

Name of the issuer: Nippon Life India Asset Management Limited (Reliance Nippon Life Asset Management Limited)

| | | |
|---|---|----------------|
| 1 | Type of issue | IPO |
| 2 | Issue size (Rs. in million) | 15,422.40 |
| 3 | Grade of issue alongwith name of the rating agency | |
| | <i>Name</i> | Not applicable |
| | <i>Grade</i> | Not applicable |
| 4 | Subscription level (number of times) | 57.09* |

*Figure is after technical rejections. Source: Basis of allotment

5 **QIB holding (as a %age of total outstanding capital) as disclosed to stock exchanges**

| Particulars | %age |
|---|--------|
| (i) On Allotment | 6.67% |
| (ii) at the end of the 1st Quarter immediately after the listing of the issue (December 31, 2017) | 10.15% |
| (iii) at the end of 1st FY (March 31, 2018) | 10.51% |
| (iv) at the end of 2nd FY (March 31, 2019) | 9.78% |
| (v) at the end of 3rd FY (March 31, 2020) | 8.88% |

6 **Financials of the issuer (as per the consolidated annual financial results submitted to the stock exchanges)**

(Rs. Crore)

| Parameters | 1st FY (March 31,2018) | 2nd FY (March 31,2019) | 3rd FY (March 31,2020) |
|---|------------------------|------------------------|------------------------|
| Income from operations | 1,586 | 1,479 | 1,203 |
| Net Profit for the period | 522 | 487 | 415 |
| Paid-up equity share capital | 612 | 612 | 612 |
| Reserves excluding revaluation reserves | 1,675 | 1,920 | 1,937 |

7 **Trading status in the scrip of the issuer**

The equity shares of the issuer are listed on the BSE Limited ("BSE") and the National Stock Exchange of India Limited ("NSE")

| Particulars | Status |
|---|---|
| (i) at the end of 1st FY (March 31, 2018) | Frequently on NSE and Infrequently on BSE |
| (ii) at the end of 2nd FY (March 31, 2019) | Frequently on NSE and Infrequently on BSE |
| (iii) at the end of 3rd FY (March 31, 2020) | Frequently on NSE and Infrequently on BSE |

Source: Websites of the respective stock exchanges, www.bseindia.com and www.nseindia.com

8 Change, if any, in directors of issuer from the disclosures in the Prospectus

| Particulars | Name of Director | Appointed / Resigned |
|---|--------------------|----------------------|
| (i) at the end of 1st FY (March 31, 2018) | - | - |
| (ii) at the end of 2nd FY (March 31, 2019) | Jai Ambani | Appointed |
| | Minoru Kimura | Appointed |
| | Akira Shibata | Appointed |
| | Kazuhide Toda | Resigned |
| | Takayuki Murai | Resigned |
| | V N Kaul | Resigned |
| (iii) at the end of 3rd FY (March 31, 2020) | Mahadevan Veermony | Appointed |

9 Status of implementation of project / commencement of commercial production
(i) As disclosed in the Prospectus
(Rs. Million)

| Particulars | Amount proposed to be funded from Net Proceeds | Deployment in Fiscal 2019 | Deployment in Fiscal 2020 | Deployment in Fiscal 2021 |
|---|--|---------------------------|---------------------------|---------------------------|
| Setting up new branches and relocating certain existing branches | 383.06 | 125.21 | 124.93 | 132.62 |
| Upgrading the IT system | 406.45 | 146.43 | 127.43 | 132.59 |
| Advertising, marketing and brand building activities | 720.92 | 199.87 | 240.61 | 280.44 |
| Lending to our Subsidiary (Reliance AIF) for investment of continuing interest in the | 1,250.00 | 350.00 | 350.00 | 550.00 |
| Investing towards our continuing interest in new mutual fund schemes managed by us | 1,000.00 | 350.00 | 350.00 | 300.00 |
| Funding inorganic growth and strategic initiatives | 1,650.00 | | 1650.00* | |
| General corporate purposes | 440.67 | 440.67 | - | - |
| Total | 5,851.10 | 1,612.18 | 1,192.97 | 3,045.65 |

*For the purposes of abovementioned presentation of aggregate deployment of the Net Proceeds over the Fiscals 2019-2021, towards the object of "Funding inorganic growth and strategic initiatives", it has been assumed that the said deployment will be made in the Fiscal 2021

Source: Prospectus

(ii) Actual implementation
(Rs. Million)

| Particulars | Amount proposed to be funded from Net Proceeds | 31-Mar-18 | Fiscal 2019 | Fiscal 2020* | Fiscal 2021 |
|---|--|-----------------|-----------------|-----------------|-----------------|
| Setting up new branches and relocating certain existing branches | 383.06 | - | 40.10 | 46.20 | 46.20 |
| Upgrading the IT system | 406.45 | - | 165.20 | 333.00 | 406.45 |
| Advertising, marketing and brand building activities | 720.92 | - | 128.40 | 344.70 | 518.40 |
| Lending to our Subsidiary (Reliance AIF) for investment of continuing interest in the | 1,250.00 | 80.00 | 397.50 | 524.50 | 623.30 |
| Investing towards our continuing interest in new mutual fund schemes managed by us | 1,000.00 | 790.00 | 1,000.00 | 1,000.00 | 1,000.00 |
| Funding inorganic growth and strategic initiatives | 1,650.00 | - | - | - | - |
| General corporate purposes | 478.00 | 478.10 | 478.00 | 478.00 | 478.00 |
| Total | 5,888.43 | 1,348.10 | 2,209.20 | 2,726.40 | 3,072.35 |

* Updated as on April 30, 2021 based on monitoring agency reopert for quarter ending March 31, 2021

(iii) Reasons for delay in implementation, if any

Not applicable

10 Status of utilization of issue proceeds

(i) As disclosed in the Prospectus

| (Rs. in Million) | |
|---|-----------------|
| Particulars | Amount |
| Setting up new branches and relocating certain existing branches | 383.06 |
| Upgrading the IT system | 406.45 |
| Advertising, marketing and brand building activities | 720.92 |
| Lending to our Subsidiary (Reliance AIF) for investment of continuing interest in the | 1,250.00 |
| Investing towards our continuing interest in new mutual fund schemes managed by us | 1,000.00 |
| Funding inorganic growth and strategic initiatives | 1,650.00 |
| General corporate purposes | 440.67 |
| Total | 5,851.10 |

Source: Prospectus

(ii) Actual utilisation

| (Rs. in million) | | |
|---|-----------------------|----------------------------|
| Particulars | Utilization upto date | Amount pending utilization |
| Setting up new branches and relocating certain existing branches | 46.20 | 336.86 |
| Upgrading the IT system | 406.45 | - |
| Advertising, marketing and brand building activities | 518.40 | 202.52 |
| Lending to our Subsidiary (Reliance AIF) for investment of continuing interest in the | 623.30 | 626.70 |
| Investing towards our continuing interest in new mutual fund schemes managed by us | 1,000.00 | - |
| Funding inorganic growth and strategic initiatives | - | 1,650.00 |
| General corporate purposes | 478.00 | - |
| Total | 3072.35 | 2816.08 |

Source: Financial results for the quarter ended December 31, 2011 filed with stock exchanges

Updated as on April 30, 2021 based on monitoring agency report for quarter ending March 31, 2021

(iii) Reasons for deviation, if any

Not applicable

11 Comments of monitoring agency

(i) Comments on use of funds

Nil

(ii) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the Prospectus

Nil

(iii) Any other reservations expressed by the monitoring agency about the end use of funds

Nil

Updated as on April 30, 2021 based on monitoring agency report for quarter ending March 31, 2021

Source: Report of the monitoring agency for the half-year ended September 30, 2011 dated November 9, 2011.

12 Price-related data

Issue price (Rs.): 252.00

| Price parameters | At close of listing day ⁽¹⁾ | At close of 30th calendar day from listing day i.e. December 05, 2017 | At close of 90th calendar day from listing day i.e. February 05, 2018 | As at the end of March 31, 2018 | | |
|------------------|--|---|---|---------------------------------|-----------|-----------|
| | | | | Closing price | High | Low |
| Market Price | 284.40 | 261.10 | 255.05 | 254.60 | 259.00 | 248.00 |
| NIFTY | 10451.8 | 10118.25 | 10,666.55 | 10,211.80 | 10,220.10 | 10,127.75 |

| Price parameters | As at the end of March 31, 2019 ⁽²⁾ | | | As at the end of March 31, 2020 ⁽³⁾ | | |
|------------------|--|----------------------|---------------------|--|----------------------|---------------------|
| | Closing price | High (during the FY) | Low (during the FY) | Closing price | High (during the FY) | Low (during the FY) |
| Market Price | 199.65 | 206.25 | 198.10 | 249.20 | 452.90 | 182.60 |
| NIFTY | 11,669.15 | 11,738.10 | 11,644.75 | 8,597.75 | 8,678.30 | 8,358.00 |

Source: www.bseindia.com, www.nseindia.com

⁽¹⁾ Closing price as on November 06, 2017

⁽²⁾ Closing price as on April 1, 2019

⁽³⁾ Closing price as on March 31, 2020

13 Basis for Issue Price and Comparison with Peer Group & Industry Average

| Accounting ratio | Name of company | As disclosed in the Prospectus | At the end of March 31, 2018 | At the end of March 31, 2019 | At the end of March 31, 2020 (1) |
|-------------------|--|--------------------------------|------------------------------|------------------------------|----------------------------------|
| EPS (Diluted) | <i>Issuer</i> | | | | |
| | Consolidated | 6.85 | 8.73 | 7.94 | 6.69 |
| P/E (Diluted EPS) | <i>Peer Group & Industry Average[#]</i> | Not applicable | Not applicable | Not applicable | Not applicable |
| | <i>Issuer</i> | | | | |
| RoNW | Consolidated | 22.00% | 22.82% | 19.23% | -- |
| | <i>Peer Group & Industry Average[#]</i> | Not applicable | Not applicable | Not applicable | Not applicable |
| NAV per share | <i>Issuer</i> | | | | |
| | Consolidated | 31.31 | 37.37 | 41.37 | -- |
| | <i>Peer Group & Industry Average[#]</i> | Not applicable | Not applicable | Not applicable | Not applicable |

⁽¹⁾ Will be updated in due course post availability of AR

Note: The face value of the equity shares of the Company is Rs. 10

Source: Prospectus

14 Any other material information

| Announcement | Date |
|---|----------------|
| Nippon Life India Asset Management Limited has informed the Exchange wrt update on board recommendation on final dividend | April 27, 2021 |