

July 28, 2022

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),

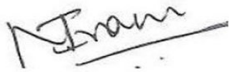
Sub.: Investor Presentation

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 ended June 30, 2022.

Thanking you,

Yours faithfully,

For Nippon Life India Asset Management Limited



Nilufer Shekhawat

Company Secretary & Compliance Officer

Investor Presentation Q1 FY23

July 2022

Good gets *better*

Highlights

Q1 MF QAAUM market share at 7.40% - up 16bps

Q1 MF QAAUM at INR 2,794 billion - up 16%

NIMF has the largest investor base in the Industry

18 million investor folios led by strength in Retail segment - up 1.3 mn in Q1

NIMF has 13 million Unique Investors - up 76%

NIMF's share of Industry's investors at 37% (vs. 31% as at Jun-21)

B-30 MAAUM market share at 7.90% - up 24bps vs. Mar-22

NIMF's share of Industry's B-30 investors at 11.7% (vs. 11.5% in Mar-22)

NIMF's Q1 systematic flows at INR 23 billion - up 30%

Over 383k systematic folios added in Q1 on a gross basis

NAM India - Profile

One of the largest Asset Manager in India, with 27 years of track record

NAM India AUM **INR 3.31 trillion**
(as of Jun 30, 2022)

Mutual Funds

INR 2,618 bn*

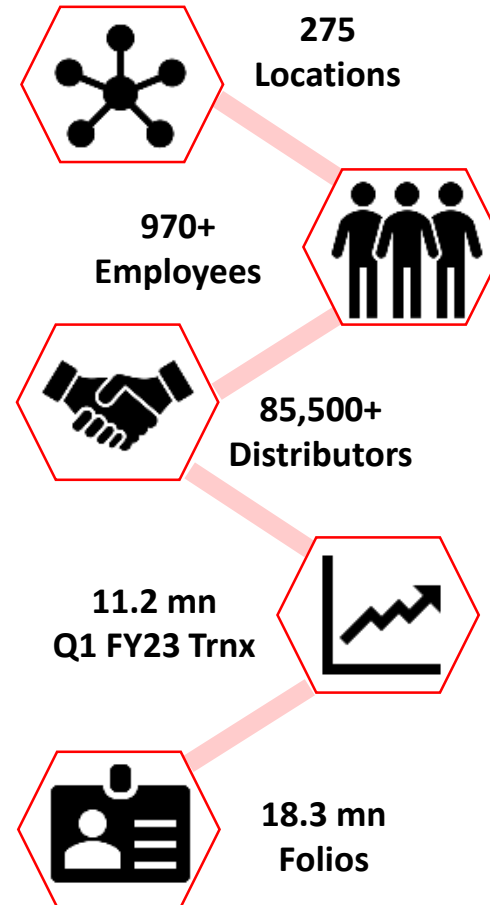
Managed Accounts

INR 611 bn

International

INR 77 bn

Advisory INR 23 bn



* AUM as on Jun 30, 2022

Key focus areas - “Being Future Ready”

Consistent fund performance

Improvement in performance of schemes continue to support gains in overall market share

De-risking through diversification

- *Strong position in the Retail segment; largest investor base in the industry*
- *Dominant position (74% share in market volumes) in the ETF segment*
- *Targeted strategies to grow the AIF & PMS businesses*
- *Leverage NLI’s network to grow Offshore segment; only AMC to offer Indian investors access to equity markets in Japan, HK and Taiwan*

Product innovation across all facets of Asset Management

NAM India to continuously develop a strong product portfolio (best-in-the-industry) across active, passive and alternates that cater to the investors’ diverse needs

Strong “Phygital” presence

- *Digitally championed, granular distribution franchise - Partner of choice for all*
- *“Friendly, Futuristic and Frictionless”*

Responsible & Sustainable Investing

Through responsible investment strategies, NAM India aims to build a resilient portfolio that will not only provide superior returns to investors but also have a positive environmental and social impact

Highest standards of Governance & Disclosures

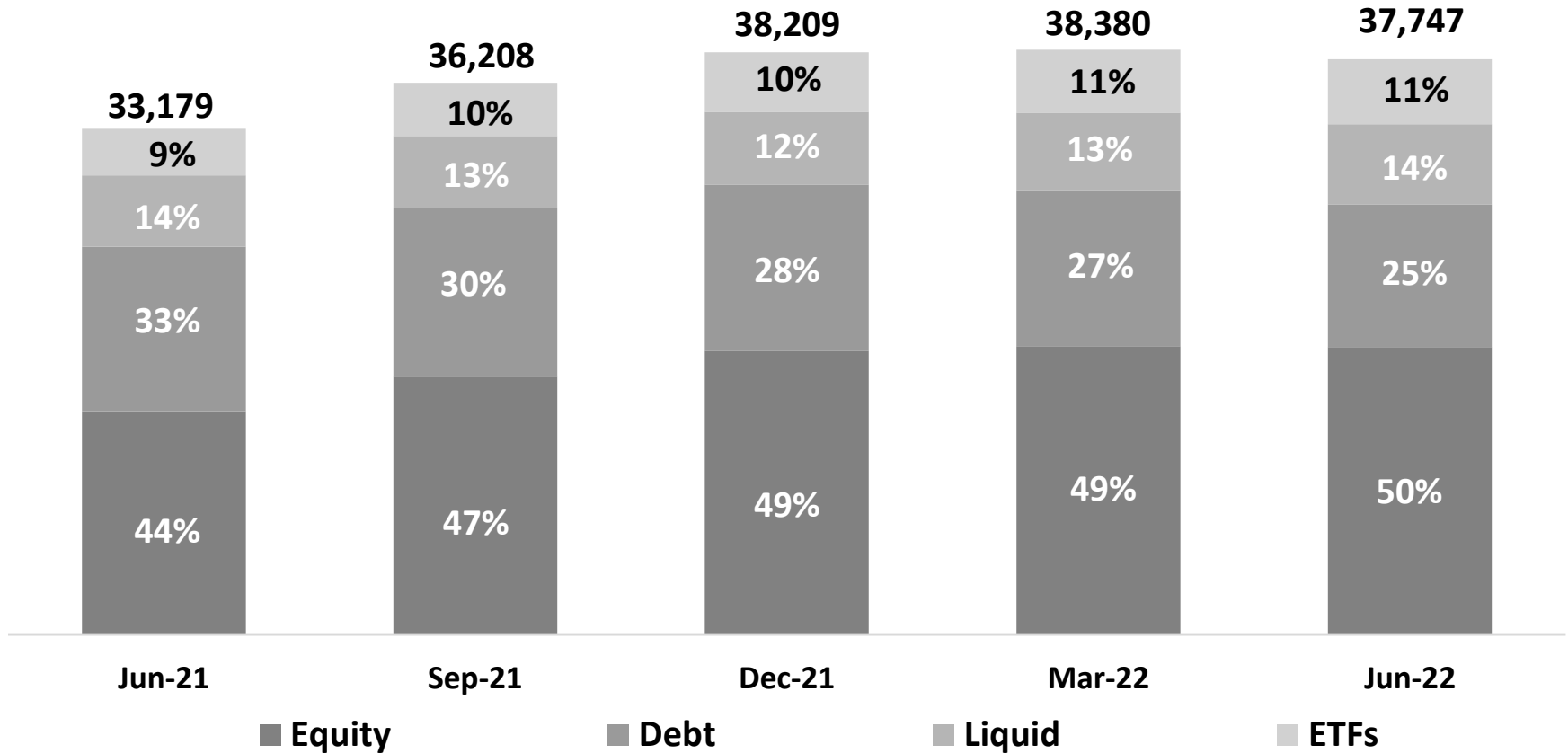
- *Foster a culture of ‘Total Compliance’ with ‘Zero Tolerance’ for non-compliances*
- *Adequate and appropriate ESG disclosures*

Profitable growth strategy with an “Investor First” philosophy

Industry AUM Trend

Quarterly AUM

Industry AAUM (INR bn)



Equity AUM (+29%) and ETF (+40%) grew, while fixed income assets fell by 5% (vs. Q1 FY22); Q1 FY23 average monthly equity net flows remain higher than FY22 monthly average

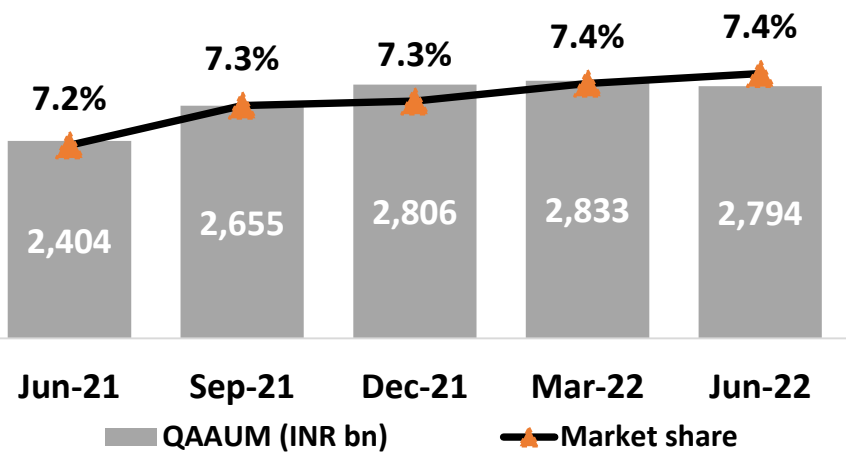
* Quarterly Average Assets under Management

NIMF - AUM Trends

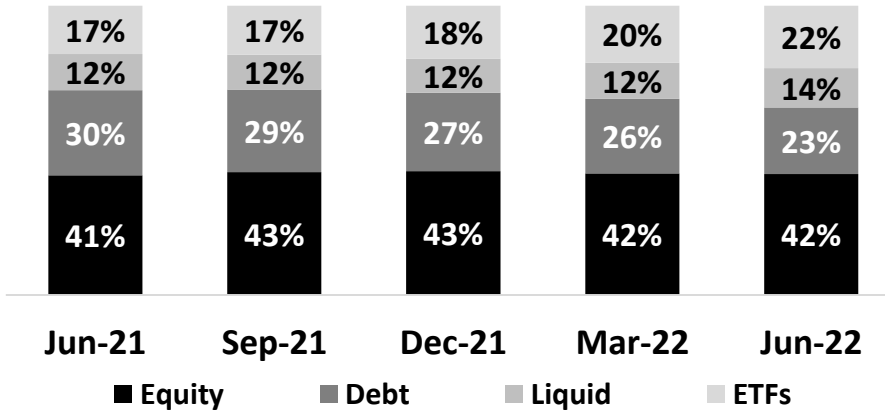
Quarterly trends

(INR bn)

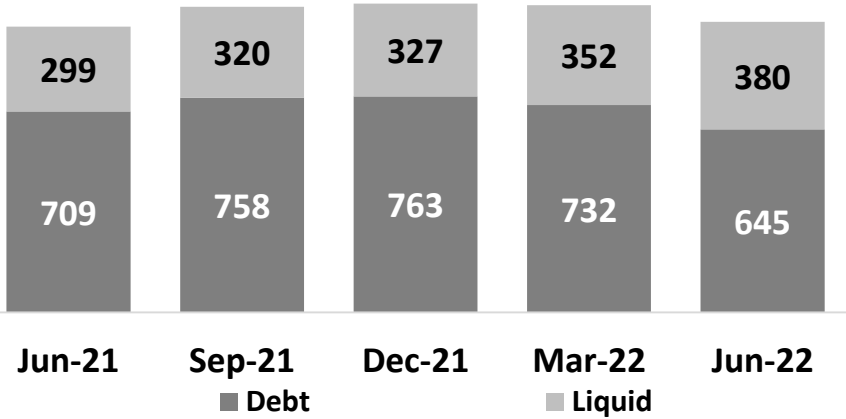
Mutual Fund QAAUM



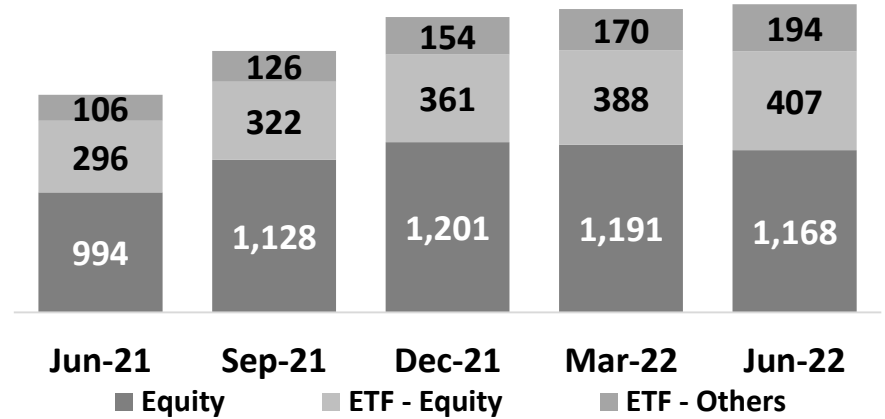
MF QAAUM Mix



Fixed Income QAAUM



Equity & ETF QAAUM



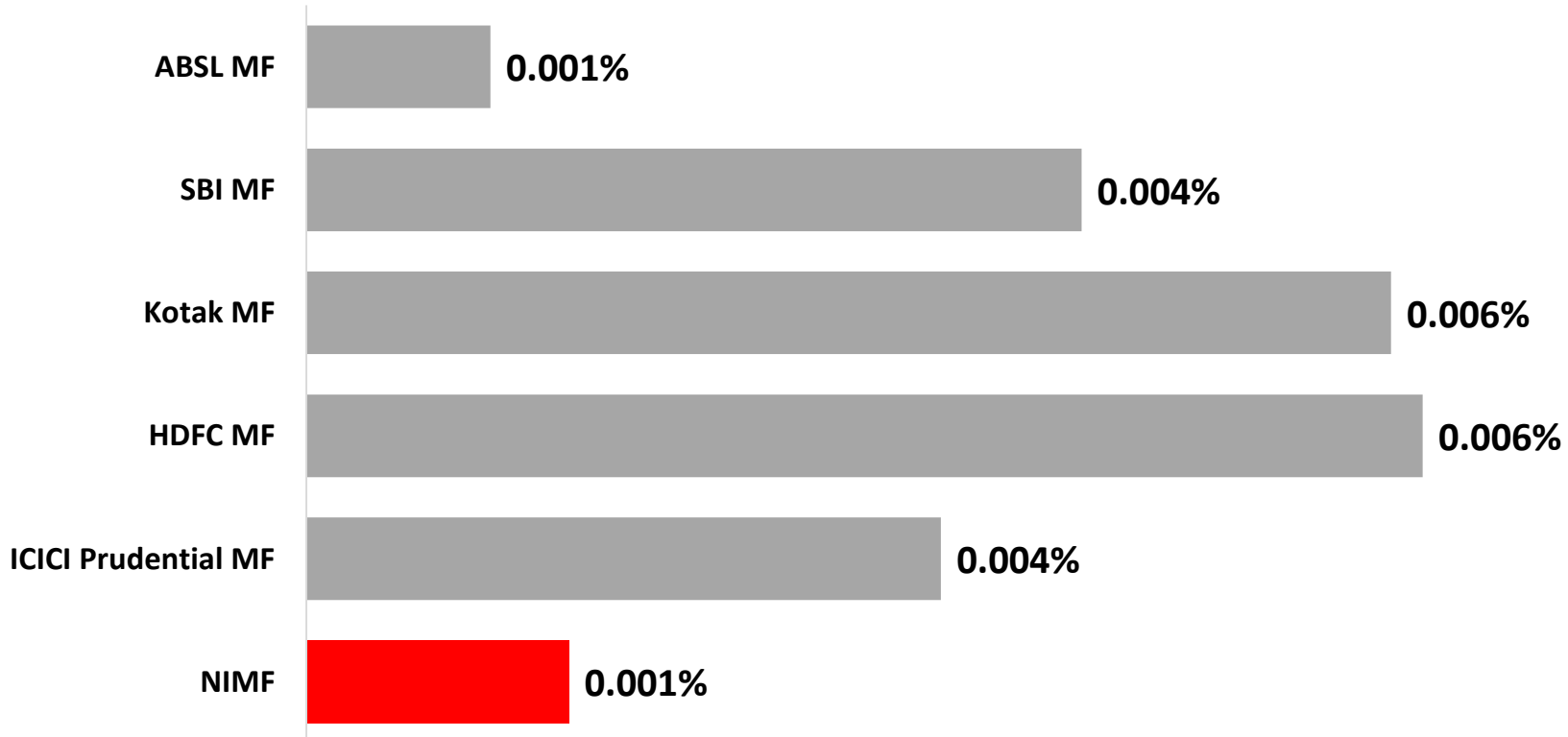
* Quarterly Average Assets under Management

“Investor First”

“Investor First” remains the core philosophy

One of the lowest investor complaint ratios in the Industry

Q1 FY23 Investor Complaints (% of total folios)



NIMF has 15 complaints per million folios vs. average 42 complaints for Top 5 MFs

Source: AMFI

Varied product offerings to meet investors' diverse needs

Robust pipeline to strengthen both active and passive segments

**Nippon India
Innovation Fund**

**Nippon India S&P
Europe 350 Index
Fund**

**Nippon India Nifty AAA PSU Bond
Plus SDL - 50:50 Index Fund
(Maturity <4 years)**

**Nippon India
Artificial
Intelligence FoF**

**Nippon India
NASDAQ 100 Index
Fund**

**Nippon India Nifty AAA PSU Bond
Plus SDL - 50:50 Index Fund
(Maturity <11 years)**

**Nippon India Nifty Alpha Low
Volatility 30 Index Fund**

**Nippon India Target
Retirement Fund
2040 FoF**

**Nippon India S&P
EV Index Fund**

**Nippon India
Nifty AAA PSU
Bond Plus SDL 4
years Recurring
Index Fund**

**Nippon India
Nifty AAA PSU
Bond Plus SDL 6
years Recurring
Index Fund**

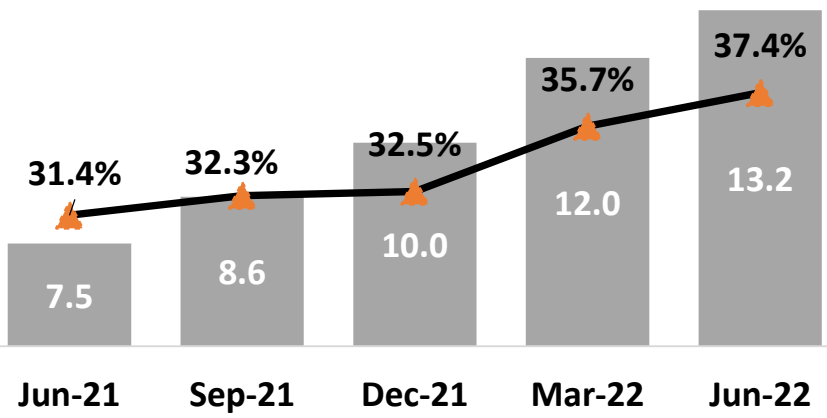
** Draft schemes filed with SEBI*

Retail Execution

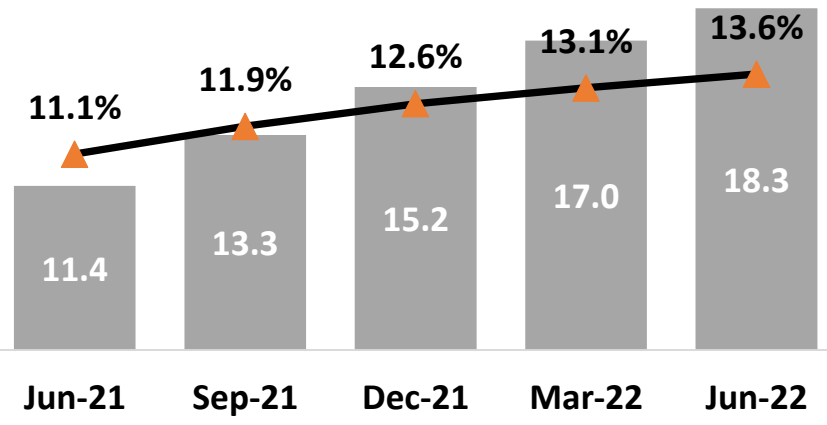
Largest investor base in the Industry

(in million)

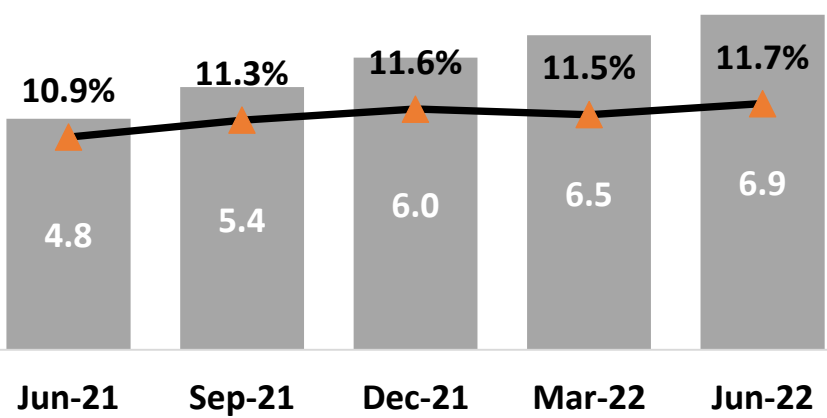
Unique Investors



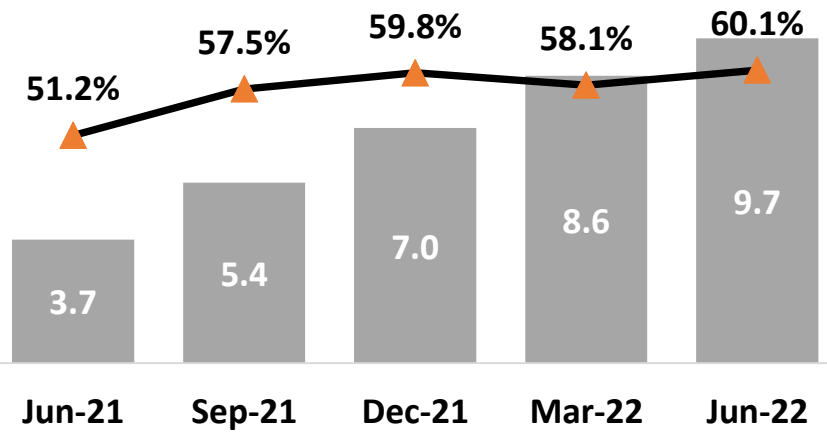
Total Folios



B-30 Folios



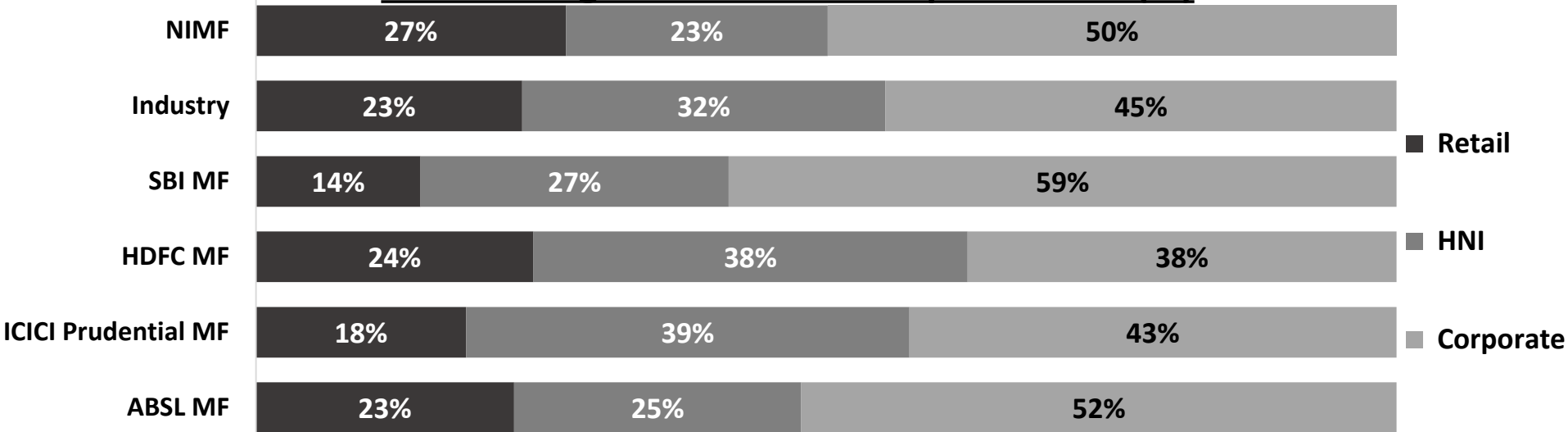
ETF Folios



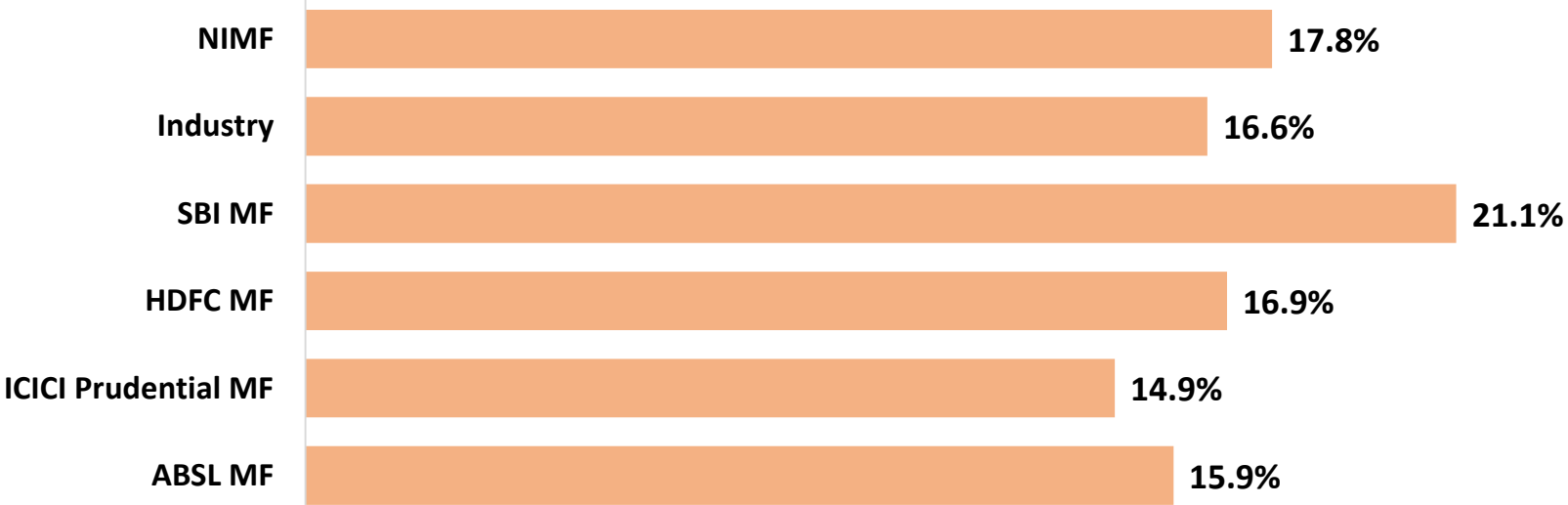
▲ Market share

Higher share of Retail & B-30 segments

Investor segment-wise breakup of AAUM (%)

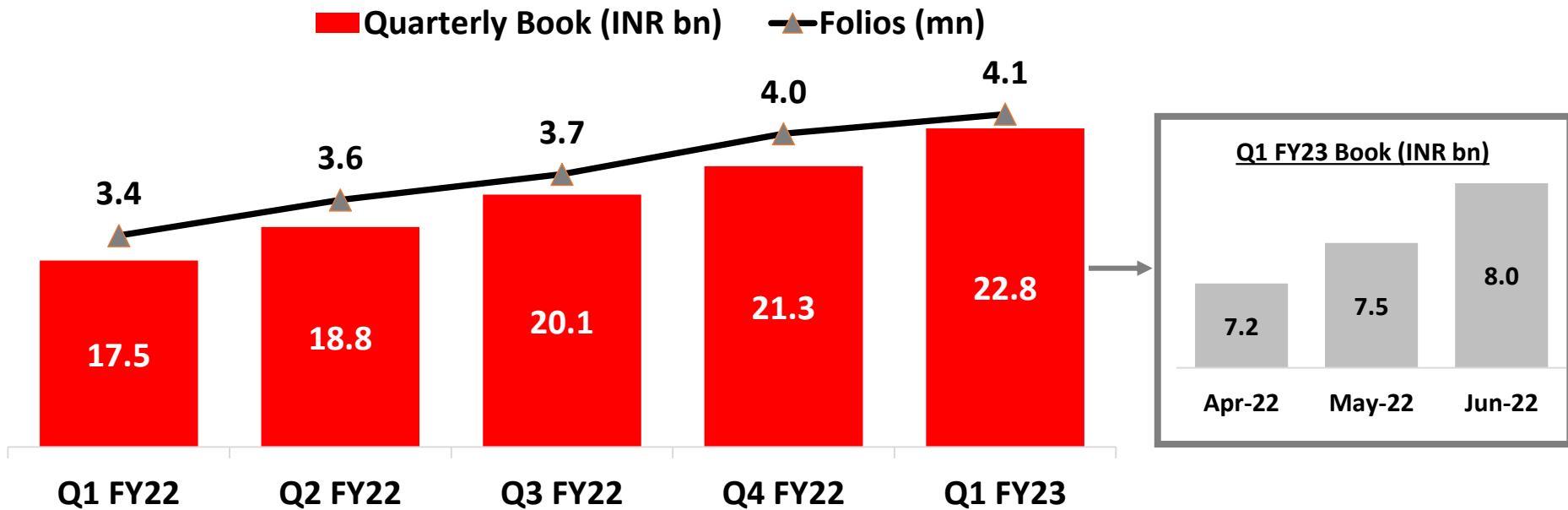


Contribution from B-30 locations (B-30 AAUM / Total AAUM)



Source: AMFI;
Calculated on Monthly Average AUM

Systematic Transactions

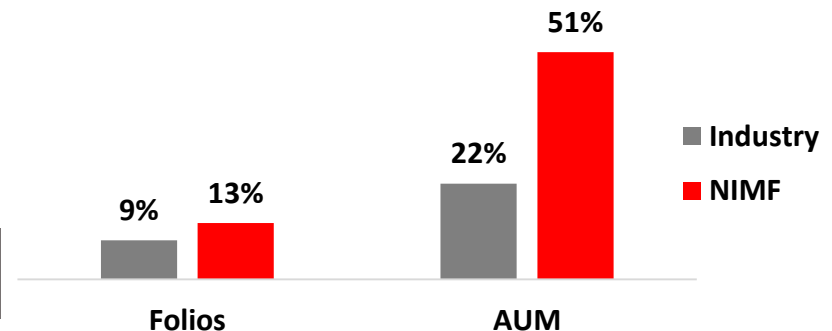


As on June 30, 2022

- Folios at 4.1 mn (+20%)
- AUM at INR 482 bn (+7%)

Annualized book of INR 97 bn

SIP accounts continuing for >5 years



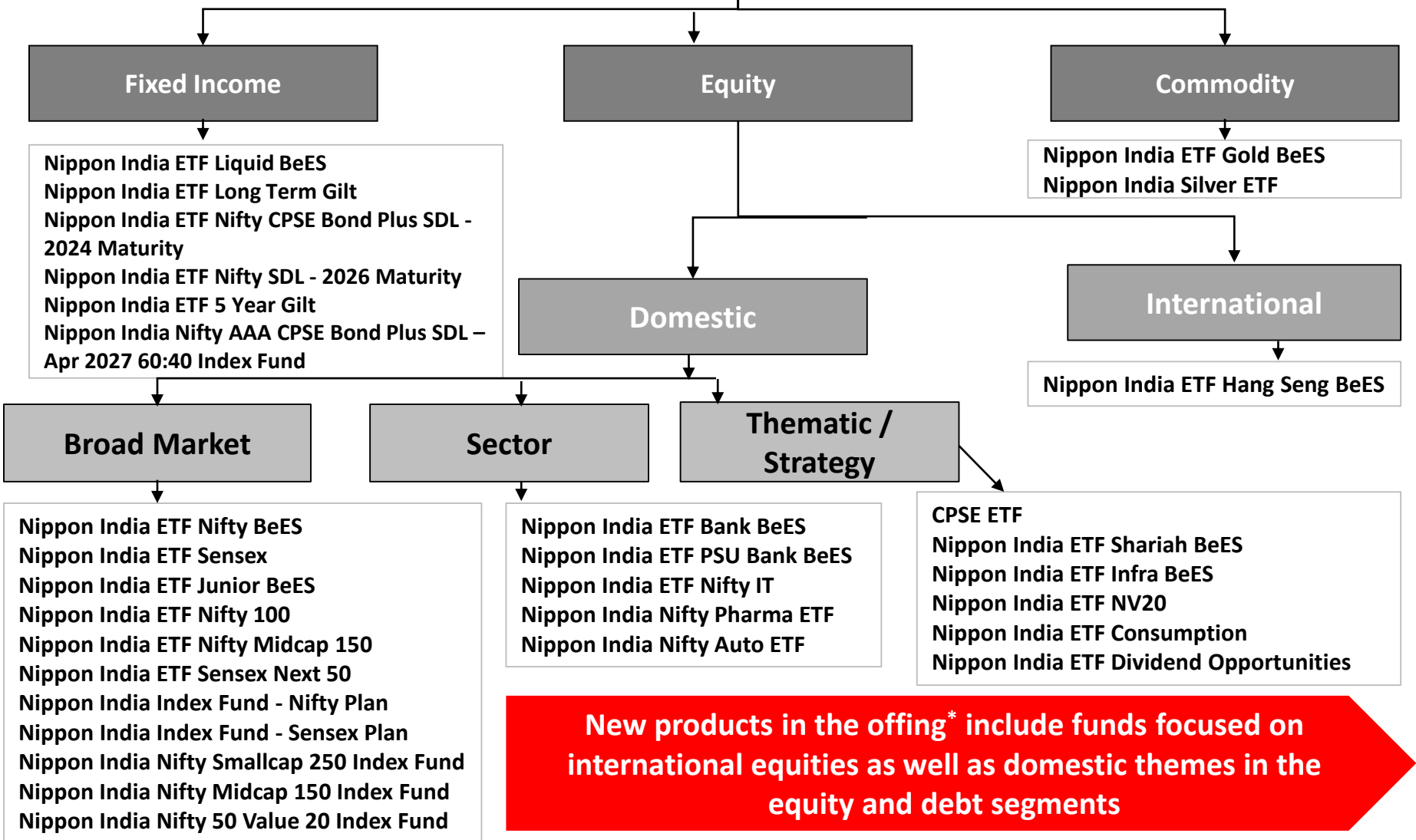
In volatile markets, folios with lower ticket size demonstrated longer vintage

Systematic Book is based on actual cash received

ETF - Leveraging first mover advantage

Comprehensive portfolio of Passive Funds

NIMF ETFs & Index Funds



New products in the offing* include funds focused on international equities as well as domestic themes in the equity and debt segments

* Draft schemes filed with SEBI

Leadership position maintained

Largest bouquet of 25 ETFs in the industry across Equities, Debt & Commodities

~74%

Volume Share*

60%

Share of folios

14%+

Market Share

INR 601 bn

ETF QAAUM

INR 68 bn

Gold ETF QAAUM

NSE volume (Apr - Jun 2022) (INR mn)**

Mutual Funds	Nifty 50 ETFs	Nifty Bank ETFs & Nifty Private Bank ETFs	Gold ETFs	Liquid ETFs
NIMF	746	290	136	1,678
SBI MF	117	68	43	-
Kotak MF	11	56	17	-
ICICI Prudential MF	51	40	42	158
HDFC MF	10	1	35	-
Others	29	5	19	27
Total	964	460	292	1863
'Industry Avg.' (excl. NIMF ETF)	14	15	16	93
NIMF's volume (vis-à-vis 'Industry Average')	55x	19x	9x	18x

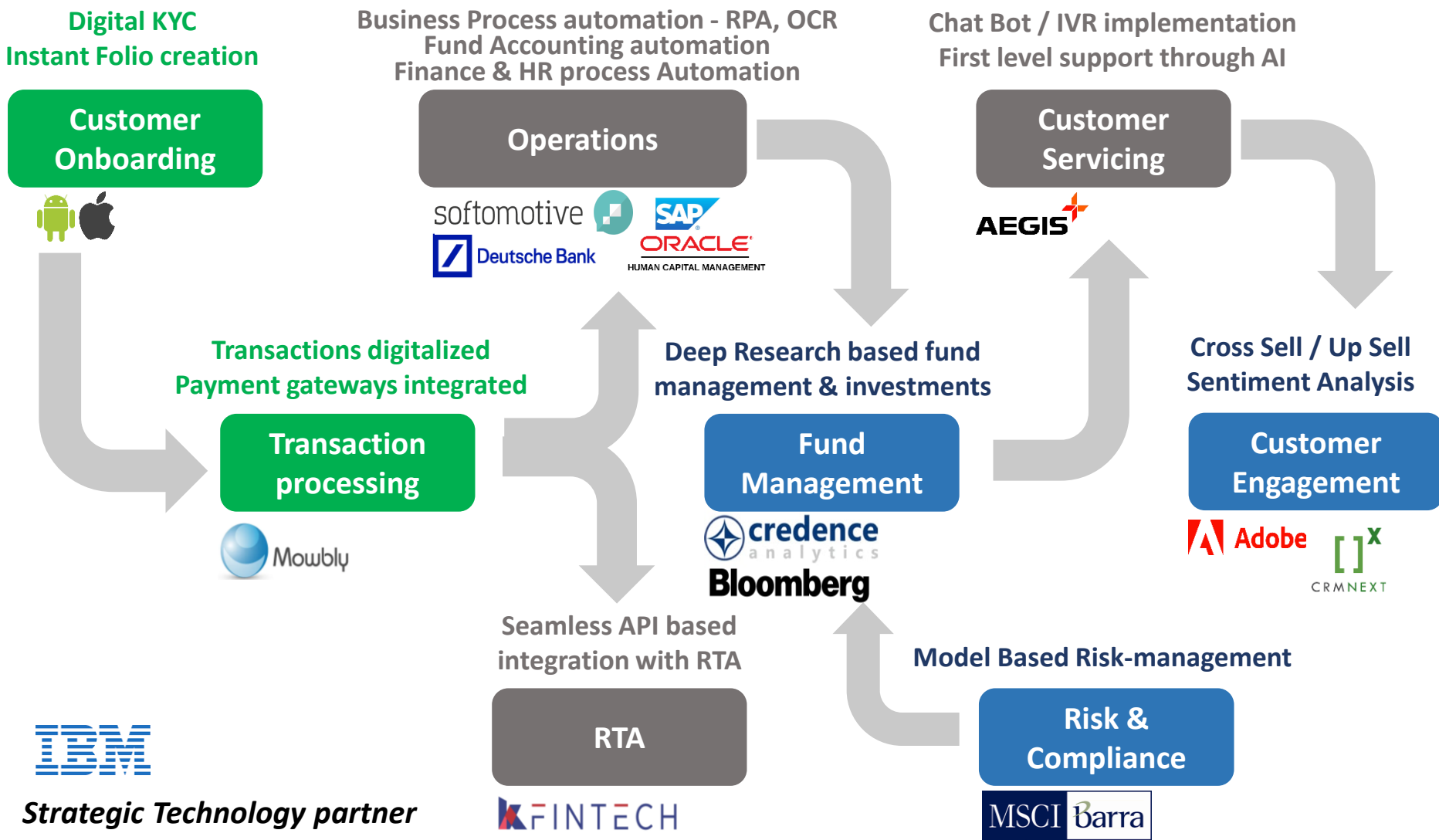
NIMF remains the Category leader - ETFs with highest liquidity in the Industry

* Share in ETF volumes on the NSE and BSE

** Average Daily Turnover

Digital initiatives

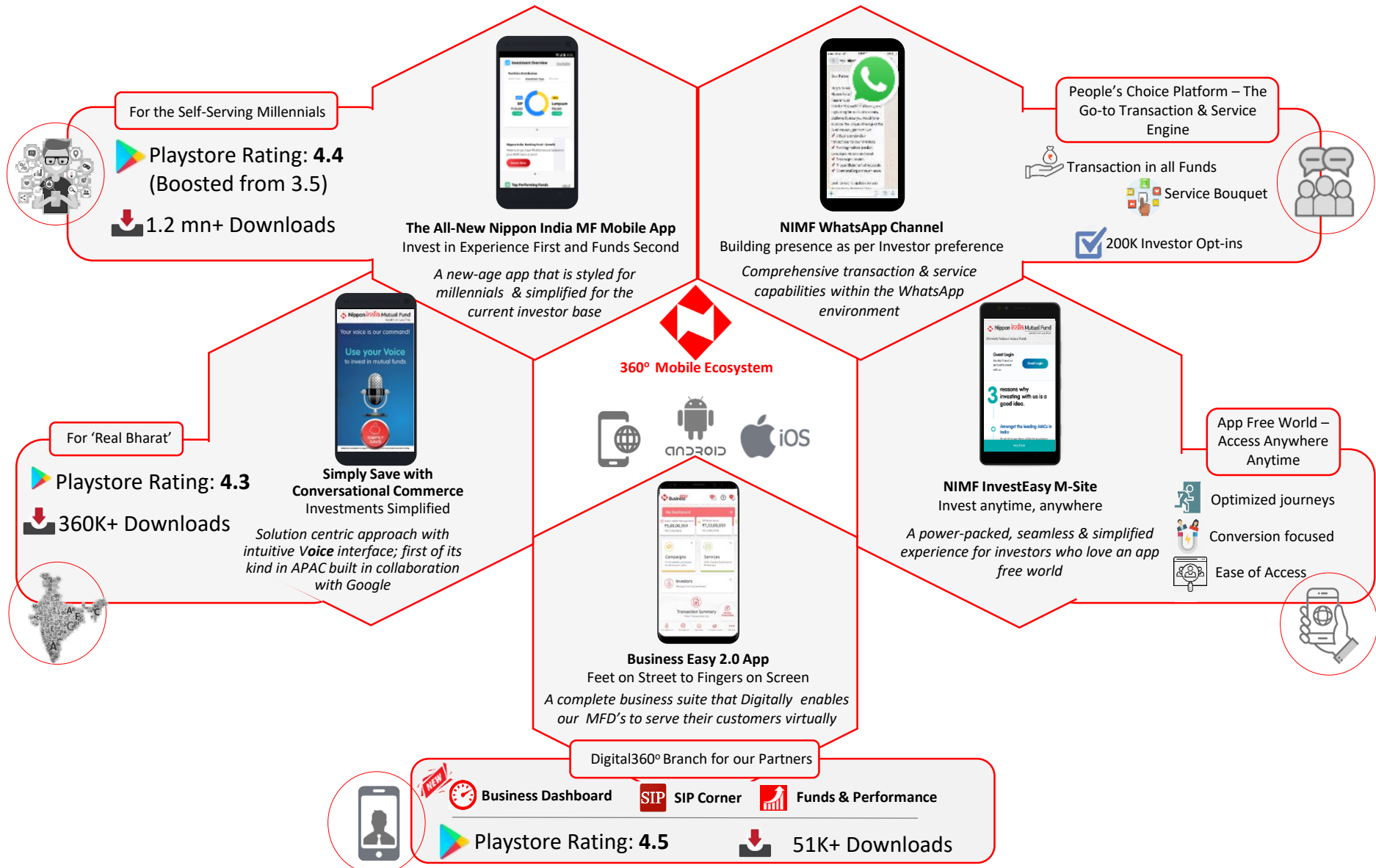
Building Digitech Ecosystem



IBM
Strategic Technology partner

Digitech partners to add further momentum to NAM India's growth

Mobile-first strategy propelling DIY transactions across Investor & Partner Ecosystem



* All our apps have 4+ ratings from users on Google Playstore

Lumpsum & New SIP Registration

Digital Purchases (lakhs)*



- ❑ Digital business witnessed a **growth of 25% in Q1 FY23** vs. Q1 FY22
- ❑ Digital (New Purchase and SIP registrations) transactions crossed **750k** in Q1 FY23
- ❑ Digital contribution-to-total NIMF purchase transactions stood at **55%** in Q1 FY23
- ❑ **Digital lumpsum purchase transactions** contributed to **63%** of overall lumpsum purchases

* Including New SIP registrations

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

Key initiatives undertaken in Q1 FY23

Performance Campaigns reaching new horizons



Partnered with Google in their India first initiative of DAP (DTC Acceleration Program) to scale up DTC efficiently



Recognised in The Great Indian BFSI Awards for 'The Great Indian BFSI Digital Marketing Campaign of the Year, 2022



Initiated Phase 1 evaluation of Google Business Messages to further strengthen digital platform for business



Implemented Firebase Analytics for attribution of external App campaigns via Google



Initiated Phase 1 evaluation of Apps Flyer for optimizing App campaigns



High visibility campaigns targeting top trending competitors resulted in strong growth in transactions bringing down the transaction cost

Successful use of Adobe Suite to increase quality & quantity



Launched Beta test phase for AMP Email campaigns opening a gateway for Interactive Email communication



Initiated BIMi (Brand Indicators for Message Identification) to enhance brand recall and boost campaign open rates



Initiated Real Time API enabled dynamic mailers which highlights Sensex Movements leading to 80% increase in Open Rate



Specialized segment wise Drip campaigns planned to target and retarget investors based on their campaign behaviour



Planned special SIP campaigns focusing on financial goals viz Planning to buy a house, saving for retirement, etc. with most performing funds plugged

Digital Ecosystem - Enhancements

Platform Experience



Performance & Experience Enhancement: New Investor App & Investor Website Enhancements, modifications & changes to enhance experience and performance. Ratings for NIMF Investor App went up from **3.5 to 4.4** on Google Playstore



OTP Trigger: Enhancements in Source & Timer to reduce failures



Payment Gateway Modifications: Aimed at reduction of payment failure issues

Distribution

Strong Distribution

Total base of empaneled distributors rose to over 85,500

75

Banks



93

National Distributors



79

**Alternate
(incl. PSU banks)**



~85,300

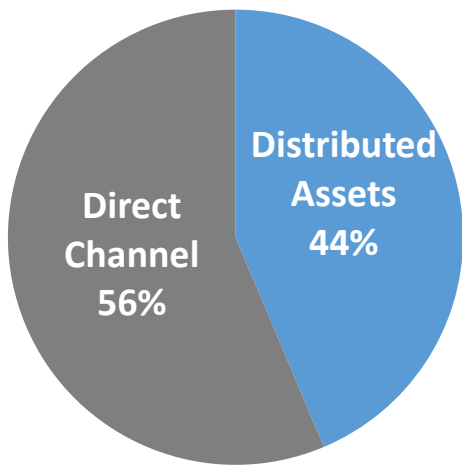
**Mutual Fund
Distributors**



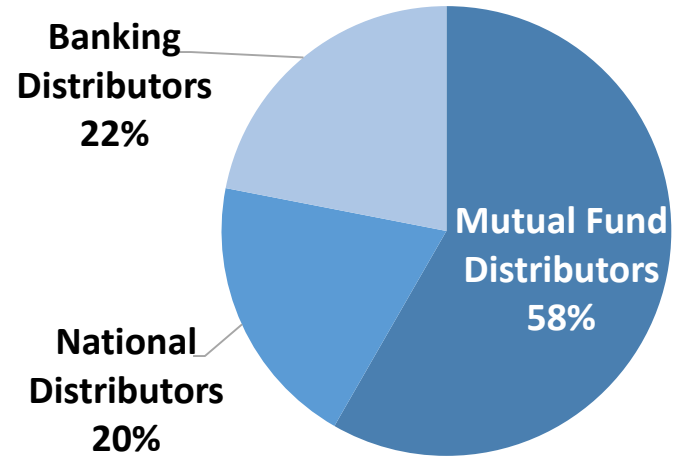
Large base of
MFDs - one
of our biggest
strengths

Leveraging partnership with MFDs

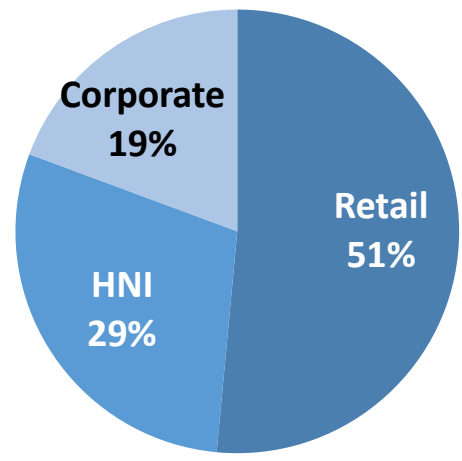
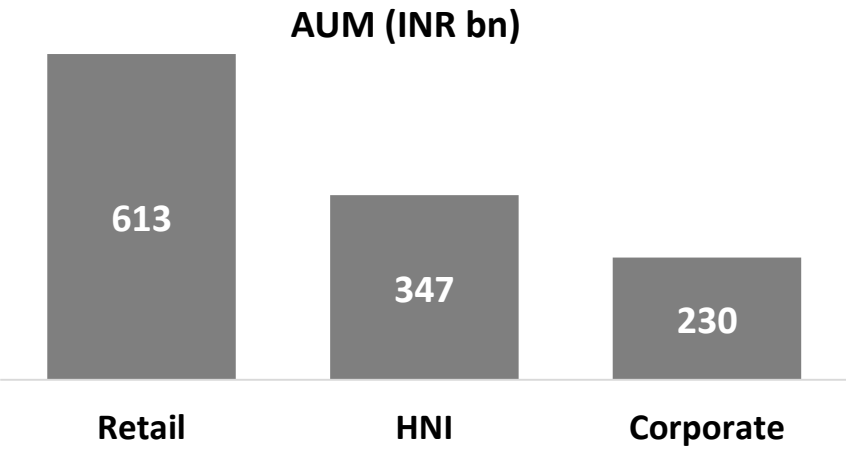
Overall Distribution Mix



Mix of Distributed Assets



Distributed Assets (investor-wise)



* Calculated on Monthly Average AUM

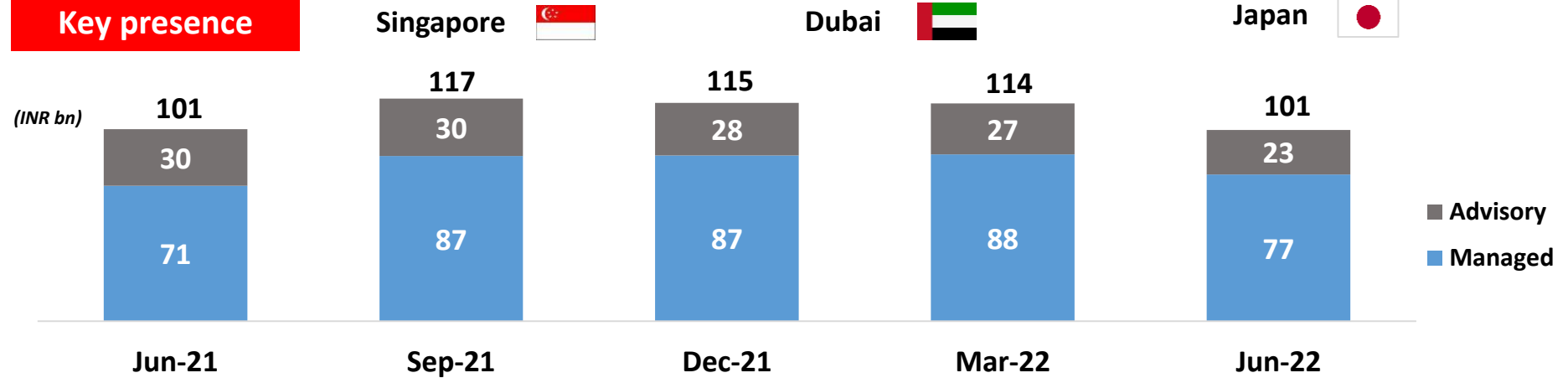
Other Businesses

Nippon India Alternate Investments (NIAIF)

- ❑ NIAIF delivered consistent long-term investment performance across asset classes
- ❑ As on June 2022, NIAIF raised **commitments of INR 47 billion across funds**
- ❑ Fully committed the two Real Estate mandates of offshore investors
 - ❑ *Follow-on fund to existing real estate mandates for Japanese Investors (“Nippon India Yield Plus AIF Scheme 4”) to be launched soon*
- ❑ **Nippon India Digital Innovation Fund**
 - ❑ *Undertaken final closures and raised commitments of over \$100 million*
 - ❑ *Investment made in additional 3 underlying VC funds*
 - ❑ *9 investments have been made; deployed ~60% of committed capital*
- ❑ **Equity**
 - ❑ *Fund raising underway for Nippon India Equity Opportunities AIF Scheme 7 & 8*
 - ❑ *Launched 8th equity scheme (“Unlimited India”)*

Offshore Business - Creating 'expressways' globally

Key presence



Other International Tie Ups



ETFS Reliance India Nifty 50 ETF



Godo Kaisha Genkai India Investment*

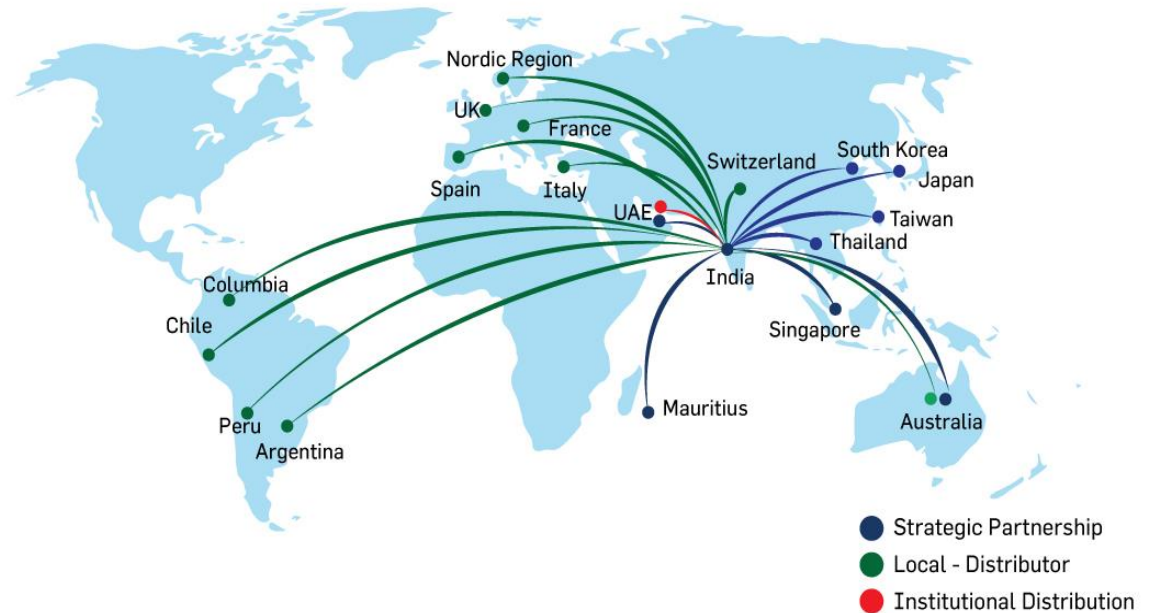


Bualuang Bharata Fund



Cathay Securities Investment Trust

Nippon India Taiwan Equity Fund



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

ESG Focus

ESG at NAM India

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

- ❑ *NAM India became a signatory to UN-supported Principles for Responsible Investment in June 2021*
- ❑ *Comprehensive framework that will guide the policies, processes and responsible investment practices is in place*
- ❑ *ESG committee will implement the ESG policy and communicate the non-financial results to the Board*

ESG Governance structure



NAM India's social responsibility theme and commitment is aligned with the United Nations' Sustainable Development Goals (SDGs)

Environment

2-fold approach to environmental stewardship

- **As a responsible investor**, NAM intends to consider environmental performance of companies when making & monitoring investments
- **As a responsible corporate citizen**, NAM implemented measures to monitor its energy consumption patterns. Deviations are highlighted for immediate attention
- Employees are being sensitised towards resource conservation
- Measures are in place to promote no single-use plastic at all NAM locations
- ~70% of the customer requests were processed digitally, helping NAM save significant amount of paper
- **Systems are in place for wastewater treatment and responsible disposal of e-waste**

Social

Community Development Programs

- NAM contributed INR 130 million towards CSR initiatives in FY22
- NAM partnered with **Tata Memorial Centre-Advanced Centre for Treatment, Research and Education in Cancer** to provide support to cancer patients
- NAM partnered with the **Vision Foundation of India** to provide help for cataract surgery to the underprivileged sections of society
- **'Olympic Gold Quest'** initiative is supported by NAM through a collaboration with the Foundation for the Promotion of Sports and Games
- NAM has undertaken several initiatives in the sphere of rural development and education and, engaged with reputed institutions such as **Edelgive Foundation, Tata Institute of Social Sciences and The Energy and Resources Institute**

Governance

Fostering Ethics and Governance

- **NAM's code of ethics rest on the nine core values** of honesty, integrity, respect, fairness, purposefulness, trust, responsibility, citizenship & caring
- **Comprehensive privacy policy** is in place that lists down systems and processes to handle customer-sensitive data including information on retention of specific data
- **Formal Responsible Investment policy framework** is in place to integrate ESG parameters in fund management decision-making
- **In FY22, NIMF voted "against" 600+ resolutions of investee companies, in the best interests of unitholders**

Financial Overview

Financial Summary

Consolidated

(INR mn)

Particulars	Q1 FY23	Q1 FY22	Change (YoY)	Q4 FY22	Change (QoQ)	FY22
Revenue from Operations	3,161	3,023	5%	3,380	-6%	13,066
Operating Expenditure	1,448	1,332	9%	1,381	5%	5,470
<i>Fee & Commission</i>	114	117	-2%	160	-29%	513
<i>Employee benefits</i>	781	697	12%	745	5%	2,903
<i>Finance cost</i>	9	9	1%	11	-15%	38
<i>Other Expenses</i>	476	436	9%	396	20%	1,743
<i>Depreciation</i>	68	73	-7%	69	-1%	272
Core Operating Profit	1,713	1,691	1%	1,999	-14%	7,597
Other Income	(167)	669	-	345	-	2,290
Profit before Tax	1,546	2,360	-35%	2,344	-34%	9,887
Profit after Tax	1,141	1,815	-37%	1,749	-35%	7,442

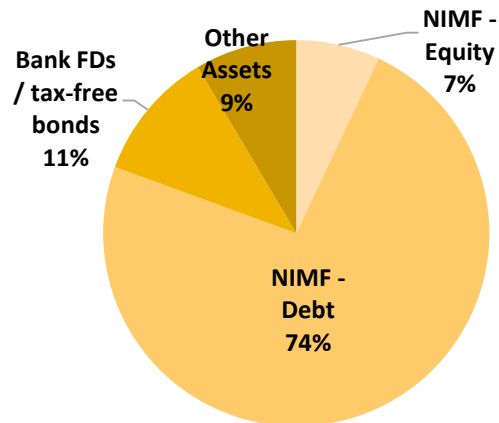
Standalone

Particulars	Q1 FY23	Q1 FY22	Change (YoY)	Q4 FY22	Change (QoQ)	FY22
Revenue from operations	2,946	2,809	5%	3,140	-6%	12,140
Core Operating Profit	1,669	1,621	3%	1,938	-14%	7,310
Profit after Tax	1,210	1,713	-29%	1,706	-29%	7,112

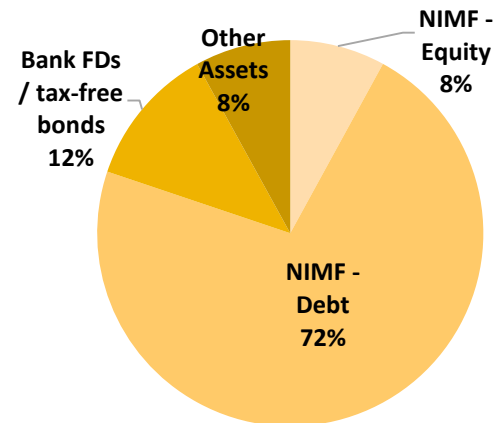
As per IND AS

Constituents of Financial Assets

(INR mn)	Jun 30, 2022	Mar 31, 2022
Investment in NIMF's schemes	27,731	27,090
- <i>Equity</i>	2,418	2,694
- <i>Debt</i>	25,313	24,396
Bank FDs and tax-free bonds	3,756	3,995
Other assets	2,931	2,706
Total	34,417	33,790



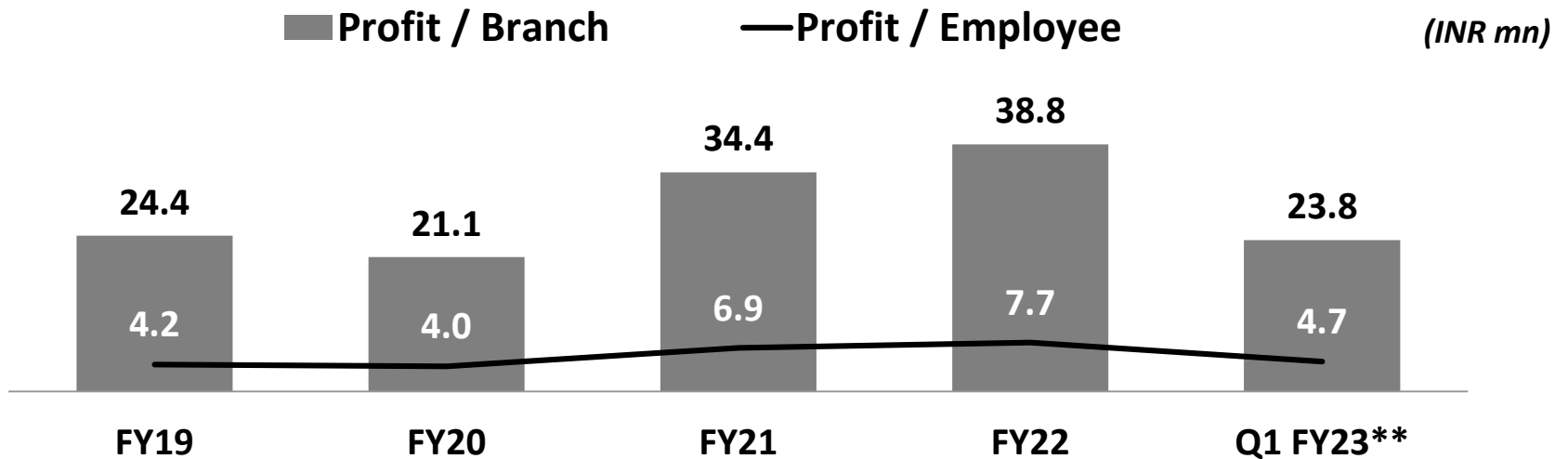
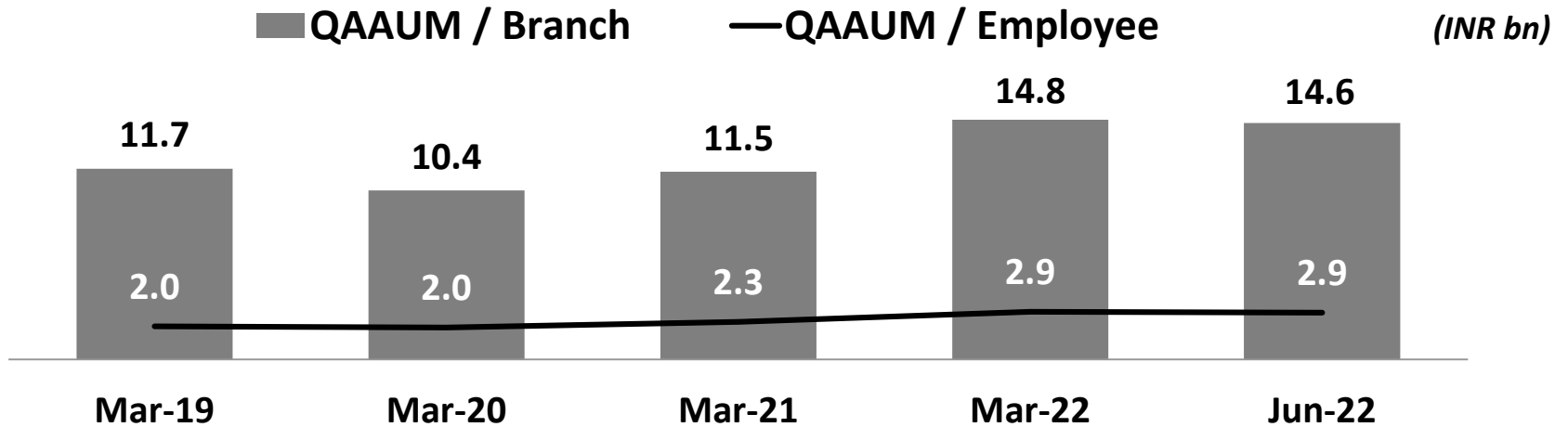
As on Jun 30, 2022



As on Mar 31, 2022

Operating Metrics

Benefits from operating leverage to manifest as AUM increases

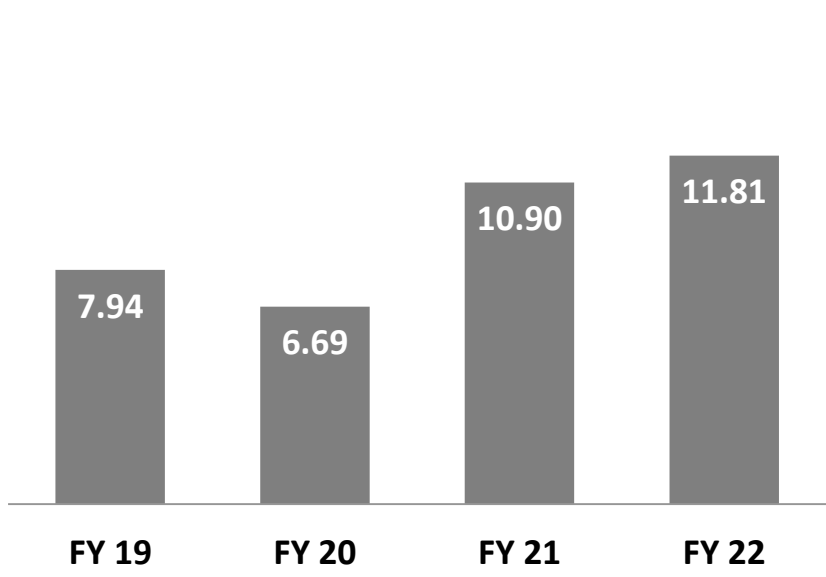


* Profit - Profit after Tax

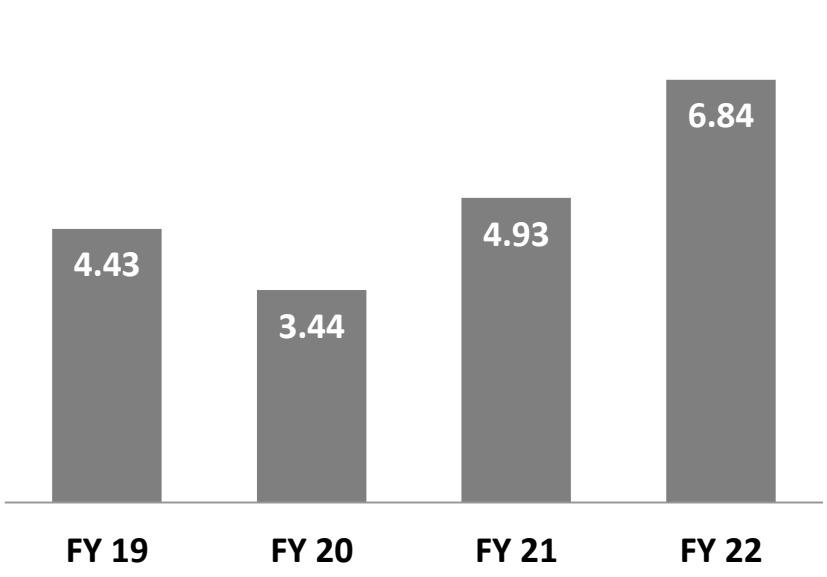
** Annualised

Dividend History

Earnings Per Share (INR)



Dividend Payout (INR bn)



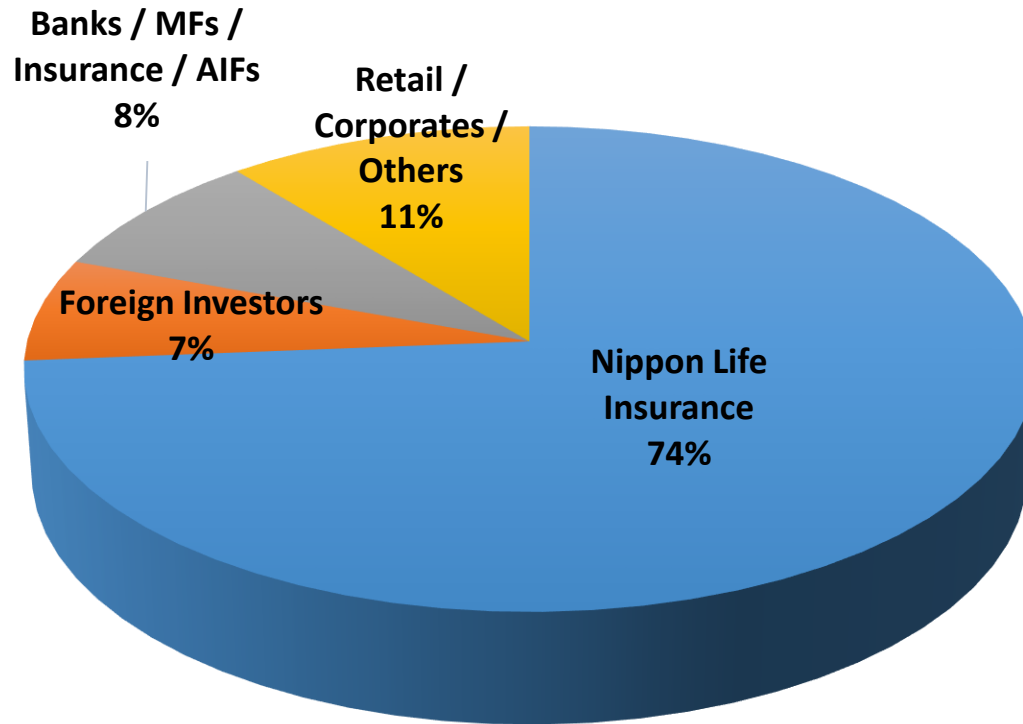
Total Dividend INR 11 per share in FY22

96% of FY22 earnings shared with shareholders

Cumulative dividend of INR 34 bn in last 8 financial years

Including Dividend Distribution Tax, wherever applicable

Shareholding Pattern



As on Jun 30, 2022
NAM India has a base of over 173,000 holders

Constituent of
S&P BSE 150 MidCap Index
S&P BSE 200
S&P BSE 250 LargeMidCap Index
S&P BSE 400 MidSmallCap Index
S&P BSE 500
S&P BSE Financials Ex-Banks 30 Index
S&P BSE AllCap
NIFTY LargeMidcap 250
NIFTY Midcap 100
NIFTY Midcap 150 Quality 50
Nifty 200
Nifty 500
Nifty Dividend Opportunities 50
Nifty MidSmallcap 400
Nifty Midcap 150
Nifty Total Market
Nifty500 Multicap 50:25:25

Thank you for your time!
Stay safe!

Annexure

About Nippon Life Insurance

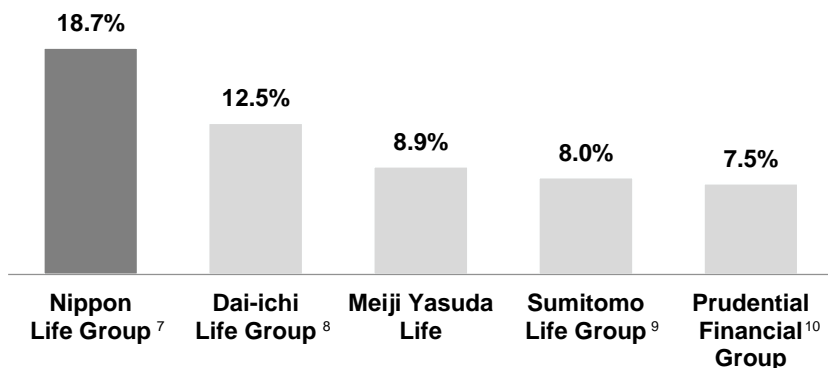
- ❑ Fortune 500 company (Rank 111 in 2021)¹
- ❑ Japan's largest private life insurer & one of the largest in the world²
- ❑ Total assets over US\$ 745 bn³
- ❑ 58 Asset Management related & 21 Insurance related operations worldwide⁴

Asset Management
Shareholding - 73.8%⁵

Presence in India

Life Insurance
Shareholding - 49.0%⁵

Market Share in Japan (Premium Income)⁶



Key Figures

Premium income	¥5,386.0bn (Mar. 2022)
Core operating profit	¥535.4bn (Mar. 2022)
Total assets	¥88,381.9bn (Mar. 2022)
Solvency margin ratio	1,120.3% (Mar. 2022)
Number of insured persons ¹¹	14.47 million (Mar. 2021)
Sales representatives ¹²	63,815 (Mar. 2021)

1. www.fortune500.com 2. Company disclosure and the Life Insurance Association of Japan 3. 2022 March Financial Results of Nippon Life, USD1=JPY118.53 4. 2021 Annual Report of Nippon Life
5. bseindia.com 6. March 31, 2022, source from company disclosures and the Life Insurance Association of Japan. Excluding Japan Post Insurance
7. Nippon Life represents the sum of Nippon Life, Taiju Life and Nippon Wealth Life and Hanasaku Life 8. Dai-ichi Life Group represents the sum of Dai-ichi Life, Dai-ichi Frontier Life and Neo First Life
9. Sumitomo Life represents the sum of Sumitomo Life and Medicare Life 10. Prudential Financial represents the sum of Prudential Life, Gibraltar Life and Prudential Gibraltar Financial Life
11. The sum of Nippon Life, Taiju Life, Nippon Wealth Life and Hanasaku Life 12. The sum of Nippon Life and Taiju Life



Domestic Insurance Business

Taiju Life
(82.6%)
Revenues from insurance and reinsurance premiums (FY2021-22): \$4.2bn

Nippon Wealth Life
(85.1%)
Revenues from insurance and reinsurance premiums (FY2021-22): \$2.9bn

Hanasaku Life
(100%)

Retail Agent

Life Salon
(100.0%)

Life Plaza Partners
(100.0%)

HOKEN110
(100.0%)

Asset Management Business

Nippon Life India Asset Management
(73.8%)
AUM (Mar. 2022): \$45.7bn¹

Nissay Asset Management
(100.0%)
AUM (Mar. 2022): \$285.3bn

The TCW Group
(27.5% by subsidiary²)
AUM (Mar. 2022): \$242.6bn

Post Advisory Group
(19.0% by subsidiary²)
AUM (Mar. 2022): \$17.5bn

DWS Group
(5.0%)
AUM (Mar. 2022): \$993.8bn

Overseas Insurance Business

Reliance Nippon Life Insurance
(49.0%)
GWP (FY2021-22): \$0.6bn

MLC Life Insurance
(80.0%)
Revenues from insurance and reinsurance premiums (FY2021/12): \$1.2bn

Bangkok Life Assurance
(24.2%)
GWP (FY2021/12): \$1.0bn

PT Asuransi Jiwa Sequis Life
(68.3% by Nippon Life's affiliate³)
GWP (FY2021/12): \$0.2bn

Nippon Life Insurance Company of America
(97.0%)

Grand Guardian Life Insurance
(35.0%)

Source: Company filings, Company webpage, SNL
 Notes: USD1=JPY118.53, USD1=INR75.49, USD1=EUR1.1014 (as of Mar 2022); USD1=AUD 1.3985, USD1=THB33.49, USD1=IDR14,235 (as of Dec 2021)
 1. AUM represents total AUM of mutual fund and portfolio management business
 2. Held by Nippon Life's fully owned subsidiary Nippon Life Americas, Inc.
 3. 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

Board Of Directors

Profile of Board Members...



General Ved Prakash Malik (Retd.) (Independent Director) has worked in the Indian Army as **Chief of the Army Staff** from October 1, 1997 to September 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 18 years of corporate finance experience in developing, managing and executing infrastructure projects across sectors in India and UK. 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 September 2011, she has been working as an independent consultant advising companies on strategic growth, India entry strategy etc.



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 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).

Profile of Board Members



Mr. Minoru Kimura (Associate Director) serves as Managing Executive Officer, Head of Global Business at Nippon Life Insurance (Nippon). In his 32-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 5 years from 2010 to 2015. Other than above, he has also spent his professional career with Nippon 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).



Mr. Tomohiro Yao (Associate Director) is Regional CEO for Asia Pacific and Head of India at Nippon Life Insurance (Nippon). 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 Nippon. 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 Nippon's Global Business Planning, leading Nippon's international M&A strategy. He was also responsible for driving Nippon's overseas insurance businesses including India, mainland China as well as the US. He holds a degree of B.A. (Law) from Kyoto University and an MBA from Wharton School, University of Pennsylvania.



Mr. Akira Shibata (Associate Director) currently serves as the General Manager / Global Business Planning Department at Nippon Life Insurance (Nippon). In his 20-year professional career with Nippon, He has engaged in Finance Planning & Management business for 3 years. Also, he has been engaged in Public & Investors Relations for 3 years. Other than above, he has also spent his professional career in the Nippon's U.S. group insurance subsidiary, Nippon Life Insurance Company of America, where he carried the position of Vice President for 4 years (2008 to 2012).



Mr. Sundeep Sikka (Executive Director & CEO) 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 company to an all-round brand that thrice won 'Aon Best Employer' in the last four years and was certified 'Great Place to Work' in 2018.

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