

January 23, 2025

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.: Investor Presentation

Further to our letter dated January 7, 2025, please find attached the presentation to be made to the Analyst on the financial performance and Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2024.

Thanking you,

Yours faithfully,

For **Nippon Life India Asset Management Limited**

Valde Varghese

Company Secretary & Compliance Officer

Encl: A/a

Investor Presentation – Q3 FY25

Jan-2025

Good gets *better*

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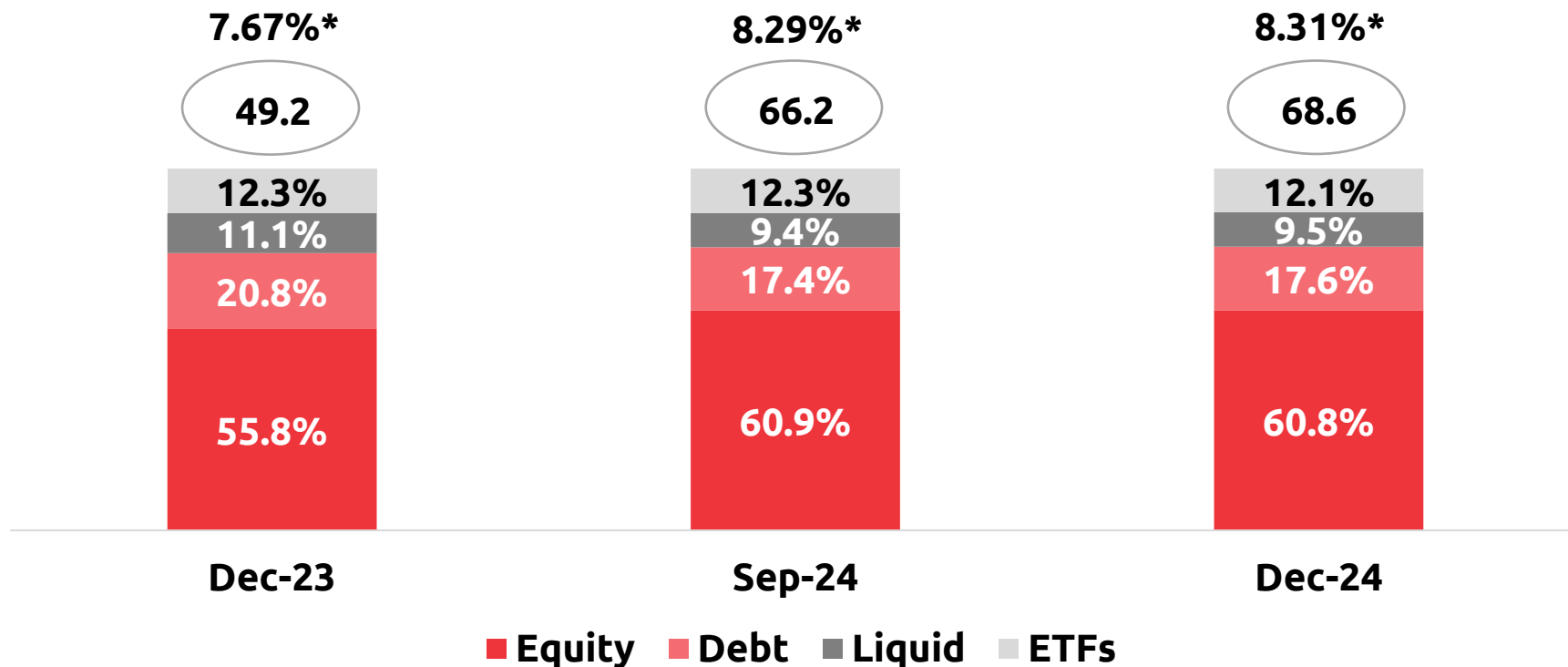
4 Financial Overview

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Mutual Fund Industry

Quarterly AUM Trend

Industry AAUM (INR trillion)



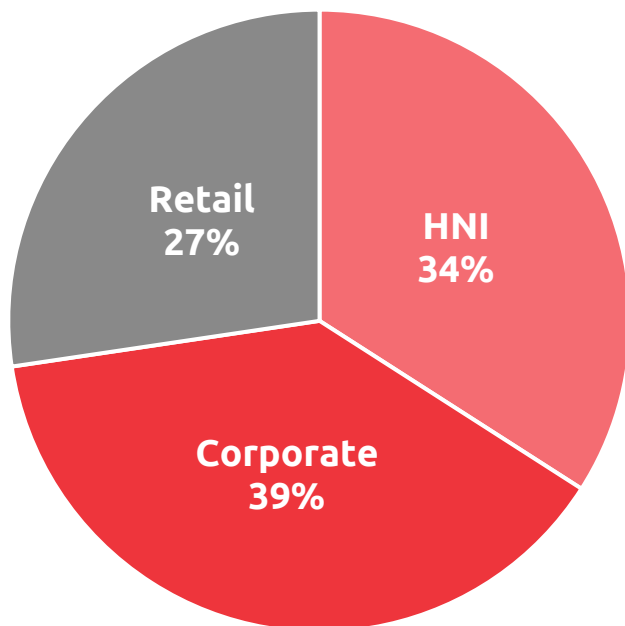
- Proportion of Equity assets have increased over the last year
- Increase in Equity assets has been aided by strong retail participation

Source: AMFI

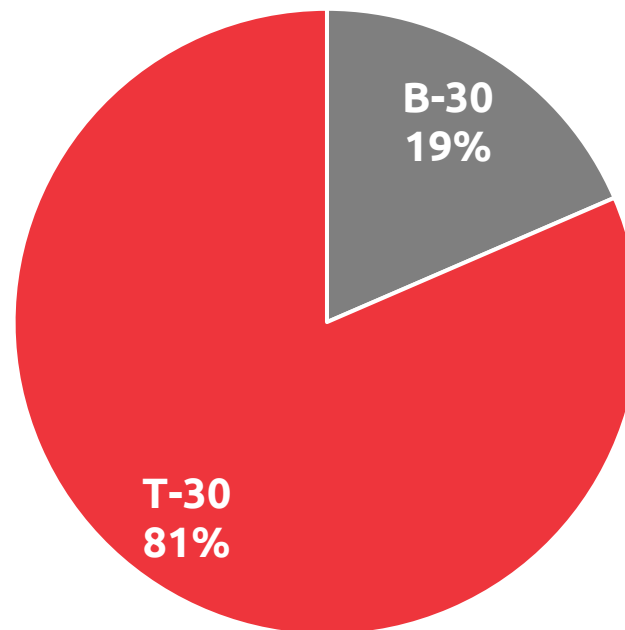
*NIMF Market Share based on QAAUM

Segment-wise Mix & Geographic Spread

Segment-wise AUM



T-30/B-30 AUM

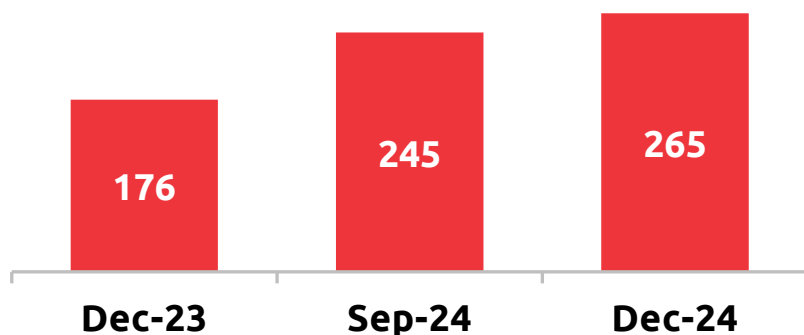


- Individual segment contributes 61% of AUM
- B-30 locations contribute 19% of AUM

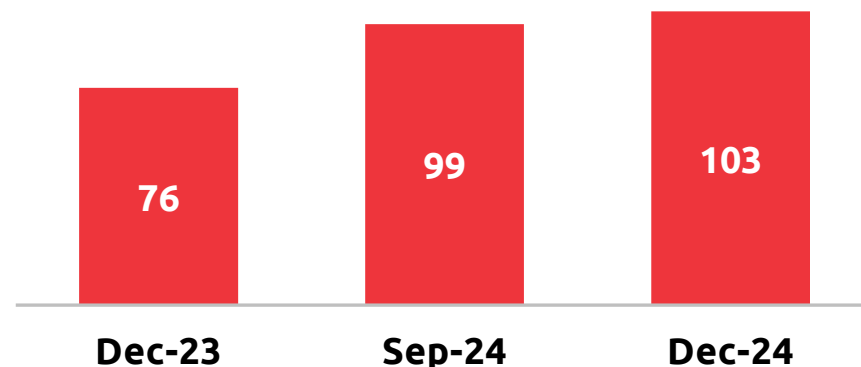
Source: AMFI
Data based on MAAUM for the last month of the quarter

Systematic Investments

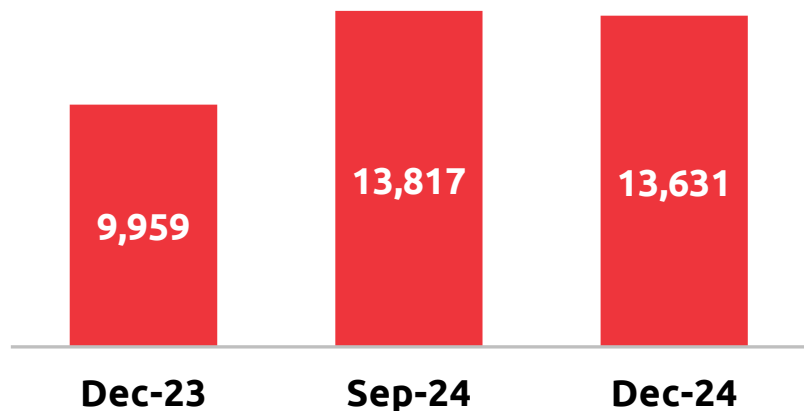
Monthly SIP flows (INR bn)



SIP folios (mn)



SIP AUM (INR bn)



- **Steady growth witnessed in the monthly SIP flows (+50% YoY)**
- **At INR 265 bn, Dec-2024 recorded all-time high monthly SIP flows**
- **SIP folios increased by 35% YoY**
- **SIP AUM increased by 37% YoY**

Source: AMFI

Nippon Life India Asset Management

NAM India At A Glance

One of the largest Asset Managers in India, with track record of ~30 years

AUM

NAM India
INR 6.56 trn*

Mutual Funds
INR 5.56 trn*

Managed Accounts
INR 833 bn

International
INR 167 bn
(Advisory INR 21 bn)

Reach

Locations
265

Distributors
1,11,400+

Folios
31.0 mn

Employees
1,160

Retail Strength

B-30 assets
INR 1.18 trn

Individual AUM
INR 3.47 trn

Systematic Flows
(Quarterly)
INR 99 bn

Unique Investors
20.0 mn
1 in 3 MF investors in
India invest in and trust
NAM

Financials

Q3 FY25 Profit after Tax
at **INR 2.95 bn**
(+4% YoY / -18% QoQ)

* Closing AUM

Key Highlights (1/2)

Rank

1

Maintained industry ranking of **4th Largest AMC** based on QAAUM
No.1 Non-Bank Sponsored MF in India

AAUM

Dec-24 **QAAUM - INR 5,700 bn**, up 51% YoY &
4% QoQ

Market share at **8.31% | +63 bps YoY / +1 bp QoQ**

Highest YoY Market Share increase across AMCs

Equity Mkt Share at **6.99% | +31 bps YoY / +3 bps QoQ**

2

3

Investor Folio Base

Highest Investor Base – 31.0 mn

Added 2.3 mn folios in Q3 FY25

4

Unique Investor Base

Unique investors at 20.0 mn, with a
38.0% market share

5

Systematic Flows

Q3 FY25 Systematic Flow- **INR 99.1 bn** vs.

INR 90.3 bn in Q2 FY25 – **9.7% growth**

Steady Uptick in SIP Flows

Key Highlights (2/2)

6

ETF

Dec-24 QAAUM - INR 1,502 bn
Market share at **18.1% (+278 bps YoY)**

7

Profitability

Q3 FY25 **Profit After Tax at INR 2.95 bn** (+4% YoY / -18% QoQ)

8

Customer Centricity

One of the Lowest Investor complaints – **11 per mn Folios** vs. **Avg. 18** for other Top 5 AMCs (Q3 FY25)

9

Digital

4.08 mn Digital transactions in Q3 FY25
Contributed **73%** to overall purchase + new SIP transactions for Q3 FY25
46 new digital Purchase/SIPs every minute in Q3 FY25

10

Employee Focus

Won **#Super6** and a Hat-trick for NAM India
Won **Kincentric Best Employer Club 2024**
Won **Global Employee Choice Award'2024** by WE Matte
Employee celebrations & achievements – Young Achievers, Diwali, Christmas & Performance Awards

KINCENTRIC
Best Employer

INDIA 2022

ekincare



A Complete Asset Manager



Comprehensive Product Bouquet

Offerings across MF, AIF/PMS and Offshore
Diverse MF offerings in active/passive space



AUM Spread Across Asset Classes

Equity constitutes 51% of MF AUM
ETFs constitute 26% of MF AUM



Wide Reach

Largest investor base in the industry
Strong presence in B-30 segment



Strong Physical & Digital Distribution

Large base of Mutual Fund Distributors
Digital/total purchase transactions: 73%



Optimal Mix of Investors

Higher share of retail AUM vs industry
HNI segment gaining traction

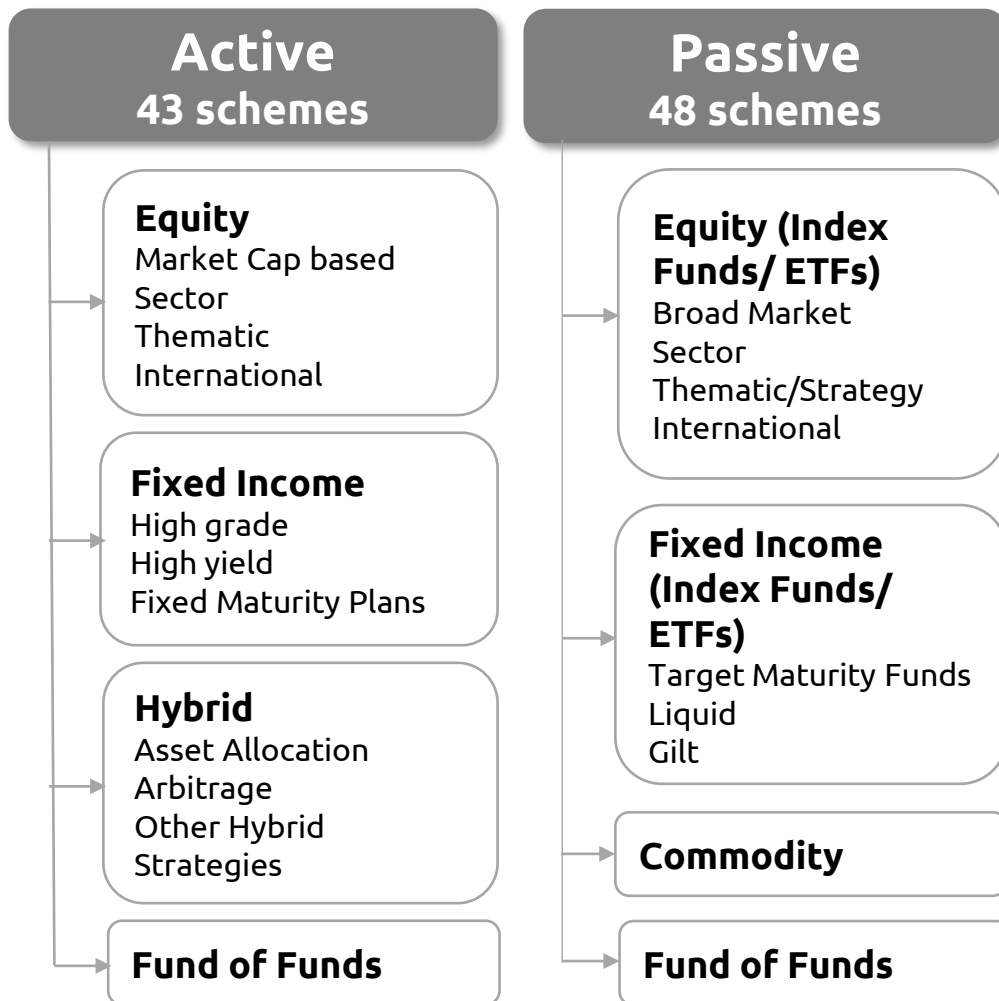


Steady Systematic transactions

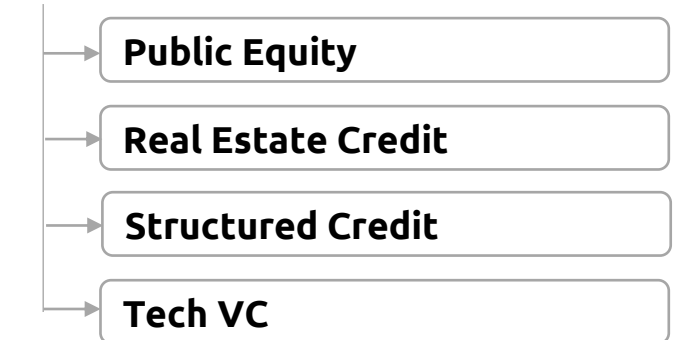
Annualized book: INR 404 bn
Higher longevity of SIP accounts vs industry

Comprehensive Product Bouquet

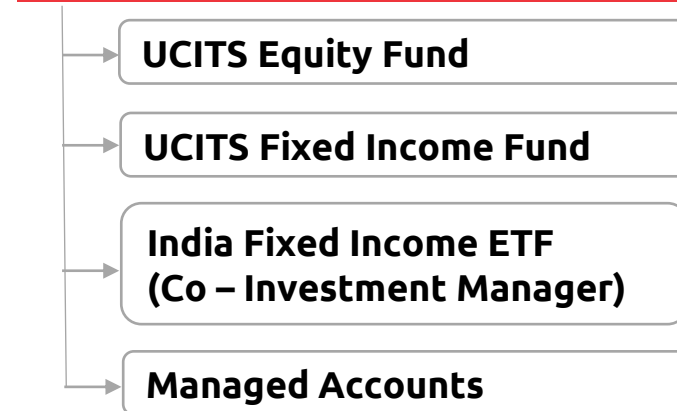
Mutual Fund



AIF 18 schemes



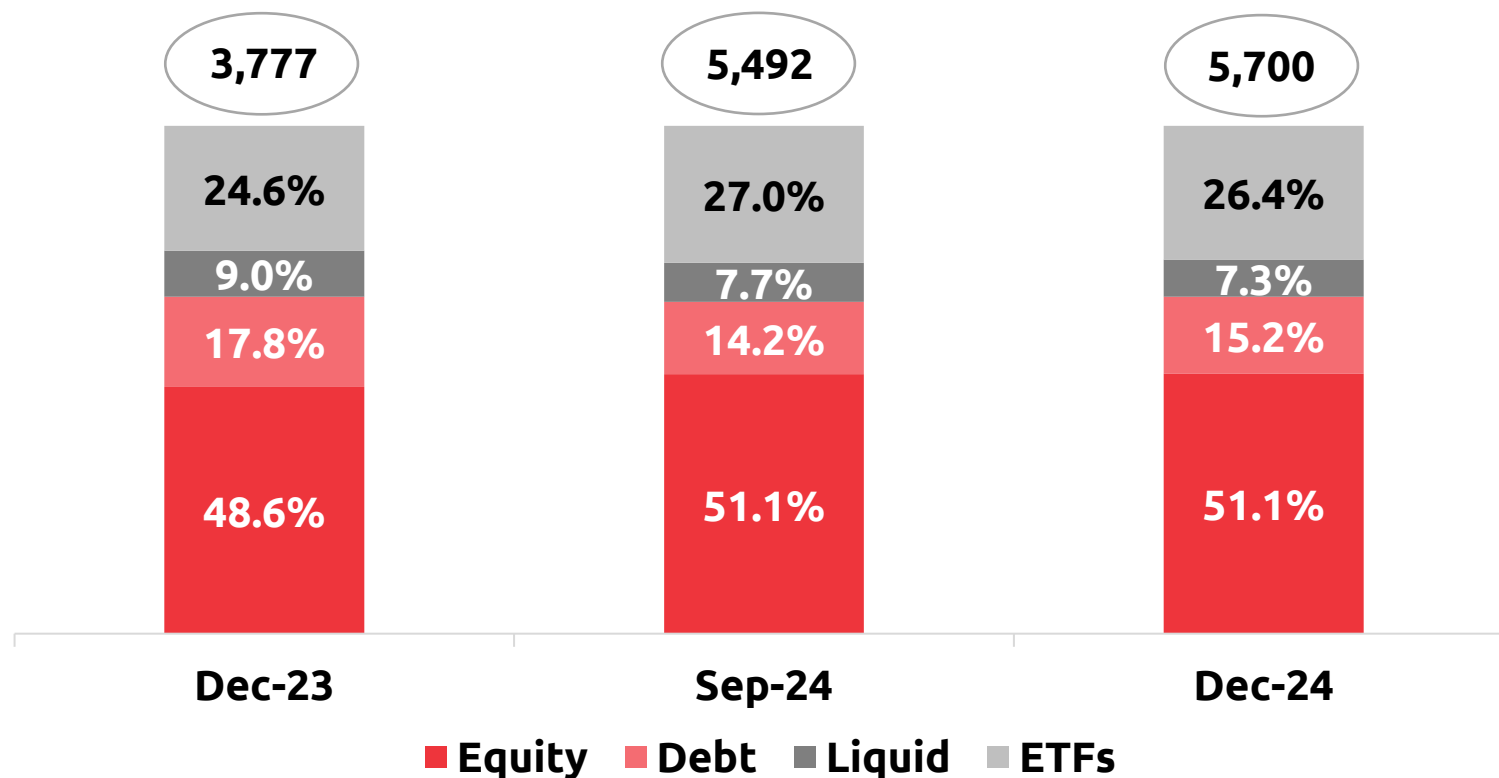
Offshore 5 schemes



*Open ended MF schemes

MF AUM Spread Across Asset Classes

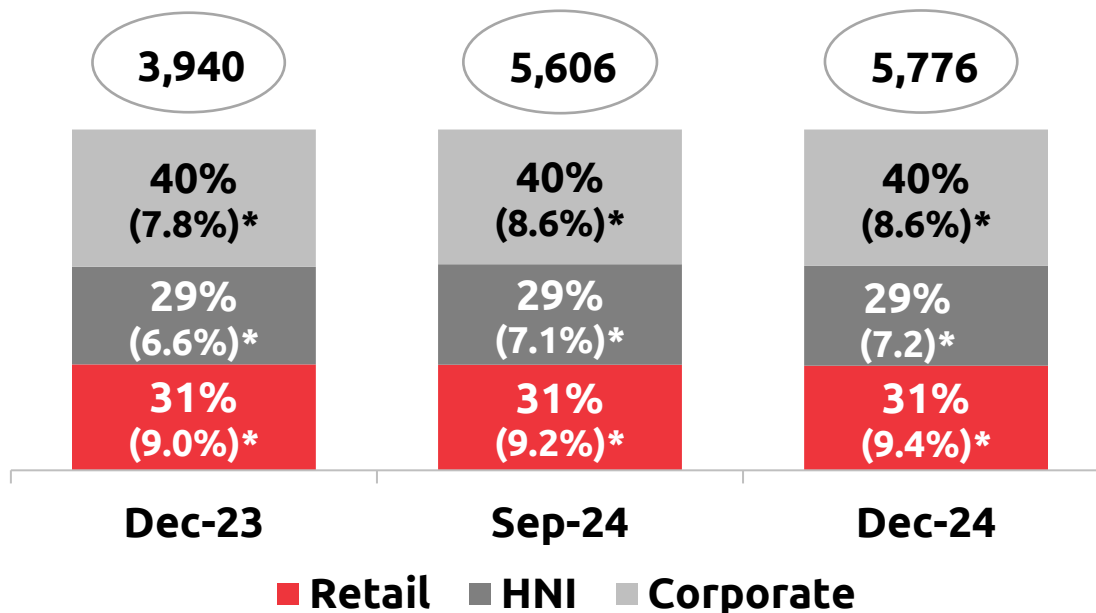
QAAUM
(INR bn)



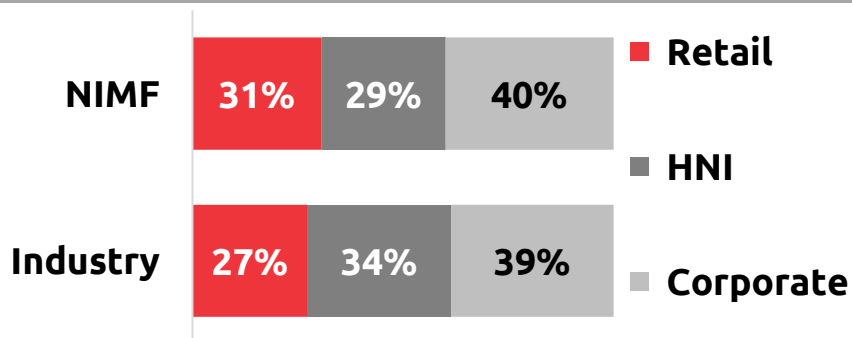
- Share of Equity AUM has increased over Dec-2023 level to 51%
- Share of ETF AUM has increased over Dec-2023 level to 26%

Optimal Mix of Investors

MAAUM
(INR bn)



Investor segment-wise AAUM



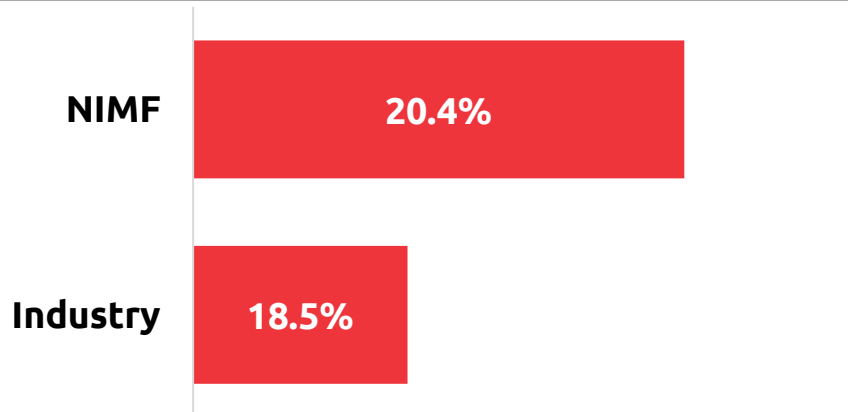
- NIMF's Retail share at 31% is higher than the industry average of 27%
- Asset growth and market share revival in high-yielding segments to drive further rise in earnings

Source: AMFI

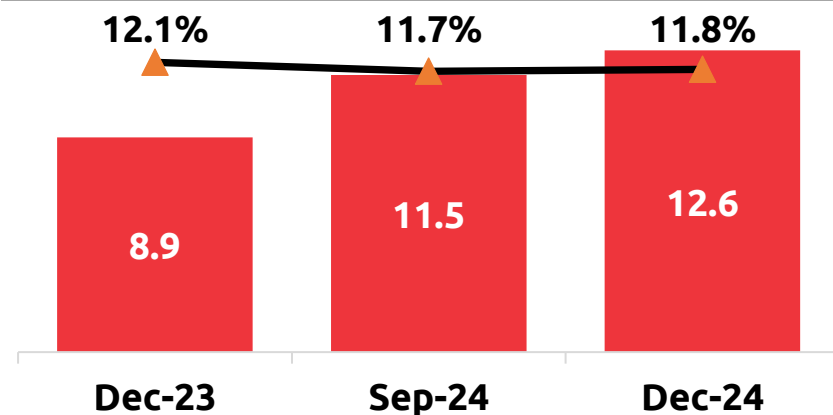
*Market Share based on MAAUM

Wide Reach

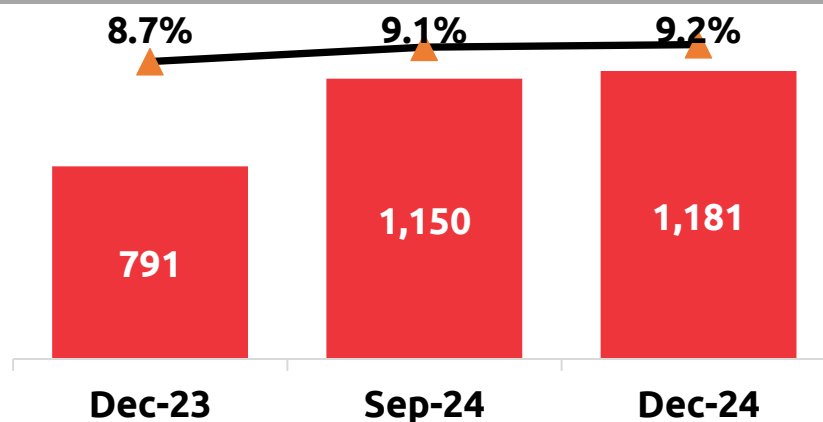
B-30 AAUM/Total AAUM



B-30 Folios (mn)



B-30 MAAUM (INR bn)

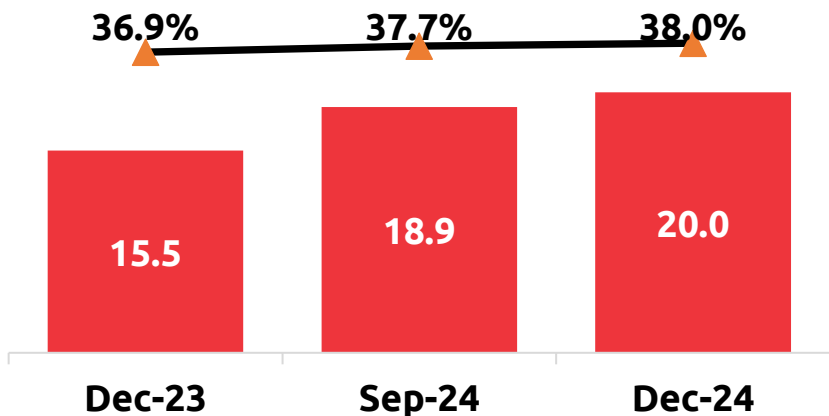


▲ Market share

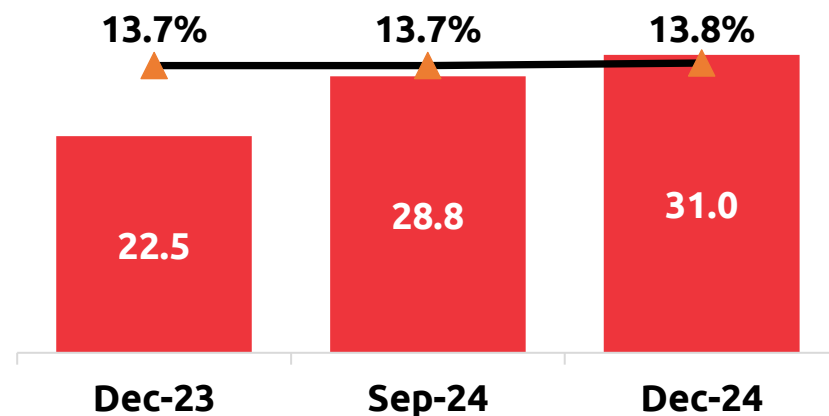
Source: AMFI;
Calculated on MAAUM

Wide Reach

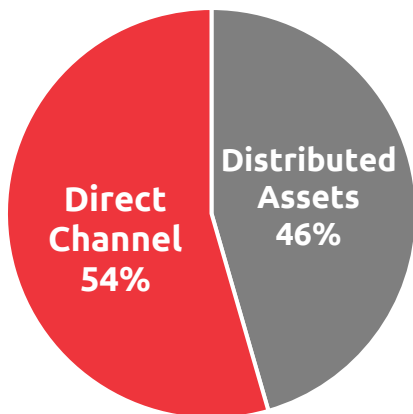
Unique Investors (mn)



Total Folios (mn)



Overall Distribution Mix



- NIMF has the largest investor base in the industry
- NIMF's market share in terms of unique investors was up QoQ
- No. of Branches: 194

▲ Market share

Calculated on MAAUM

Strong Physical Distribution

Total base of empaneled distributors rose to over 1,11,400 with highest single Distributor concentration at ~5% of assets

102

Banks

76

National Distributors

87

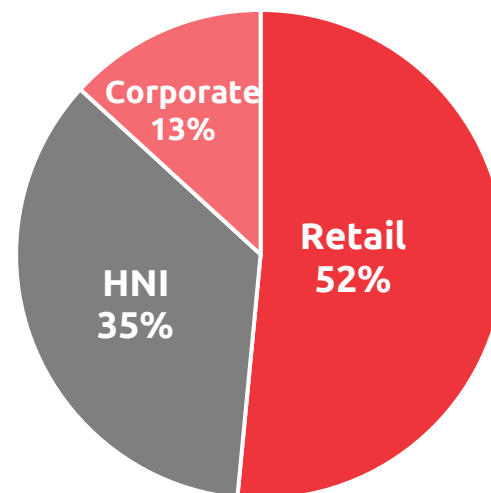
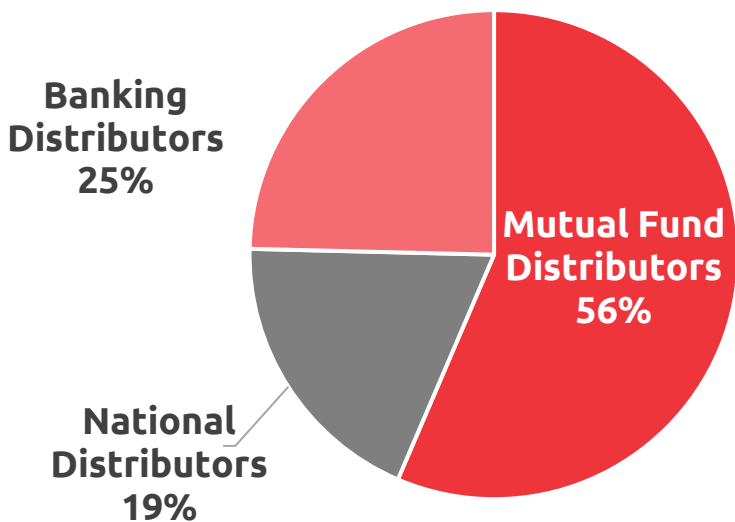
Alternate (incl. PSU banks)

1,11,200+

Mutual Fund Distributors

Distributed Assets (channel-wise)

Distributed Assets (investor-wise)



Single Dist. Conc. calculated on closing AUM
Mix of Assets Calculated on MAAUM

Focused Business Verticals for Various Segments



Key Clients Group (KCG)

- Experienced Institutional sales team managing specific target segment of clients with focused business approach by maintaining relationship with Large corporate groups, Banks and financial Institutions and aim to enhance market share from these investors



Elite Partners and Client Group (EPCG)

- Goal is to have a unified approach to build market share with Mid-size corporates & HNI segment of Investors by engaging with the said category of investors & also with Private wealth advisors/distributors (that cater to same investor segment)



Retail Business Development (RBD)

- Work with PSU Banks, Old Pvt Banks, Co-operative Banks, Gold Loan Companies and New Age Banks i.e. Small Finance Banks to capitalize on their large untapped Customer base of Retail, HNI's/Ultra HNI's & MSME



Rural and Emerging Market Group (REMG)

- Focus on the B-100 markets through a dedicated structure ensuring a focused approach to build and develop the Tier 2 & Tier 3 towns of India

Quick Commerce: Voice Enabled ,Intuitive VAS & Real Time Renditions!

Hands Free World – Voice on our Digital Assets
Speak to Simplify: Seamless Transactions with Voice Integration



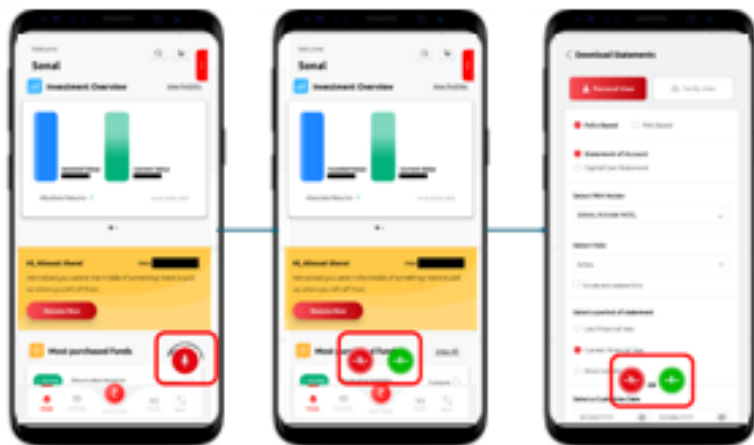
Empowering Digitally
 Voice-based transactions empower individuals by enabling them to take control of their finances without relying on traditional interfaces, making investing more intuitive and user-friendly.

Inclusive and Accessible

We at Nippon are committed to creating solutions that break barriers, ensuring equal opportunities for all our investors by providing an intuitive, easy-to-use alternative vis-a-vis traditional navigation.



Conversational Commerce
 We started this journey in 2019 and are not extending it to our other Digital Assets. Conversational Commerce uses voice to offers a simplified and engaging way for users like yourself to learn and take action on their finances.

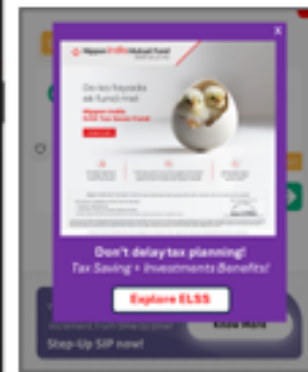
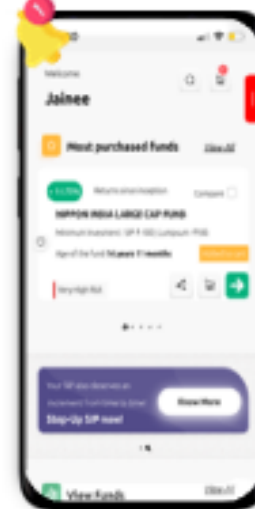


Investor App - Android

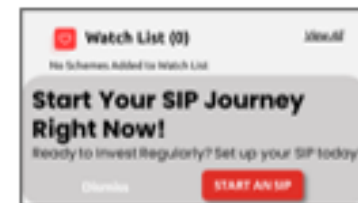
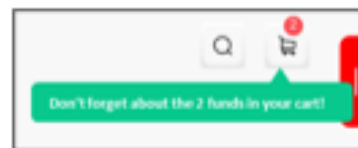
Real Time Notifications



Market Movement – Sensex Down



Fund Promotion - ELSS

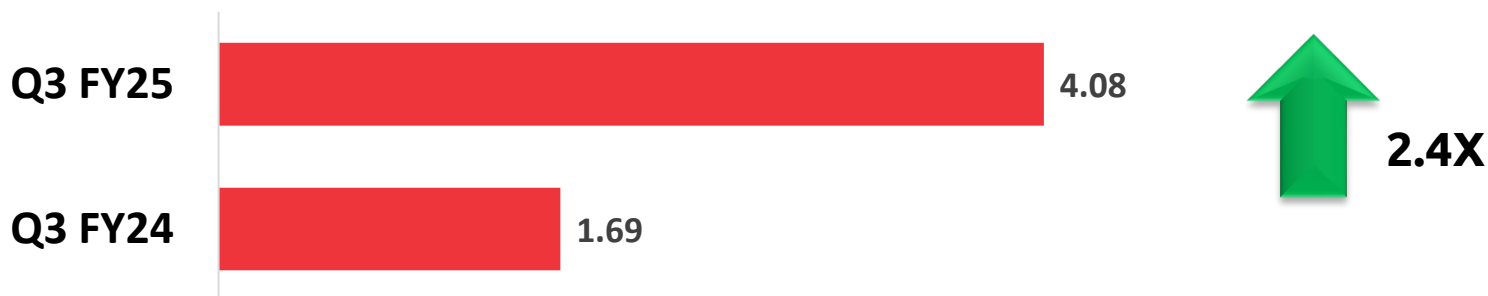


Start an SIP

Strong Digital Presence

Lumpsum & New SIP Registration

Digital Purchases (mn)*



4.08 Mn
Q3 FY25

Digital Business transactions
(New Purchase + New SIP registrations)

73%
Q3 FY25

Digital contribution to total NIMF Purchases & New SIP Registrations

46/min
Q3 FY25

Every two seconds a Lumpsum Purchase or a New SIP registration happened through Digital Business

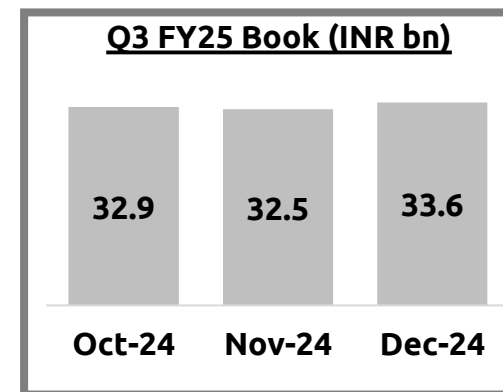
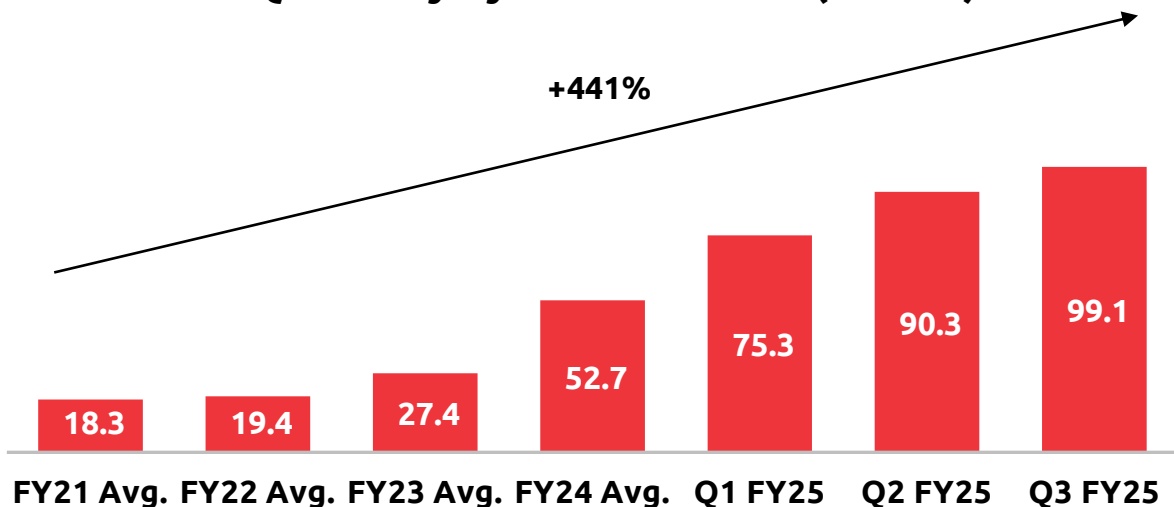
10.87 Mn New Purchase and New SIP transactions done by Digital in 9M FY25

* Including New SIP registrations

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

Steady Systematic Transactions

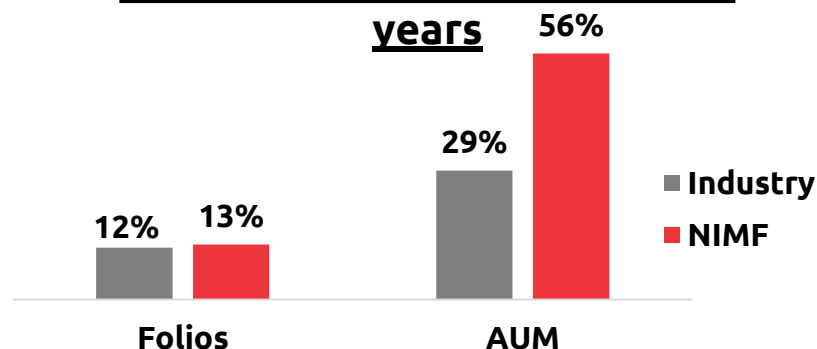
Quarterly Systematic Book (INR bn)



As on Dec 31, 2024

- Folios at 10.7 mn (+56% YoY)
- AUM at INR 1.4 trn (+48% YoY)
- Annualized book of INR 404 bn

SIP accounts continuing for >5 years



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

Systematic Book is based on actual cash received

ETF - Leadership Position Maintained

One of the largest bouquet of 24 ETFs in the industry across Equities, Debt & Commodities

55%	55%	18%	INR 1,502 bn	INR 148 bn
Volume Share*	Share of folios^	Market Share^	ETF QAAUM	Gold ETF QAAUM

NSE volume (Oct - Dec 2024) (INR mn)**

Mutual Funds	Nifty 50 ETFs (17)#	Nifty Bank ETFs (13)#	Gold ETFs (18)#	Liquid ETFs (14)#
NIMF	1,361	457	697	3,876
MF1	233	59	158	840
MF2	172	51	151	750
MF3	168	34	133	709
MF4	120	25	53	304
Others	102	50	212	631
Total	2,156	675	1,403	7,110
'Industry Avg.' (excl. NIMF)	50	18	42	249
NIMF's volume (vis-à-vis 'Industry Average')	27x	25x	17x	16x

NIMF remains the Category leader - ETFs with highest liquidity in the Industry

MFs ranked in terms of volume in each category |** Average Daily Turnover| # Figures in bracket represent AMC scheme count in respective categories

* Volume Share on the NSE and BSE for Q3 FY25

^ Folio Share and Market Share as on December 31, 2024

Nippon India Alternative Investments (NIAIF)

Total Commitment Raised (Till date)

Dec-23

INR 59.8 bn

Sep-24

INR 67.3 bn

Dec-24

INR 69.8 bn

- Currently offers products across four business lines namely Public Equity, Real Estate Credit, Performing Credit & Tech VC
- Fund raising currently underway for:
 - Public Equity AIF “Nippon India Equity Opportunities AIF Scheme 9”
 - Performing Credit AIF “Nippon India Credit Opportunities AIF Scheme 1”
 - Tech/VC AIF “Nippon India Digital Innovation AIF Scheme 2A”; a direct VC fund targeting investments in early to growth stage start-ups

NAM India IFSC Branch in GIFT City

- GIFT City is set up as an international Business Unit (IBU) based out of Gandhinagar, Gujarat. International Financial Services Centre Authority (IFSCA) is the regulatory body.
- **Nippon Life India Asset Management Ltd. has set up a branch in GIFT City** and has taken a Fund Management Entity (FME) license to manage funds.
- First GIFT fund - **Nippon India Large Cap Fund GIFT launched in Jan-2025**. This Feeder fund is investing in existing large cap MF in India. More fund launches are in the pipeline and will be launched later during the year.

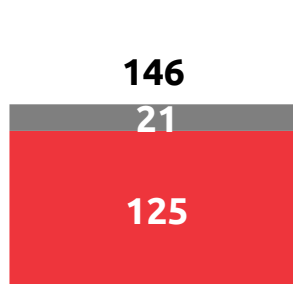
Offshore Business - Creating 'Expressways' Globally

Key presence

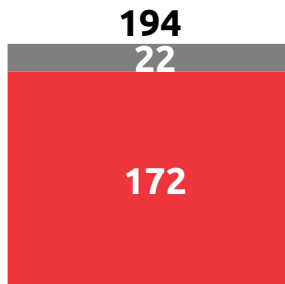
Singapore 

Dubai 

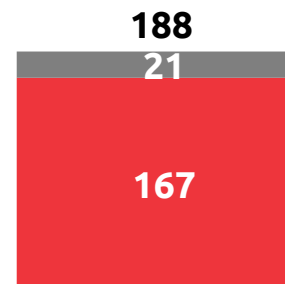
Japan 



Dec-23



Sep-24



Dec-24

(INR bn)

■ Advisory
■ Managed

Other International Tie Ups



Xtrackers India Govt. Bond UCITS ETF



GENKAI Capital Management

Godo Kaisha Genkai India Investment*



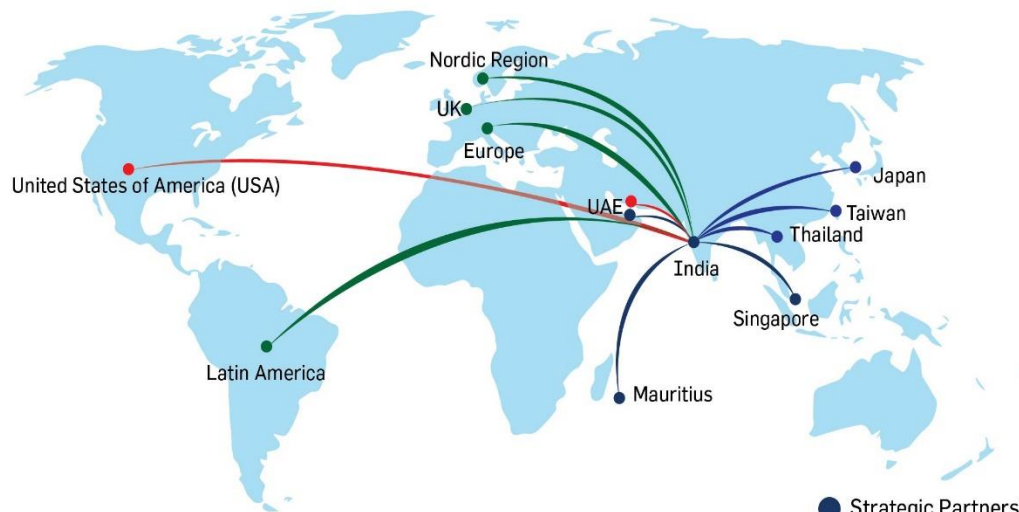
Bualuang Bharata Fund



Cathay Securities Investment Trust

Nippon India Taiwan Equity Fund

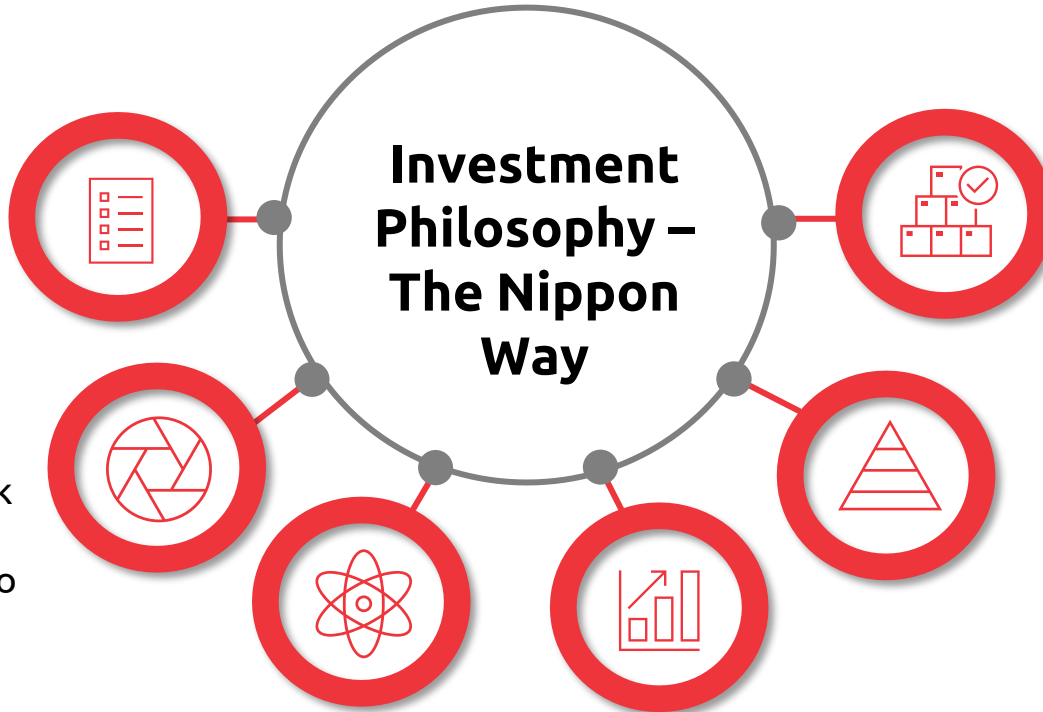
*invests into Nippon India Yield Plus AIF - Scheme 2 (India)



● Strategic Partnership
● Local - Distributor
● Institutional Distribution

Process Orientation - Investments

Risk Rating of Securities
Quantitative Assessment considering Business Risk and Management Risk



Factor Analysis
Risk Optimization tool analyzing key factors and comparing the portfolio & benchmark construct

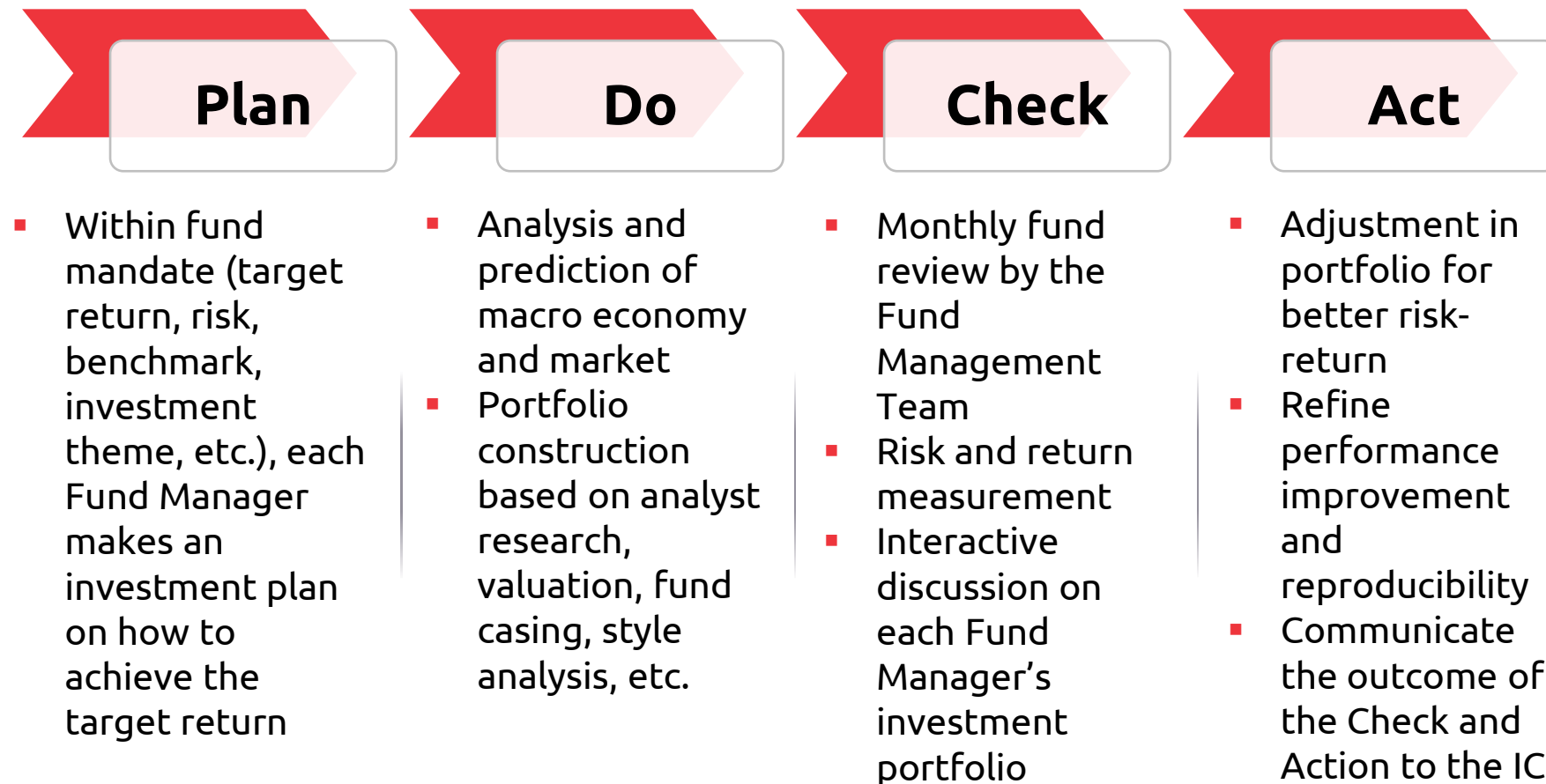
Fund Casing
Detailed framework for every fund to ensure adherence to its objective

Objective Analyst Output system
Capturing calls of varying levels of conviction

Monitoring & Corrective Actions
Risk monitoring and review

Fund Scorecard
Ongoing performance monitoring to act on early warning signals

PDCA Approach



Investment Team

69 Members Investment Team Strength



~1,000 years Cumulative experience of Investment Team

20+ years Average tenure of CIOs with NAM India

Dedicated Teams for Credit Research, Real Estate and Venture Capital

ESG Focus

Social responsibility commitment aligned with UN SDGs

Vision



To create a sustainable future for our stakeholders by integrating environmental, social and governance (ESG) principles into our business operations, investment processes and stewardship

ESG integration initiatives are focused on

Stakeholder relationships

- Employees
- Customers
- Communities
- Suppliers & vendors
- Investors
- Regulators

Operational commitments

- Ethics & Governance
- Data security & Customer privacy
- Environment

Responsible investments

- Screening
- ESG integration
- Active ownership

Topics identified for strategy formulation and disclosures



Environment
Climate Action




























Social
Diversity & Inclusion



Governance
*Corporate Governance
Business Ethics
Responsible Investing*

NAM India became a UN PRI Signatory in 2021

NAM has allocated INR 185 mn towards CSR initiatives in YTD FY25

Focus Areas	NGO Partners	Number of Beneficiaries from projects in FY25	SDG Linkage
Healthcare	<ul style="list-style-type: none"> Tata Memorial Centres Vision Foundation of India 	4,706 Community members from economically weaker section	   
Education & Skill Development	<ul style="list-style-type: none"> Ekam Foundation 	213 Students from economically weaker sections	  
Rural Development	<ul style="list-style-type: none"> Tata Institute of Social Sciences The Energy and Resource Institute Swades Foundation 	6,805 People from the marginalized community	     
Support for Sports	<ul style="list-style-type: none"> Foundation for Promotion of Sports and Games 	198 Athletes, para-athletes	  
Support to Armed Forces	<ul style="list-style-type: none"> Army Welfare CSR Fund 	10,560 * Dependents of army personnels	  
Environmental Sustainability	<ul style="list-style-type: none"> Aga Khan Agency for Habitat, India 	10,271 Community members of the coastal areas and members from drought-prone areas	     

* Note - Data from FY23-24; ongoing project

Financial Overview

Financial Summary

Consolidated

Particulars (INR mn)	Q3 FY25	Q3 FY24	Change (YoY)	Q2 FY25	Change (QoQ)	9M FY25	9M FY24	Change (YoY)	FY24
Revenue from Operations	5,879	4,233	39%	5,713	3%	16,642	11,750	42%	16,432
Operating Expenditure	2,116	1,723	23%	2,060	3%	6,146	4,984	23%	6,849
Finance cost	17	17	-1%	17	-1%	49	46	6%	62
Fee & Commission	187	156	20%	192	-3%	559	447	25%	620
Employee benefits	1,065	881	21%	1,069	0%	3,185	2,474	29%	3,360
Depreciation	77	65	19%	74	4%	220	218	1%	291
Other Expenses	770	604	27%	708	9%	2,133	1,798	19%	2,515
Core Operating Profit	3,763	2,510	50%	3,653	3%	10,495	6,766	55%	9,583
Other Income	154	1,071	-86%	1,208	-87%	2,670	3,018	-12%	3,941
Profit Before Tax	3,917	3,581	9%	4,861	-19%	13,165	9,784	35%	13,525
Profit After Tax	2,954	2,843	4%	3,601	-18%	9,878	7,644	29%	11,073

Standalone

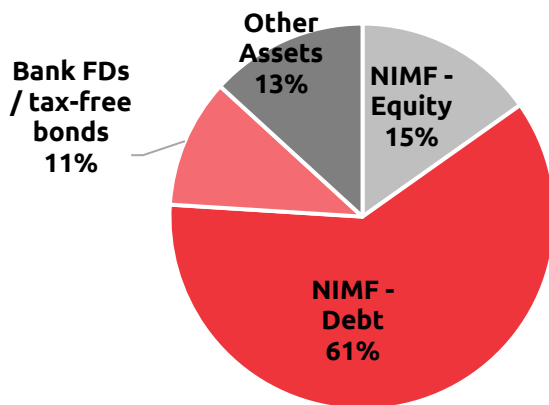
Particulars (INR mn)	Q3 FY25	Q3 FY24	Change (YoY)	Q2 FY25	Change (QoQ)	9M FY25	9M FY24	Change (YoY)	FY24
Revenue from Operations	5,454	3,923	39%	5,270	3%	15,387	10,894	41%	15,211
Core Operating Profit	3,687	2,459	50%	3,530	4%	10,229	6,625	54%	9,385
Profit After Tax	2,961	2,647	12%	3,437	-14%	9,565	7,223	32%	10,472

As per IND AS

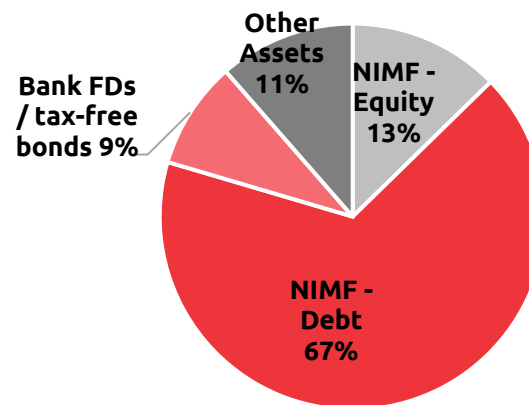
Financial Asset

Constituents of Financial Assets

(INR mn)	Dec 31, 2024	Sep 30, 2024
Investment in NIMF's schemes	25,638	32,254
- Debt	20,510	27,112
- Equity	5,128	5,142
Bank FDs and tax-free bonds	3,646	3,650
Other assets	4,454	4,632
Total	33,738	40,537



As on Dec 31, 2024

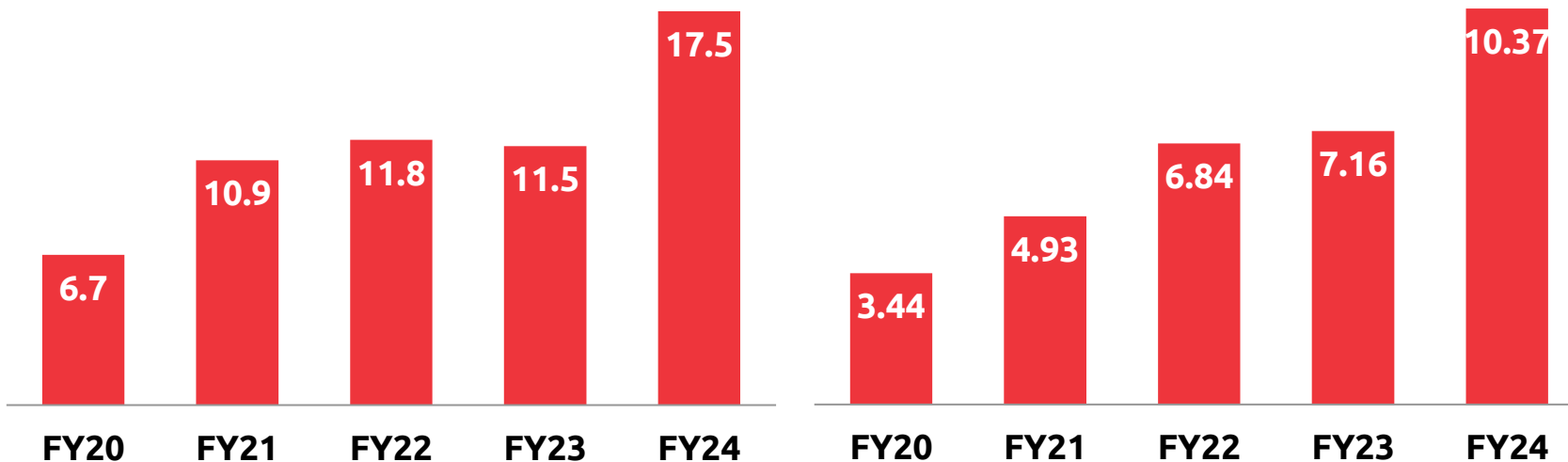


As on Sep 30, 2024

Dividend History

Earnings Per Share (INR) Consolidated

Dividend Payout (INR bn)



Total Dividend INR 16.50 per share in FY24

~99% of FY24 standalone earnings shared with shareholders

Cumulative dividend of INR 51 bn in last 10 financial years

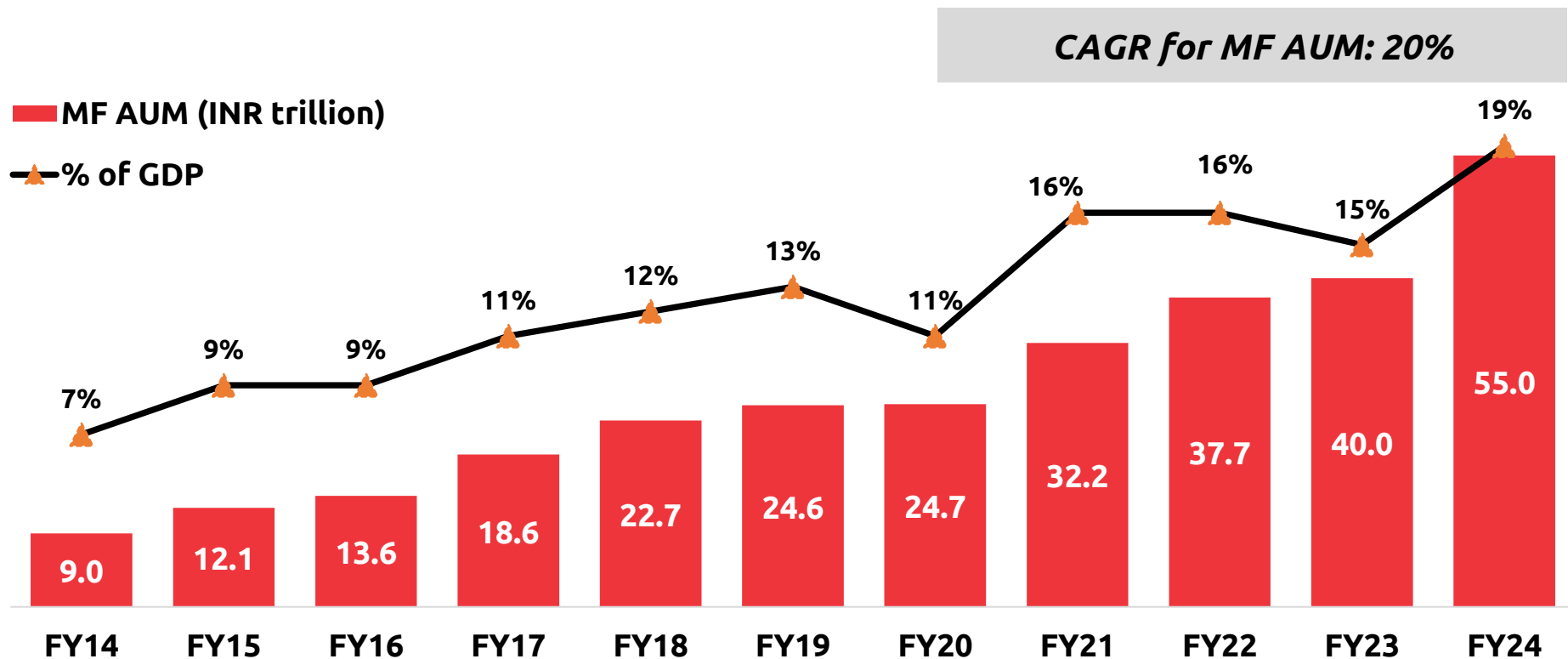
*Including Dividend Distribution Tax,
wherever applicable*

Thank you for your time!

Annexure

Macro Trends

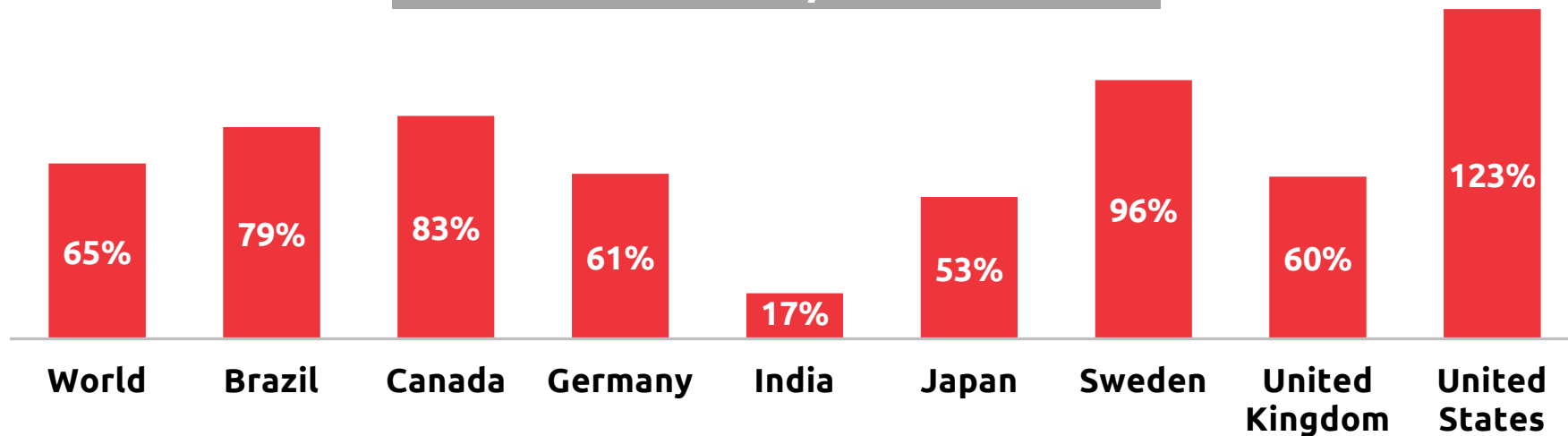
Industry AUM has grown rapidly over the last decade



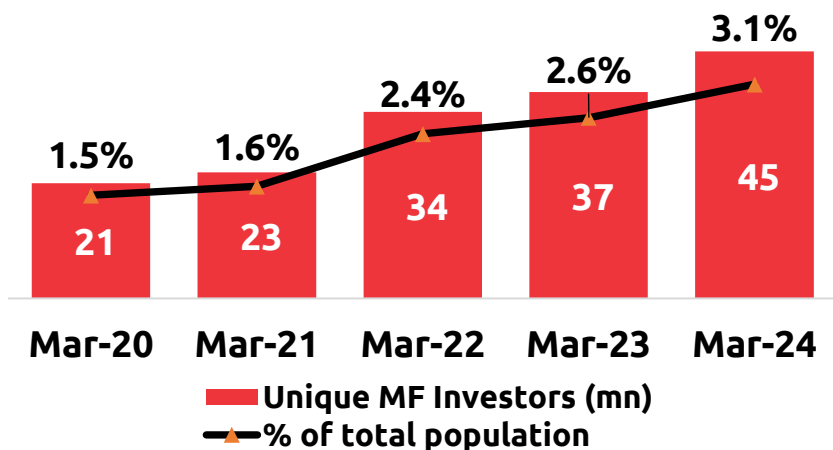
Source: RBI, SEBI, MOSPI
 Note: a) AUM is based MAAUM for March, b) 2023-2024 GDP as per Second Adv .Estimates

Under-penetration presents significant growth potential

MF AUM/GDP



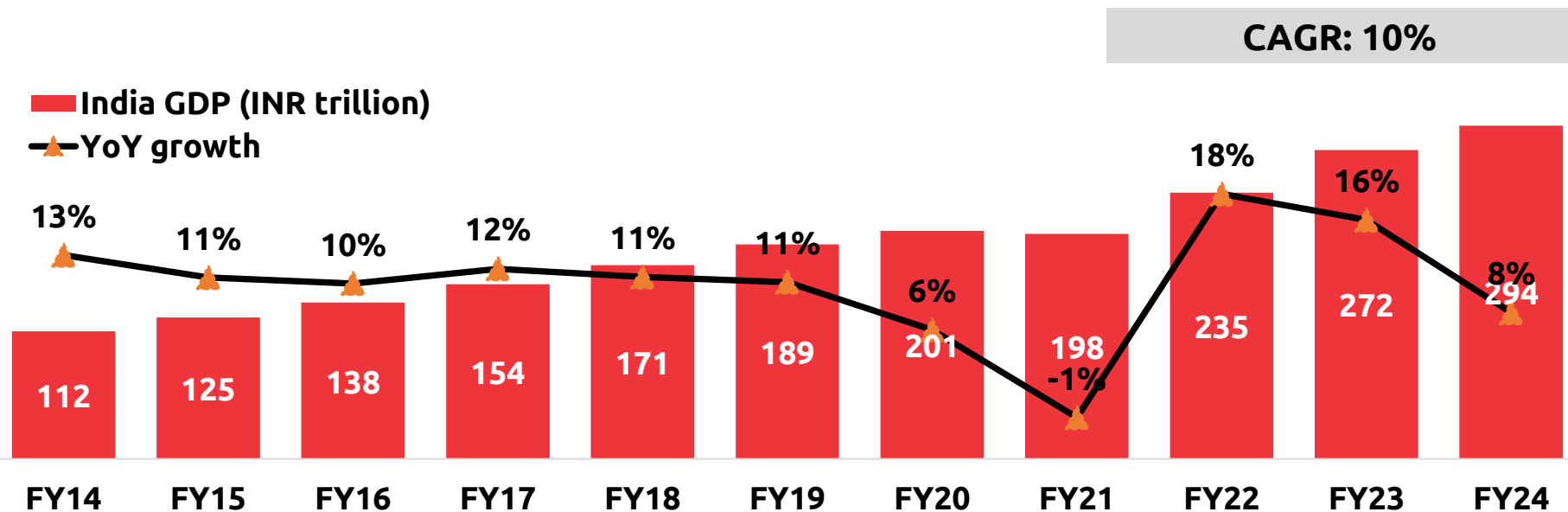
Unique MF investors



- Mutual Fund penetration in India is low as % of GDP vs global average
- Slightly over 3% of India's population invests in MFs
- Mutual Fund investors have increased at a 29% CAGR over FY20-24

Source: World Bank, Intl, Investment Funds Association, AMFI, Statista
 GDP and MF AUM data as of 2023

Key Enablers – Robust Economic Growth



- India is now the 5th largest economy in the world
- GDP growth rate is among the highest vs. developed and emerging markets
- India is poised to become the world's 3rd largest economy by 2030 (S&P Global)
- Government policies like PLI, National Infrastructure Pipeline, Make in India, etc. have created a conducive growth platform

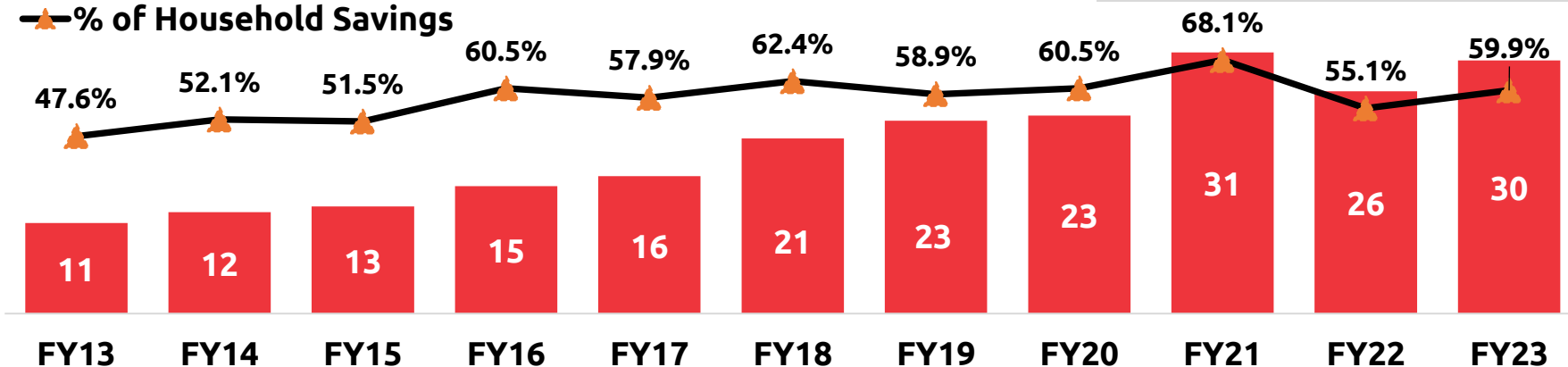
Source: RBI, MOSPI

Key Enablers – Financialization of Savings

■ Gross Financial Savings (INR trillion)

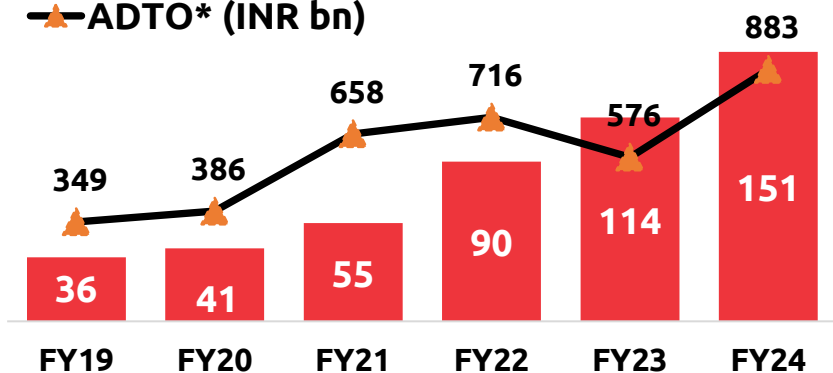
▲ % of Household Savings

CAGR: 11%



■ No. of demat accounts (mn)

▲ ADTO* (INR bn)



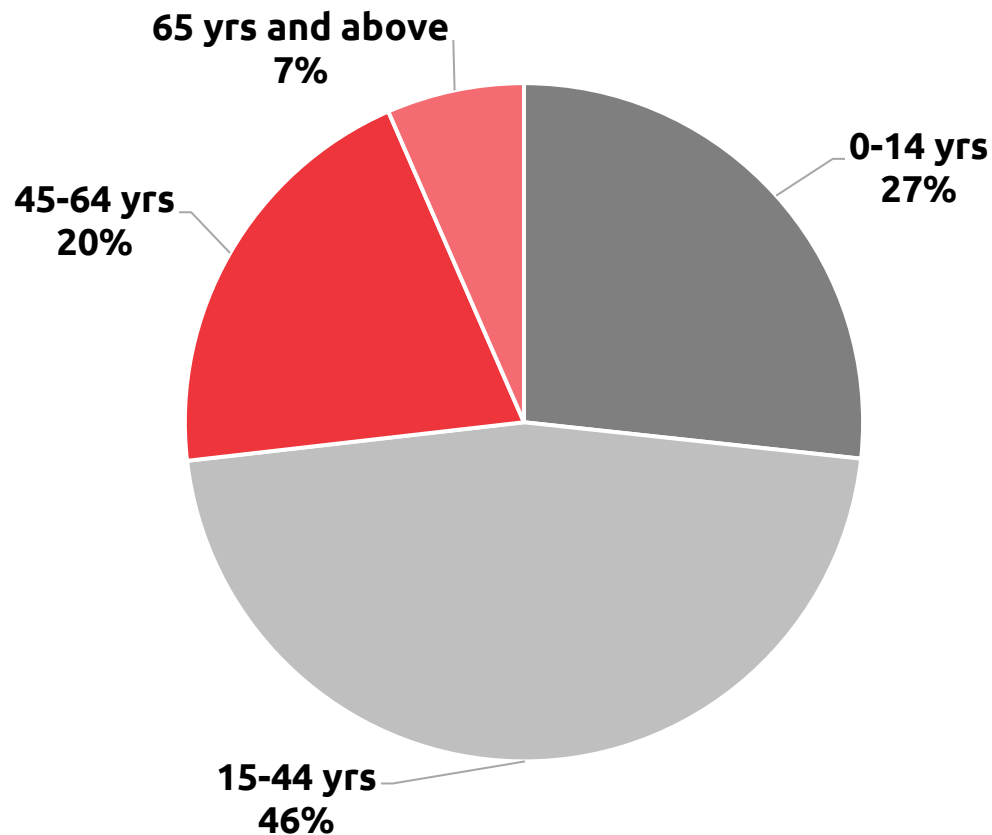
* Spot market Average Daily Turnover for BSE & NSE

- In the last decade, households have increasingly preferred financial assets over physical assets to achieve long term savings' goals
- No. of demat accounts has increased to 4x in the last 5 years

Source: RBI, CEIC, MOSPI, NSE, BSE, NSDL, CDSL

Key Enablers – Favourable Demographics

~60% of India's population is in the working age group



Source: NFHS-5; 2019-21 statistics

Key Enablers – Increased Awareness

MUTUAL FUNDS *Sahi Hai*

Investor education and awareness initiative by AMFI

The initiative has reached out to Indians across states and languages through TV, Digital, Print and other media


These are the types of risks that arise out of some schemes:

- Credit risk
- Business risk
- Market risk
- Price risk
- Liquidity risk



What is the risk of investing in Mutual Funds?

What are the indicators of risk in a Mutual Fund Scheme?



What are the indicators of risk in a Mutual Fund Scheme

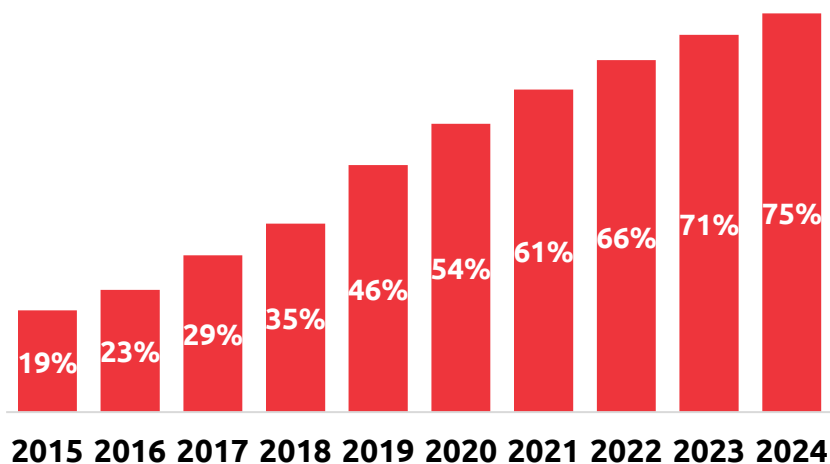
DON'T LET
MARKET RUMOURS DRIVE
YOUR INVESTMENT DECISIONS.
RELY ON THE PROFESSIONAL
EXPERTISE OF FUND MANAGERS.



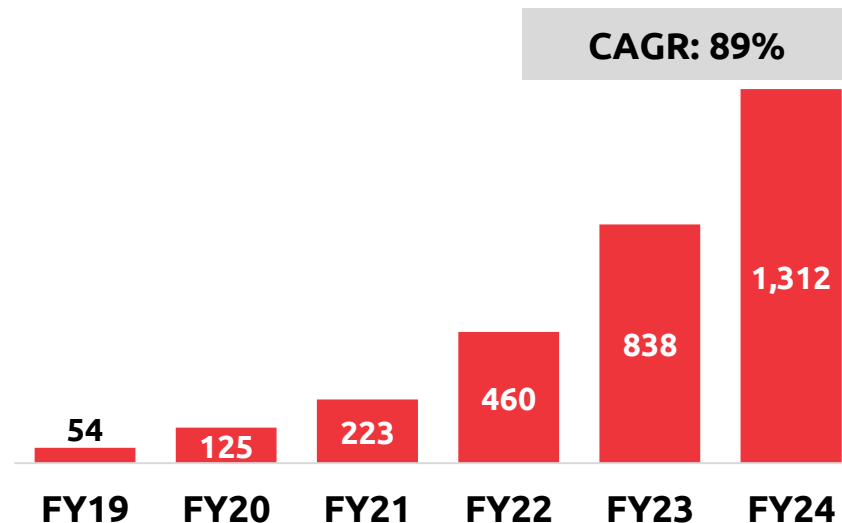
How to deal with rumours while investing?

Key Enablers – Easy Accessibility

Smartphone penetration in India



UPI transaction volumes (mn)



- Smartphone penetration (% of population) in India is expected to reach 96% by 2040
- Total value of monthly UPI transactions touched an all-time high of INR 19.8 trillion in Mar-2024

About Nippon Life Insurance

Profile

- Largest market share in Japan among private life insurers in terms of premium income
- Total assets over JPY 97 Trillion
- 60 Asset Management related & 21 Insurance related operations worldwide*

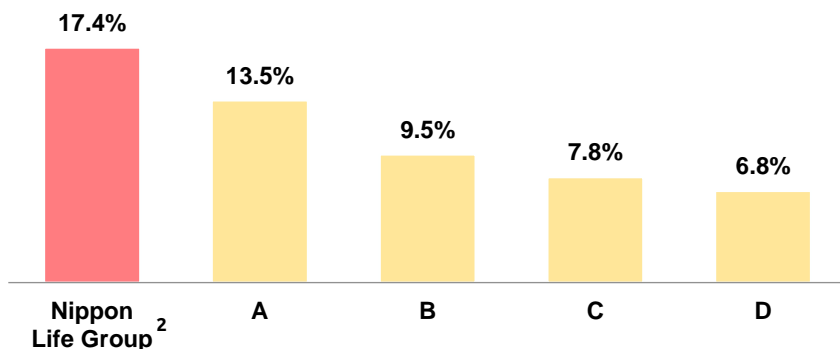
*As of March 31, 2024

**Asset Management
Shareholding – 72.9%**

Presence in India

**Life Insurance
Shareholding - 49.0%**

Market Share in Japan (Premium Income)¹



Source: Company disclosures and the Life Insurance Association of Japan

Note: As of March 31, 2023

1. Excluding Japan Post Insurance

2. Nippon Life Group represents the sum of Nippon Life, Taiju Life, Nippon Wealth Life and Hanasaku Life

Key Figures

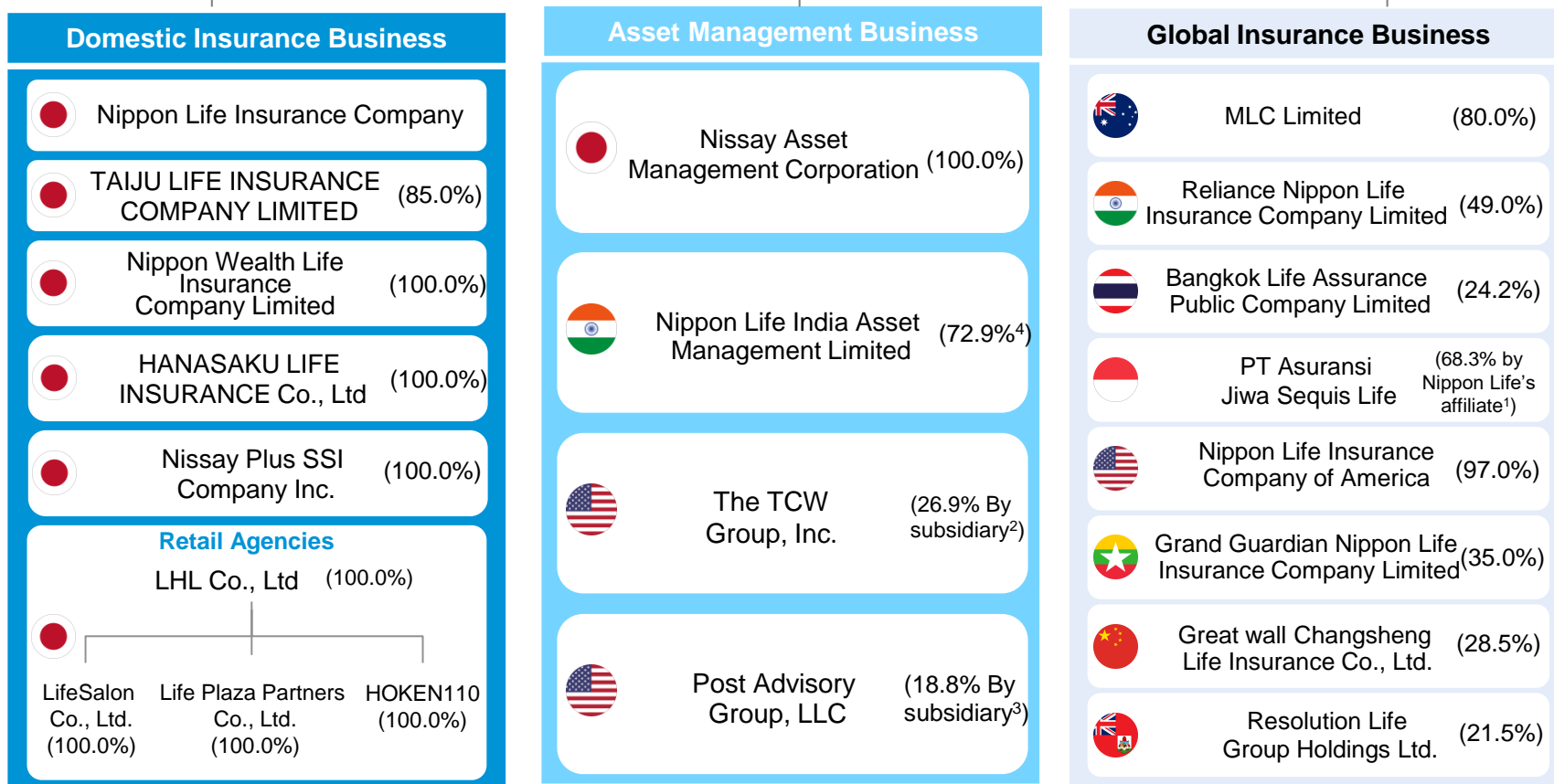
Premium income (Consolidated) ³	JPY 8,598.3bn
Total assets (Consolidated)	JPY 97,596.1bn
Solvency margin ratio (Consolidated)	1,025.7%
Number of Customers ⁴	14.92mm
Sales representatives ⁵	58,028

3. Revenues from insurance and reinsurance premiums

4. Sum of Nippon Life, Taiju Life, Nippon Wealth Life and Hanasaku Life

5. Sum of Nippon Life and Taiju Life as of March 31, 2023

Nippon Life Group



Note: As of December 31, 2023

- 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
- 100% held by a subsidiary of Clipper Holding, L.P., of which 26.85% of voting rights are held by Nippon Life's fully owned subsidiary NLI US Investments
- An equity-method affiliate held by Nippon Life's fully owned subsidiary NLI US Investments
- Nippon Life India Asset Management shareholding is as of March 31, 2024.

Board of Directors

Profile of Board Members



Mr. Upendra Kumar Sinha (Independent Director & Chairman) a 1976 batch IAS officer of Bihar cadre, during his 3 decades plus of experience has held several responsible government positions in India, including as Joint Secretary (Banking) and Joint Secretary (Capital Markets) in the Ministry of Finance; Chairman of the Working Group on Foreign Investment in India & Chairman of the Securities and Exchange Board of India (SEBI), to name a few. He has also been the Chairman & Managing Director of UTI Asset Management Company Limited and Chairman of the Association of Mutual Funds in India. He has actively contributed to the financial sector reforms in the country and is credited with starting the micro pension movement in India. Under his leadership, SEBI introduced significant developmental changes in the areas of Foreign Portfolio Investors, Alternate Investment Funds, Real Estate Investment Trusts (REITs), Infrastructure Investment Trusts (InvITs) and Corporate Governance.

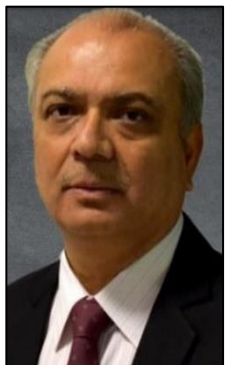


General Ved Prakash Malik (Retd.) (Independent Director) has worked in the Indian Army as **Chief of the Army Staff** from Oct 1, 1997 to Sep 30, 2000. He had dual responsibility of being an advisor to the Government as well as commander of 1.2 million strong Indian Army to fulfill its national role 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 25 years of corporate finance experience and is currently an advisor to large and mid corporates on strategy, market entry, growth and financial advice in relation to M&A transactions in the cross border areas in India and Europe. 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 2013 she has been working as independent advisor to senior management of domestic & international companies across various matters. She has also founded Ekam Foundation Mumbai, a non governmental organization that works in the areas of child healthcare and education which provides financial aid to over 2000 children annually on a pan India basis to meet their medical and educational outcomes.

Profile of Board Members



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.



Mr. B. Sriram (Independent Director) has over 37 years of experience in all areas of Banking and Finance. He joined State Bank of India as a Probationary Officer in December 1981, and has held various key assignments within the Bank and the Group in Credit and Risk, Retail, Operations, IT, Treasury, Investment Banking and International Operations. His rich experience includes stints as Managing Director & CEO, IDBI Bank Ltd. (from June 30, 2018 to September 29, 2018), Managing Director, State Bank of India (from July 2014 to June 2018), Managing Director, State Bank of Bikaner & Jaipur (from March 2013 to July 2014).



Mr. Minoru Kimura (Associate Director) serves as Director & Managing Executive Officer, Head of Global Business at Nippon Life Insurance (Nippon). In his over 30-year professional career with Nippon, he has engaged in corporate planning for more than 10 years. Also, he has worked for Nissay Asset Management in investment planning for 4 years from 2010 to 2014. Other than above, he has also spent his professional career with Nissay Deutsche Asset Management (Europe) and NLI Investments (Europe), where he carried the position of CEO for 4 years (2003 to 2007). He has engaged in Head of Asia Pacific at Nippon for 2 years (2018-2020) and Regional CEO for the Americas and Europe for 2 years (2020-2022).

Profile of Board Members



Mr. Tomohiro Yao (Associate Director) is Regional CEO for Asia Pacific and Head of India at Nippon Life Insurance (NLI). He is responsible for operations in the Asia Pacific. He is a seasoned professional with over 25 years of experience in the life insurance industry. He has extensive knowledge of Planning & Research and Global Business Planning at NLI. In 2011 he assumed charge as Executive Assistant to the Chairman of Life Insurance Association, Japan for 2 years. Following which, he was engaged in NLI's Global Business Planning, leading its international M&A strategy. He was also responsible for driving NLI's overseas Insurance businesses including India, mainland China as well as the US.



Mr. Hiroki Yamauchi (Associate Director) serves as General Manager, Global Asset Management Business Department at Nippon Life Insurance Company (NLI). In his over 20-year professional career with NLI, he has performed various roles, including corporate planning, marketing planning, and group annuity business. Also, he has worked for Nissay Asset Management in corporate / investment planning for 4 years. Besides the above, he has also spent his professional career with Nissay Deutsche Asset Management (Europe), where he held the position of Fund Manager for 3 years. In the most recent role, he has engaged in NLI's Indian life insurance and asset management business as Head of Indian Business for 2 years (2020-2022).



Mr. Sundeep Sikka (Executive Director & CEO) has over 28 years of rich experience in the financial services domain with core expertise in the asset management business. He 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 NAM India to an all-round brand and a respected #EmployerOfChoice that has been recognized as 'Kincentric Best Employers' 6 times in 8 years and is the member of prestigious Kincentric Best Employers Club – 2024.



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