

**RELIANCE**

**NIPPON LIFE ASSET  
MANAGEMENT LTD**

# RELIANCE NIPPON LIFE ASSET MANAGEMENT LIMITED

(FORMERLY, RELIANCE CAPITAL ASSET MANAGEMENT LIMITED)

Our Company was incorporated as 'Reliance Capital Asset Management Limited', a public limited company under the Companies Act, 1956 with the Registrar of Companies, Gujarat, Dadra & Nagar Haveli on February 24, 1995 at Ahmedabad. Our Company obtained a certificate for commencement of business on March 20, 1995. The name of our Company was changed to its present name and a fresh certificate of incorporation was issued by the Registrar of Companies, Mumbai ('RoC') on May 5, 2016 at Mumbai. For details of changes in the name and registered office address of our Company, see 'History and Certain Corporate Matters' on page 194 of the red herring prospectus dated October 11, 2017 filed with the RoC ('RHP') (as supplemented by the 'Addendum: Notice to Investors' dated October 21, 2017).

**Registered and Corporate Office:** Reliance Centre, 7<sup>th</sup> Floor, South Wing, Off Western Express Highway, Santacruz (East), Mumbai 400 055, Maharashtra, India; **Contact Person:** Deepak Mukhija, Company Secretary and Compliance Officer for the Offer; **Tel.:** + 91 22 3303 1000; **Fax:** +91 22 3303 7662; **E-mail:** deepak.mukhija@relianceada.com; **Website:** www.relianceemutual.com; **Corporate Identity Number:** U65910MH1995PLC220793

## PROMOTERS OF OUR COMPANY: RELIANCE CAPITAL LIMITED AND NIPPON LIFE INSURANCE COMPANY

INITIAL PUBLIC OFFERING OF UP TO 61,200,000 EQUITY SHARES OF FACE VALUE OF ₹ 10 ("EQUITY SHARES") OF RELIANCE NIPPON LIFE ASSET MANAGEMENT LIMITED (OUR "COMPANY" OR THE "ISSUER") FOR CASH AT A PRICE OF ₹ [-] PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ [-] PER EQUITY SHARE (THE "OFFER PRICE"), AGGREGATING UP TO ₹ [-] MILLION (THE "OFFER") COMPRISING A FRESH ISSUE OF UP TO 24,480,000 EQUITY SHARES BY OUR COMPANY AGGREGATING UP TO ₹ [-] MILLION (THE "FRESH ISSUE") AND AN OFFER FOR SALE OF UP TO 36,720,000 EQUITY SHARES AGGREGATING UP TO ₹ [-] MILLION BY THE PROMOTER SELLING SHAREHOLDERS (DEFINED HEREINAFTER). THE OFFER SHALL CONSTITUTE 10.00 % OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL OF OUR COMPANY.

### Risks to Investors:

- The Company intends to utilize ₹1,650 million from the Net Proceeds of the Fresh Issue to undertake acquisitions for which targets have not been identified. For further details please refer to risk factor 14 on page 27 of the RHP.
- The eight Lead Managers associated with the Offer have collectively handled 48 public offers in the past three years, out of which 11 offers closed below the offer price on listing date.
- There are no comparable listed peers of the Company.
- The Price/Earnings ratio based on diluted EPS for Fiscal 2017 as per Restated Consolidated Financial Statements for the Company at the upper end of the Price Band is as high as 36.79, as compared to the Price/Earnings ratio of NIFTY 50 of 23.26 (as of March 31, 2017).
- The average cost of acquisition per Equity Share for Reliance Capital Limited and Nippon Life Insurance Company (Promoter Selling Shareholders in the Offer) is ₹8.00 and ₹115.00, respectively and the Offer Price at upper end of the Price Band is ₹ 252 per Equity Share.

**ASBA\***

Simple, Safe, Smart way of Application

\*Applications Supported by Blocked Amount (ASBA) is a better way of applying to issues by simply blocking the fund in the bank account. For details, check section on ASBA below.

Mandatory in public issues from January 01, 2016. No cheque will be accepted.

**APPLICATIONS SUPPORTED BY BLOCKED AMOUNT (ASBA):** Investors have to apply through the ASBA process. ASBA has to be availed by all the investors except Anchor Investors. For details on the ASBA process, please refer to the details given in the ASBA Form and Abridged Prospectus and also please refer to "Offer Procedure" on page 398 of the RHP. ASBA Forms can also be downloaded from the websites of BSE and NSE. ASBA Forms can be obtained from the list of banks that is available on the website of SEBI at www.sebi.gov.in. ASBA Form can be obtained from Syndicate Member, Registered Brokers, RTAs and CDPs, the list of which is available on the website of SEBI at <http://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognised=yes>. For more details on the ASBA process, please refer to section titled "Offer Procedure" on page 398 of the RHP.

**CONTENTS OF THE MEMORANDUM OF ASSOCIATION OF OUR COMPANY AS REGARDS ITS OBJECTS:** For information on the main objects of our Company, investors are requested to see "History and Certain Corporate Matters" on page 194 of the RHP and Clause III of the Memorandum of Association of our Company. The Memorandum of Association of our Company is a material document for inspection in relation to the Offer. For further details, see "Material Contracts and Documents for Inspection" on page 477 of the RHP.

**LIABILITY OF THE MEMBERS OF OUR COMPANY:** Limited by shares.

**AMOUNT OF SHARE CAPITAL OF OUR COMPANY AND CAPITAL STRUCTURE:** As on the date of the RHP, the authorised share capital of our Company is ₹ 10,000,000,000 divided into 1,000,000,000 Equity Shares and Preference Shares is ₹ 300,000,000 divided into 3,000,000 Preference Shares of ₹ 100 each. The issued, subscribed and paid-up share capital of our Company before the Offer is ₹ 5,875,200,000 divided into 587,520,000 Equity Shares of ₹ 10 each. For details of the Capital Structure, see "Capital Structure" on page 84 of the RHP.

**NAMES OF THE SIGNATORIES TO THE MEMORANDUM OF ASSOCIATION OF OUR COMPANY AND THE NUMBER OF EQUITY SHARES SUBSCRIBED BY THEM:** Given below are the names of the signatories of the Memorandum of Association of our Company and the number of Equity Shares subscribed by them at the time of signing of the Memorandum of Association of our Company – (i) Anand Jain - 100 Equity Shares (ii) Dharendra H. Shah - 100 Equity Shares (iii) Tushar Sarda - 100 Equity Shares (iv) Anil Aggarwal - 100 Equity Shares (v) Kulin Parekh - 100 Equity Shares (vi) Hemant Manuj - 100 Equity Shares; and (vii) Nilesh Vasa - 100 Equity Shares aggregating to 700 Equity Shares.

**LISTING:** The Equity Shares offered through the RHP are proposed to be listed on BSE and NSE. Our Company has received in-principle approvals from BSE and NSE for listing of the Equity Shares pursuant to their letters dated August 29, 2017 and August 28, 2017, respectively. For the purposes of this Offer, NSE shall be the Designated Stock Exchange. A signed copy of the RHP and the Prospectus shall be delivered for registration to the RoC in accordance with Section 26(4) of the Companies Act, 2013. For details of the material contracts and documents available for inspection from the date of the RHP up to the Bid/Offer Closing Date, see "Material Contracts and Documents for Inspection" on page 477 of the RHP.

**DISCLAIMER CLAUSE OF SECURITIES AND EXCHANGE BOARD OF INDIA ("SEBI"):** SEBI only gives its observations on the offer documents and this does not constitute approval of either the Offer or the specified securities or the offer document. Investors are advised to refer to page 366 of the RHP for the full text of the 'Disclaimer Clause of SEBI'.

**DISCLAIMER CLAUSE OF BSE:** It is to be distinctly understood that the permission given by BSE Limited should not in any way be deemed or construed that the RHP has been cleared or approved by BSE Limited nor does it certify the correctness or completeness of any of the contents of the RHP. The investors are advised to refer the RHP for the full text of the "Disclaimer Clause of BSE" on page 385 of the RHP.

**DISCLAIMER CLAUSE OF NSE (The Designated Stock Exchange):** It is to be distinctly understood that the permission given by NSE should not in any way be deemed or construed that the offer document has been cleared or approved by NSE nor does it warrant, certify or endorse the correctness or completeness of any of the contents of the offer document. The investors are advised to refer to the offer document for the full text of the "Disclaimer Clause of NSE" on page 385 of the RHP.

**GENERAL RISKS:** Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in this Offer unless they can afford to take the risk of losing their entire investment. Investors are advised to read the risk factors carefully before taking an investment decision in this Offer. For taking an investment decision, investors must rely on their own examination of the Issuer and this Offer, including the risks involved. The Equity Shares have not been recommended or approved by the SEBI, nor does SEBI guarantee the accuracy or adequacy of the contents of the RHP. Specific attention of the investors is invited to "Risk Factors" on page 18 of the RHP.

### CORRIGENDUM - NOTICE TO INVESTORS

On page 112 of the RHP under the Offer related expenses, the kitty being earmarked to incentivise broker performance only for Retail Portion is inadvertently appearing as "up to ₹ 750 million" and should be read as "up to ₹ 7.50 million". The RHP stands amended to the extent stated hereinabove and the above change shall be included in the Prospectus to be filed with the RoC.

All capitalised terms used in this "Corrigendum-Notice to Investors" shall, unless the context otherwise requires, have the same meaning as ascribed to such terms in the RHP.

For RELIANCE NIPPON LIFE ASSET MANAGEMENT LIMITED

On behalf of the Board of Directors

Sd/-

Company Secretary & Compliance Officer for the Offer

Place: Mumbai  
Date: October 23, 2017

RELIANCE NIPPON LIFE ASSET MANAGEMENT LIMITED is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make an initial public offer of its equity shares and has filed the RHP with the Registrar of Companies, Mumbai and has also published the "Addendum: Notice to Investors" dated October 21, 2017. The RHP is available on the website of SEBI at [www.sebi.gov.in](http://www.sebi.gov.in), on the websites of the BSE and NSE at [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com), respectively as well as on the websites of the GCBRLMs at [www.jmfl.com](http://www.jmfl.com), [www.india.cla.com](http://www.india.cla.com), [www.nomuraholdings.com/company/group/asia/india/index.html](http://www.nomuraholdings.com/company/group/asia/india/index.html) and [www.axiscapital.co.in](http://www.axiscapital.co.in), the websites of the BRLMs at [www.edelweissfin.com](http://www.edelweissfin.com), [www.iiflcap.com](http://www.iiflcap.com), [www.sbcaps.com](http://www.sbcaps.com) and [www.yesinvest.in](http://www.yesinvest.in). Investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, see the section titled 'Risk Factors' in the RHP. Potential investors should not rely on the DRHP filed with the SEBI for making any investment decision.

The Equity Shares offered in the Offer have not been and will not be registered under the U.S. Securities Act of 1933, as amended ("U.S. Securities Act") or any state securities laws in the United States, and unless so registered may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable state securities laws. Accordingly, such Equity Shares are being offered and sold (i) outside of the United States in offshore transactions in reliance on Regulation S under the U.S. Securities Act and the applicable laws of the jurisdiction where those offers and sales occur; and (ii) to "qualified institutional buyers" (as defined in Rule 144A under the U.S. Securities Act), pursuant to the private placement exemption set out in Section 4(a) of the U.S. Securities Act.