

MEDIA RELEASE

**RELIANCE NIPPON LIFE ASSET MANAGEMENT LIMITED (RNAM) BOARD DECLARED
INTERIM DIVIDEND OF RS. 3 PER SHARE**

Q3 FY19 REVENUES FROM OPERATIONS AT RS. 350 CRORE (US\$ 50 MILLION)

Q3 FY19 NET PROFIT AT RS. 110 CRORE (US\$ 16 MILLION)

9M FY19 CORE OPERATING PROFIT AT RS. 371 CRORE (US\$ 53 MILLION) - UP 7%

**ONE OF THE LARGEST ASSET MANAGERS IN INDIA
WITH ASSETS OF RS. 4,14,362 CRORE (US\$ 59.2 BILLION) - UP 7%**

**RMF HAS THE HIGHEST RETAIL ASSETS IN THE INDUSTRY AT RS. 83,000 CRORE
(US\$ 11.9 BILLION)**

**RMF ADDED HIGHEST RETAIL ASSETS IN THE INDUSTRY SINCE DEC 2017 -
RS. 12,000 CRORE (US\$ 1.7 BILLION)**

**OVER 29 LAKH SIPs WITH ANNUALISED BOOK OF RS. 10,100 CRORE
(US\$ 1.4 BILLION)**

EQUITY ASSETS (AS A PROPORTION OF TOTAL ASSETS) GREW FROM 34% TO 38%

**EQUITY ASSETS (INCL. ETF) GREW TO RS. 102,734 CRORE
(US\$ 14.7 BILLION) - UP 12%**

**SUCCESSFULLY RAISED RS. 17,000 CRORE (US\$ 2.4 BILLION) AS PART OF
FURTHER FUND OFFER 3 OF CPSE ETF**

GEOGRAPHICAL PRESENCE AT NEARLY 300 LOCATIONS - HIGHEST AMONG AMCs

Mumbai, January 22, 2019: Reliance Nippon Life Asset Management (RNAM), asset manager of Reliance Mutual Fund, announced its financial results for the quarter ended December 31, 2018.

Business Highlights:

- As on Dec 31, 2018, **RNAM's assets under management was Rs. 4,14,362 crore** (US\$ 59.2 billion) - a YoY increase of 7%
- **MF assets under management (QAAUM) was Rs. 236,256 crore** (US\$ 33.8 billion)
- **Leadership position in Retail Assets at Rs. 83,005 crore** (US\$ 11.9 billion) - added **highest retail assets** i.e. **Rs. 12,007 crore** (US\$ 1.7 billion), in the industry since December 2017
- **Equity Assets (incl. ETF) AT Rs. 1,02,734 crore** (US\$ 14.7 billion) - a YoY increase of 12%
- **Equity Assets** (as a proportion of MF assets) **grew from 34% to 38%** as on Dec 2018 (QAAUM basis) as RMF continues to focus on high yielding assets
- **RMF has AUM of Rs. 42,864 crore** (US\$ 6.1 billion) from 'Outside the Top 30 cities' category as on Dec 2018 (**18% of overall MF AUM**)

- **Over 29 lakh SIP folios**, with **annualised book of Rs. 10,100 crore** (US\$ 1.4 billion) as on Dec 2018
- In Q3 FY19, **Digital Purchase transactions rose to 2.73 lakh - a YoY increase of 71%**
- Successfully raised **Rs. 17,000 crore** (US\$ 2.4 billion) as part of **Further Fund Offer 3** of **CPSE ETF** with participation across all investor categories
- One of the **largest ETF players** with approx. **17% market share** (in terms of QAAUM)
- Reliance AIF offers Category II and Category III Alternative Investment Funds and has a **total commitment of approx. Rs. 2,500 crore** across various schemes. It has recently launched “Reliance Yield Plus AIF Scheme 1” in the High Yield Debt Space
- **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
- RMF has a pan India **presence at nearly 300 locations** and **over 72,500 empanelled distributors**
- In Q3 FY19, launched **UCITS India Fixed Income Fund**
- In Q3 FY19, RMF conducted **316 Investor Awareness Programs**, covering **16,100+ participants**

“With our value accretive investments in strong physical distribution network and digital space we are clearly seeing the results of it. We are getting higher retail flows across smaller cities and towns and RNAM has emerged as a leader in terms of retail assets. We continue our focus on profitable growth and in state of readiness for incremental growth going forward”, 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.



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