



**NIPPON LIFE
INSURANCE**



**बैंक ऑफ महाराष्ट्र
Bank of Maharashtra**
भारत सरकार का चयन
एक परिवार एक बैंक

MEDIA RELEASE

RELIANCE NIPPON LIFE INSURANCE ENTERS INTO BANCASSURANCE PARTNERSHIP WITH BANK OF MAHARASHTRA

TIE-UP TO ENABLE RELIANCE NIPPON LIFE INSURANCE TO FURTHER STRENGTHEN ITS MARKET POSITION AND EXPAND BANCASSURANCE DISTRIBUTION

RELIANCE NIPPON LIFE INSURANCE SET TO TAP THE HUGE CUSTOMER BASE OF BANK OF MAHARASHTRA THROUGH MORE THAN 1880 BRANCHES

Mumbai, January 22, 2018: Reliance Nippon Life Insurance Company Limited (RNLIC), a subsidiary of Reliance Capital Limited has signed a comprehensive Bancassurance - corporate agency agreement with Bank of Maharashtra, one of the prominent public sector banks in Maharashtra. This partnership is aimed at enhancing the bank's customer proposition and positioning the bank as the most preferred financial services supermarket. This partnership further aims to maximize the distribution fee potential for the bank.

Bank of Maharashtra with its extensive network of branches enjoys great visibility across metro, urban, semi-urban and rural geographies across India, more particularly in the state of Maharashtra. The tie-up will enable Reliance Nippon Life Insurance to further its customer outreach.

Commenting on this alliance, **Mr. Ravindra Marathe, Managing Director, Bank of Maharashtra said**, "We are delighted to partner with Reliance Nippon Life Insurance as this partnership will further complement the bouquet of financial solutions viz. protection, savings and investment solutions that we offer to our customers. RNLI, with a vast distribution coverage of over 700 branches, is uniquely positioned to service our customers and distribution operations across urban and rural markets".

Commenting on the partnership, **Mr. Ashish Vohra, Executive Director & CEO, Reliance Nippon Life Insurance Company** said, "Bank of Maharashtra presents a very large opportunity and we look forward to deploying technology enabled processes to harness this alliance. Our long-term protection and assured return product suite complements the offering from the Bank. This, together with the Bank's brand salience in its core markets, allows us to leverage our capabilities for maximizing value to our customers."

About Bank of Maharashtra

<http://www.bankofmaharashtra.in/>

Bank of Maharashtra is a prominent public sector bank in India, with the Government of India owning a stake of 81.61% in the Bank. The bank has 15 million customers across the length and breadth of the country served through 1897 branches as of March 2017. It has largest network of branches by any public sector bank in the state of Maharashtra.



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About Reliance NIPPON LIFE INSURANCE

<http://www.reliancenipponlife.com>

Reliance Nippon Life Insurance Company is amongst the leading private sector life insurance companies in India in terms of individual WRP (weighted received premium) and new business WRP. The company is one of the largest non-bank supported private life insurers with over 10 million policyholders, a strong distribution network of over 700 branches and over 75,000 advisors as on March 31, 2017. The company's individual Claim Settlement Ratio, at 94.91% as of March 31, 2017, is amongst the best in the industry.

Rated amongst the Top 4 Most Trusted Life Insurance Service Brands by Brand Equity's Most Trusted Brands Survey 2016, the company's vision is "To be a company people are proud of, trust in and grow with; providing financial independence to every life we touch." With this in mind, Reliance Nippon Life caters to five distinct segments, namely Protection, Child, Retirement, Saving & Investment, and Health; for individuals as well as Groups/Corporate entities.

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 @relnipponlife

About Reliance Capital Limited

www.reliancecapital.co.in

Reliance Capital Limited, a part of the Reliance Group, is one of India's leading private sector financial services companies. It ranks amongst the top private sector financial services and banking groups, in terms of net worth. The Company is a constituent of MSCI Global Small Cap Index.

Reliance Capital has interests in asset management and mutual funds; life, health and general insurance; commercial and home finance; stock broking; wealth management services; distribution of financial products; asset reconstruction; proprietary investments and other activities in financial services.

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