

MEDIA RELEASE

RELIANCE NIPPON LIFE ASSET MANAGEMENT LIMITED (RNAM) REPORTED STEADY GROWTH IN AUM AND PROFITABILITY IN Q2 FY19

Q2 FY19 REVENUES FROM OPERATIONS ROSE TO RS. 391 CRORE (US\$ 56 MILLION)

Q2 FY19 NET PROFIT AT RS. 114 CRORE (US\$ 16 MILLION) - UP 12%

**H1 FY19 STANDALONE CORE OPERATING PROFIT AT RS. 256 CRORE
(US\$ 37 MILLION) - UP 15%**

**AWARDED THE PRESTIGIOUS MANDATE FROM THE
EMPLOYEES' STATE INSURANCE CORPORATION (ESIC) TO MANAGE ITS FUNDS**

**WITH ESIC MANDATE, RNAM BECOMES THE ONLY ASSET MANAGER TO HAVE
FOUR SUCH PRESTIGIOUS MANDATES (EPFO, PFRDA, CMPFO, ESIC)**

**ONE OF THE LARGEST ASSET MANAGERS IN INDIA
WITH ASSETS OF RS. 4,04,870 CRORE (US\$ 57.8 BILLION) - UP 6%**

**RMF HAS THE HIGHEST RETAIL ASSETS IN THE INDUSTRY AT
RS. 83,721 CRORE (US\$ 12.0 BILLION) WITH OVER 81 LAKH RETAIL INVESTORS**

**RMF ADDED HIGHEST RETAIL ASSETS IN THE INDUSTRY SINCE SEPT 2017 -
RS. 20,070 CRORE (US\$ 2.9 BILLION)**

**EQUITY ASSETS (INCL. ETF) CROSSED MILESTONE OF
Rs. 100,000 CRORE (US\$ 14.4 BILLION) - UP 25%**

**NEARLY 29 LAKH SIPs WITH ANNUALISED BOOK OF
APPROX. RS. 10,200 CRORE (US\$ 1.5 BILLION)**

EQUITY ASSETS (AS A PROPORTION OF TOTAL ASSETS) GREW FROM 31% TO 37%

GEOGRAPHICAL PRESENCE ACROSS 298 LOCATIONS - HIGHEST AMONG AMC'S

Mumbai, October 31, 2018: Reliance Nippon Life Asset Management (RNAM), asset manager of Reliance Mutual Fund, announced its financial results for the period ended September 30, 2018.

Business Highlights:

- As on Sept 30, 2018, **RNAM's assets under management was Rs. 4,04,870 crore** (US\$ 57.8 billion) - a YoY increase of 6%
- **MF assets under management (QAAUM) was Rs. 244,843 crore** (US\$ 35.0 billion) - a YoY increase of 6%
- **Leadership position in Retail Assets at Rs. 83,721 crore** (US\$ 12.0 billion) - added **highest retail assets** i.e. Rs. 20,070 crore (US\$ 2.9 billion), in the industry since Sept 2018
- **Equity Assets (incl. ETF) AT Rs. 1,00,847 crore** (US\$ 14.4 billion) - a YoY increase of 25%
- **Equity Assets** (as a proportion of MF assets) **grew from 31% to 37%** as on Sept 2018 (QAAUM basis) as RMF continues to focus on high yielding assets

- **RMF has AUM of Rs. 41,305 crore** (US\$ 5.9 billion) from ‘**Outside the Top 30 cities**’ category as on Sept 2018 (**17% of overall MF AUM**)
- **Approx. 29 lakh SIP folios**, with **annualised book of approx. Rs. 10,200 crore** (US\$ 1.5 billion) as on Sept 2018
- In Q2 FY19, **Digital Purchase transactions rose to 1.87 lakh - a YoY increase of 36%**
- One of the **largest ETF players** with approx. **14% market share** (in terms of QAAUM)
- Reliance AIF has a **total commitment of approx. Rs. 2,400 crore** across various schemes and has launched the fourth equity fund i.e. “Reliance Equity Opportunities Scheme 4”.
- Awarded the **prestigious mandate from the Employees’ State Insurance Corporation (ESIC)** to manage its funds
- With existing mandates from Employees’ Provident Fund Organization, The Coal Mines Provident Fund Organization and The Pension Fund Regulatory and Development Authority, **RMF is the only asset manager with all four prestigious mandates**
- RMF has a pan India **presence across 298 locations** and **over 71,100 empanelled distributors**
- In Q2 FY19, RMF conducted **358 Investor Awareness Programs**, covering **18,200+ participants**

“We continue to deliver on our strategy of **deeper retail penetration and garnering higher flows from ‘beyond Top 30 cities’** with focus on profitable growth. We have higher share of retail assets which tends to be stickier during volatile periods. **SIP flows continue to remain strong**, indicating the evolving behavior of retail investors. We have strengthened our physical and digital distribution network and are well geared for robust growth in the coming quarters”, 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 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.



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