

### Issue Highlights:

**Issuer:** Reliance Nippon Life Asset Management Limited

**Issue Type:** 100% Book Built Issue IPO

**Issue Open:** Wednesday, Oct 25, 2017

**Issue Close:** Friday, Oct 27, 2017

**Offer Size:** Rs. 1542.24 Crs

**Face Value:** Rs. 5 per Equity Share

**Price Band:** Rs. 247 – Rs. 252 per Equity Share

**Minimum Order Quantity Retail:** 59 Shares and in multiples thereof

**Maximum Bid amount for Retail:** Rs. 2 Lakhs

**Listing:** NSE & BSE

### Issue Size and Investor Category Allocation

**Total Issue Size:** 61,200,000 Equity Shares

**QIB:** 50% of the issue size (30,600,000 Equity Shares)

**NIB:** 15% of the issue size (9,180,000 Equity Shares)

**Retail Individual Bidders:** 35% of the issue size (21,420,000 Equity Shares)

### Book Running Lead Managers:

Edelweiss, IIFL Holdings, SBI Capital, YES Securities (India)

### Registrar:

Karvy Computershare Pvt Limited

### Key Business Strategies:

- Expand Investor Base and Focus on Retail Customers
- Focus on Developing AIF Business
- Inorganic Growth through Strategic Acquisitions
- Leveraging Technology to Improve Investor Experience
- Expand Overseas Operations
- Continue to Focus on Robust Investment Process and Product Innovation

### Key Strengths:

- Leading Asset Management Company with Strong Credentials to Drive Growth
- Multi Channel Distribution Network
- Comprehensive Suite of Products with Distinguished Investment Track Record

- Focus on Customer Centricity and Innovation
- Strong Focus on Processes

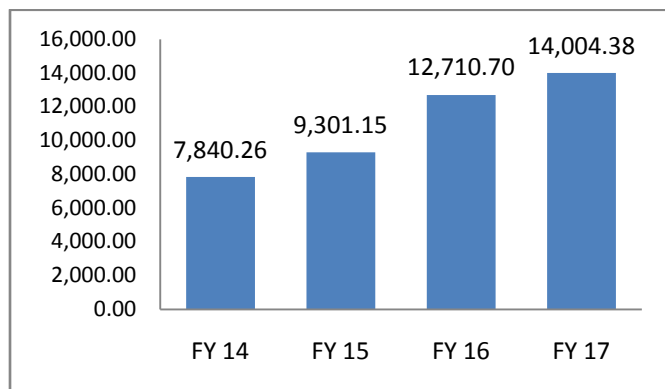
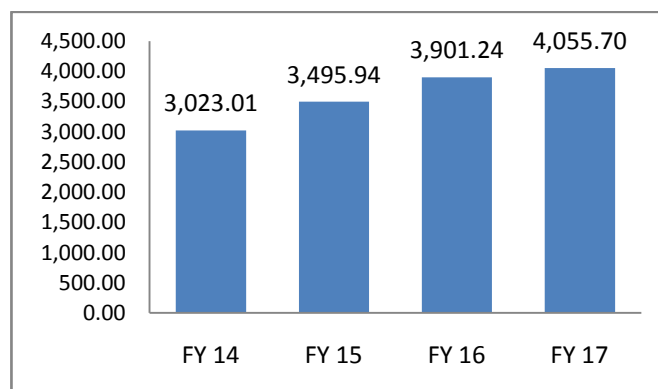
### Objects of the Issue:

1. Setting up new branches and relocating certain existing branches;
2. Investing towards continuing interest in new mutual fund schemes managed;
3. Funding inorganic growth and other strategic initiatives

**Public Issue 61,200,000 Equity shares.** (Fresh Issue 24,480,000 Equity shares & offer for sale 36,720,000 Equity shares).

### About the Issuer:

- RELIANCE Nippon Life asset management is one of the largest asset management companies in India, managing total AUM of Rs. 3,625.50 billion as of June 30, 2017. 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.
- Company is ranked the second most profitable asset management company in India, according to ICRA.
- 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.
- Monthly inflow from SIPs increased to Rs. 5,095.29 million in June 2017 from Rs. 2,741.55 million in April 2015.
- Company manages assets for 7.01 million investor folios, which comprised 6.72 million retail folios.
- For the financial year 2017, the company had total revenues of Rs. 14,358.85 million and profit after tax of Rs. 4,027.55 million, respectively.

**Revenue from Operations (Rs. Millions)**

**Net Profit After Tax (Rs. Millions)**

**SUMMARY STATEMENT OF ASSETS AND LIABILITIES, AS RESTATED**

(₹ in Millions)

	As at 30 June 2017	As at 31 March 2017	As at 31 March 2016	As at 31 March 2015	As at 31 March 2014
<b>EQUITY AND LIABILITIES</b>					
<b>Shareholders' funds</b>					
Share capital	415.20	415.20	415.20	412.70	112.70
Reserves and surplus	16,119.50	18,287.81	17,234.79	14,774.78	15,269.58
	<b>16,534.70</b>	<b>18,703.01</b>	<b>17,649.99</b>	<b>15,187.48</b>	<b>15,382.28</b>
<b>Non current liabilities</b>					
Long - term provisions	130.12	112.12	74.41	32.12	23.51
	<b>130.12</b>	<b>112.12</b>	<b>74.41</b>	<b>32.12</b>	<b>23.51</b>
<b>Current liabilities</b>					
Trade payables					
Outstanding dues of MSMED	-	-	-	-	-
Outsd. dues of crd. other than MSMED	886.39	1,031.67	588.54	860.76	740.75
Other current liabilities	1,226.85	254.45	511.76	455.46	633.36
Short - term provisions	133.59	96.85	33.21	94.15	32.18
	<b>2,246.83</b>	<b>1,382.97</b>	<b>1,133.51</b>	<b>1,410.37</b>	<b>1,406.29</b>
<b>TOTAL</b>	<b>18,911.65</b>	<b>20,198.10</b>	<b>18,857.91</b>	<b>16,629.97</b>	<b>16,812.08</b>
<b>ASSETS</b>					
<b>Non-current assets</b>					
Fixed assets					
Property plant and equipment	91.69	84.81	83.35	42.30	111.83
Intangible assets	2,356.27	2,424.53	33.59	26.72	25.58
Non - current investments	6,265.03	6,366.51	5,615.96	4,338.96	3,240.06
Deferred tax assets	61.54	75.87	122.12	121.28	112.14
Long - term loans and advances	1,638.38	1,368.94	3,763.96	2,942.46	1,195.22
Other non - current assets	72.91	72.91	72.37	39.37	36.64
	<b>10,485.82</b>	<b>10,393.57</b>	<b>9,691.35</b>	<b>7,511.09</b>	<b>4,721.47</b>
<b>Current assets</b>					
Current investments	1,655.77	3,371.15	3,641.20	4,110.08	4,296.22
Trade receivables	574.48	406.49	469.95	155.78	93.61
Cash and bank balance	378.18	47.42	418.27	242.87	310.62
Short - term loans and advances	5,428.04	5,709.40	4,492.44	4,442.16	7,257.42
Other current assets	389.36	270.07	144.70	167.99	132.74
	<b>8,425.83</b>	<b>9,804.53</b>	<b>9,166.56</b>	<b>9,118.88</b>	<b>12,090.61</b>
<b>TOTAL</b>	<b>18,911.65</b>	<b>20,198.10</b>	<b>18,857.91</b>	<b>16,629.97</b>	<b>16,812.08</b>

**SUMMARY STATEMENT OF PROFITS AND LOSSES, AS RESTATED**

(₹ in Millions)

	Quarter Ended 30 June 2017	Year Ended 31 March 201	Year Ended 31 March 2016	Year Ended 31 March 201	Year Ended 31 March 2014	Year Ended 31 March 2013
<b>Income</b>						
Revenue from operations - management fees	3,536.11	12,696.34	11,641.97	8,218.47	6,618.05	5,899.82
Other income	245.41	1,308.04	1,068.73	1,082.68	1,222.21	1,226.92
<b>Total revenue</b>	<b>3,781.52</b>	<b>14,004.38</b>	<b>12,710.70</b>	<b>9,301.15</b>	<b>7,840.26</b>	<b>7,126.74</b>
<b>Expenditure</b>						
Employee benefits expenditure	569.53	1,815.62	1,818.05	1,510.88	1,367.36	1,325.23
Administrative and other expenditure	726.05	2,430.95	2,057.43	1,759.97	1,578.65	1,176.24
Marketing and publicity expenditure	1,147.71	3,758.22	3,630.18	1,438.65	1,083.01	1,367.08
Depreciation and amortization	81.24	178.48	42.31	67.86	141.01	78.41
Diminution in value of long term investments	-	-	-	-	-	6.33
<b>Total expenditure</b>	<b>2,524.53</b>	<b>8,183.27</b>	<b>7,547.97</b>	<b>4,777.36</b>	<b>4,170.03</b>	<b>3,953.29</b>
<b>Profit before tax and exceptional items</b>	<b>1,256.99</b>	<b>5,821.11</b>	<b>5,162.23</b>	<b>4,523.79</b>	<b>3,670.23</b>	<b>3,173.45</b>
Exceptional items	-	-	4.03	1.68	57.57	556.41
<b>Profit before tax</b>	<b>1,256.99</b>	<b>5,821.11</b>	<b>5,158.20</b>	<b>4,522.11</b>	<b>3,612.66</b>	<b>2,617.04</b>
<b>Income tax expenditure</b>						
Current tax (Net of MAT credit entitlement)	(408.30)	(1,719.16)	(1,257.80)	(1,022.00)	(666.79)	(612.13)
MAT credit asset	-	-	289.60	418.95	398.58	304.41
MAT credit utilised	-	-	(289.60)	(418.95)	(398.58)	(304.41)
Deferred tax	(14.32)	(46.25)	0.84	(4.17)	77.14	(15.31)
<b>Profit after tax</b>	<b>834.37</b>	<b>4,055.70</b>	<b>3,901.24</b>	<b>3,495.94</b>	<b>3,023.01</b>	<b>1,989.60</b>
<b>Basic and diluted earning per share of ₹10 each</b>	<b>72.43</b>	<b>350.18</b>	<b>338.32</b>	<b>316.21</b>	<b>273.80</b>	<b>179.21</b>
<b>Diluted earning per share of ₹10 each</b>	<b>72.43</b>	<b>350.18</b>	<b>338.32</b>	<b>315.83</b>	<b>272.54</b>	<b>178.27</b>

**Source for Note: DRHP**
**IMPORTANT: Please read the Red Herring Prospectus of this issue carefully before investing in the same.**
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