(Formerly Reliance Nippon Life Asset Management Limited)

MEDIA RELEASE

Q3 FY21 PROFIT AFTER TAX WAS AT RS. 212 CRORE - UP 42%
Q3 FY21 OPERATING EXPENSES WAS AT RS. 130 CRORE - DOWN 22%
9M FY21 PROFIT AFTER TAX WAS AT RS. 514 CRORE - UP 24%
9M FY21 OPERATING EXPENSES WAS AT RS. 398 CRORE - DOWN 22%
BOARD APPROVED INTERIM DIVIDEND OF RS. 3 PER SHARE
TOTAL ASSETS UNDER MANAGEMENT AT RS. 3,52,360 CRORE AS ON DEC 2020
MF ASSETS UNDER MANAGEMENT UP 35% AS ON DEC 2020 VS. MAR 2020

Mumbai, January 27, 2021: Nippon Life India Asset Management, asset manager of Nippon India Mutual Fund (NIMF), announced its financial results for the guarter ended December 31, 2020.

Mr. Sundeep Sikka, ED & CEO, NAM India, said "in the last six months, global and domestic economic activity has seen a sharp rebound. The Indian mutual fund industry's assets have increased at a strong pace in this period and, are poised to grow exponentially in the next 3 - 5 years. Our priority is to be 'Future Ready' and capture this long-term opportunity.

To execute a **profitable growth strategy**, with the "**Investor First**" **philosophy at its core**, we place relentless emphasis on four key pillars viz. superior fund performance in the active category, comprehensive product offering in the passive category, business de-risking by increasing share of non-MF segments, and a robust digitech architecture that provides wide reach and best-in-class customer service.

In Q3 FY21, profit rose by 42% driven by strong growth in assets, and improved cost efficiencies."

Business Highlights

- As on December 31, 2020, NAM India's assets under management was Rs. 3,52,360 crore (US\$ 47.0 billion)
- For the quarter ended December 31, 2020, NIMF's average assets under management was Rs. 2,13,033 crore (US\$ 28.4 billion)
- For the quarter ended December 31, 2020, **share of Equity Assets** rose to **39.1%** of NIMF's AUM as against 38.9% for the quarter ended September 30, 2020
- As on December 2020, NIMF has one of the largest retail assets in the Industry, at Rs. 58,642 crore (US\$ 7.8 billion). Retail assets contributed 26% to NIMF's AUM
- As on December 2020, NIMF garnered AUM of Rs. 38,753 crore (US\$ 5.2 billion) from 'Beyond the Top 30 cities' category. This segment forms 17.5% of NIMF's AUM vis-à-vis 16.0% for the Industry
- As on December 2020, Individual AUM was Rs. 108,182 crore (US\$ 14.4 billion) and



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contributed 49% to NIMF's AUM

- As on December 31, 2020, NIMF is one of the largest ETF players with AUM of Rs. 33,939 crore (US\$ 4.5 billion) and a market share of 13%
- For the quarter ended December 31, 2020, NIMF, successfully, launched two NFOs in the passive category viz. the Nifty CPSE Bond Plus SDL ETF and the Passive Flexicap FoF
- As on December 31, 2020, NIMF has approx. 92 lakh investor folios, with an annualised Systematic book of approx. Rs. 8,000 crore (US\$ 1.1 billion)
- As on December 31, 2020, Nippon India AIF offers Category II and Category III Alternative Investment Funds and has a total commitment of approx. Rs. 3,500 crore (US\$ 466 million) across various schemes
- As on December 31, 2020, NIMF has geographical presence at approx. 290 locations pan India, and is amongst the highest in the industry
- For the quarter ended December 31, 2020, digital purchase transactions rose to over 4 lakh - an increase of 39% as against guarter ended December 31, 2019. Digital channel contributed 52% to total new purchase transactions

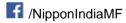
Financial Highlights

- For the guarter ended December 31, 2020, Total Income was Rs. 399 crore (US\$ 53 million) - an increase of 11%
- For the quarter ended December 31, 2020, Profit after Tax was Rs. 212 crore (US\$ 28 million) - an increase of 42%

About Nippon Life India Asset Management Limited (NAM India) https://mf.nipponindiaim.com/

Nippon Life India Asset Management Limited is one of the largest asset managers in India, managing (directly & indirectly) assets across mutual funds including Exchange Traded Funds, managed accounts, including portfolio management services, alternative investments funds and pension funds; and offshore funds and advisory mandates. NAM India is the asset manager of Nippon India Mutual Fund's schemes.

It also acts as an advisor for India focused Equity & Fixed Income funds in Japan (launched by Nissay Asset Management), and in Thailand (launched by BBL Asset Management). It also manages offshore funds through its subsidiaries in Singapore & Mauritius and, also has representative office in Dubai thereby catering to investors across Asia, Middle East, UK, US, & Europe.



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

