

MEDIA RELEASE

Q3 FY21 PROFIT AFTER TAX WAS AT RS. 212 CRORE - UP 42%

Q3 FY21 OPERATING EXPENSES WAS AT RS. 130 CRORE - DOWN 22%

9M FY21 PROFIT AFTER TAX WAS AT RS. 514 CRORE - UP 24%

9M FY21 OPERATING EXPENSES WAS AT RS. 398 CRORE - DOWN 22%

BOARD APPROVED INTERIM DIVIDEND OF RS. 3 PER SHARE

TOTAL ASSETS UNDER MANAGEMENT AT RS. 3,52,360 CRORE AS ON DEC 2020

MF ASSETS UNDER MANAGEMENT UP 35% AS ON DEC 2020 VS. MAR 2020

Mumbai, January 27, 2021: Nippon Life India Asset Management, asset manager of Nippon India Mutual Fund (NIMF), announced its financial results for the quarter ended December 31, 2020.

Mr. Sundeep Sikka, ED & CEO, NAM India, said “in the last six months, global and domestic economic activity has seen a sharp rebound. The Indian mutual fund industry’s assets have increased at a strong pace in this period and, are poised to grow exponentially in the next 3 - 5 years. Our priority is to be ‘Future Ready’ and capture this long-term opportunity.

To execute a **profitable growth strategy**, with the “**Investor First**” **philosophy at its core**, we place relentless emphasis on four key pillars viz. superior fund performance in the active category, comprehensive product offering in the passive category, business de-risking by increasing share of non-MF segments, and a robust digitech architecture that provides wide reach and best-in-class customer service.

In Q3 FY21, **profit rose by 42%** driven by strong growth in assets, and improved cost efficiencies.”

Business Highlights

- As on December 31, 2020, NAM India’s **assets under management was Rs. 3,52,360 crore** (US\$ 47.0 billion)
- For the quarter ended December 31, 2020, NIMF’s average assets under management was **Rs. 2,13,033 crore** (US\$ 28.4 billion)
- For the quarter ended December 31, 2020, **share of Equity Assets** rose to **39.1%** of NIMF’s AUM as against 38.9% for the quarter ended September 30, 2020
- As on December 2020, NIMF has **one of the largest retail assets in the Industry**, at **Rs. 58,642 crore** (US\$ 7.8 billion). **Retail assets** contributed **26%** to NIMF’s AUM
- As on December 2020, NIMF garnered **AUM of Rs. 38,753 crore** (US\$ 5.2 billion) from ‘**Beyond the Top 30 cities**’ category. **This segment** forms **17.5%** of **NIMF’s AUM** vis-à-vis 16.0% for the Industry
- As on December 2020, Individual **AUM was Rs. 108,182 crore** (US\$ 14.4 billion) and

contributed **49% to NIMF's AUM**

- As on December 31, 2020, NIMF is one of the **largest ETF players** with **AUM of Rs. 33,939 crore (US\$ 4.5 billion)** and a market share of **13%**
- For the quarter ended December 31, 2020, NIMF, successfully, launched **two NFOs in the passive category** viz. the Nifty CPSE Bond Plus SDL ETF and the Passive Flexicap FoF
- As on December 31, 2020, NIMF has **approx. 92 lakh investor folios**, with an **annualised Systematic book** of approx. **Rs. 8,000 crore** (US\$ 1.1 billion)
- As on December 31, 2020, **Nippon India AIF** offers Category II and Category III Alternative Investment Funds and has a **total commitment of approx. Rs. 3,500 crore** (US\$ 466 million) across various schemes
- As on December 31, 2020, **NIMF** has geographical presence at **approx. 290 locations pan India**, and is **amongst the highest in the industry**
- For the quarter ended December 31, 2020, **digital purchase transactions** rose to **over 4 lakh - an increase of 39%** as against quarter ended December 31, 2019. Digital channel contributed **52% to total new purchase transactions**

Financial Highlights

- For the quarter ended December 31, 2020, **Total Income** was **Rs. 399 crore** (US\$ 53 million) - **an increase of 11%**
- For the quarter ended December 31, 2020, **Profit after Tax** was **Rs. 212 crore** (US\$ 28 million) - **an increase of 42%**

About Nippon Life India Asset Management Limited (NAM India)

<https://mf.nipponindiaim.com/>

Nippon Life India Asset Management Limited is one of the largest asset managers in India, managing (directly & indirectly) assets across mutual funds including Exchange Traded Funds, managed accounts, including portfolio management services, alternative investments funds and pension funds; and offshore funds and advisory mandates. NAM India is the asset manager of Nippon India Mutual Fund's schemes.

It also acts as an advisor for India focused Equity & Fixed Income funds in Japan (launched by Nissay Asset Management), and in Thailand (launched by BBL Asset Management). It also manages offshore funds through its subsidiaries in Singapore & Mauritius and, also has representative office in Dubai thereby catering to investors across Asia, Middle East, UK, US, & Europe.

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For media queries, please contact:

Bhushan Parab

bhushan.parab@nipponindiaim.com

+91 91671 73309

For any other queries, please contact:

Customer Care Number: 1860 266 0111

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

Good gets better