



Reliance Nippon Life
Asset Management Limited
(formerly Reliance Capital
Asset Management Limited)

Registered Office :
Reliance Centre, 7th Floor, South Wing,
Off Western Express Highway,
Santacruz (East), Mumbai - 400 055.
(CIN : L65910MH1995PLC220793)

Tel : +91 22 3303 1000
Fax: +91 22 3303 7662
www.reliancecapital.com

January 17, 2018

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai 400 001
BSE Scrip Code: 540767

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (East), Mumbai 400 051
NSE Scrip Symbol: RNAM

Dear Sir(s),

Re: Investor Presentation

Further to our letter dated January 12, 2018, we wish to inform that an Analyst Call was held on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2017.

We enclose the presentation made to the Analyst on the financial performance of the Company.

Thanking you,

Yours faithfully,

For **Reliance Nippon Life Asset Management Limited**
(formerly **Reliance Capital Asset Management Limited**)

Deepak Mukhija
Company Secretary & Compliance Officer

Encl.: As above

AON.

BESTEMPLOYERS

INDIA | 2016

A Reliance Capital Company

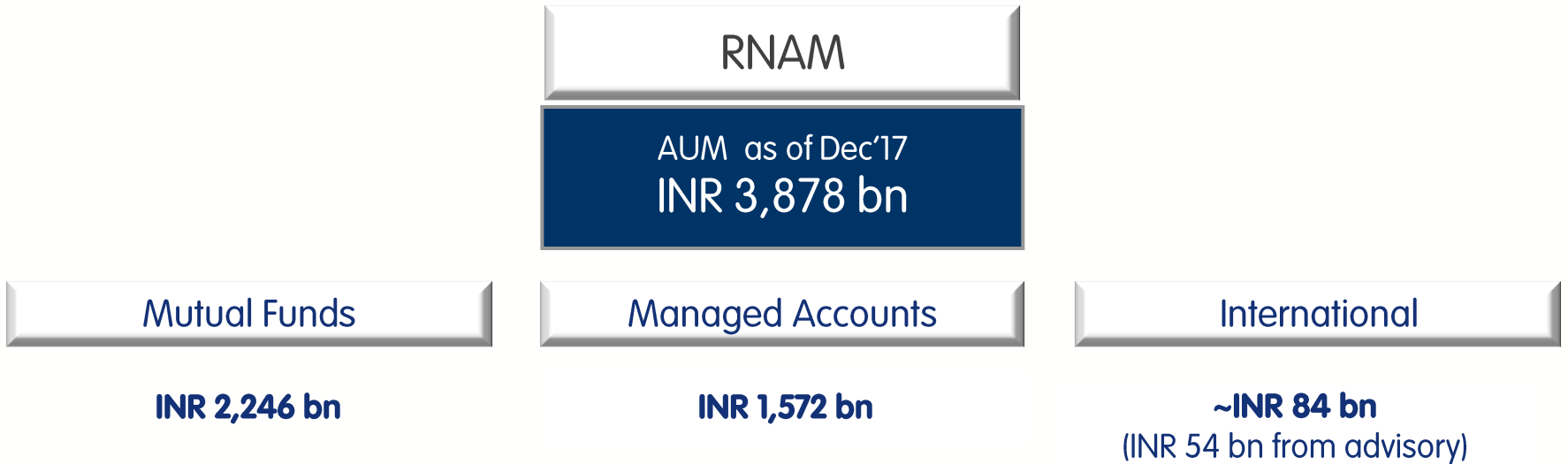
RELIANCE

MUTUAL
FUND

RELIANCE NIPPON LIFE ASSET MANAGEMENT

Investor Presentation – Q3 FY18

RNAM is one of largest asset manager in India, with 22 years of track record



- Established in 1995
- One of the Largest Asset Manager
- Complete product suite
 - Equity
 - Fixed income
 - Money market and
 - ETF categories

- Launched in 2004
- Portfolio management, EPFO, CMPFO, NPS
- AIF Funds managed through RAIF
- Products across
 - Equity
 - Debt
 - AIF
 - Structured categories

- Subsidiaries in Singapore, Mauritius and representative office in Dubai
- To manage offshore funds, pension funds, sovereign funds, structured notes and white label sub-advisory

Trusted Asset Manager – Holding Fund Mandates from



EPFO



PFRDA



CMPFO

AUM

One of the largest AMCs in India - Managing AUM of INR 3,878bn

Profits

Q3 PAT at INR 1,301 mn, up 25% as against Q3 FY17; Return on equity at 24%

B15

B15 AUM at INR 508 bn - up by INR ~129 bn since Dec'16

Retail

Retail AUM at INR ~710 bn - up by INR~252 bn since Dec'16

SIPs

~2.3 mn SIPs, with monthly inflows of INR 6.5 bn

Reach

Presence across 261 locations pan India; 61,500+ empanelled distributors

ETF

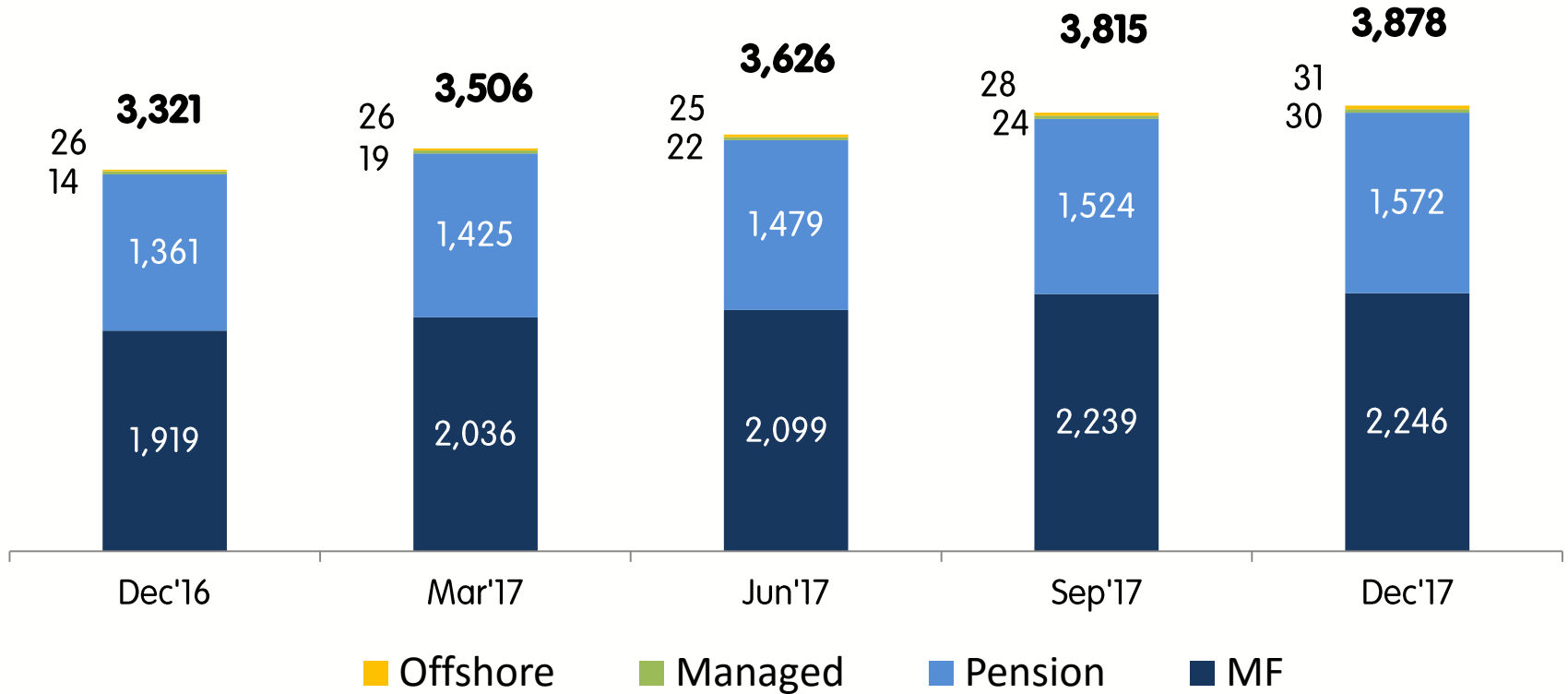
2nd largest ETF player; AUM of INR ~132 bn; market share of 19%

Digital

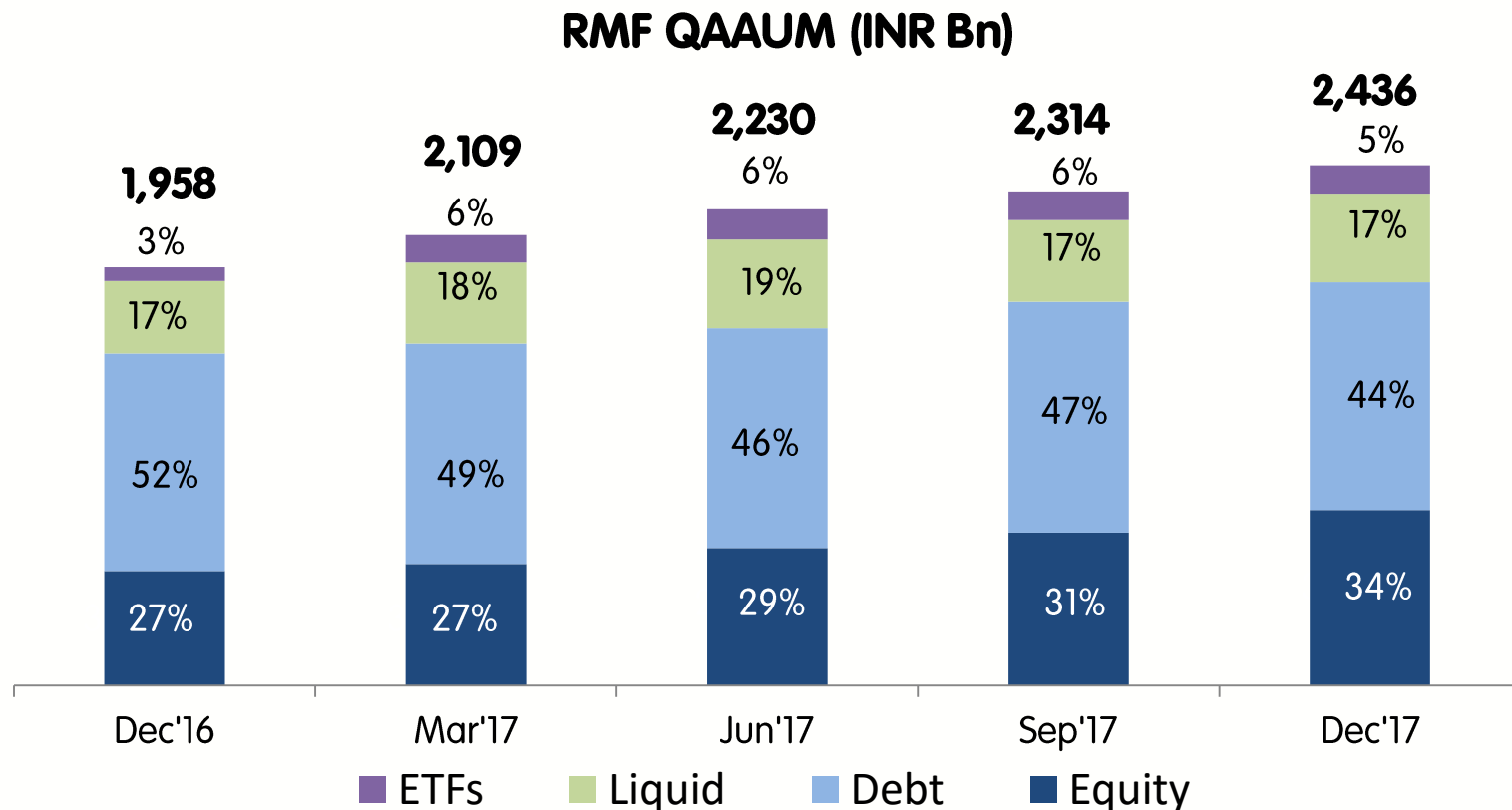
Digital Purchases more than doubled since Dec'16; YTD Dec'17 total at ~635,000

Maiden interim dividend of INR 5 per share post listing

RNAM AUM (INR Bn)

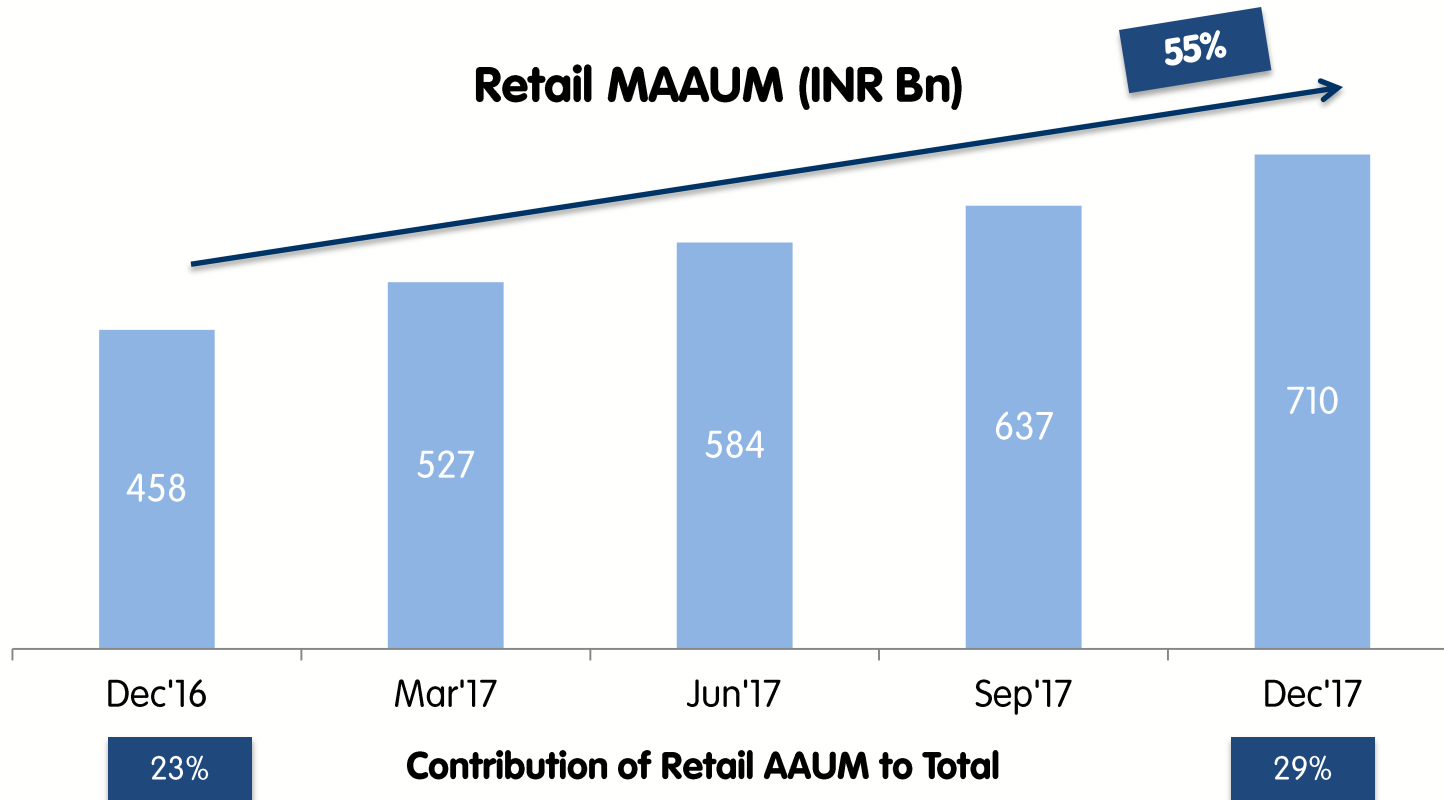


RNAM AUM one of the highest in Industry - at INR 3.9 tn
MF contributes nearly 58% of overall AUM

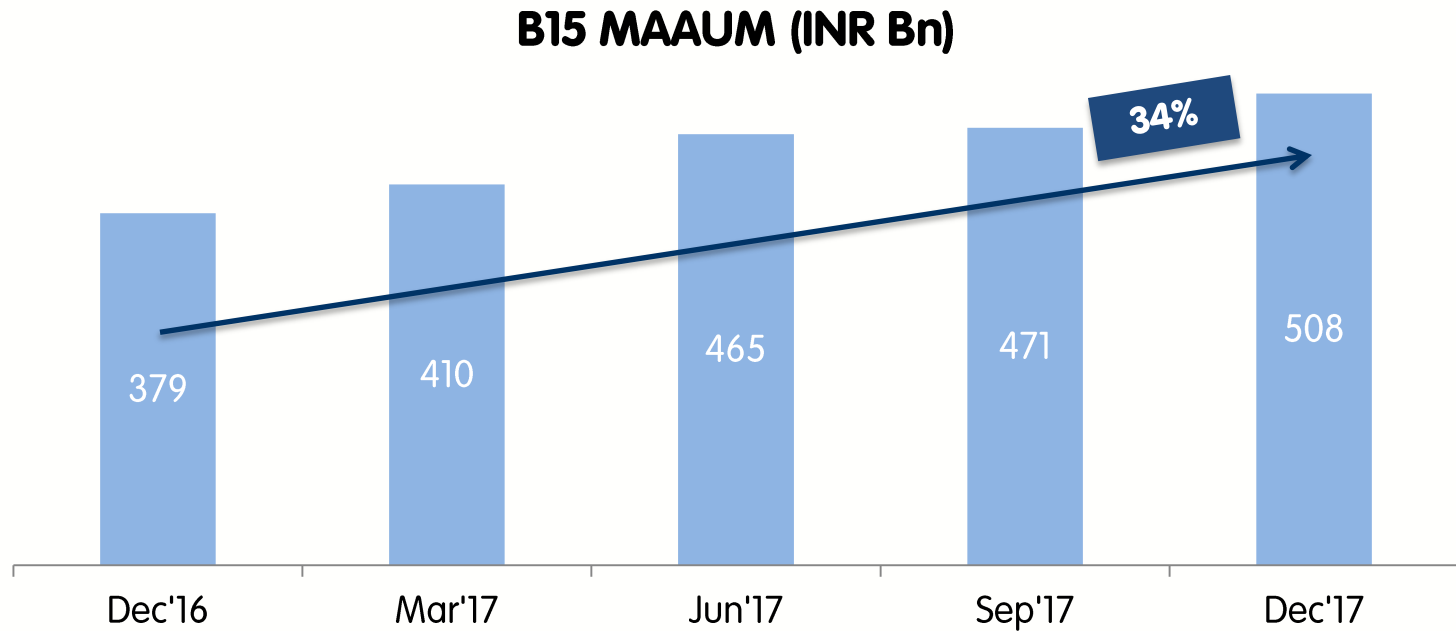


- Added INR 327 bn this year - MF Assets currently at all-time high

Since demonetization in Oct'16, RMF has added highest assets (+INR 270 bn)

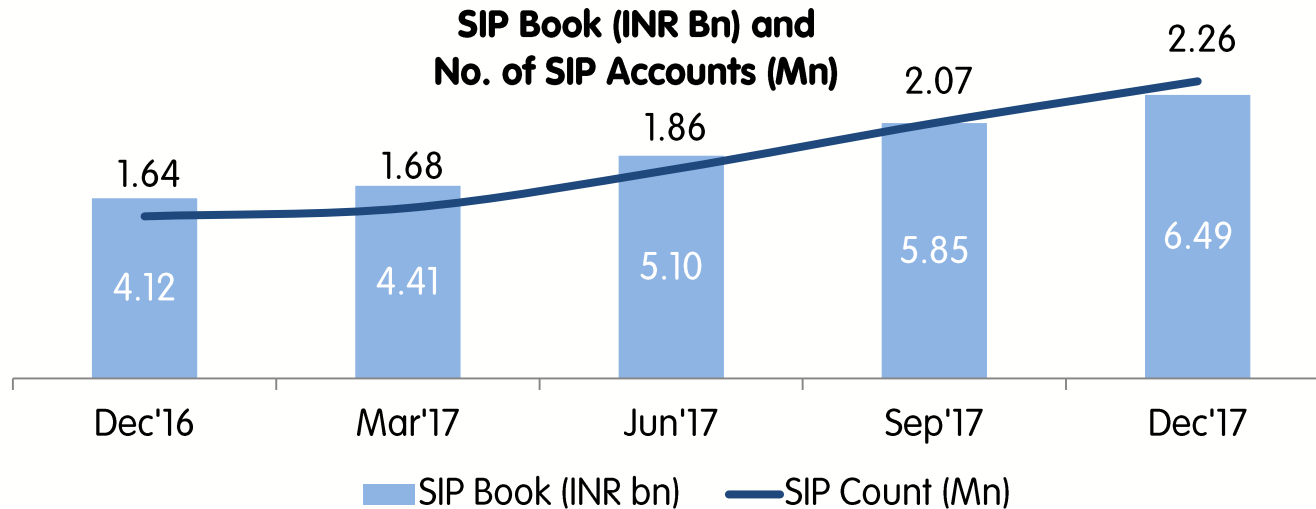


- Strong Retail brand - INR 710 bn of Retail assets
- AAUM grew 55%

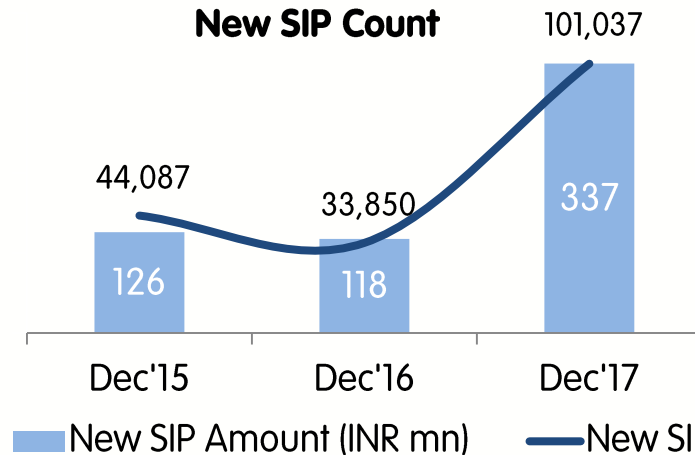


- Continued focus on expanding penetration in smaller locations
- Assets from beyond top 15 locations, grew by 34% Y-o-y

Continue to grow SIP Book to ensure long-term and stable inflows

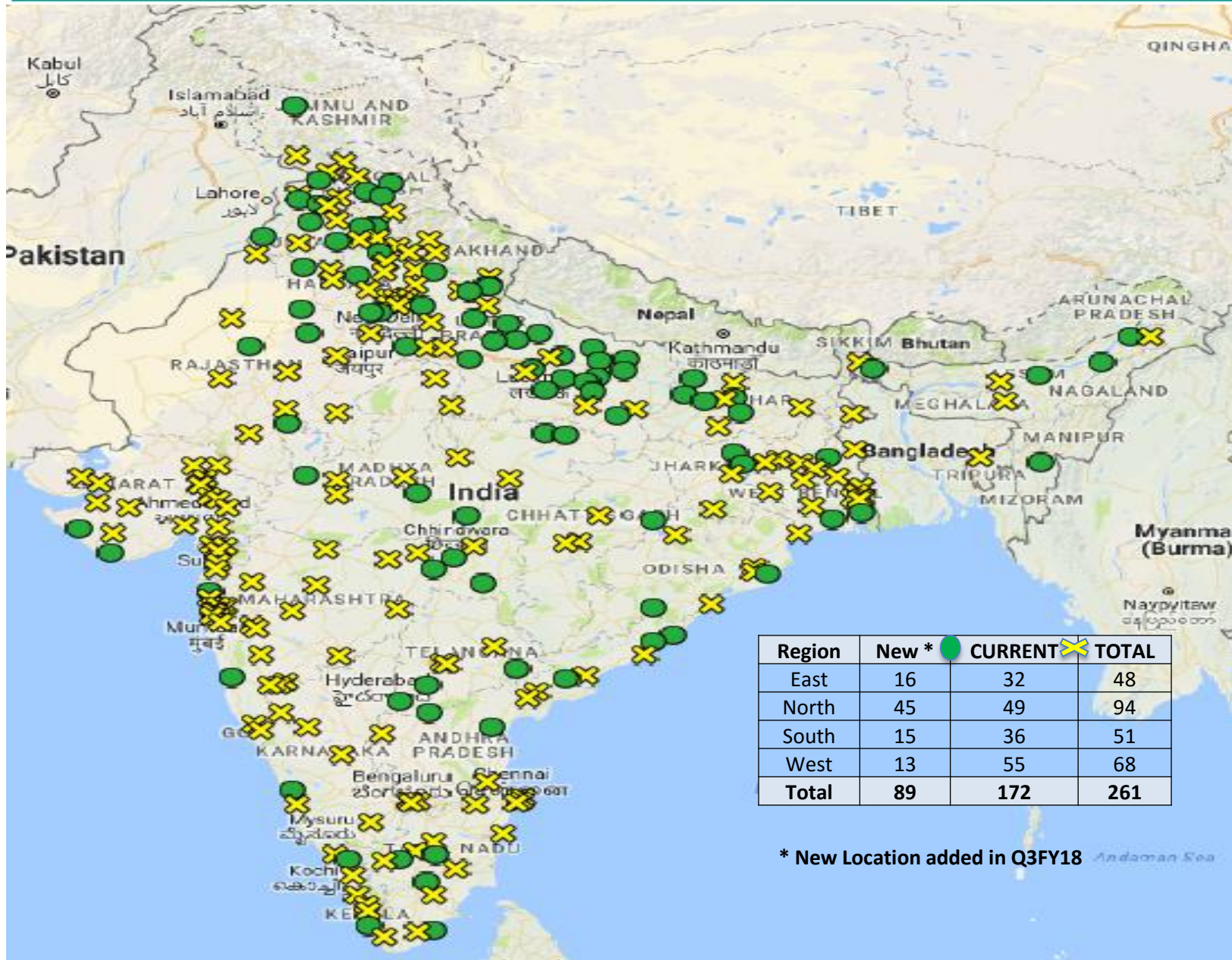


New SIP Amount (INR Mn) and New SIP Count



- SIP Book more than doubled since Mar'15
- Annualized SIP inflows of INR ~78 bn
- In the last 12 months, New SIP count and amount, nearly tripled

Presence PAN INDIA



Region	New *	CURRENT	TOTAL
East	16	32	48
North	45	49	94
South	15	36	51
West	13	55	68
Total	89	172	261

* New Location added in Q3FY18

Increased presence by 89 locations till Dec'17

Now present across 261 locations – highest in the Industry

STATE/UT	Locations added (till Dec'17)
Uttar Pradesh	21
Bihar	4
Punjab	8
Madhya Pradesh	5
Rajasthan	6
West Bengal	4
Andhra Pradesh	5
Himachal Pradesh	3
Maharashtra	5
Haryana	4
Karnataka	2
Odisha	2
Tamil Nadu	4
Telangana	2
Assam	3
Jharkhand	2
Gujarat	2
Kerala	2
Uttarakhand	2
Chhattisgarh	1
Jammu & Kashmir	1
Mizoram	1
Grand Total	89

In order to give state of the art customer experience, the locations are enabled through DIGITAL WAY OF WORKING

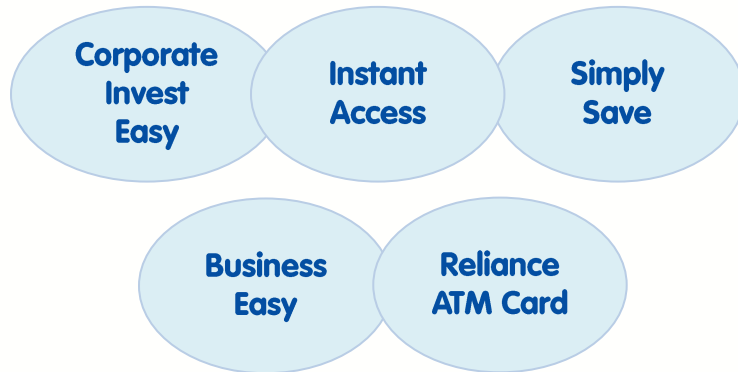
RELIANCE Mutual Fund COMMON APPLICATION FORM
(To be filled in CAPITAL letters) APP No.:
1. DISTRIBUTOR / BROKER INFORMATION (Refer Instruction No. I.9)
Name & Broker Code / ARN Sub Agent ARN Code *Employee Unique Identification Number
ARN- (ARN using the ARN- Sub Agent ARN Code)
These egs along with case the BLIN will be provided.
I hereby confirm that the DIB has been duly filled by me/ us as this transaction is being initiated by me/ us and I am not acting as an agent/ representative of any person of the above distributor/broker or not acting as an agent/ representative of any person of the distributor/broker.
(Please tick (*) any one) I am a Full-time Investor access I am an existing investor in Mutual Funds
2. UNHOLDING OPTION - DEMAT MODE PHYSICAL MODE
DEMAT ACCOUNT DETAILS - These details are compulsory if the investor wishes to hold the units in DEMAT mode. Ref. Instruction No. XI.
Please ensure that the sequence of names as mentioned in the application form matches with that of the account held with any one of the Depository Participant.
National Depository Central Depository
Securities participant Name Securities participant Name
Depository (CIP ID No.) Depository (CIP ID No.)

Know Your Client (KYC) Application Form (For Individuals only)
(Please fill the form in English and in BLOCK Letters)
Fields marked with "*" are mandatory fields.
Application Type* New Update
KYC Type* Normal ()
1. Identity Details (Please fill in Part A at the end)
PAN [] [] [] [] [] [] [] [] [] [] Please enclose a duly attested copy of PAN card.
First Name [] [] [] [] [] [] [] [] [] []
Name* (same as ID proof) [] [] [] [] [] [] [] [] [] []
Maiden Name (If any*) [] [] [] [] [] [] [] [] [] []

RELIANCE Mutual Fund ONE TIME BANK MANDATE
(NACH / Direct Debit Mandate Form)
(Applicable for Lumpsum Additional Purchase, as well as SIP Registration) APP No.
UMRN [] [] [] [] [] [] [] [] [] [] Date: [] [] [] [] [] [] [] [] [] []
Create Sponsor Bank Code [] [] [] [] [] [] [] [] [] [] Utility Code [] [] [] [] [] [] [] [] [] []
Modify I/We hereby authorize [] [] [] [] [] [] [] [] [] [] to debit (tick) SB CA CC S
Cancel Bank A/c no. [] [] [] [] [] [] [] [] [] []
With Bank [] [] [] [] [] [] [] [] [] [] (Name of Destination Bank) IFSC [] [] [] [] [] [] [] [] [] [] MICR [] [] [] [] [] [] [] [] [] []



Digital innovations

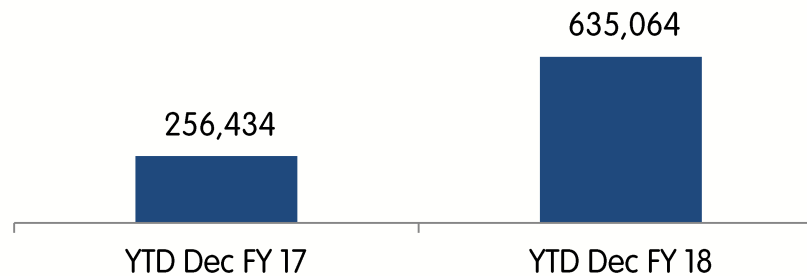


Digital business



Rising digital purchases

Digital Purchase count



Integrations with leading Fintech partners, broking firms, traditional distributors

- Reliance AIF raised INR~**17 bn** (as of 31st Dec 2017) commitment across various AIF schemes
- Managing commitment of INR ~**13 bn**, across 4 AIF Schemes which are already closed for further commitments
- Two new Category III AIFs launched in Dec 17
 - Equity Opportunities AIF Scheme II
 - Equity Opportunities AIF Scheme III
- Currently raising funds in 4 AIF Schemes
 - Raised ~**INR 4.2 bn** in Equity Opportunities AIF Scheme I
 - Continue to see good traction in all Category III Equity AIF offerings
- Robust product pipeline in place, intend to launch appropriate product across Cat II/ Cat III

AUM in INR bn	Dec 2017
Total Advisory AUM	54
Total Managed AUM	31
Total AUM	84

- Garnering increasing share of incremental global inflows through our international subsidiaries, tie-ups in Japan and Korea
- Strong inflows from Spain and Thailand in Q3
- UCITS Equity Fund
 - Current AUM of the Fund stands at ~USD 250 mn as on 31st December 2017
 - Additional inflows received from South East Asia and Europe in Q3

Managing and advising assets of more than INR 84 Bn

ETF a key growth driver

Share
19.3%*

Rank
2

Track Record
16 years

- Indian ETF Industry Pioneer - **ETF Q-AAUM** at **INR 132 Bn**
- Manage **16 ETFs across all asset classes** – equity, debt, liquid and gold
- Manages India's first government divestment ETF – **CPSE ETF**
- **2nd largest player** in terms of QAAUM with **19.3%* market share**

Team has track record of launching successful product innovations
Nifty BeES, Liquid BeES, Gold BeES, Hang Seng BeES, CPSE ETF

Investor Education

Unique Investor Education Initiative



EDGE Learning Academy
Building reach through Investor Education



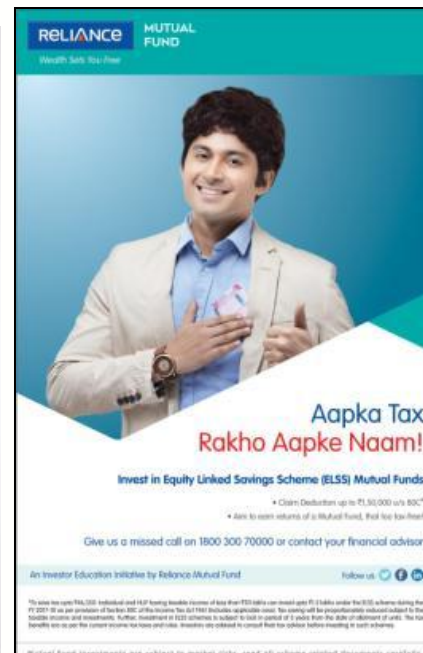
17,248 Investor Awareness Programs, **428,302** participants. Since inception (2010)

8,448 Online Investor Education Modules completed, **2,666** participants. Since inception

#ChhotonKeBadeFunde - Children observe adults carefully & often spot inconsistencies between what they say & do. With this insight we launched the social media campaign.

Mutual Fund Day - Building Industry's most impactful Investor Education initiative – through partnership with CNBC – amongst the largest business channels

Tax saving Campaign: "Aapka Tax Rakho Aaple Naam"



Investing 2.0 - First Ever think tank on the **ETF Industry**. Top industry experts across AMCs

Digital Leader's Roundtable 2017 - Leaders in the digital world came together to discuss & shape the way forward for the Asset Management Industry



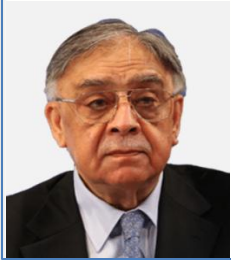
Rs. in Mn.

Particulars	Q3 FY18	Q3 FY17	Change	Q2 FY18	Change	FY 2017
			(Y-o-Y)		(Q-o-Q)	
Revenue	4,704	3,586	31%	4,362	8%	14,360
Revenue from operations	4,089	3,279	25%	3,840	6%	13,076
Other income	615	307	100%	522	18%	1,284
Expenditure	2,817	2,055	37%	2,590	9%	8,546
Employee benefits expense	602	420	43%	550	9%	1,957
Administrative & other expense	806	549	47%	730	10%	2,518
Marketing and publicity	1,327	1,030	29%	1,227	8%	3,892
Depreciation & amortisation	82	56	47%	83	-1%	179
PBT	1,887	1,531	23%	1,772	6%	5,814
PAT	1,301	1,037	25%	1,224	6%	4,023

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Thank you for
your time.



Mr. V.N. Kaul

(Independent Director)

MA & Colombo Plan Fellowship, University of Manchester , UK

74 Years



Mr. Kanu Doshi

(Independent Director)

B.Com., BA, FCA

80 Years



Mr. S. C. Tripathi

(Independent Director)

M.Sc, LL B, PG Diploma in Development Studies (Cantab), AIMA

Diploma in Management

71 Years



Gen. V. P. Malik (Retd.)

(Independent Director)

M. Sc. (Defense Studies)

77 Years



Ms. Ameeta Chatterjee

(Independent Director)

PGDM from IIM, Bangalore. B.Com (Hons)

45 Years



Mr. Kazuhide Toda

(Associate Director)

Bachelor of Economics,

53 Years



Mr. Takayuki Murai

(Associate Director)

Bachelor of Economics,

54 Years



Mr. Sundeep Sikka

(Associate Director)

MBA - Finance

45 Years