



# A Decade Invested to Reap in the Next!

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Nippon India Alternative Investments was an early entrant in the Alternatives space in India when our journey began a decade ago. Over the years we have built a comprehensive Alternatives product suite across Listed Equities, High Yielding Real Estate Credit, Sector Agnostic Private Credit, Venture Capital and long-short Strategy<sup>^</sup>. Our funds have successfully navigated market cycles as the alternative landscape continued to evolve over the years.

Being an integral part of the distinguished Nippon Life Group, Japan and Nippon India Asset Management Limited, we stand as one of India's leading asset managers in Category II & III Alternative Investment Funds, providing differentiated investment opportunities through various unique offerings across diverse asset classes that cater to the diverse needs of high-net-worth individuals, family offices, and institutional investors.

Over the past decade, Nippon India Alternative Investments has demonstrated consistent success and resilience, raising a total of over INR 6,500\* crore through 21 distinct funds. This track record highlights our commitment to delivering sustainable, high-performance investment opportunities and reflects our robust understanding of the dynamic Indian market landscape.

Total investment team spanning 13 fund managers and an additional investment team of 11 members we have one of the largest investment teams in the industry. With rich investment experience of more than 300+ years and expertise across diverse sectors and asset classes, we are well-equipped to identify and capitalise on high-potential opportunities.

<sup>^</sup>Expected launch Q4FY25 | \*Data as on 31st October 2024



## An institutional approach to investment management

Nippon India Alternative Investments embraces an institutional approach to investment management, prioritising rigorous processes, high standards of governance, and oversight by investment committees comprised of seasoned professionals with decades of experience. With its Japanese heritage, Nippon embeds robust processes and risk management at its core.

Over the last decade, we've laid a strong foundation for our Alternatives business, developing a platform that's ready to scale. Our team is composed of experienced professionals across all key roles, bringing the expertise needed to navigate complex markets and seize growth opportunities. With robust processes in place to ensure transparency, efficiency, and risk management, we are positioned to take our platform to the next level.

Our approach is built on three key pillars: **Platform, People, and Processes**. This combination enables us to consistently align our products with investor needs and deliver strong performance. As we continue to expand, this foundation will allow us to build innovative, high-quality products, creating sustainable value and growth for our investors

“Our Alternative investment offerings are uniquely tailored to tap into India's dynamic growth potential, providing investors with a strategic gateway to diversified wealth creation”

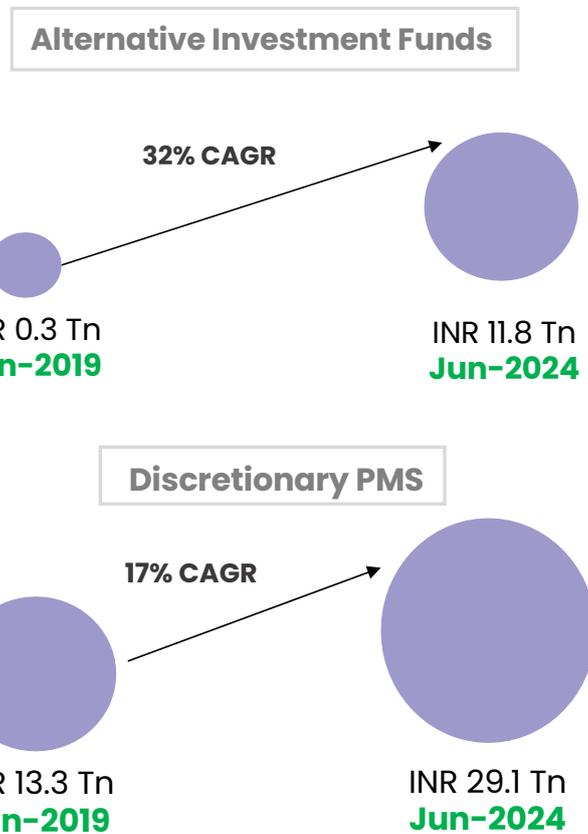
### Rising growth trajectory of Alternative Investment Funds in India

The Alternative Investment Funds (AIF) industry in India is at the intersection of innovation, diversification, and stability. Despite being relatively young, it is witnessing growing investor interest in non-traditional strategies. Domestic participation has notably increased, adding to a landscape previously dominated by offshore institutional investors. Alternatives have proven effective in managing volatility, diversifying risk, generating consistent cash flows, and offering access to unique investment opportunities previously unavailable.

The industry's ability to navigate diverse market cycles, coupled with a regulatory focus on investor protection, has driven sustainable growth. The industry has grown 4x in the past 5 years. The trajectory of AIFs is beckoned towards evolution, where diversification, meticulous risk management, regulatory adherence, global collaboration, and

strategic focus shall collectively pave the way to sustainable returns. India's alternative investment frameworks now meet global standards, making the industry more investor-centric. This shift has enhanced investor confidence, supported by greater transparency and robust regulatory oversight.

The below graph shows impressive growth in Total commitment raised in AIF and assets under management in Discretionary PMS over the last five years (from June 2019 to June 2024). It indicates a strong investor preference for AIFs and discretionary PMS as asset classes, with AIFs experiencing particularly rapid growth in recent years.



Source - SEBI

Regulatory efforts have played a vital role in balancing risk and investor sophistication, aligning with international practices and reinforcing investor trust.

Going forward to ensure sustainable growth, industry players must focus on building strong processes, investment and risk frameworks, and high governance standards to effectively mitigate risks.