

May 15, 2020

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: NAM-INDIA

Dear Sir(s),

Re: Investor Presentation

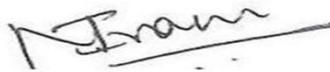
We wish to inform that an Analyst Call was held on the Audited Financial Results of the Company for the quarter and year ended March 31, 2020.

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

Thanking you.

Yours faithfully,

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



Nilufer Shekhawat
Company Secretary & Compliance Officer

Investor Presentation FY20

May 2020

Good gets *better*

One of the largest Asset Manager in India, with 25 years of track record

NAM India AUM (as of March 31, 2020)
INR 2.55 trillion

Mutual Funds

INR 1,635 bn*

Managed Accounts

INR 869 bn

International

INR 48 bn

Advisory INR 41 bn



**~290
Locations**



**~1,040
Employees**



**Over 76,200
Distributors**



**10.1 mn
Q4 FY20 Trnx**



**8.7 mn
Folios**

* AUM as on March 31, 2020

New Brand Identity



Indian Legacy & Expertise

Nippon Life Pedigree

Fresh & Positive Identity

Key Highlights - FY20...

**Business recovery on track
(after Nippon Life Insurance became
principal shareholder)**

**On a conservative note, Board decided
to make fresh investments in
AA & above rated issuers only,
in all NIMF schemes**

**FY20 Operating Income rose to
INR 5,696 mn - an increase of 8%**

**Board proposed final dividend of INR 2
per share
(Total dividend INR 5 per share in FY20)**

Key Highlights - FY20

Seamless transition of all business operations to digital modes;
100% WHF since March 19, 2020

Annualized SIP book at **INR 97 bn**, from
over 3.2 mn SIP accounts

Retail AUM contributed **24%** of **NIMF AUM** vis-à-vis 19% for the Industry

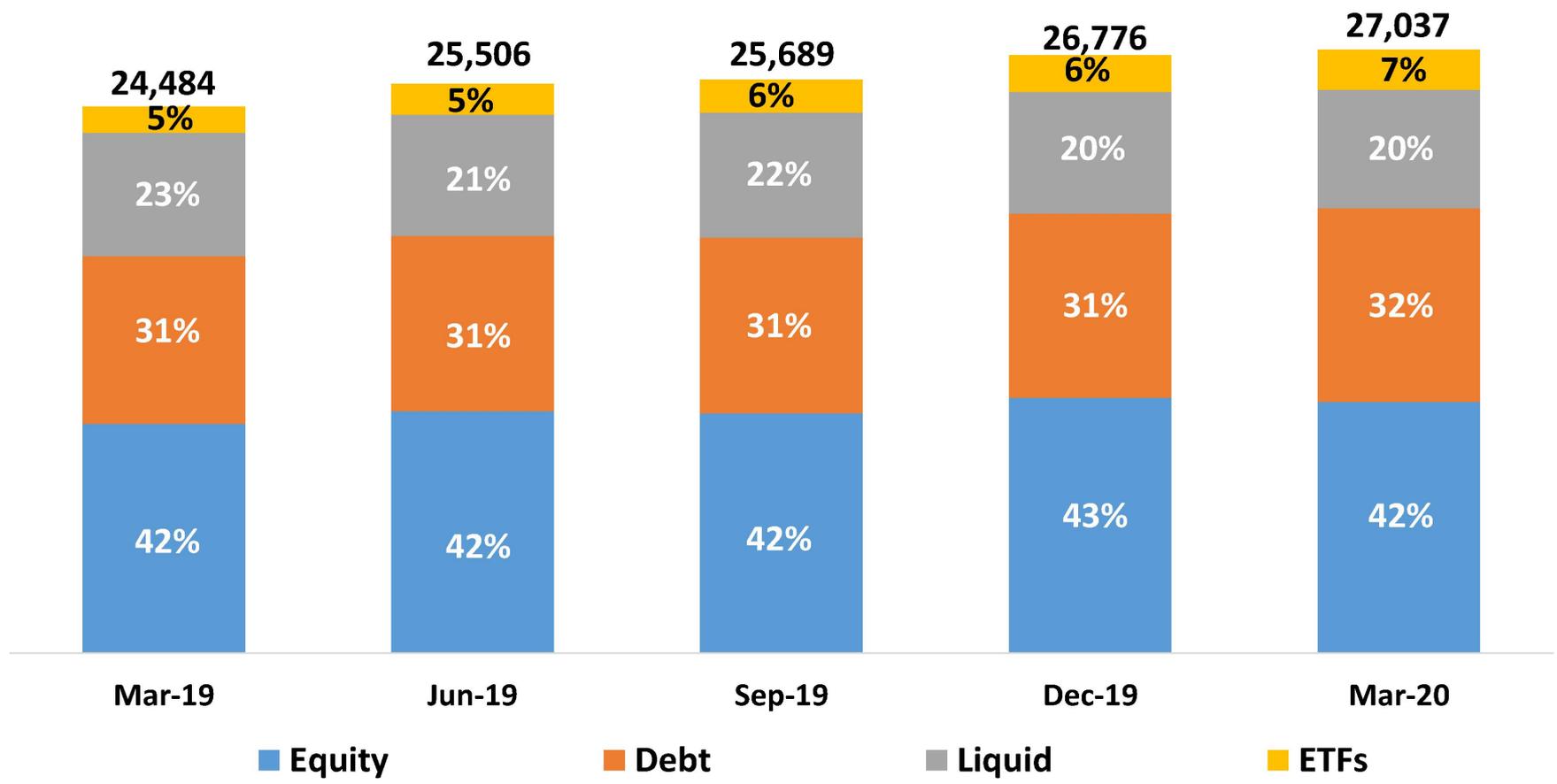
Digital contribution to total NIMF business transactions rose to **45%**



Industry AUM Trends

Industry - Quarterly AUM Trend

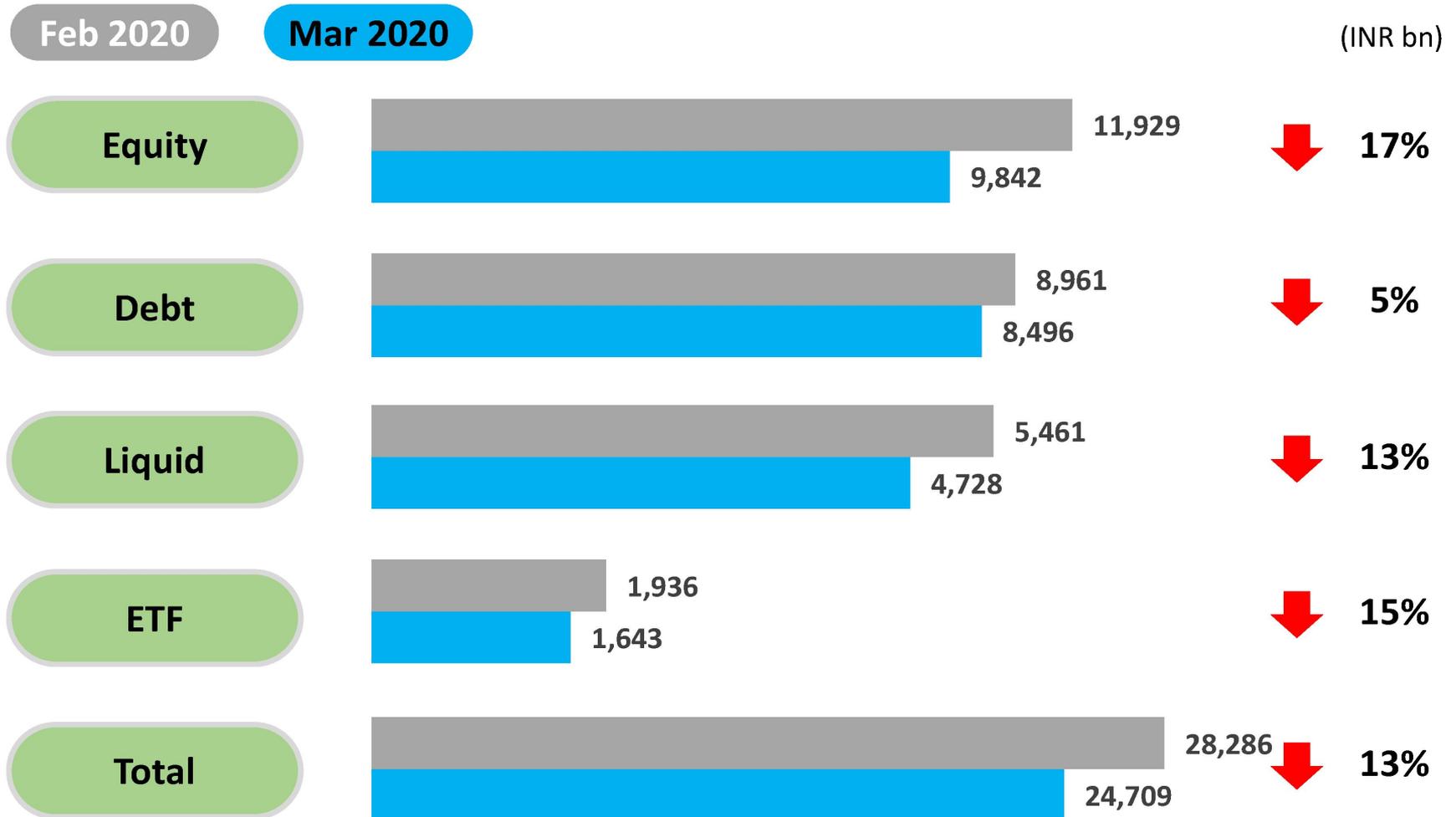
Industry AAUM (INR bn)



AAUM rose marginally in Q4; sharp fall in March 2020 owing to Covid19 issue

* Quarterly Average Assets under Management

Industry - Monthly AUM Trend



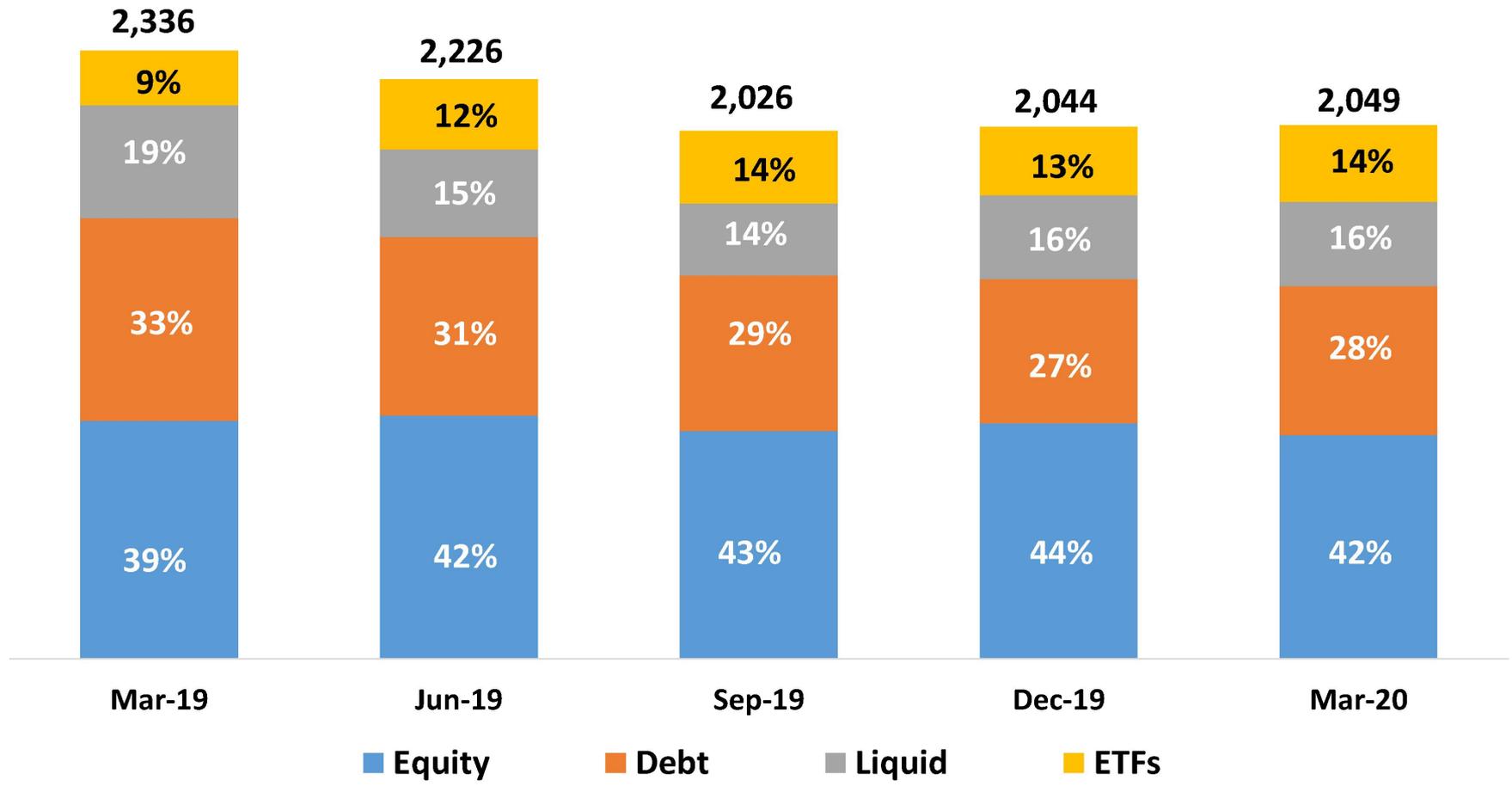
Equity AAUM decreased by 17% due to market volatility in March

* Monthly Average Assets under Management

Nippon India MF - AUM Trends

NIMF - Quarterly AUM Trend

NIMF AAUM (INR bn)

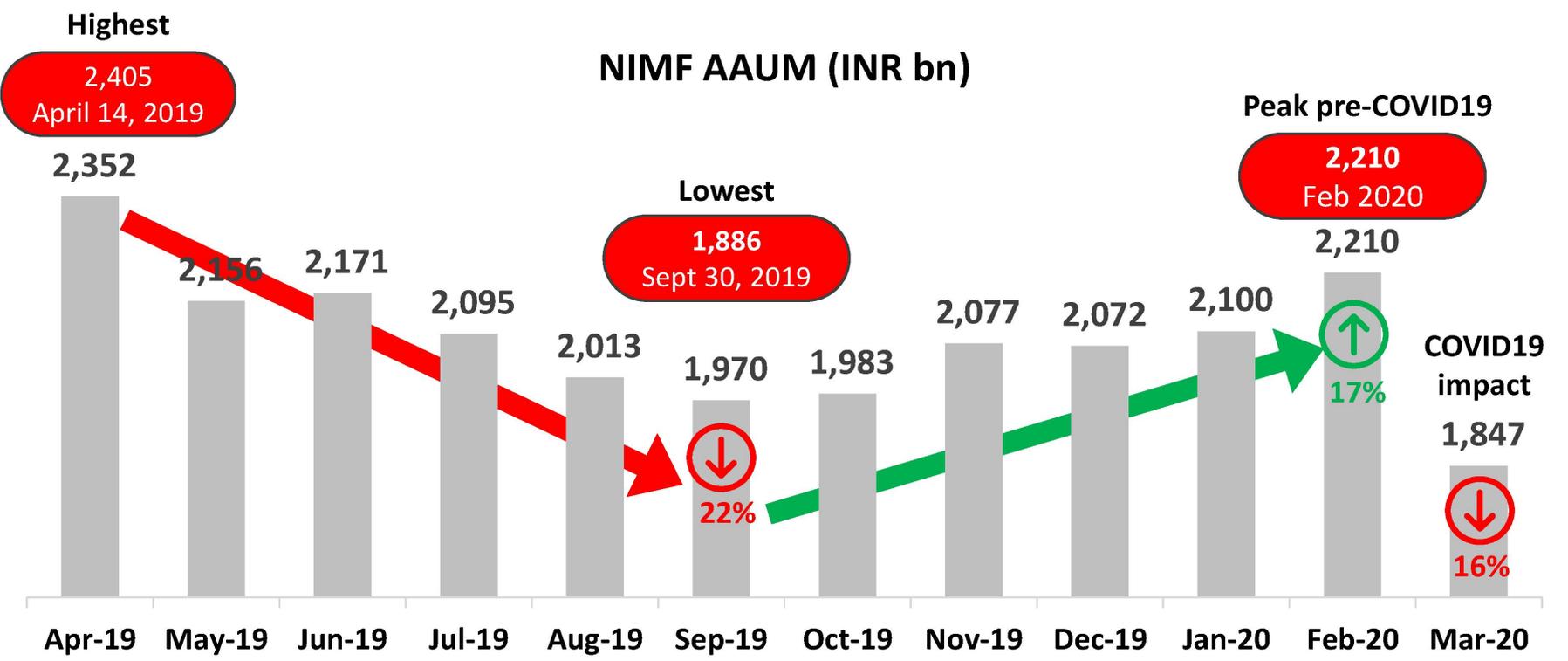


Equity assets contributed 42% of Total AUM

* Quarterly Average Assets under Management

NIMF - Monthly AUM Trend...

Oct 2019: "Reliance Mutual Fund" renamed as "Nippon India Mutual Fund"



Post Sept 2019, NIMF regained lost ground (MF AUM +17%) & institutional investors (290+)

However, COVID19 impact led to sharp fall in AUM in March 2020

* Monthly Average Assets under Management