

The logo for Reliance Mutual Fund, featuring the word "RELIANCE" in white capital letters on a dark blue rectangular background. A small red triangle is positioned below the letter "I".

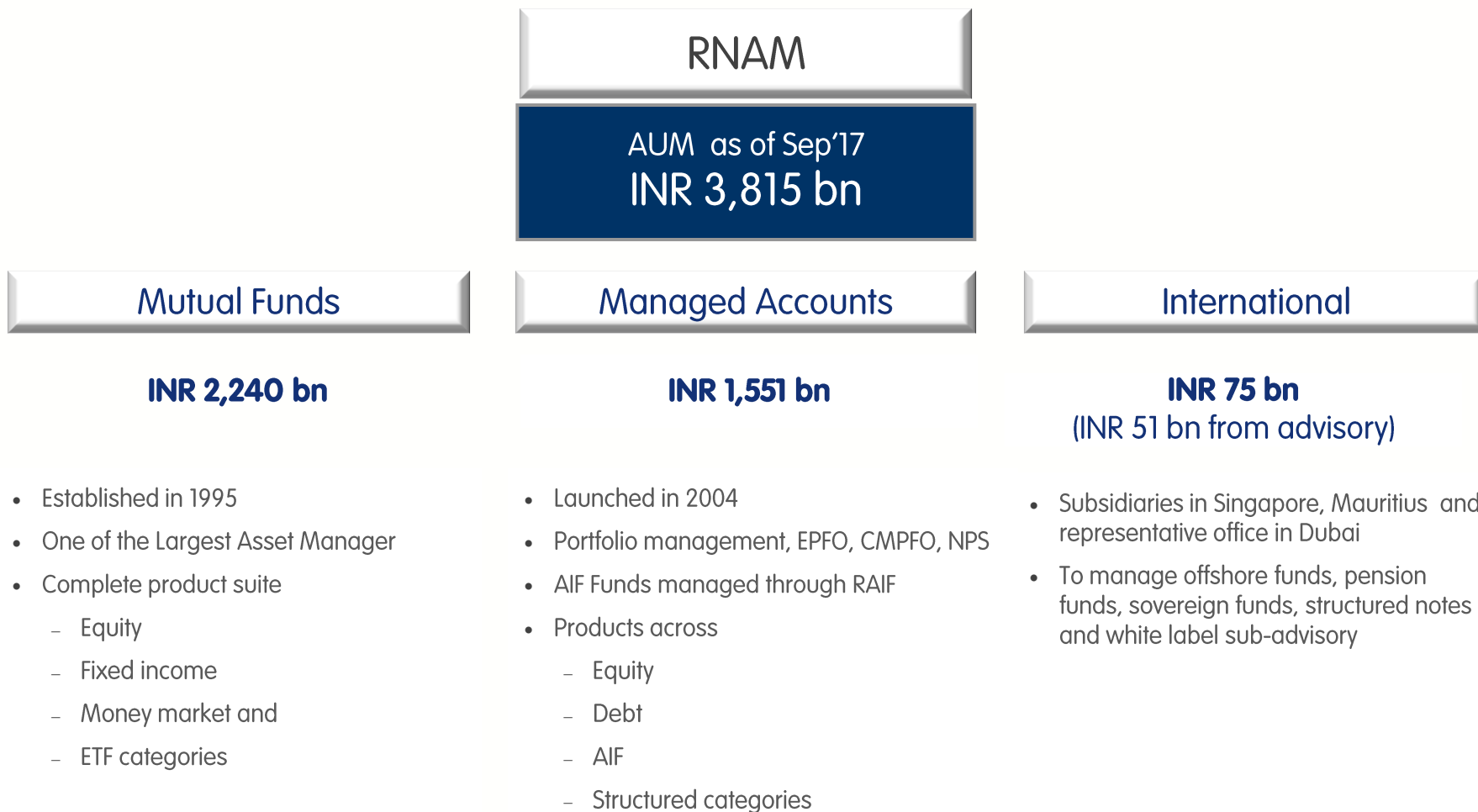
RELIANCE

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# Reliance Nippon Life Asset Management

Investor Presentation - Q2 FY18

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



Source: AMFI / Internal.

For latest 'Asset class / Geographical spread of Mutual Fund AUM', refer to the Update Section on [www.reliancemutual.com](http://www.reliancemutual.com)

## Trusted Asset Manager - Holding Fund Mandates from

**EPFO****PFRDA****CMPFO****AUM**

India's leading asset manager - Managing AUM of INR 3,815 bn

**Profits**

Q2 PAT at INR 1,224 mn, up 25% compared to Q2 FY17 / Return on equity at 29%

**B15**

B15 AUM at INR~471 bn - up by INR ~61 bn since Mar'17

**Retail**

Retail AUM at INR ~637 bn - up by INR~110 bn since Mar'17

**SIPs**

~2 mn SIPs, with monthly inflows of INR 5.8 bn

**Reach**

171 branches pan India; 58,600+ empanelled distributors

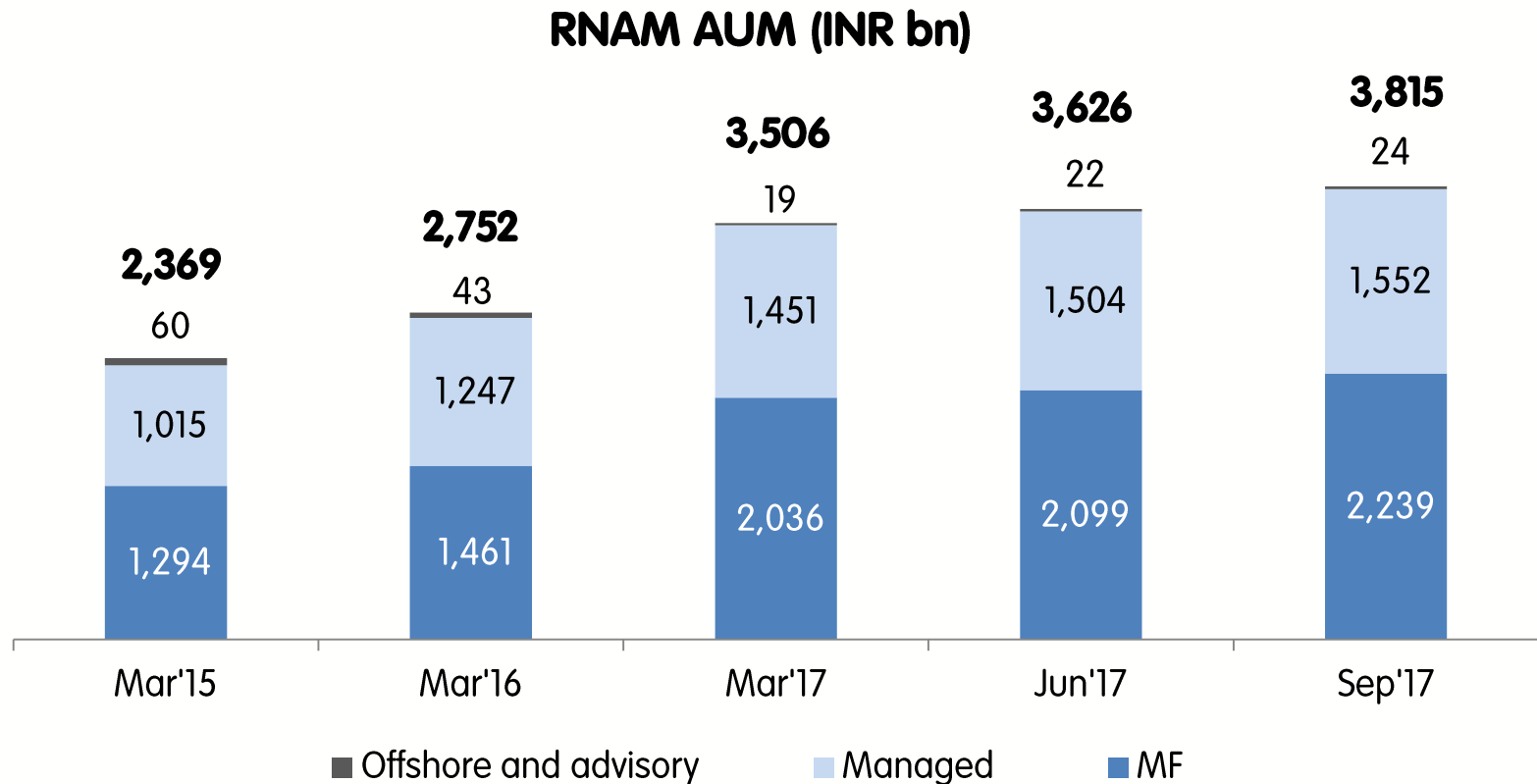
**ETF**

Largest private sector ETF player; AUM of INR~134 bn; market share of 23%

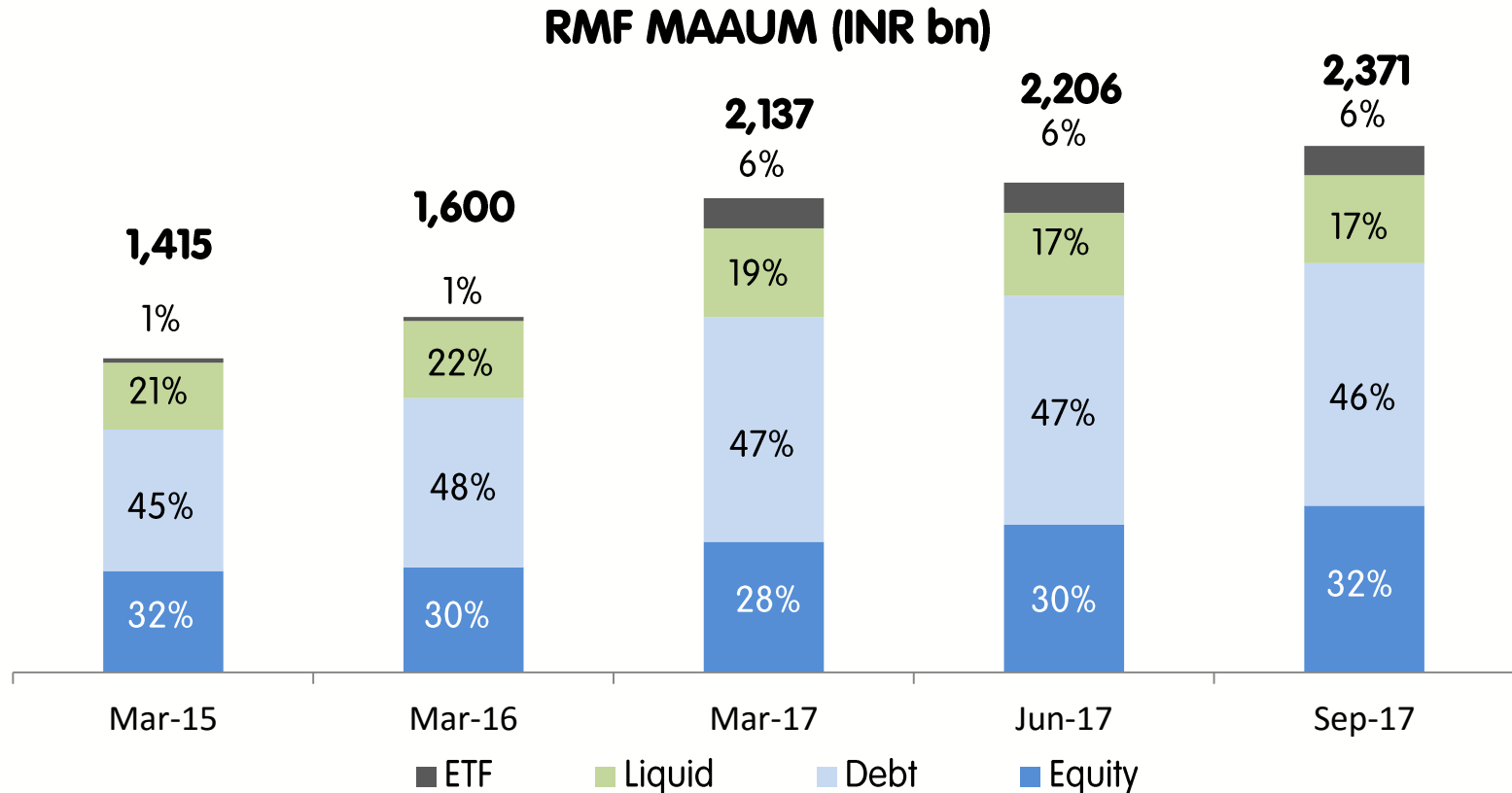
**Digital**

Digital Purchases almost doubled; Q2 total at ~141,600

- **Successful listing of RNAM on 6<sup>th</sup> November, 2017**
- **First Indian AMC** to go for an IPO
- Received application for **INR 1,030 bn** against issue size of INR 15 bn
- **81.2x** subscription of main book (QIB 118x; NII 210x; Retail 5.6x)
- **30x** subscription of anchor book
- **1.6 mn applications** from retail investors

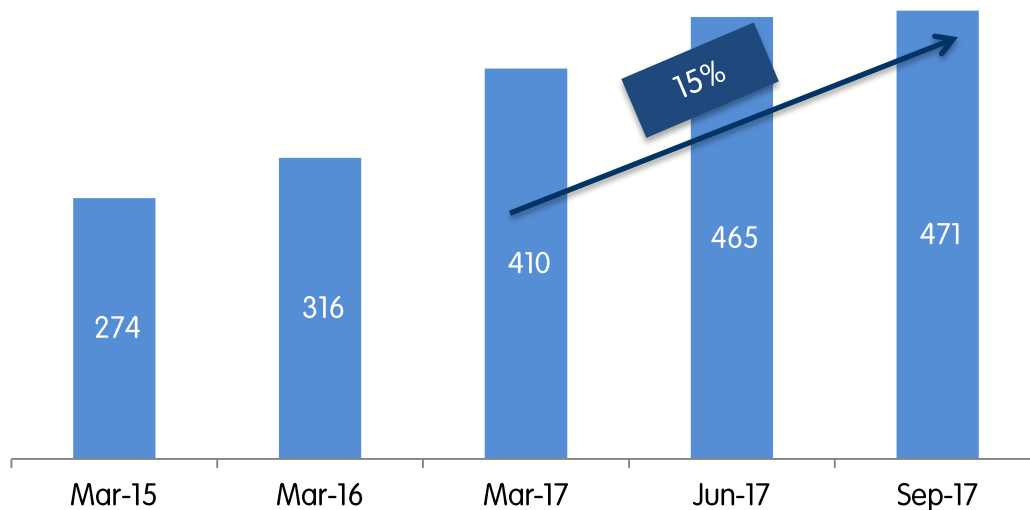


CAGR of 21% since Mar'15  
RNAM AUM one of the highest in Industry - at INR 3.8 tn  
MF contributes nearly 60% of overall AUM



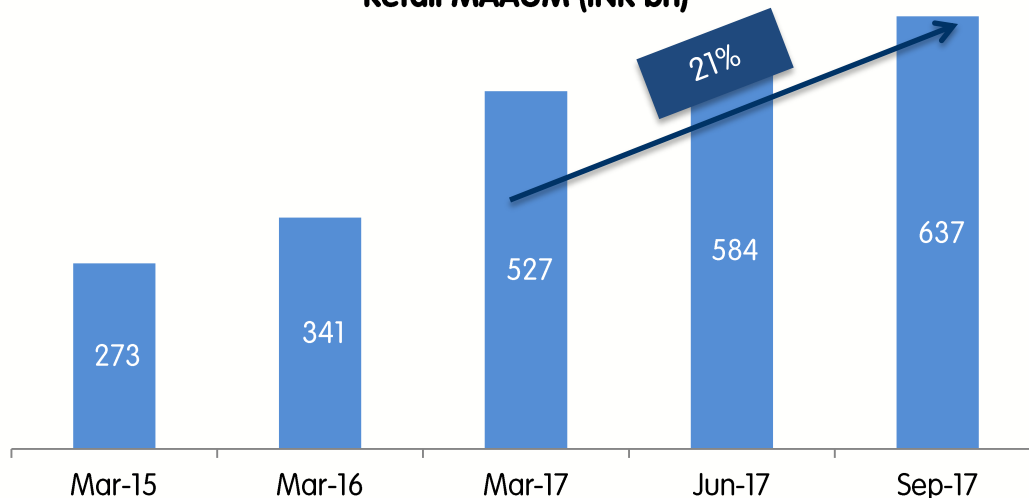
- Added INR 237 bn in last 6 months - MF Assets currently at all-time high
- Proportion of non-liquid assets has increased over the years

**B15 MAAUM (INR bn)**



- Continued focus on expanding penetration in smaller locations
- Assets from beyond top 15 locations, grew by 15% since Mar'17

**Retail MAAUM (INR bn)**



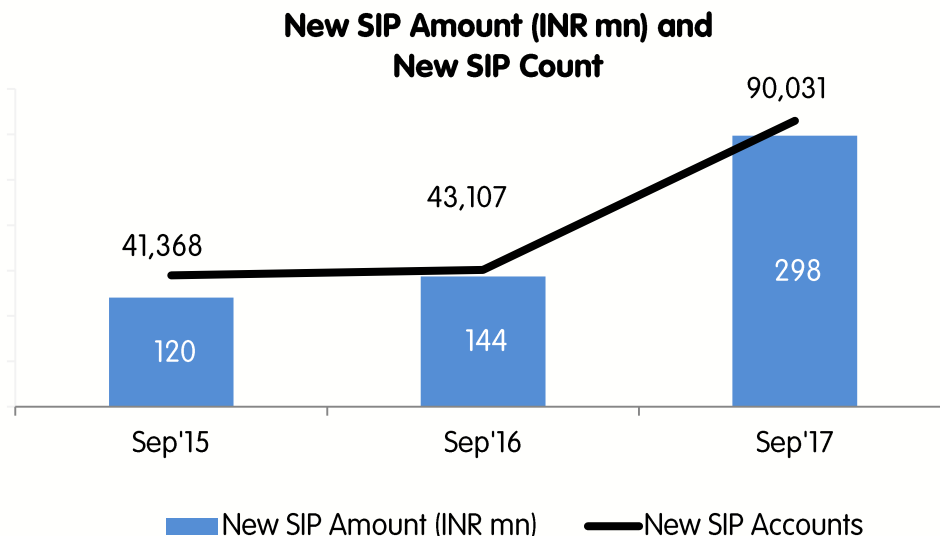
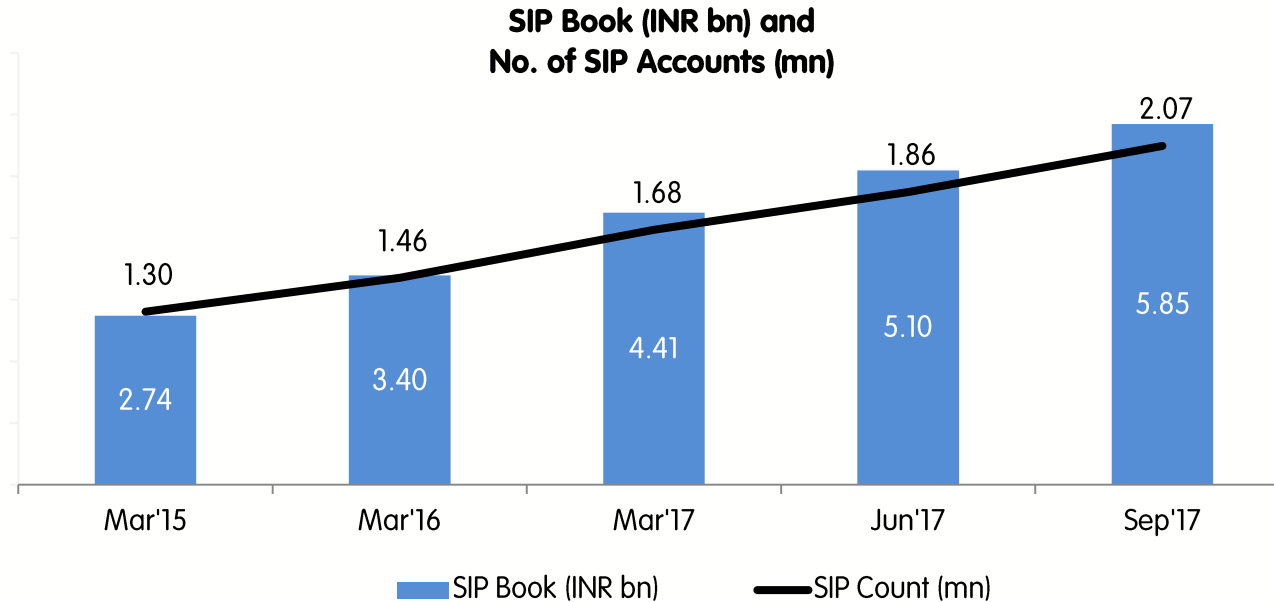
- Strong Retail brand - INR 637 bn of Retail assets
- AAUM grew 21% in first half of FY18

**Contribution of Retail AAUM to Total**

19%

27%

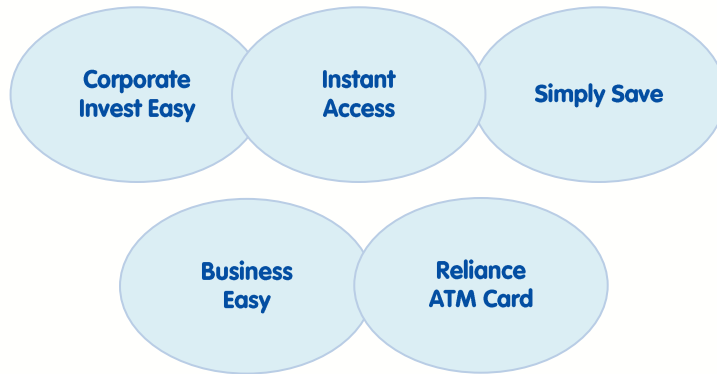
Continue to grow SIP Book to ensure long-term and stable inflows



- SIP Book more than doubled since Mar'15
- Annualized SIP inflows of INR 70+ bn
- In the last 2 years, New SIP count and amount more than doubled



## Digital innovations



## Digital business

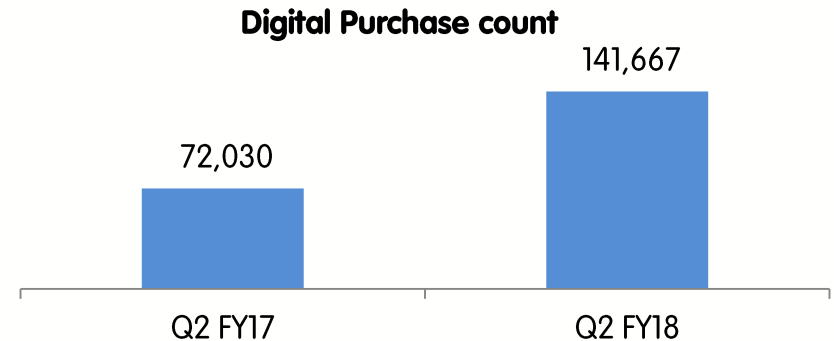


## Recent Initiatives

**Launched Industry First:** e-OTBM Online Registration - Tie up with major National banks

**Aadhaar Bio Metric based** - Instant Customer On Boarding & Servicing

## Rising digital purchases



Integrations with leading Fintech partners, broking firms, traditional distributors

- ❑ Reliance AIF raised INR ~15 bn (as of Sept 30, 2017 ) commitment across various AIF schemes
- ❑ Managing commitment of INR ~13 bn, across 4 AIF Schemes which are already closed for further commitments
- ❑ Currently raising funds in 2 AIF Schemes
  - Continue to see good traction in our first Category 3 equity AIF
  - 4<sup>th</sup> scheme in Real Estate space High Yielding
- ❑ Received and retained highest rating from CRISIL across all our Yield Maximiser AIF Schemes
- ❑ Robust product pipeline in place, intend to launch appropriate product across Cat 2 / Cat 3

## Presence across



Singapore



Mauritius



Dubai

AUM in INR bn	Sep 2017
Total Advisory AUM	51
Total Managed AUM	24
Total AUM – USD Mn	75

- ❑ International collaboration
  - ❑ **BBL Asset Management** launched a B-Bharata Fund in Thailand
  - ❑ India Consumption theme based fund launched in Sep 2017
- ❑ Continue to garner assets in **UCITS Equity fund**
- ❑ Catering to UK Investors through India Best Ideas Fund

Managing and advising assets of more than INR 75 Bn

## ETF a key growth driver - Largest Private Sector ETF Player

Share  
**23%**

Track Record  
**15 years**

- Indian ETF Industry Pioneer - **ETF Q-AAUM** at **INR 134 bn**
- Manage **16 ETFs across all asset classes** - equity, debt, liquid and gold
- **0.62 million** ETF investor folios out of **0.89 million** ETF investor folios in the industry

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

## Investor Education



EDGE Learning Academy  
Building reach through Investor Education

**16,831** Investor Awareness Programs, **406,927** participants. Since inception ( 2010)

**7,644** Online Investor Education Modules completed, **2,407** participants. Since inception



7<sup>th</sup> OF EVERY MONTH

Unique Investor  
Education Initiative

An advertisement for Reliance Mutual Fund. It features a man and a woman walking on a cobblestone path in a park. The text 'Crossed 10 Million views!' is in a grey box. Below the image, it says 'Wealth sets you free' and 'How happy do you feel to fulfill long standing wishes of your loved ones! Right investments, coupled with patience, open doors to many beautiful experiences!'. At the bottom, it says 'University Film:' and lists social media views: Facebook 19.6 lakh views &amp; counting, Twitter 1.07 lakh views &amp; counting, and Youtube 10.06 lakh views &amp; counting. A disclaimer at the bottom states: 'Mutual Fund investments are subject to market risks, read all scheme related documents carefully.'

## Branding

Successful Branding Campaign

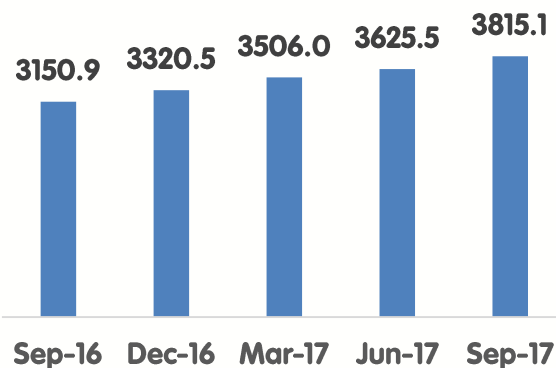
‘Wealth Sets you Free’

**Over 10 million views**

- **Focus on Profitable Growth** - through assets garnering higher realization
- **Strong Retail franchise** - Continue to grow our retail business
- Further improve our penetration in **smaller cities and towns**
- Leverage our **digital infrastructure** for on-boarding new investors
- Focus on developing **AIF** and **International Business**

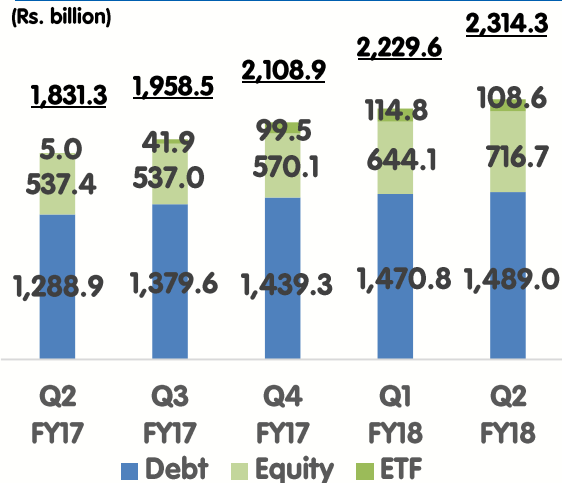
## Assets under Management

(Rs. billion)



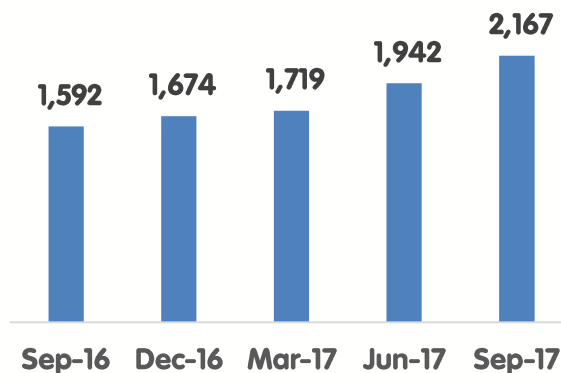
## Average Mutual Fund AUMs\*

(Rs. billion)



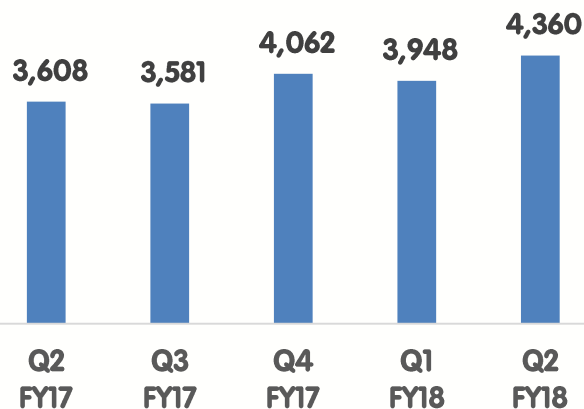
## No. of SIPs and STPs

(In '000s)



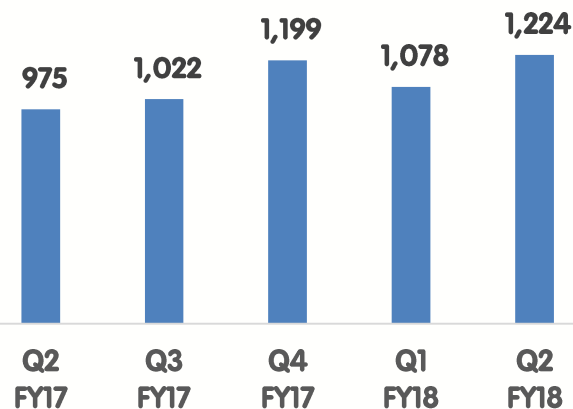
## Total Income

(Rs. million)



## Profit After Tax

(Rs. million)



\* average assets under management for the quarter

## Profit & Loss statement

(Rs. million)	Q2FY18	Q2 FY17	Change (y-o-y)	Q1 FY18	Change (q-o-q)	FY 2017
Income	4,360	3,608	21%	3,948	10%	14,359
Expenses	2,590	2,143	21%	2,444	6%	8,546
Profit after tax	1,224	975	25%	1,078	13%	4,020

(Rs. billion)	Sept 30, 2017	Mar 31, 2017	Sept 30, 2016	Mar 31, 2016
Debt	1,360.0	1,281.0	1,205.7	968.2
Equity	748.8	609.8	541.6	475.3
ETFs	104.7	117.9	5.3	4.2
Gold	25.9	27.2	13.5	13.8
Managed Accounts	12.5	12.8	15.2	14.6
Pension Funds	1,523.9	1,425.1	1,318.1	1,222.9
Offshore Funds	24.3	19.1	40.1	43.3
Alternative Invst. Fund	15.1	13.2	11.4	9.5
Total AAUM	3,815.1	3,506.0	3,150.9	2,751.6



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Thank You

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



**Mr. V.N. Kaul**

*(Associate 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), ALMA*

*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*

*44 Years*