

October 27, 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),

Sub.: Re: Investor Presentation

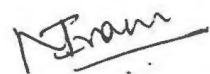
We wish to inform that an Analyst Call was held on the Unaudited Financial Results (Consolidated and Standalone) for the quarter ended September 30, 2020.

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 Q2 FY21

October 2020

Good gets *better*

A photograph of two men in business suits shaking hands. The man on the left is wearing a blue suit and a light blue tie. The man on the right is wearing a dark suit and an orange patterned tie. They are standing in front of a backdrop that features the Fortune 500 logo and text including "30 years", "ld global", "glomerate³", "500", "25 on the", "tune 500", "019 list¹", "Total Assets of ove", "₹49 Lakh Crore³", "m;", "e Corporation", and "e, 1JPY=0.62R". A bouquet of red flowers is visible in the foreground.

Key Events in the last 12 months...



- Established the "NIMF" brand
- Activated 170+ corporates
- Nippon India Digital Innovation AIF (Indo-Japan Tech fund)

- Launched 1st IT ETF in India
- Added 117,000 ETF folios
- 27 out of S&P BSE 100 begun to reinvest
- Strengthened risk framework;
 - Fresh investments in AA & above rated issuers

Sep
2019

Q3FY20

Dec
2019

Q4FY20

Mar
2020

Q1FY21

Jun
2020

Q2FY21

Sep
2020

- Lockdown initiated; 100% operational efficiency
- Digital-to-total business transactions at 45%
- Investment Mgmt - strengthened "Fund casing" mechanism
- CPSE ETF (7th tranche) - collected over INR 217 billion

- Multi Asset Fund - one of the largest Digital NFOs in H1
- Launched Nifty Smallcap 250 Index Fund
- Largest Gold ETF - assets of over INR 51 billion
- Prestigious GOI mandate 
- Asia Asset Management 2020 Awards
 - Best Fund House
 - ETF Manager of the Year
 - Fintech Innovation in Asset Management



In the last 12 months...

600+ institutional investors activated

281,000 retail folios added

3 out of 10 unique investors in Industry invest with NIMF

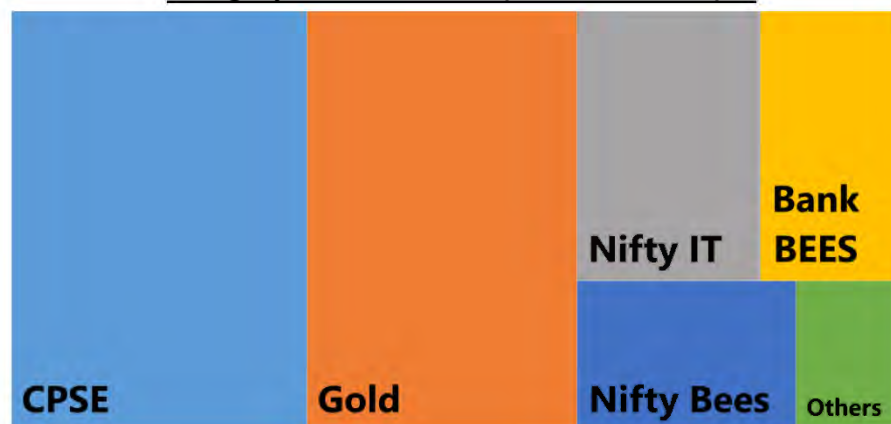
Acquired sustainable long term assets

Fixed Income products well placed across investment horizon

Investment Horizon	Product	Sept '20 AUM (INR billion)	AUM Growth* (INR billion)	AUM Growth* (%)
Upto 1 Year	Liquid / Overnight Money Market Low Duration	390.4	145.6	59%
1 - 3 years	Floating Rate BPSU Short Term	275.2	120.4	78%
More than 5 years	Gilt Dynamic bond Nivesh Lakshya	43.6	17.6	68%

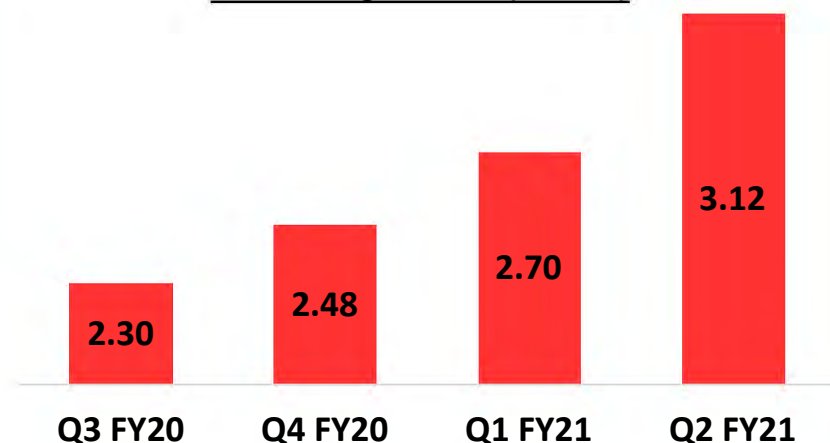
ETF - Flows across products

Category wise Net Flows (INR 71.0 billion)**



Equity - Uptick in New SIP Registrations

New SIP Registrations (in lakhs)



* vs. Sept '19 AUM

** Net Flows (Oct 1, 2019 to Sept 30, 2020)

NAM India - Profile

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

NAM India AUM (as of Sept 30, 2020)
INR 2.77 trillion

Mutual Funds

INR 1,929 bn*

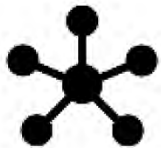
Managed Accounts

INR 783 bn

International

INR 55 bn

Advisory INR 37 bn



**~290
Locations**



**~1,020
Employees**



**~77,400
Distributors**



**9.1 mn
Q2 FY21 Trnx**



**9.3 mn
Folios**

** AUM as on Sept 30, 2020*

Key Highlights - Q2 FY21...

Business recovery continues in line with the Industry

**Q2 FY21 EOP AUM rose to INR 1,929 bn
(+18% vs. Q4 FY20)**

**Equity (excl. Arbitrage) EOP AUM at
INR 707 bn (+28% vs. Q4 FY20)**

Q2 FY21 Total Income at INR 3.2 bn

**Total Operating Expenses fell by 20%;
employee costs decreased by 21%**

**Q2 FY21 Profit after Tax at INR 1,453 mn
- an increase of 6%**

Key Highlights - Q2 FY21

**Retail AUM contributed 26% of NIMF
AUM vis-à-vis 20% for the Industry**

**NIMF has 6.2 million Unique Investors;
29% market share in the Industry**

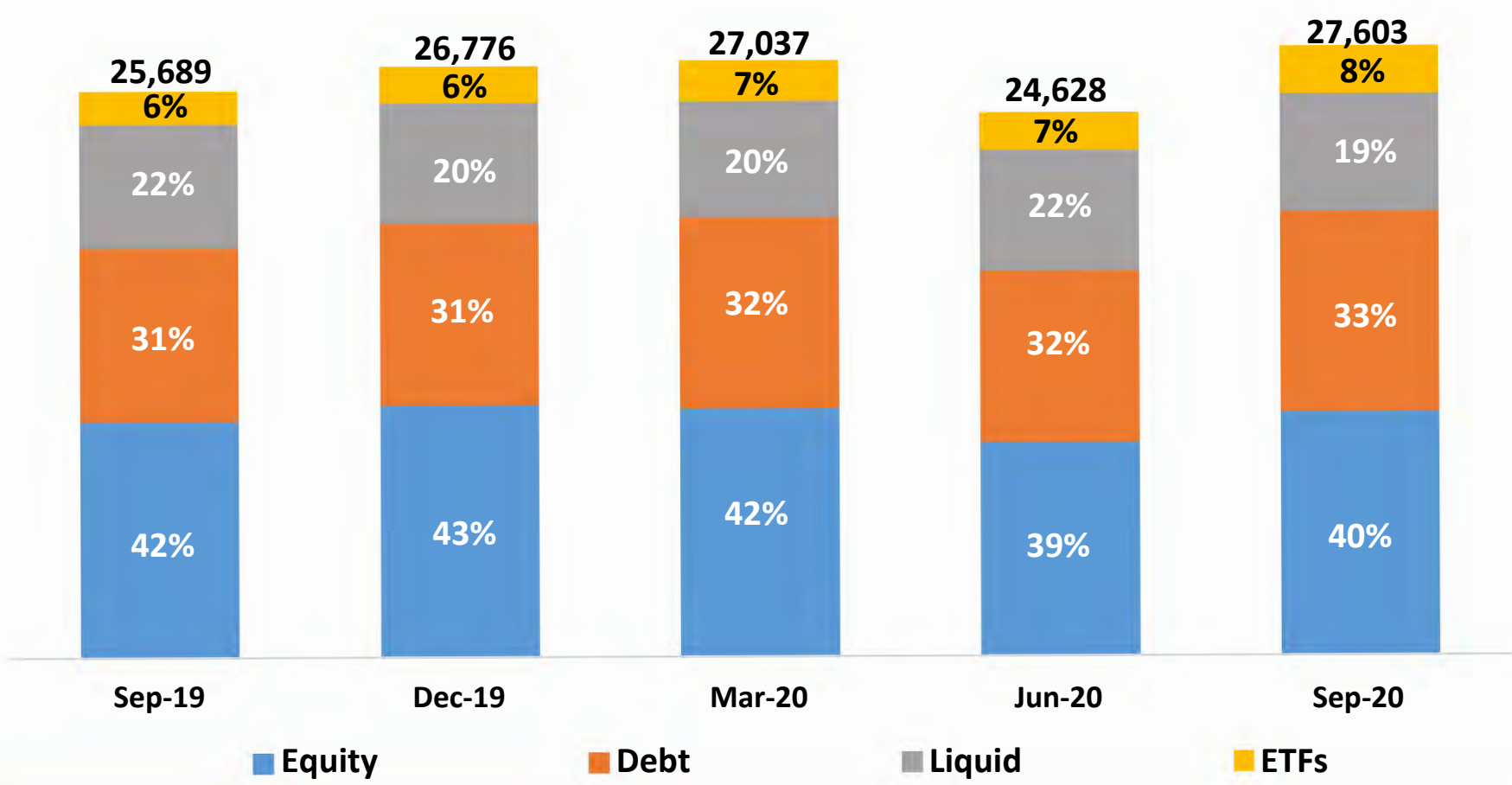
**Added over 151,600 ETF folios in Q2
vs. 97,600 in FY20**

**Digital contribution to total NIMF
business transactions rose to 48%**

Industry AUM Trends

Industry - Quarterly AUM Trend

Industry AAUM (INR bn)



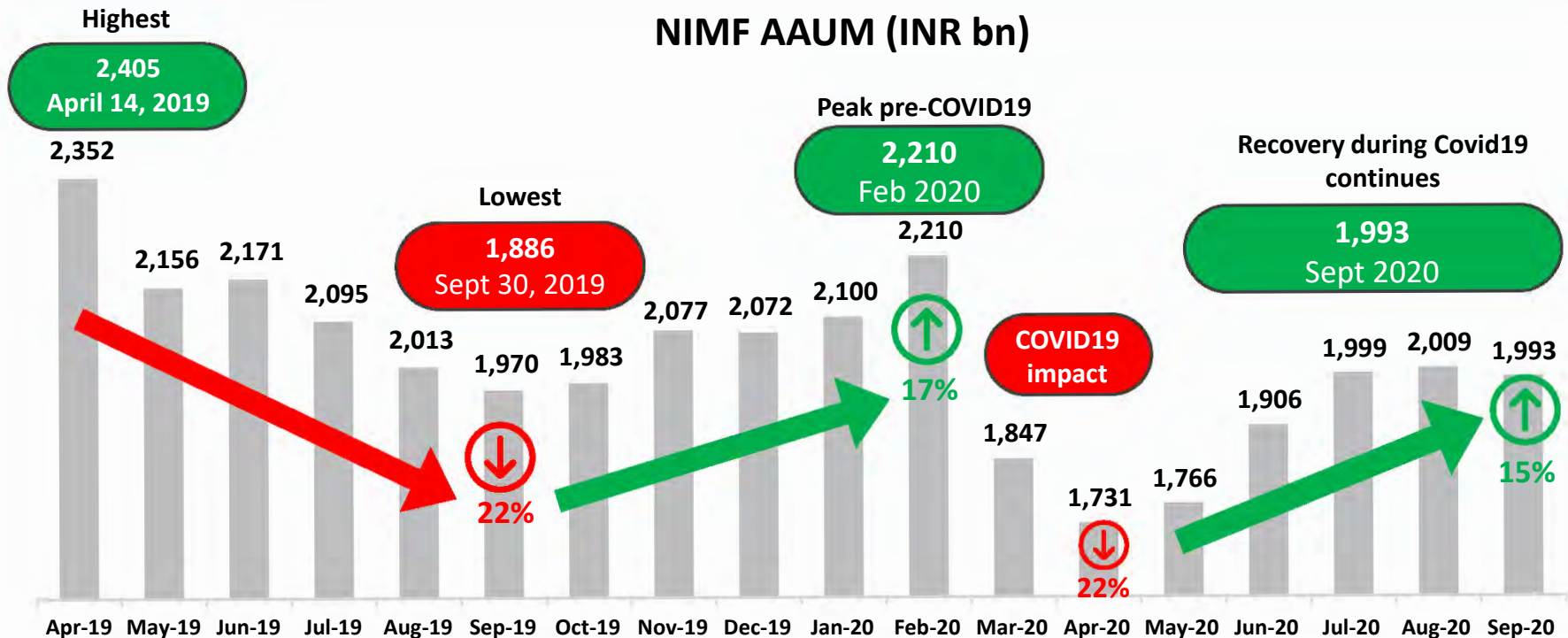
Post sharp fall in March 2020, Industry witnessed steady growth driven by fresh flows across asset classes, and MTM gains

* Quarterly Average Assets under Management

Nippon India MF - AUM Trends

NIMF - Monthly AUM Trend

Oct 2019 - Renamed as “Nippon India Mutual Fund”



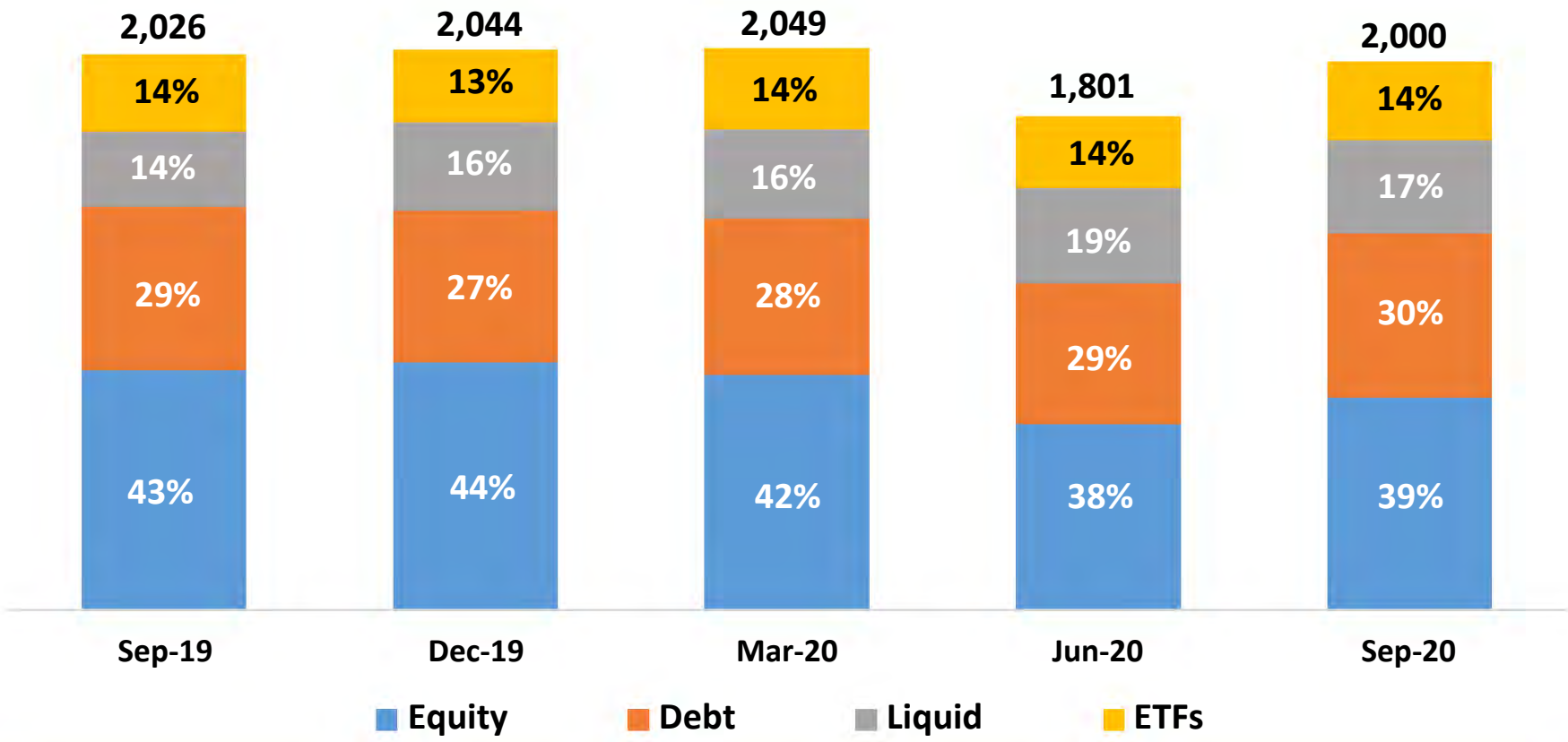
Since Sept 2019, NIMF benefitted from greater investor confidence
(600+ institutional clients added)

Post COVID19 impact in March - April 2020, AUM has shown steady growth

* Monthly Average Assets under Management

NIMF - Quarterly AUM Trend

NIMF AAUM (INR bn)

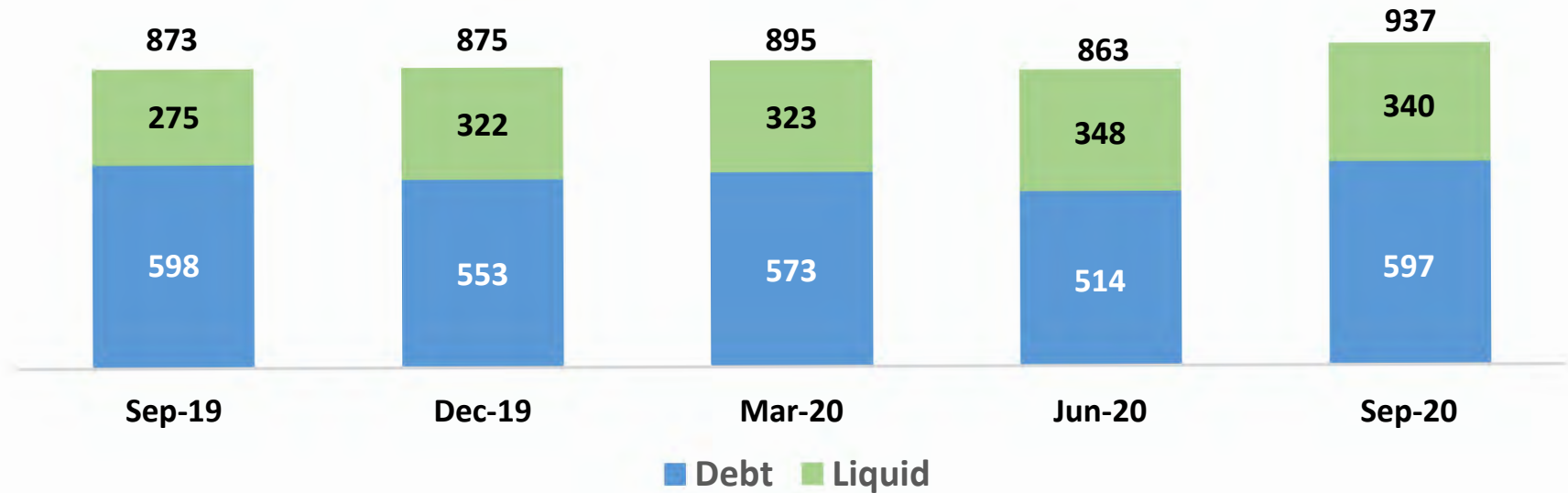


AUM recovery continues in line with the Industry

* Quarterly Average Assets under Management

NIMF - Fixed Income Assets

Fixed Income AAUM (INR bn)



- ❑ On an average, NIMF onboarded 150+ new institutional investors every quarter (Oct 2019 onwards)
- ❑ 27 corporates in the S&P BSE 100 began to reinvest with NIMF
- ❑ Fixed Income assets have stabilised
 - ❑ *Industry MAAUM increased by 10%, while NIMF rose by 12% (vs. Mar 2020)*

* Quarterly Average Assets under Management

Equity (Incl. ETF) AAUM (INR bn)



- ❑ Growth in Equity assets driven by SIP flows and MTM gains
- ❑ During the quarter:
 - ❑ *added over 168,600 retail folios (net)*
 - ❑ *new SIPs registered of more than 312,000*
 - ❑ *onboarded over 400 IFAs; with these additions, IFAs rose to ~77,000*

* Quarterly Average Assets under Management

1

Revival in business activity

2

Digital initiatives

New Normal

3

Leveraging ETF first mover advantage

4

Continue to build on Retail Strength

1

Revival in business activity

2

Digital initiatives

New Normal

3

Leveraging ETF first mover advantage

4

Continue to build on Retail Strength

Revival in business activity

All branches are 100% operational

- ❑ *Successfully expanded existing product suite (NFOs) through online and offline channels*

Support for Distributors

- ❑ *Conducted **approx. 200 Online Training sessions***
- ❑ *Engaged with **~10,000 partners**, spread across IFAs and employees of Banks & NDs*

Market Update

- ❑ ***Sales, Product & Fund Management executives** rendered market updates and addressed business-related concerns*
- ❑ *Portfolio Managers have **conducted over 400 calls / webinars***

Human Capital - Biggest strength

- ❑ *Entire leadership reaching out to all employees via **#Connect2Care initiative***
- ❑ *Engagement plan for connecting, up-skilling and keeping employees motivated*

Successfully launched New Products

Nippon India Multi Asset Fund - AUM of over INR 8 billion as on Sept 2020

One of the largest digital NFOs in H1 FY21

Invests in domestic & foreign equity, Debt & Exchange Traded Commodity Derivatives and Gold ETF

Attracted 80,000 investors across 370 locations

Received 25,000 SIP applications

Nippon India ETF Nifty IT - AUM of over INR 7 billion as on Sept 2020

Launched India's 1st IT ETF

Replicating / tracking NIFTY IT Index

Nippon India Nifty Smallcap 250 Index Fund

Launched at the end of Sept 2020; allocation completed in Oct 2020

NFO garnered funds of over INR 300 million

Expanded the passive offerings in the Small Cap market capitalization segment

Replicating / tracking Nifty Smallcap 250 Index



Nippon Life *india* Asset Management Ltd

(Formerly Reliance Nippon Life Asset Management Limited)

New Govt. of India mandate

Post Office Life Insurance Fund and Rural Post Office Life Insurance Fund

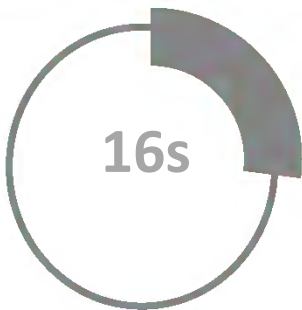


- ❑ Joint mandate to manage the investments of POLIF and RPOLIF for three years
- ❑ Only private sector AMC to receive this mandate
- ❑ 1st Government of India mandate post shareholding change in Oct 2019

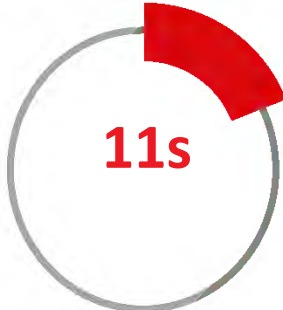
Enhances NAM India's credibility across domestic and foreign investors

Growth in investor base continues

A new Digital Purchase every...

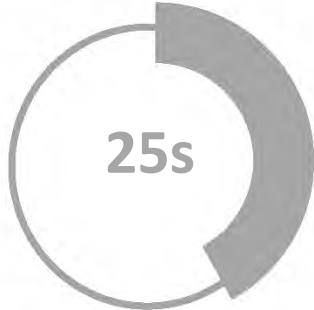


FY20

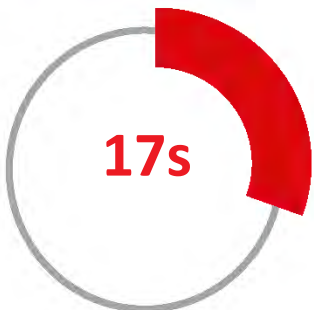


Q2 FY21

A new SIP Purchase every...

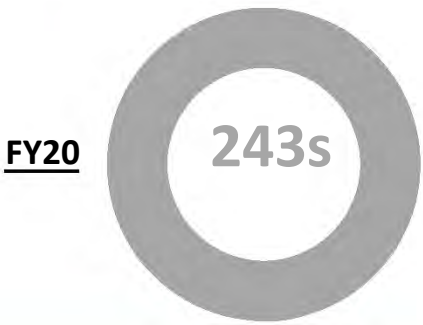


FY20



Q1 FY21

A new ETF folio added every...



FY20



Q2 FY21

Added over 2,400 investor folios every day in Q2

** Frequency in seconds calculated with assumption of 252 days in a year*

1

Revival in business activity

2

Digital initiatives

New Normal

3

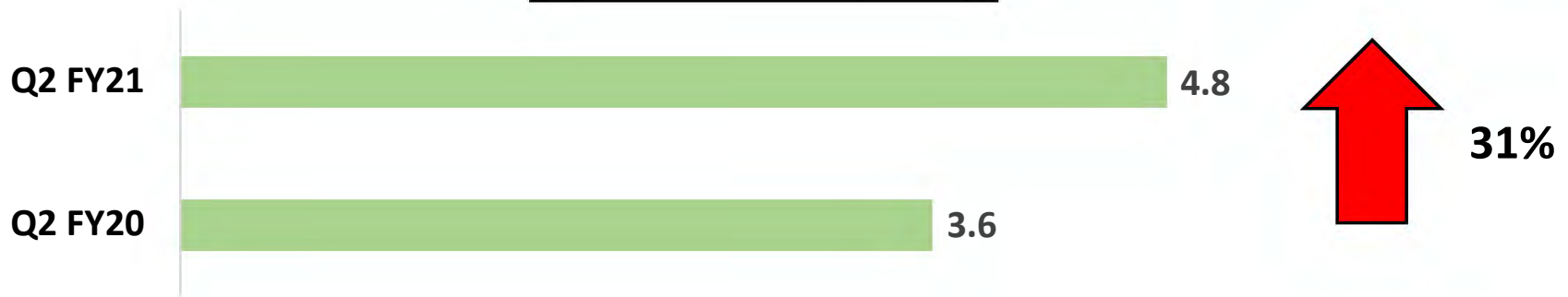
Leveraging ETF first mover advantage

4

Continue to build on Retail Strength

Lumpsum & New SIP Registration

Digital Purchases (lakhs)*



- ❑ Digital contribution-to-total NIMF purchase transactions at 48% in Q2 FY21
- ❑ New Digital SIP Purchase grew 117% in Q2 FY21 vis-à-vis Q2 FY20
- ❑ Nippon India Multi Asset Fund NFO
 - ❑ *NIMF and its partners' digital platforms contributed over 60% applications*

* Including New SIP registrations

* Digital purchases through NIMF-owned Digital assets and digital integrations with distribution partners

Digital Business - Key initiatives

Search Initiatives for New Acquisition



Search keywords realigned to attract millennials



Customised Search Campaigns pitching products as per geographical location

Social Data Mining led Acquisition & Vernacular Acquisition Initiatives



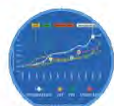
Introduced Campaigns on Google and Facebook in vernacular language



Look alike campaigns on Social Platforms and virtual Buzz Points to increase Average Ticket Size

Digital Ecosystem - Enhancements & Launches

New Product Launches



NFO - Nippon India Multi Asset Fund
Enabled the **first Digital NFO** for investors & partners across all Digital assets



NFO - NIFTY Small Cap 250 Index Fund
Enabling the NFO for investors & partners across all Digital assets

Customer Experience



Ease of SIP Transactions on Website - Pre-filling SIP & nominee details, wherever possible



Real Time Allocation of units for HUF / SP customers



e-Mandate Limit Changes
- Increased limit to INR 10 lakhs for potential increase in ATS

Payment Ecosystem



Payment Re-try Feature
built for customer & AUM win-back;
INR 3.5 crore AUM enhanced (Aug-Sep 2020)



Penny-drop Process Strengthening to mitigate risk(s) with Third Party Validation of bank accounts for investors.

Digital Distribution



Playstore Rating for Business Easy 2.0 App touched **4.7** - highest ever!



Extended focus on iOS
Business Easy 2.0 app consistency across operating systems



Switch Enablement on BE App (iOS) - Distributors can help investors switch their funds/units to a different scheme.



1

Revival in business activity

2

Digital initiatives

New Normal

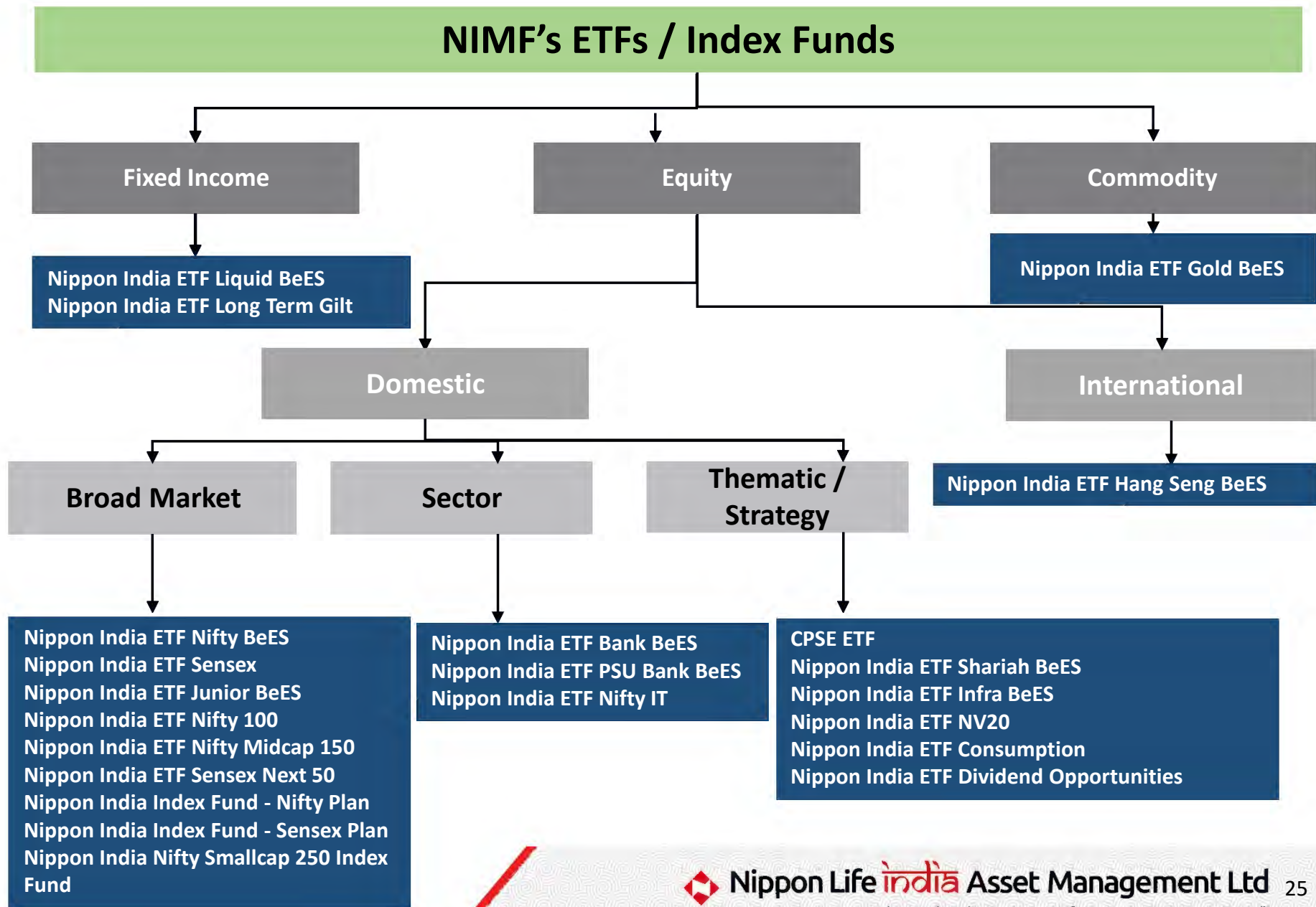
3

Leveraging ETF first mover advantage

4

Continue to build on Retail Strength

Comprehensive portfolio of Passive Funds



ETF - Extensive investor base and activity

Large ETFs product suite

70%

Volume Share

~33%

Share of folios

~13%

Market Share

- ❑ Only AMC in India with more than **18 years experience** in managing ETFs
- ❑ **Largest bouquet of 19 ETFs** in the industry across Equities, Debts & Commodity (Gold)
- ❑ On QAAUM basis, NIMF ETFs managed assets worth **INR 286 billion**
- ❑ Highest investor folios in Industry - **approx. 33%** Market Share of ETF folios
- ❑ **70% market share in ETF volumes** on the NSE & BSE in Q2 FY21
- ❑ Continue to work with the **Government of India** for the **CPSE ETF**

ETF - First Mover Advantage paying off

Category leading - largest ETFs in Industry

Nippon India ETF Gold BeES

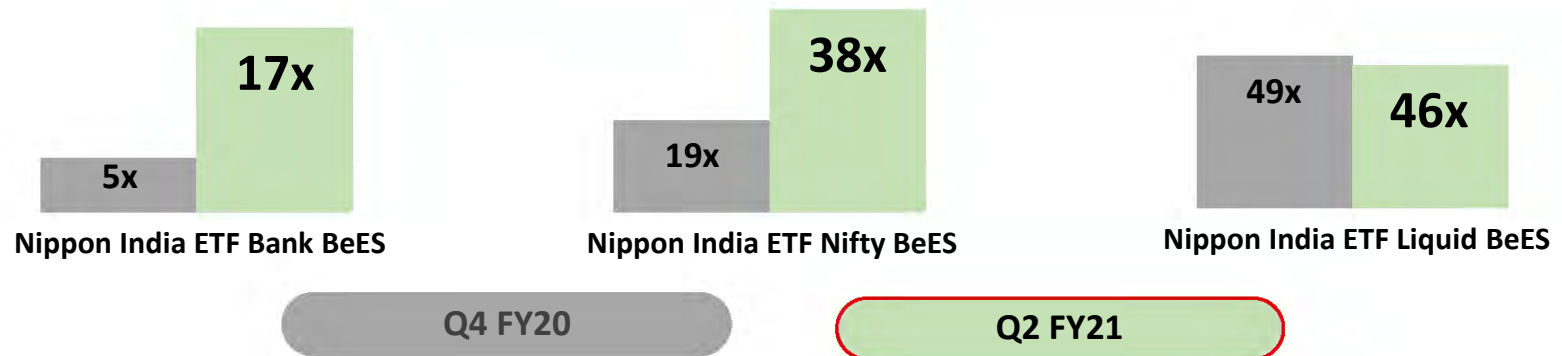
Nippon India ETF Bank BeES

Nippon India ETF Junior BeES

Nippon India ETF Liquid BeES

Average daily volumes outpacing rest of the Industry

NIMF ETF volume as a multiple of 'Rest of the Industry'



- ❑ Gold BeES fund added over INR 11 bn to cross assets of INR 51 bn in Sept 2020
- ❑ *Average daily volumes are 10x of the 'Rest of the Industry' volumes*

Added over 151,600 ETF folios in Q2 vs. 97,600 in entire FY20

1

Revival in business activity

2

Digital initiatives

New Normal

3

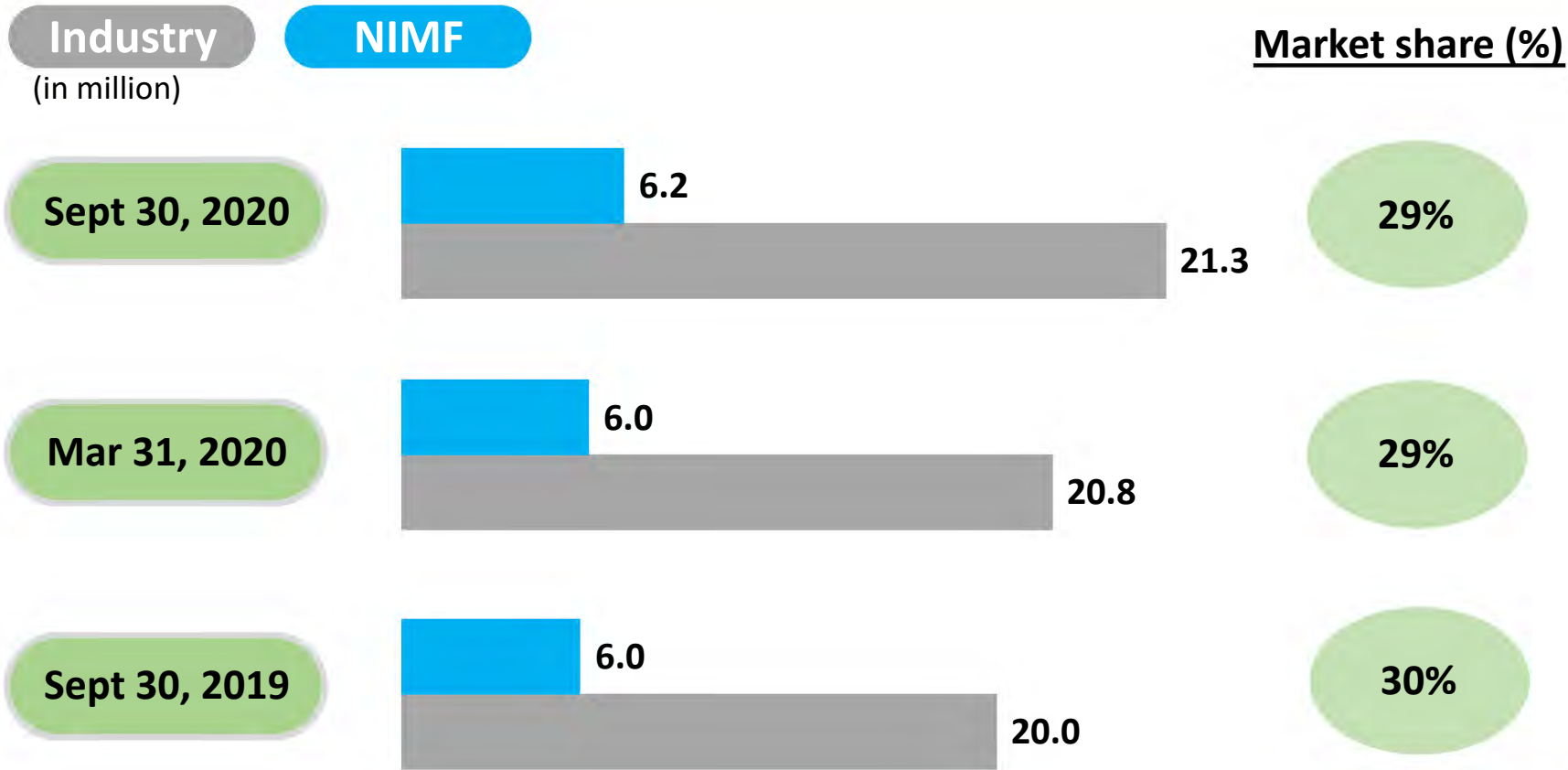
Leveraging ETF first mover advantage

4

Continue to build on Retail Strength

Unique Investors

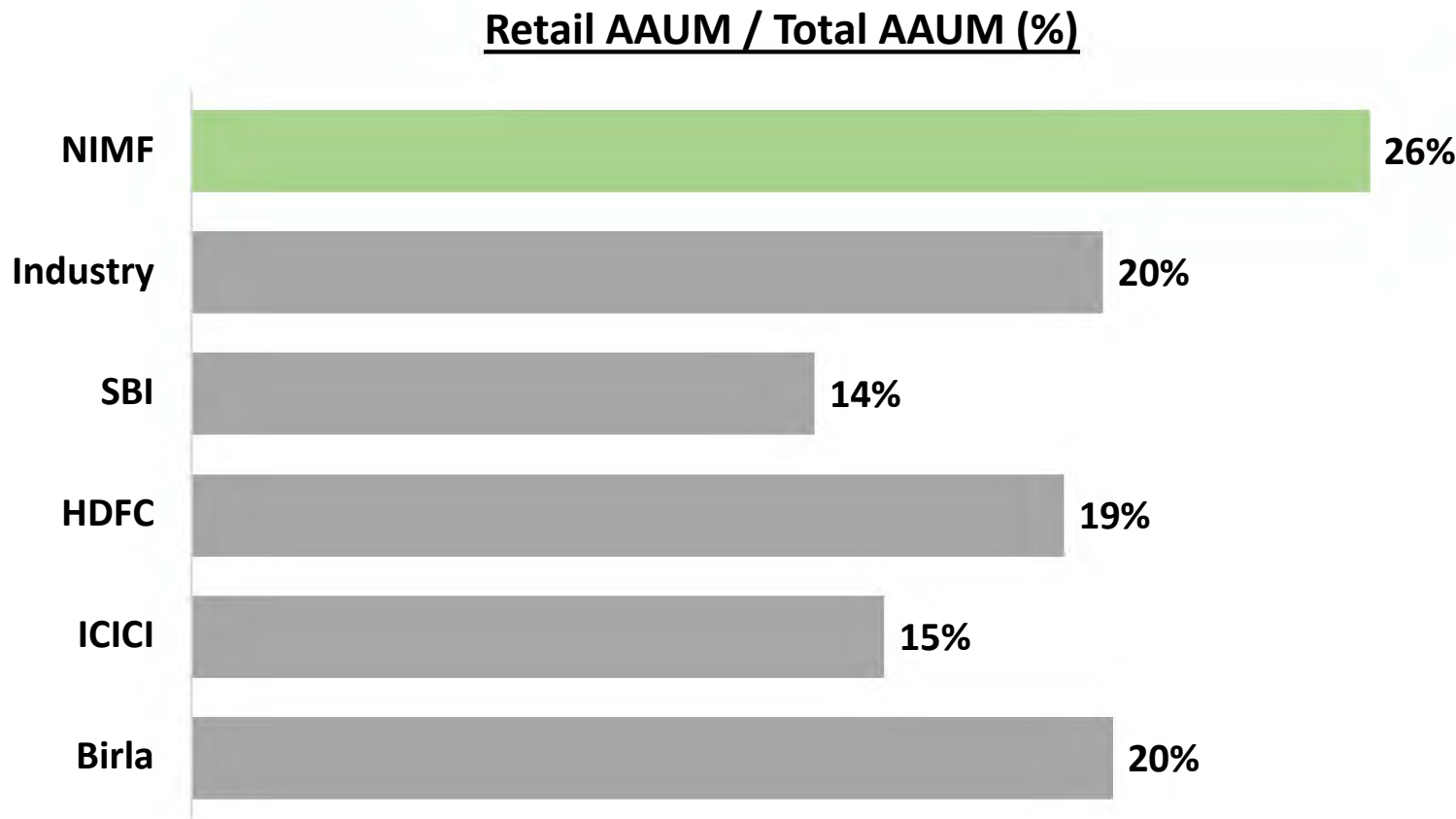
3 out of 10 unique investors in the Industry invest with NIMF



44% of the Industry's incremental investors in H1 invest with NIMF

Source: AMFI

Focus on Retail & Small towns



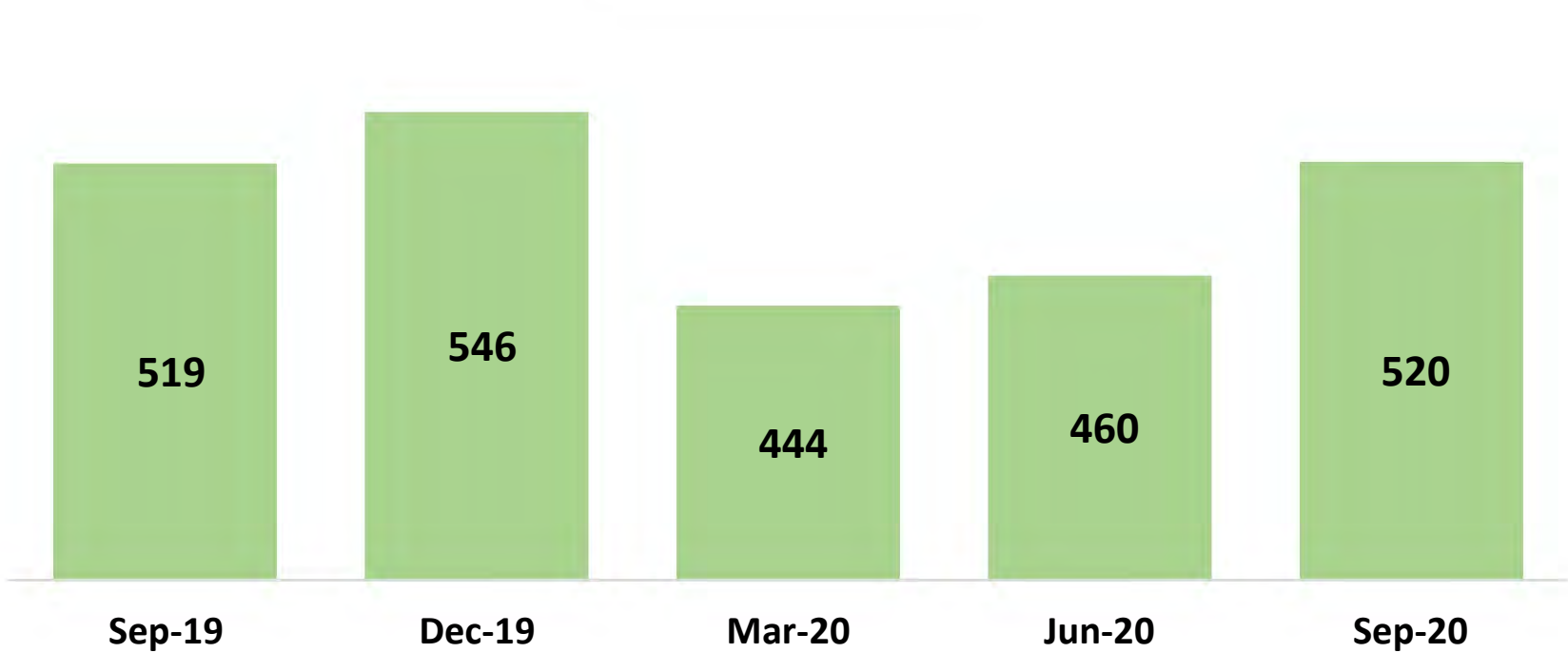
Higher composition of Retail Assets in AUM at 26% vis-à-vis 20% for the Industry

Source: AMFI;
Calculated on Monthly Average AUM

Retail Assets

69% of the Individual assets have a vintage of more than 12 months (Sept 30, 2020)

Retail AAUM (INR bn)

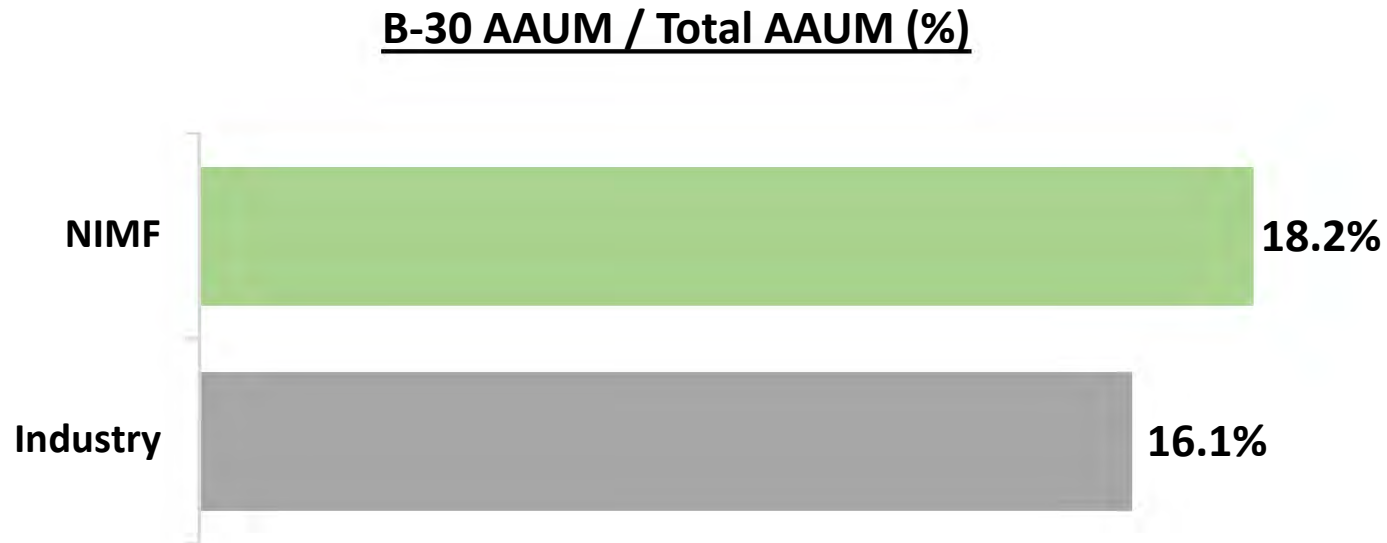


“Retail Investor Classification” changed from INR 0.5 mn to INR 0.2 mn as per the guidelines issued by AMFI

Source: Internal;
Calculated on Monthly Average AUM

Beyond 30 cities (B-30) Contribution

Higher AUM % sourced from B-30 locations as compared to Industry



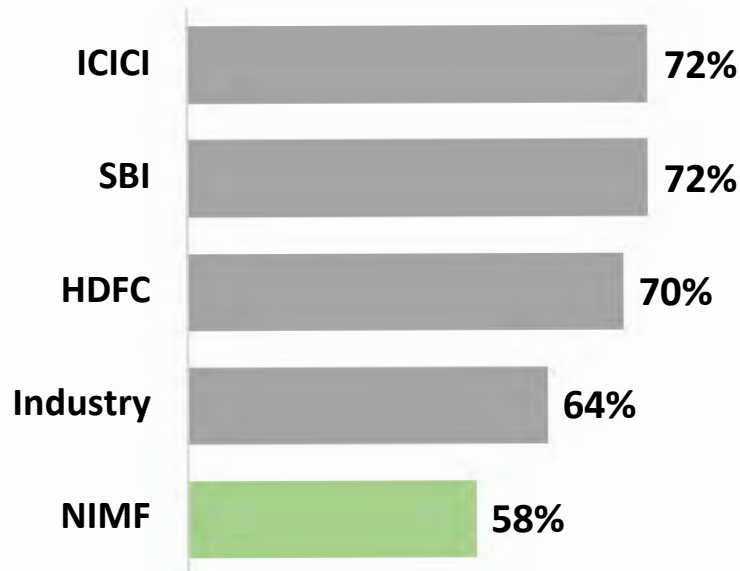
B-30 segment has higher proportion of Equity Assets

Focus on building B-30 AUM by leveraging on-ground presence

Source: AMFI;
Calculated on Monthly Average AUM

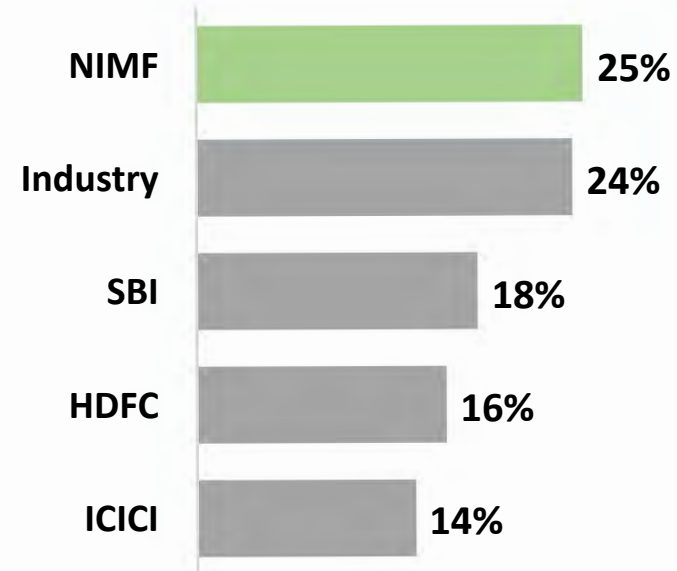
Geographical De-Risking

Top 5 Cities Contribution (%)



**Lower concentration of assets
from Top 5 cities**

Beyond 15 Cities Contribution (%)



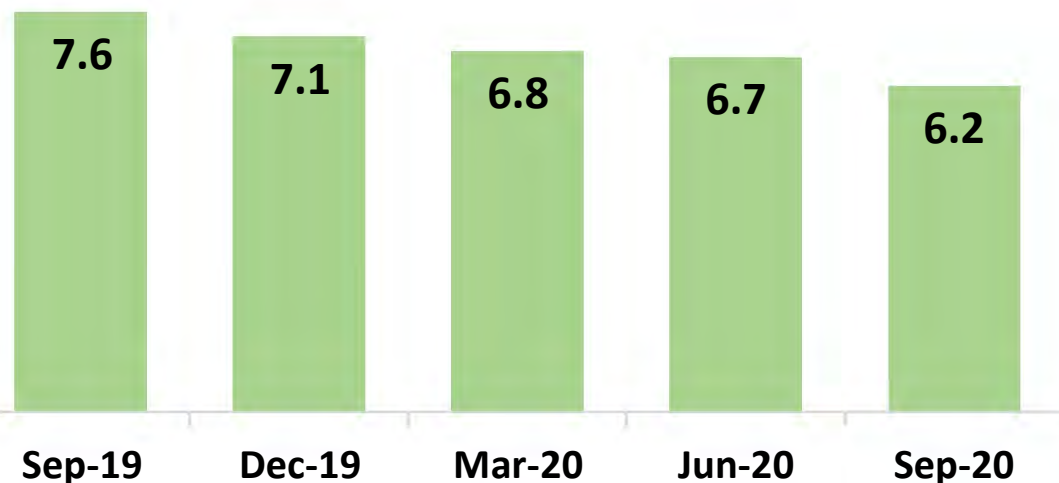
**Higher Penetration in Smaller cities
and towns**

Source: AMFI; respective disclosures
Individual MF AUM as on Sept 30, 2020
Industry AUM as on June 30, 2020

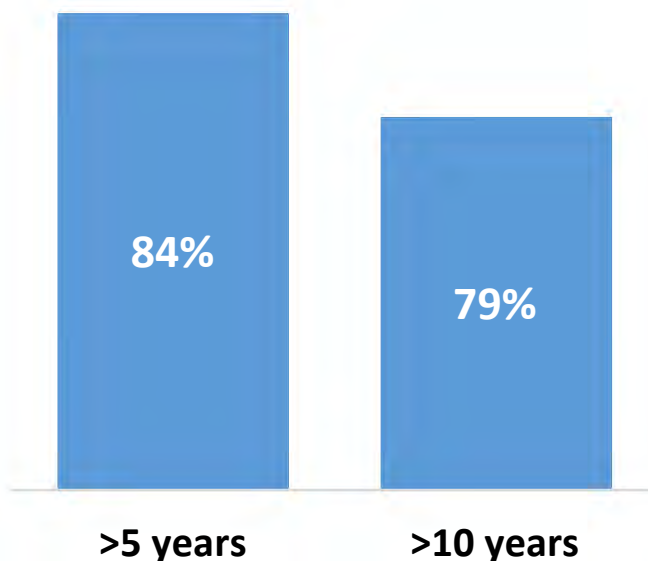
Systematic Transactions

Monthly Flows

Book (INR bn)



Tenure (SIP book)



Annualized book of INR 74 bn

In volatile markets, folios with lower ticket size demonstrated longer vintage

Source: Internal
Systematic Book is based on actual cash received

Risk Management - Philosophy

Enhanced conservative positioning

In May 2020, Board decided that all NIMF's schemes* will make fresh investments only in AA & above rated issuers

Credit Rating Profile of NIMF's Fixed Income assets

Rating	Sept 30, 2020	Mar 31, 2020
Repo / Cash / Sovereign / AAA / A1+ / AA+ / Upto AA	97.3%	91.8%
Sub AA / Unrated	2.7%	8.2%
Total Debt AUM	100.0%	100.0%

Above table considers open ended Debt Funds (incl. Liquid Funds)

- ❑ Share of 'Sovereign / AAA / A1+ / AA+ / upto AA instruments and cash' rose to 97.3%
- ❑ Proportion of 'sub-AA / unrated instruments' reduced from 8.2% to 2.7%

Such steps will further help investors looking for safer haven & high-grade portfolios

** except Nippon India Credit Risk Fund
& Nippon India Hybrid Bond Fund*



Nippon Life india Asset Management Ltd

(Formerly Reliance Nippon Life Asset Management Limited)

Distribution

Strong Distribution

Empaneled over 400 New Distributors in Q2 FY21; total base at approx. 77,400

Banks

77



National Distributors

93



Alternate (incl. PSU banks)

90



Digital Partners

20+



Independent Financial Advisors

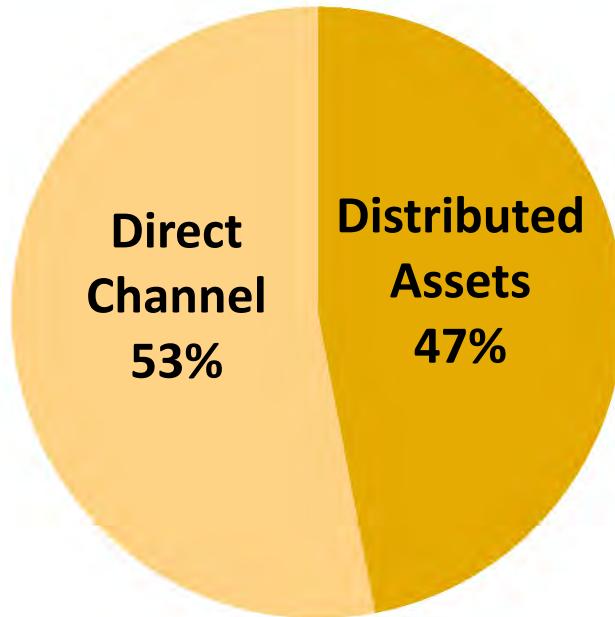
~77,000



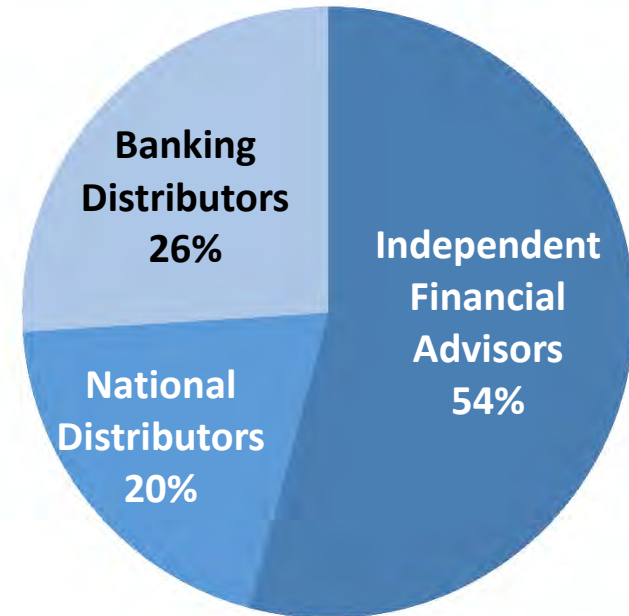
Leveraging Partnership with IFA

Distributed Assets form 47% of NIMF's AUM

Overall Distribution Mix



Distributed Assets Mix

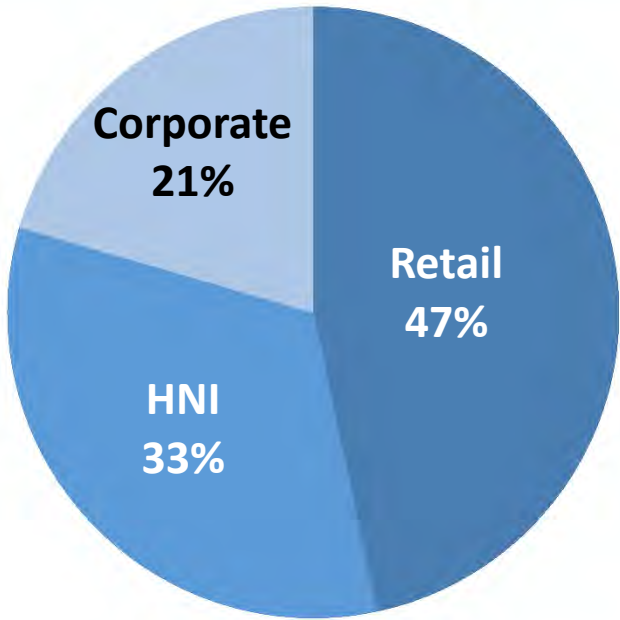
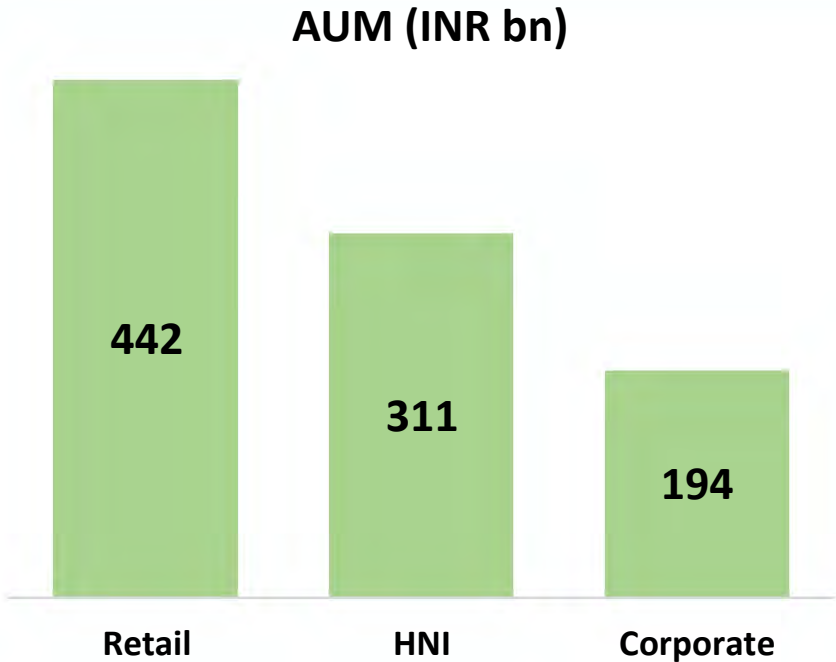


De-risked distribution model
Large share of the AUM is contributed by strong base of IFAs

Source: AMFI;
Calculated on Monthly Average AUM

Focus on Individual assets

Distributed Assets (investor-wise)



79% of the Distributed Assets are contributed by Individual investors

Source: AMFI;
Calculated on Monthly Average AUM

Leaders in Investor Education

EDGE Learning Academy (Q2 FY21)

Investor Education

20
Programs

1,300+
Investors

Unique Locations

T-30
18 Programs

B-30
2 Programs

Mobile App MFx



Dedicated Investor Education App MFx

Other Businesses

Nippon India Alternate Investments (NIAIF)

- ❑ **Category II & Category III AIFs across various asset classes**
 - ❑ **Equity / Real Estate / Credit / Technology & Venture Capital FoF**
- ❑ **As on Sept 2020, commitments raised INR 34 billion across funds**
- ❑ **Commitments and LOI's of approx. USD 100 mn in Nippon India Digital Innovation Fund**
 - ❑ **Commitments made in two underlying VC funds**
- ❑ **Fund raising underway for:**
 - ❑ Equity: Category III AIF for domestic investors
 - ❑ Real Estate: Category II AIF for offshore institutional investors
 - ❑ Tech / VC: Category II AIF for both domestic and offshore institutional investors



Offshore Business

AUM of INR 93 bn as on Sept 30, 2020

Particulars	Amount in INR bn
Advisory	37
Managed	55
Total	93

Singapore 

Mauritius 

Dubai 

Singapore 

- | | |
|---|---|
| ☐ RAMS Equities Portfolio fund-UCITS | ☐ IMSF - Equity Opp. Fund Feeder |
| ☐ RAMS Investment Unit Trust - IFIF | ☐ WIF - India Consumption Fund |

Other International Tie Ups



ETFS Reliance India Nifty 50 ETF



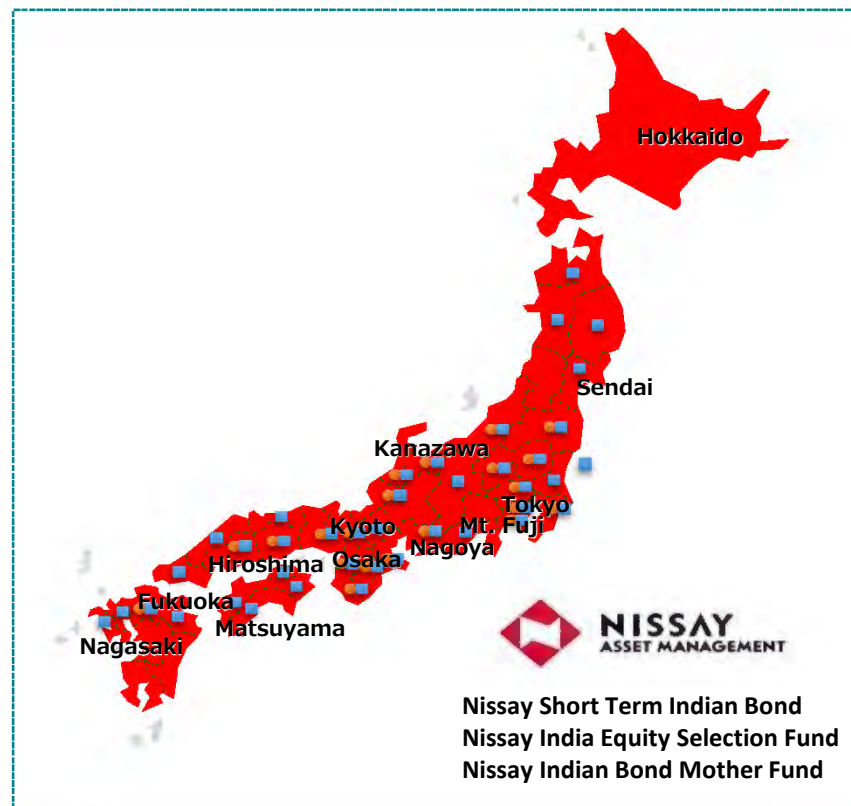
Bualuang Bharata Fund



Godo Kaisha Genkai India Investment*

*invests into Nippon India Yield Plus AIF - Scheme 2 (India)

Leveraging Nippon Life's Insurance global network

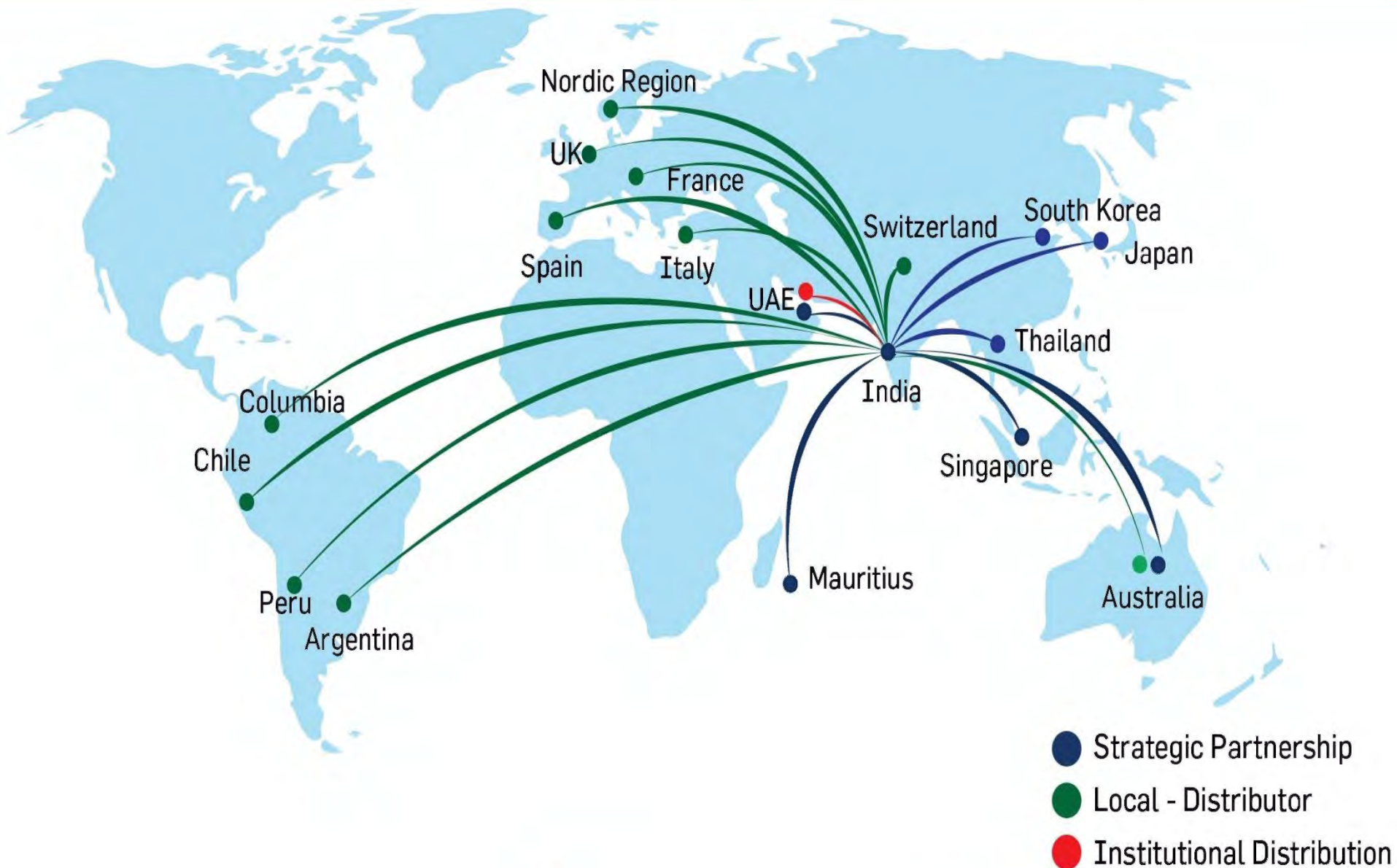


Distribution of NAM India's Funds via 28 Nissay AM's partners in Japan

 **Nippon Life India Asset Management Ltd**

(Formerly Reliance Nippon Life Asset Management Limited)

Wider Global Presence



Financial Overview

Financial Summary - As per IND AS

Consolidated

(INR mn)

Particulars	Q2 FY21	Q1 FY21	Q2 FY20
Revenue from Operations	2,587	2,331	3,002
Operating Expenditure	1,314	1,365	1,643
<i>Fee & Commission Expenses</i>	97	94	135
<i>Employee benefits expense</i>	679	715	856
<i>Finance cost</i>	12	13	16
<i>Other Expenses</i>	447	439	559
<i>Depreciation</i>	79	105	76
Core Operating Profit	1,273	966	1,359
Other Income	637	1,031	224
Profit before Tax	1,910	1,997	1,583
Profit after Tax	1,453	1,563	1,368

Standalone

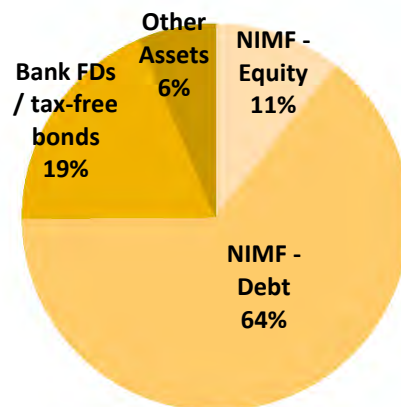
Particulars	Q2 FY21	Q1 FY21	Q2 FY20
Revenue from operations	2,405	2,154	2,836
Core Operating Profit	1,237	937	1,332
Profit after Tax	1,406	1,497	1,339



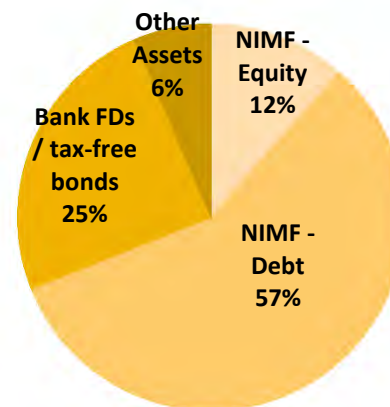
Financial Assets

Constituents of Financial Assets

(INR mn)	Sept 30, 2020	March 31, 2020
Investment in NIMF's schemes	19,864	16,804
- <i>Equity</i>	2,810	2,809
- <i>Debt</i>	16,874	13,994
Bank FDs and tax-free bonds	4,928	5,984
Other assets	1,675	1,575
Total	26,287	24,362



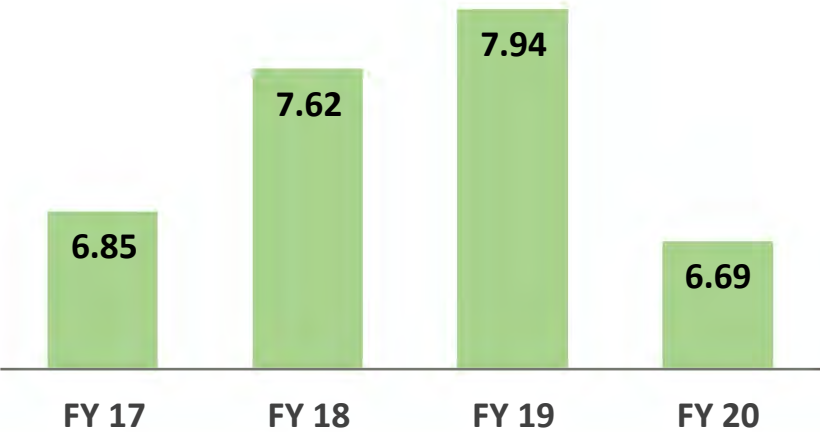
As on Sept 30, 2020



As on March 31, 2020

Dividend History

Earnings Per Share (INR)



Dividend Payout (INR Bn)



Total Dividend paid INR 5 per share in FY20

84% of FY20 Earnings shared with Shareholders

Paid cumulative dividend of INR 23+ bn in last 7 financial years

** Including Dividend Distribution Tax*



Nippon Life *india* Asset Management Ltd

(Formerly Reliance Nippon Life Asset Management Limited)

Thank you for your time!
Stay safe!

Good gets *better*

Annexure

About Nippon Life

About Nippon Life Insurance

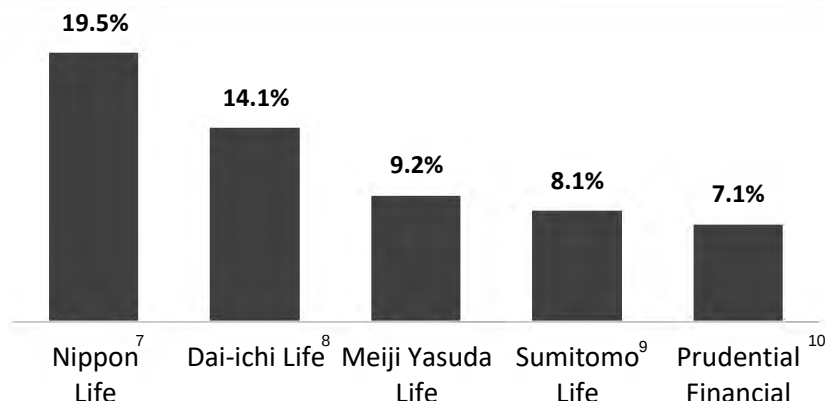
- ❑ Fortune 500 company (Rank 130 in 2020)¹
- ❑ Japan's largest private life insurer & one of the largest in the world²
- ❑ Total assets over US\$ 740 bn³
- ❑ 57 Asset Management related operations & 22 Insurance related operations Globally⁴

Presence in India

Asset Management
Shareholding - 75%⁵

Life Insurance
Shareholding - 49%⁵

Market Share in Japan (Premium Income)⁶



Key Figures

Premium income	¥5,719.3bn (FY2020)
Core operating profit	¥281.4bn (FY2020)
Total assets	¥80,081.2bn (Mar-2020)
Solvency margin ratio	1,047.5% (Mar-2020)
Number of insured persons ¹¹	13.83 million (Mar-2019)
Sales representatives ¹¹	61,111 (Mar-2019)

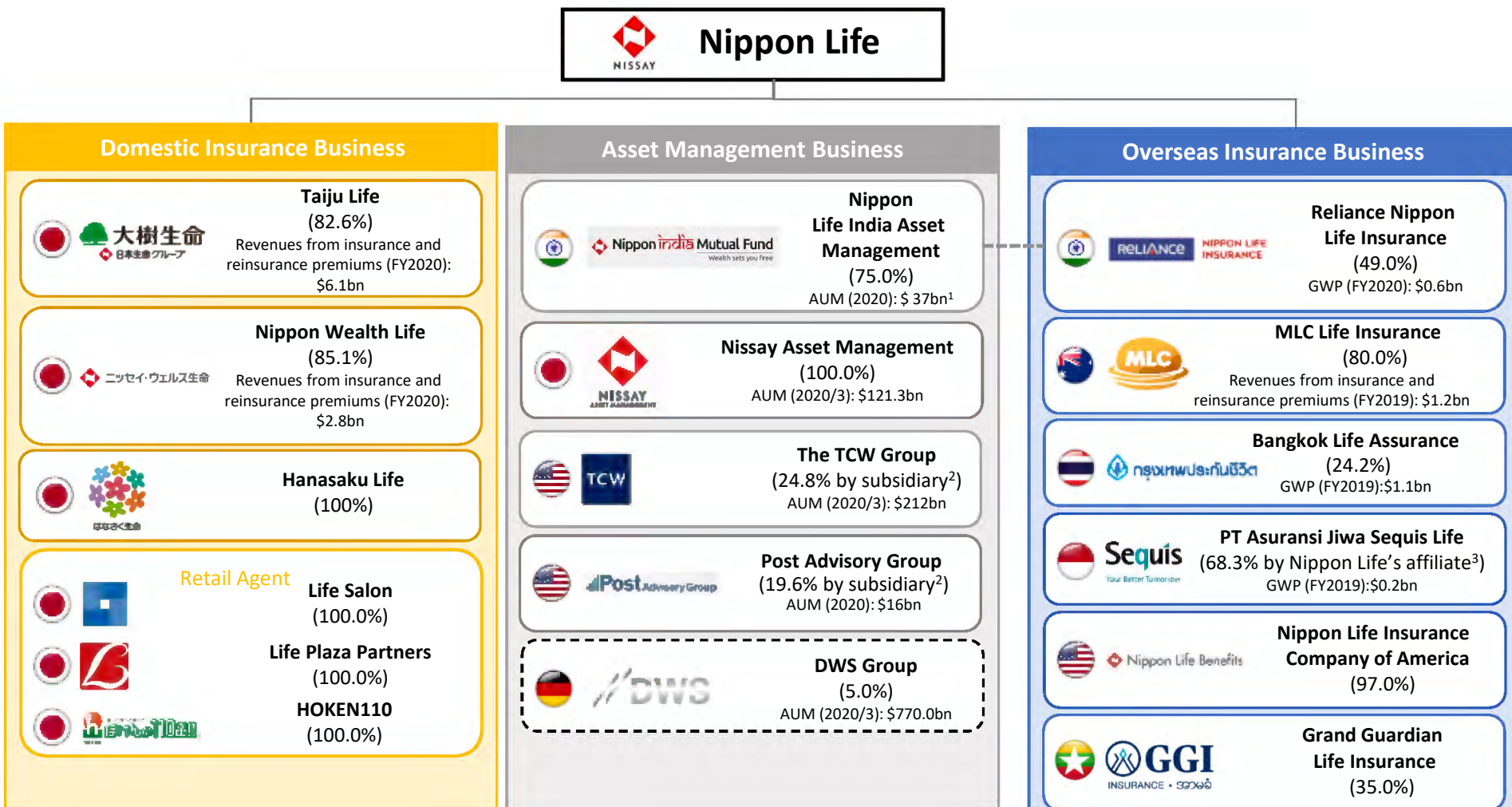
1. www.fortune500.com 2. Company disclosure and the Life Insurance Association of Japan 3. 2020 March Financial Results of Nippon Life, USD1=JPY108.83, 4. 2020 Annual Report of Nippon Life

5. Respective company websites on 30th June, 2020 6. FY2019. Excluding Japan Post Insurance. Company disclosures and the Life Insurance Association of Japan

7. Nippon Life represents the sum of Nippon Life, Taiju Life and Nippon Wealth Life 8. Dai-ichi Life represents the sum of Dai-ichi Life, Dai-ichi Frontier Life and Neo First Life

9. Sumitomo Life represents the sum of Sumitomo Life and Medicare Life 10. Prudential Financial represents the sum of Prudential Life, Gibraltar Life and Prudential Gibraltar Financial Life

11. The sum of Nippon Life and Taiju Life



Source: Company filings, Company webpage, SNL Notes: USD1=JPY108.83; USD1=INR75.37; USD1=AUD1.63; USD1=THB32.77; USD1=IDR16,037; USD1=EUR1.10 (as of March 2020)

1. AUM represents total AUM of mutual fund and portfolio management business as of June 2020

2. Held by Nippon Life's fully owned subsidiary NLI US Investments

3. 68.34% held by Nippon Life's equity-method affiliate PT Sequis, in which Nippon Life holds 29.26% of the total voting rights. 0.01% is held directly by Nippon Life

Board Of Directors

Profile of Board Members



General Ved Prakash Malik (Retd.) (Independent Director) has worked in the Indian Army as **Chief of the Army Staff** from October 1, 1997 to September 30, 2000. He had dual responsibility of being an advisor to the Government as well as commander of 1.2 million strong Indian Army to fulfill its national role and assigned missions. During the service at Indian Army, General Malik was bestowed with prestigious awards like Ati Vishishta Seva Medal (1986) and Param Vishita Seva Medal (1996). He has also received 'Excellence in Leadership Award' by Atur Foundation, 'Pride of Nation Award' by Doon Citizens Council and 'Distinguished Fellowship' by the Institute of Directors, New Delhi (1999).



Ms. Ameeta Chatterjee (Independent Director) has over 18 years of corporate finance experience in developing, managing and executing infrastructure projects across sectors in India and UK. After starting her career with ICICI Limited in 1995, she moved to KPMG to set up their infrastructure related Corporate Finance team. During her 8 years with KPMG, she gained experience across various sectors including health, education, Public Private Partnerships etc. In 2010, she moved to corporate sector as GM - Investments & Acquisitions at Leighton India Contractors Pvt. Ltd where she worked on various joint venture projects & also oversaw the finance, tax and secretarial matters. Since September 2011, she has been working as an independent consultant advising companies on strategic growth, India entry strategy etc.



Mr. Ashvin Parekh (Independent Director) is a qualified Chartered Accountant and has set up the advisory firm that provides services to the Boards and the management of BFSI companies. Mr. Parekh retired as a Senior Partner from Ernst & Young in June 2013. Earlier, Mr. Parekh was the ED of Deloitte Touche Tohmatsu India Pvt. Ltd. Mr. Parekh has also held senior positions in Arthur Anderson, PwC, KPMG and Hindustan Lever. Mr. Parekh has worked in the United Kingdom, Dubai, Australia, Germany and the US for about 11 years. He is registered with the World Bank and the Asian Development Bank as an expert in the financial services sector. He has worked on gamut of areas like business strategies, corporate planning, institutional strengthening and business transformation across industries including banking, insurance, pension and capital markets. He has been a member of several committees set up by the Ministry of Finance, RBI, IRDA and SEBI. He is also a member of industry bodies and associations namely CII, FICCI and ASSOCHAM.

Profile of Board Members



Mr. Kazuyuki Saigo (Associate Director) is Managing Executive Officer, Regional CEO for Asia Pacific Head of India, and is responsible for operations in the Asia Pacific. He joined Nippon Life in 1988 and since then has held several leadership positions in the Nippon Life Group, including General Manager of Global Business Planning and Global Insurance Business, General Manager - Personnel Dept. and Sales Manager Personnel Department. Also, in the last ten years, Mr. Saigo has engaged not only in designing and executing overseas business, but also managing insurance sales branch, and so on. Mr. Saigo has more than 30 years' experience in the life insurance sector.



Mr. Akira Shibata (Associate Director) currently serves as the General Manager / Global Business Planning Department at Nippon Life Insurance Company (Nippon). In his 20-year professional career with Nippon, Mr. Shibata has engaged in Finance Planning & Management business for 3 years. Also, Mr. Shibata has been engaged in Public & Investors Relations for 3 years. Other than above, Mr. Shibata has also spent his professional career in the Nippon's U.S. group insurance subsidiary, Nippon Life Insurance Company of America, where he carried the position of Vice President for 4 years (2008 to 2012).



Mr. Sundeep Sikka is the Executive Director & CEO of Nippon Life India Asset Management Limited. Sundeep has held both Vice-Chairman and Chairman positions of the industrial body AMFI (Association of Mutual Funds in India). Sundeep joined NAM India in 2003, holding various leadership positions before being elevated in 2009, when he became one of the youngest CEOs of India. Possessing rich experience in the financial services sector, Sundeep went on to lead NAM India towards tremendous growth of assets and to emerge as one of the most trusted mutual fund houses in India. He has grown the company to an all-round brand that thrice won 'Aon Best Employer' in the last four years and was certified 'Great Place to Work' in 2018.

Disclaimer

This presentation does not constitute a prospectus, an offering circular, an advertisement, a private placement offer letter or offer document or an offer, or a solicitation of any offer, to purchase or sell any securities under the Companies Act, 2013 and the rules made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law. This presentation should not be considered as a recommendation that any investor should subscribe for, or purchase, any securities of Reliance Capital Limited or its subsidiaries or its associates (together, the “Company”) and should not be used as a basis for any investment decision.

The information contained in this presentation is only current as of its date and has not been independently verified. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness or fairness of the information, estimates, projections and opinions contained in this presentation. The Company may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any person of such revision or changes.

This presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our operations, government policies, regulations etc. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward looking statements.

None of the Company or any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss howsoever arising from any information presented or contained in this presentation. Please note that the past performance of the Company is not, and should not be considered as, indicative of future results. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, this presentation. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Company.

This presentation and its contents are confidential and should not be distributed, published or reproduced, in whole or part, or disclosed by recipients directly or indirectly to any other person. The distribution of this presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of this presentation should inform themselves about and observe any such restrictions.

The information contained herein does not constitute an offer of securities for sale in the United States or in any other jurisdiction. Securities may not be offered or sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended.