



## Reliance Nippon Life Asset Management Limited

public Issue of Equity Shares

### Issue Highlights

Issue opens: **Wednesday, October 25, 2017**  
 Issue closes: **Friday, October 27, 2017**  
 Price Band: **Rs. 247 /- to Rs. 252/-**  
 Bid Lot: 59 Equity Shares & in multiples thereafter  
 Face Value: Rs. 10/- per share  
 Listing: **NSE / BSE**  
 BRLM: **Edelweiss/JM/ CLSA/Nomura/ Axis/ IIFL/SBI/YES**  
 Registrar: Karvy Computershare Private Limited

**Offer Size:** Up to 61,200,000 Equity Shares  
**Fresh Issue:** 24,480,000 Equity shares  
**Offer for sale:**  
 By Nippon Life: Up to 25,489,800 Equity Shares  
 By Reliance Capital: Up to 11,230,200 Equity Shares

### Offer Breakup

Category	Allocation	Equity Shares	Issue Size ( ₹ in Crs)	
			Lower Band	Upper Band
<b>QIB</b>	50%	30,600,000	755.82	771.12
<b>NIB</b>	15%	9,180,000	226.746	231.336
<b>Retail</b>	35%	21,420,000	529.074	539.784
<b>Total</b>	<b>100%</b>	<b>61,200,000</b>	<b>1511.64</b>	<b>1542.24</b>

### Promoters of Company

Reliance Capital Limited And Nippon Life Insurance Company

### Business Overview

Reliance Nippon Life Asset Management Limited; one of the largest asset management companies in India, started its mutual fund operations in 1995 as the asset manager for Reliance Mutual Fund. The Company is involved in managing (i) mutual funds (including ETFs); (ii) managed accounts, including portfolio management services, alternative investment funds (“AIFs”) and pension funds; and (iii) offshore funds and advisory mandates. The Company was ranked the third largest asset management company, in terms of mutual fund quarterly average AUM (“QAAUM”) with a market share of 11.4%, as of June 30, 2017, according to ICRA. For the financial year 2016, it was ranked the second most profitable asset management company in India, according to ICRA.

The Company managed 55 open-ended mutual fund schemes including 16 ETFs and 174 closed ended schemes for Reliance Mutual Fund as of June 30, 2017. It has a pan-India network of 171 branches and approximately 58,000 distributors including banks, financial institutions, national distributors and independent financial advisors (“IFAs”), as of June 30, 2017.

As part of its managed accounts business, it provides portfolio management services to high net worth individuals and institutional investors including the Employees’ Provident Fund Organisation (“EPFO”) and Coal Mines Provident Fund Organisation (“CMPFO”). Its Subsidiary, Reliance AIF Management Company Limited (“Reliance AIF”) manages two alternative investment funds, which are privately pooled investment vehicles registered with SEBI. Further, Reliance Capital Pension Fund Limited, one of the Group Companies, received a certificate of commencement of business as a pension fund manager from the Pension Fund Regulatory and Development Authority (“PFRDA”) in 2009 and manages pension assets under the National Pension System (“NPS”).

### Object of the Issue

The objects for which the Company intends to use the Net Proceeds are as follows:

- Setting up new branches and relocating certain existing branches;
- Upgrading the IT system;
- Advertising, marketing and brand building activities;
- Lending to its Subsidiary (Reliance AIF) for investment as continuing interest in the new AIF schemes managed by Reliance AIF;
- Investing towards its continuing interest in new mutual fund schemes managed by the Company;
- Funding inorganic growth and other strategic initiatives; and
- Meeting expenses towards general corporate purposes.

### Comparison with listed Industry peers

There are no comparable listed peers in India. Accordingly, it is not possible to provide an industry comparison in relation to the Company.

### Restated consolidated Summary Statement of Profit and Loss Account

(Amount in millions)

Particulars	For the quarter ended June30, 2017	For the year ended				
		March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Total Income	3,947.98	14,358.85	13,138.19	9,551.20	7,787.67	7,346.09
Total Expenses	2,643.97	8,545.74	7,914.22	4,912.66	4,489.74	4,413.57
Profit Before Tax	<b>1,304.01</b>	5,813.11	5,223.97	4,638.54	3,297.93	2,932.52
Profit after Tax	877.88	4,027.55	3,964.30	3,544.57	2,706.34	2,303.71
E.P.S.(Rs.) Basic	76.02	349.58	344.12	320.60	245.12	207.51
E.P.S.(Rs.) Diluted	76.02	349.58	344.12	320.22	244.00	206.42
RONW (%)	5*	22	22	23		

\*Not annualized

### An indicative timetable in respect of the Issue is set out below:

Finalization of Basis of Allotment	On or about November 1, 2017
Initiation of refunds/un-blocking of ASBA Accounts	On or about November 3, 2017
Credit of Equity Shares to demat accounts of Allottees	On or about November 3, 2017
Commencement of trading of the Equity Shares on the Stock Exchanges	On or about November 6, 2017

The above timetable is indicative and does not constitute any obligation on Company or the Selling Shareholders or the BRLMs.

### Reliance Nippon Life Asset Management Limited - Retail Payment Chart

Issue Dates	25-10-2017 to 27-10-2017	
Price Band	₹ 247 to ₹ 252	
Bid Lot	59 Equity Shares & in multiples thereafter	
No. of Shares	Cut off price per share (₹ 252)	Total Amount
59	₹ 252	₹ 14,868
118	₹ 252	₹ 29,736
177	₹ 252	₹ 44,604
236	₹ 252	₹ 59,472
295	₹ 252	₹ 74,340
354	₹ 252	₹ 89,208
413	₹ 252	₹ 1,04,076
472	₹ 252	₹ 1,18,944
531	₹ 252	₹ 1,33,812
590	₹ 252	₹ 1,48,680
649	₹ 252	₹ 1,63,548
708	₹ 252	₹ 1,78,416
767	₹ 252	₹ 1,93,284

### Findoc – Financial Products Distribution Branch Location for submission of application Forms

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