. 2,33,617 crore (US\$ 33.4 billion)**
- **Leadership position in Retail Assets at Rs. 89,911 crore (US\$ 12.8 billion) - added highest retail assets i.e. Rs. 16,696 crore (US\$ 2.4 billion), in the industry since March 2018**
- **Equity Assets (incl. ETF) at Rs. 1,08,043 crore (US\$ 15.4 billion) - a YoY increase of 13%**

- **Equity Assets** (as a proportion of MF assets) **grew from 36% to 39%** as on March 2019 (QAAUM basis) as RMF continues to focus on high yielding assets
- **RMF has AUM of Rs. 45,061 crore** (US\$ 6.4 billion) from **'Outside the Top 30 cities'** category as on March 2019 **(20% of overall MF AUM)**
- **Approx. 31 lakh SIP folios**, with **annualised book of Rs. 10,300 crore** (US\$ 1.5 billion) as on March 2019
- **RMF has 90.67 Lakh Investor Folios - added approx. 9 Lakh folios** in FY19
- During the year **RNAM successfully raised Rs. 27,000 crore** (US\$ 3.9 billion) via **two Further Fund Offers of CPSE ETF** with participation across all investor categories, out of which Rs. 10,000 crore (US\$ 1.4 billion) was raised in March 2019 as part of Further Fund Offer 4 of CPSE ETF
- One of the **largest ETF players** with approx. **18% market share** (in terms of QAAUM)
- Reliance AIF offers Category II and Category III Alternative Investment Funds and has a **total commitment of over Rs. 2,500 crore** (US\$ 357 million) across various schemes
- Reliance AIF launched the **Industry's First Commodity Fund** and **Offshore real estate fund**
- **RMF is the only asset manager with all four prestigious mandates** of Employees' Provident Fund Organization, The Pension Fund Regulatory and Development Authority, Employees' State Insurance Corporation and The Coal Mines Provident Fund Organization
- RNAM has geographical presence at 300 locations pan India highest amongst AMC's
- In FY19, RMF conducted over **1300 Investor Awareness Programs**, covering over **67,000 participants**
- **In Q4 FY19, total income was at Rs. 397 crore** (US\$ 57 million), whereas **FY19 total income was at Rs. 1,650 crore** (US\$ 235 million)

Digital Focus

- In FY19, **Digital Purchase transactions** including new SIP **rose to 10.85 lakh** - a YoY increase of 47%
- On an average, RMF processed **one online purchase transaction, including new SIP, every 30 seconds** in FY19
- Over **one third transactions** are happening on **RMF Digital Assets & Integrations** which is **100% growth** over last year

"Mutual Fund Industry remains underpenetrated and presents a huge untapped potential. Industry faced multiple headwinds during the year due to regulatory changes, market volatility and credit events. However, post elections, we expect much stronger growth. Our focus continues to be on Retail Assets. In FY19, retail assets demonstrated highest growth in the industry and we continue to be the leader in this segment, driven by our unparalleled reach and strong distributor network", **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], Employees' State Insurance Corporation (ESIC) and The Coal Mines Provident Fund Organisation (CMPFO).

RNAM acts as an advisor for India focused Equity and Fixed Income funds [in Japan (launched by Nissay Asset Management), Korea (launched by Samsung Asset Management) and in Thailand (launched by BBL Asset Management)]. RNAM 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.

 / RelianceMutualFund

 @ Reliance_MF

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