

Creating India's leading financial superstore

November 2009

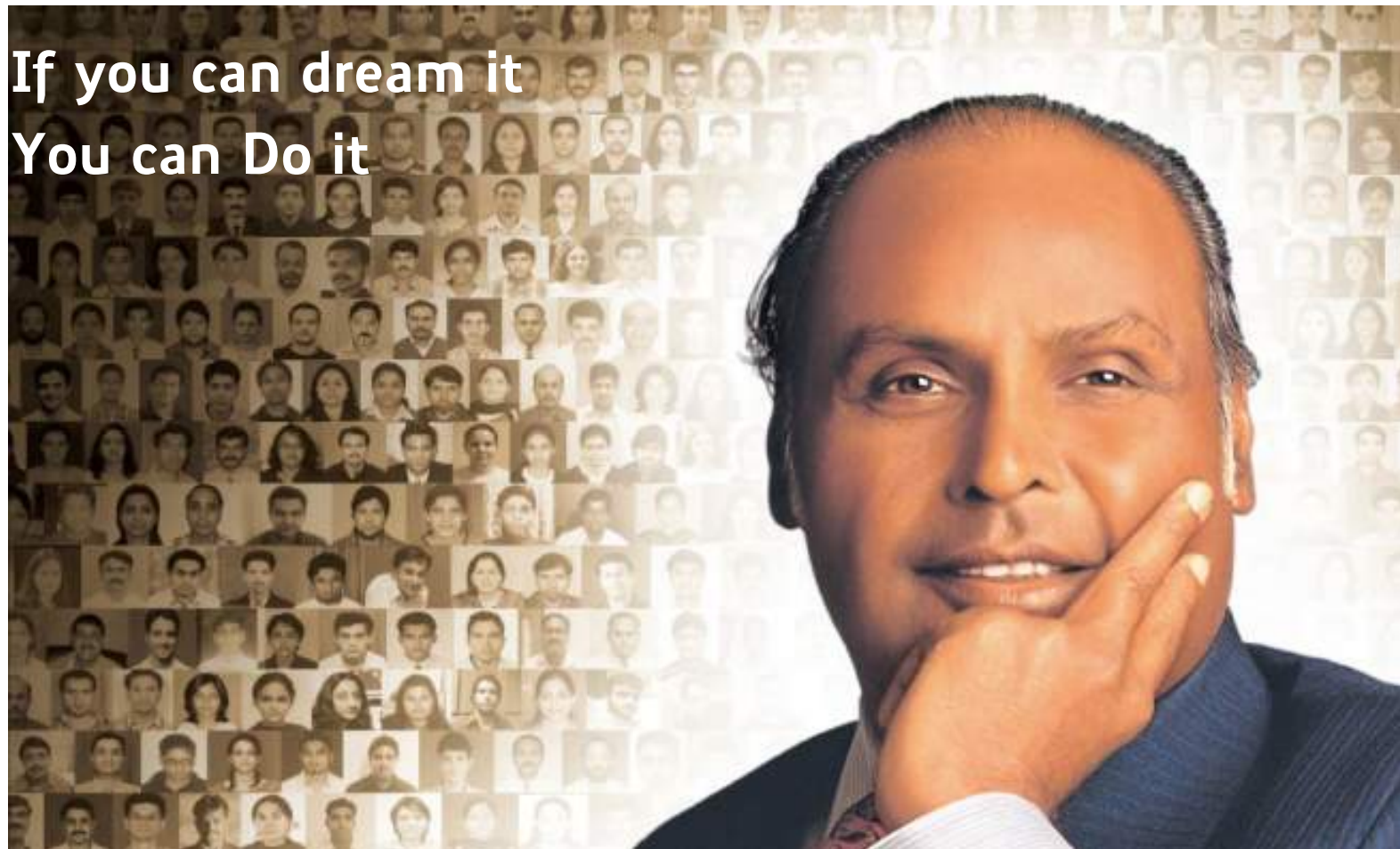
Forward looking statements – Important Note

This presentation and the discussion that follows may contain “forward looking statements” by Reliance Capital Limited (“RCL”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operation, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the directors and management of RCL about the business, industry and markets in which RCL operates. These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond RCL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of RCL. In particular, such statements should not be regarded as a projection of future performance of RCL. It should be noted that the actual performance or achievements of RCL may vary significantly from such statements.

Contents

- Reliance ADA group
- Opportunity for financial services and products in India
- Reliance Capital
 - Asset Management
 - Life Insurance
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- Financials and summary

The vision of one man



Our legendary founder
Sh. Dhirubhai Hirachand Ambani
28th December 1932 - Forever

Reliance Anil Dhirubhai Ambani Group

- ❑ Over 150 million customers – 1 in every 8 Indians
- ❑ 12 million shareowners – amongst largest in the world
- ❑ 130,000 young, trained and motivated people
- ❑ Group net worth of over US\$ 16 billion
- ❑ Group market capitalization of US\$ 27 billion
- ❑ Flagship stocks included in Sensex, Nifty, MSCI and Futures & Options

Reliance ADA Group

Communications

Financial Services

Power

Infrastructure

Media &
Entertainment

Natural resources
& Energy

Diversified

Among India's top 3 business groups

Right mix for growth

Robust GDP growth : amongst fastest growing

Increasing per capita income : FY09E US\$ 1,050

Rising savings rate : >30%

Young population : Median age 25 years

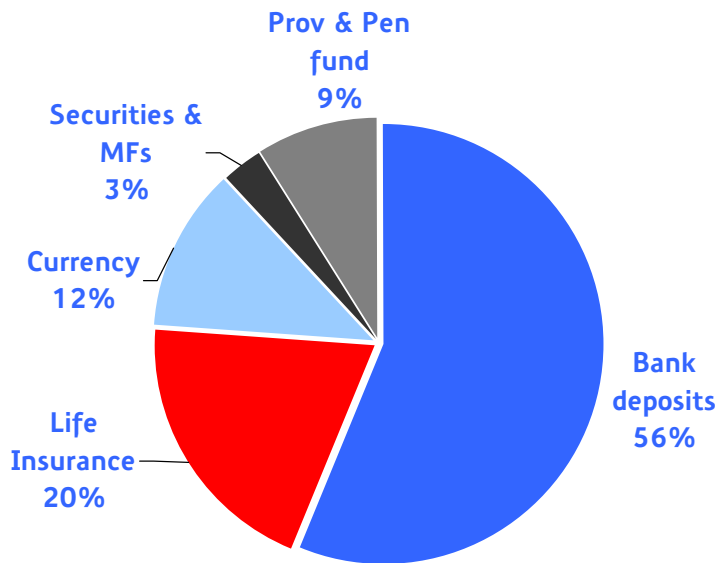
Low penetration : over 40% savings in bank deposits

Demand for financial products & services

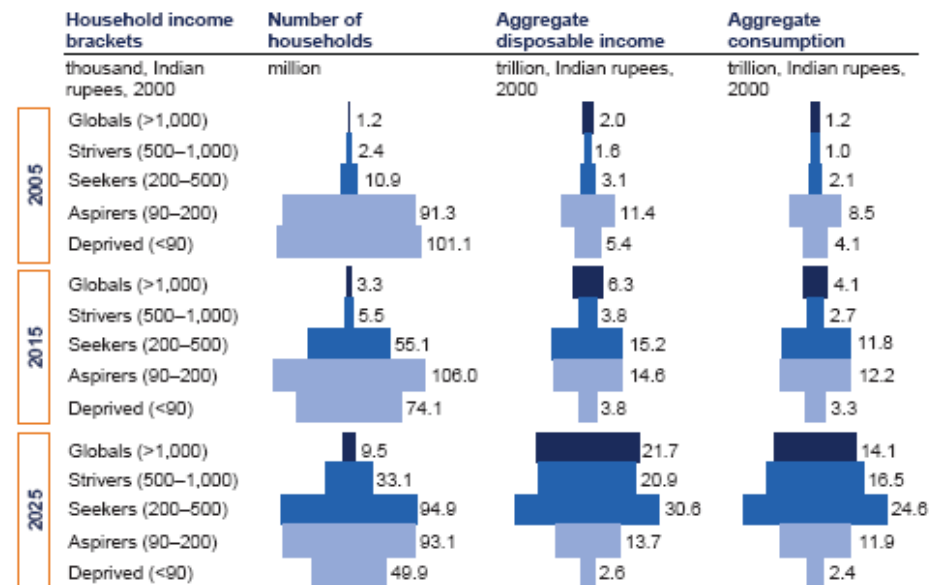
Financial services market set to grow exponentially

Rising financial savings...

Indian households' gross financial assets as at June 2009
(Rs 62 trillion / US\$ 1.2 trillion)



India: Rising middle class

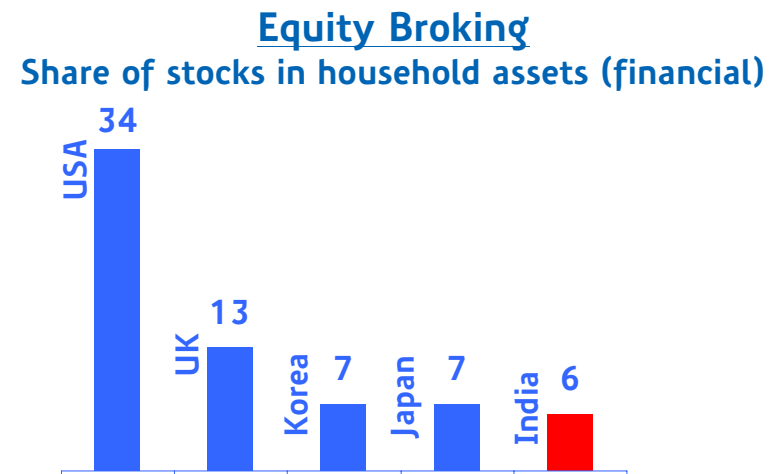
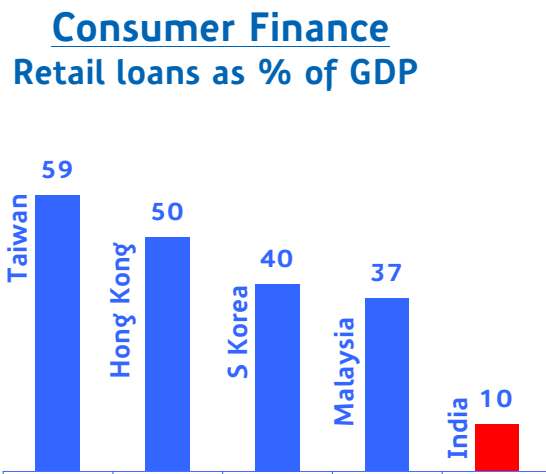
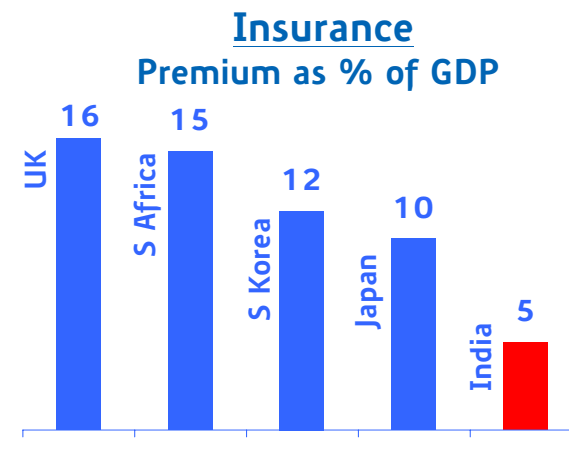
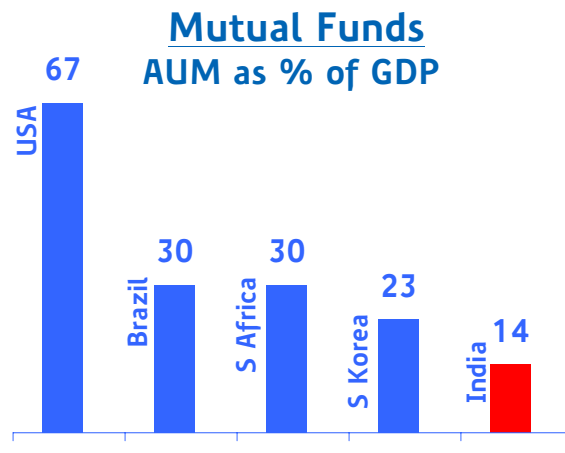


Source: MGI India Consumer Demand Model, v1.0

...creating significant opportunities for financial sector companies

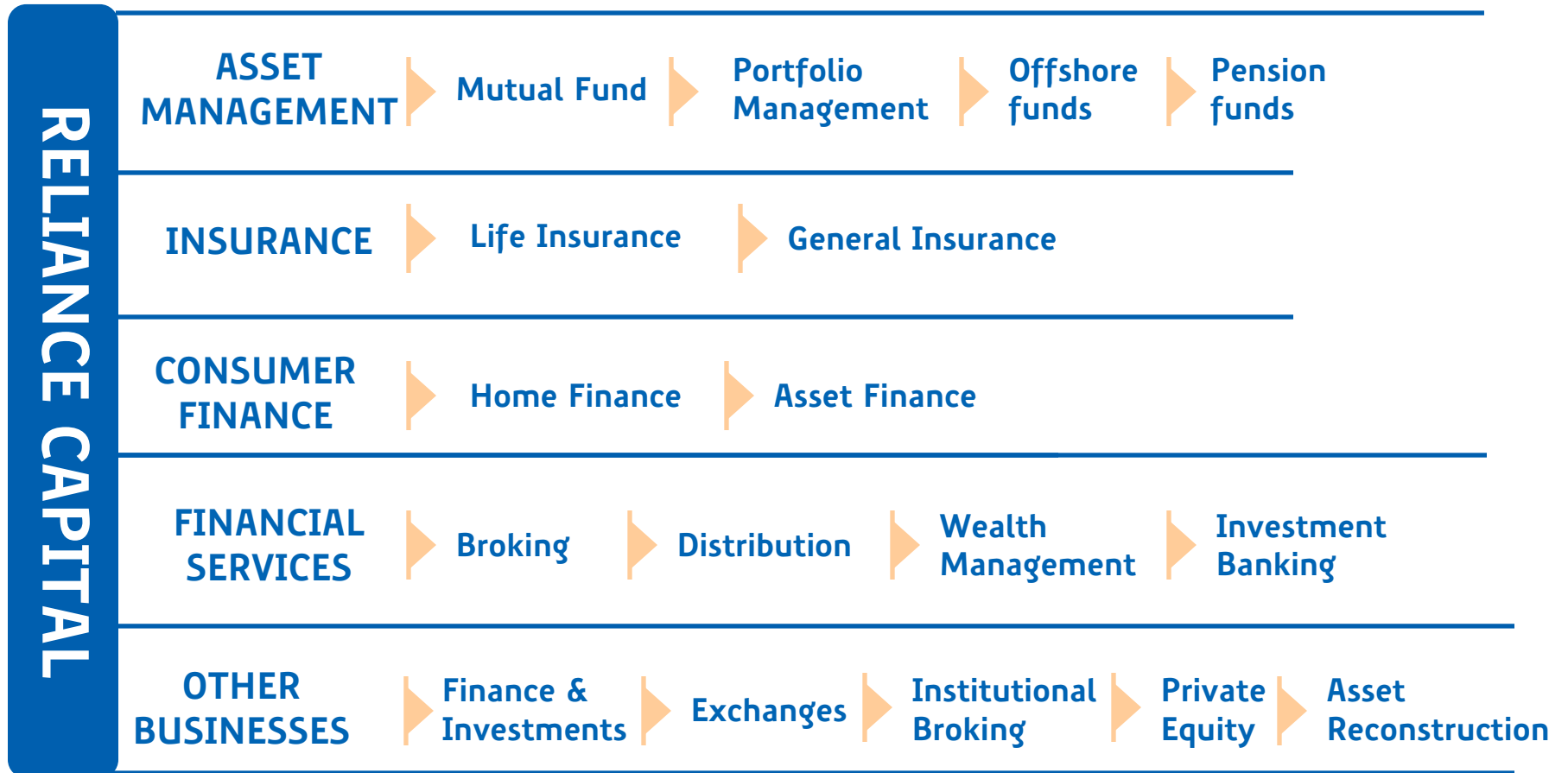
Source: RBI, CLSA Research

Low penetration of non banking financial services



Low penetration offers tremendous growth opportunity

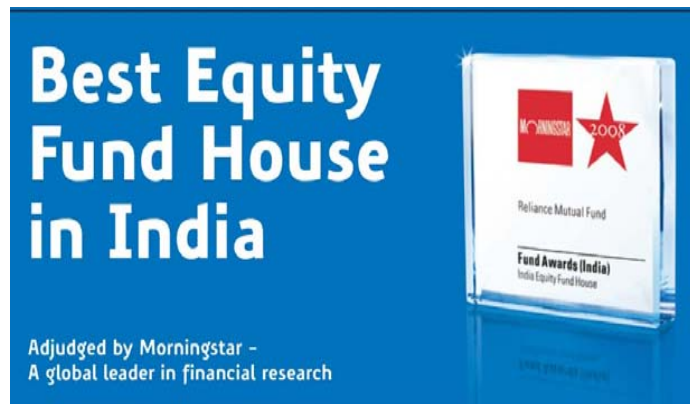
Business mix



Creating India's leading financial superstore

RELIANCE Mutual Fund

India's No.1 Mutual fund



- AAUM Rs. 80,962 Crores
- Over 71 Lakh Investors

sms 'INVEST' to 55454

Past performance may or may not be sustained in future.

RELIANCE
Mutual Fund
Anil Dhirubhai Ambani Group
India's No. 1 Mutual Fund

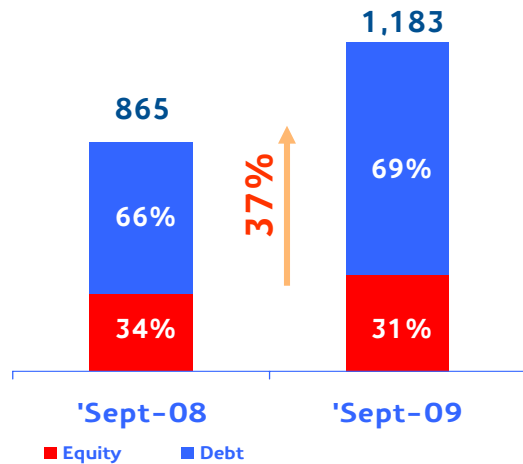
Charges upto Rs. 3/sms. No. 1 in terms of AAUM as on March 31, 2009. Source: www.amfindia.com.

- India's largest mutual fund with mkt share of 16%
- Equity market share of 18%
- Largest mutual fund customer base – 7.3 mln
- Wide presence – 226 locations in India, offices in Dubai, Singapore, Mauritius, Malaysia and UK
- Appointed by both EPFO and PFRDA to manage pension funds
- 'India's Most Trusted Mutual Fund' – three years in a row, by Economic Times- AC Nielsen ORG MARG survey
- 37 schemes – 18 equity oriented schemes, 17 debt oriented schemes & 2 ETFs

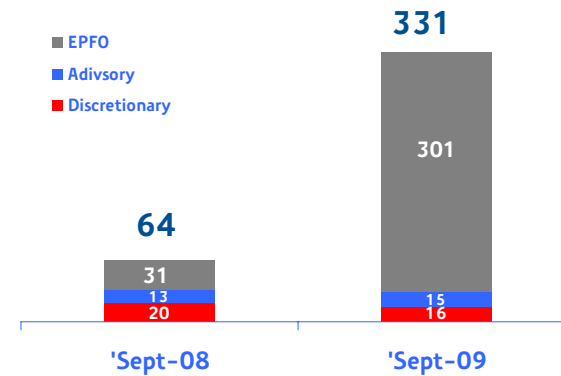
India's #1 Mutual Fund

Reliance Capital Asset Management

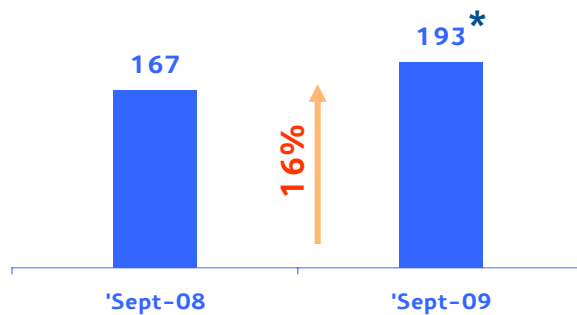
Mutual Fund (AAUM in Rs bn)



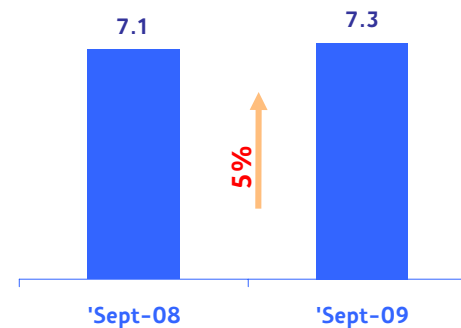
Portfolio Management Services (AUM in Rs bn)



Offshore funds (in mln)



No. of investors (in mln)



Well diversified asset management business

RCAM (consolidated) financial performance

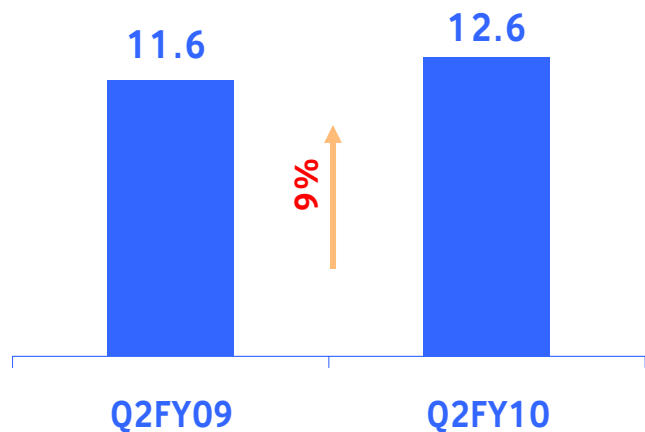
(Rs. Million)

| | Q2FY10 | Q2FY09 | FY09 |
|---------------------------------|---------|---------|---------|
| Income | 1,560.0 | 1,172.5 | 4,546.9 |
| Personnel costs | 359.1 | 306.9 | 1,205.7 |
| Marketing expenses | 261.6 | 195.1 | 619.3 |
| Administration & other expenses | 260.6 | 228.5 | 1,036.1 |
| Profit before tax | 648.8 | 423.7 | 1,685.8 |
| Profit after tax | 388.6 | 335.5 | 1,257.0 |

YoY growth – 33% in revenues, 16% in PAT

RELIANCE Life Insurance

Total Premium
(Rs. billion)



- ❑ Only 100% Indian owned life insurance company
- ❑ Among India's fastest growing life insurers
- ❑ Among top 4 private sector players in terms of new business premium & # 1 in terms of number of policies
- ❑ Total funds under management – Rs. 103 billion (as on Sept 30, 2009) – YoY increase of 116%
- ❑ Renewal premium for Q2 FY10 – Rs. 5 billion – YoY increase of 105%

Distribution network – 1,174 branches; 185,703 agents

RELIANCE Life Insurance

Financial performance

(Rs. Million)

| | Q2FY10 | Q2FY09 | FY09 |
|---------------------------------------|----------|----------|----------|
| First year premium | 6,775.1 | 7,843.0 | 29,657.4 |
| Single premium | 666.9 | 1,314.5 | 54,82.4 |
| Total New business premium | 7,442.0 | 9,157.5 | 35,139.8 |
| Renewal premium | 5,232.1 | 2,555.7 | 14,185.6 |
| Annualized Premium Equivalent (APE)* | 6,841.8 | 7,974.5 | 49,325.0 |
| Policyholders' funds under management | 99,828.6 | 43,789.3 | 58,950.5 |

128 % YoY increase in policy holders' funds under management

* Calculation of APE:

APE = Regular new business premium + 10% of single new business premium

RELIANCE Life Insurance

Financial performance

(Rs. Million)

| | Q2FY10 | Q2FY09 | FY09 |
|--|----------|----------|-----------|
| No of policies issued | 495,560 | 475,301 | 2,219,273 |
| Avg premium/ policy (Rs) | 13,650.2 | 18,151.2 | 15,059.0 |
| Avg tenure of policies issued | 8.1 | 5.9 | 13.7 |
| Average age of insured | 34.9 | 34.0 | 34.2 |
| Capital infused | 65.0 | 355.0 | 1229.0 |
| Capital infused as % of total new business premium | 9% | 39% | 35% |

Rs. 650 million capital infused in Q2FY10 – as against Rs. 3.6 billion in Q2FY09; till date: Rs. 28.1 billion

RELIANCE Life Insurance

New business achieved profit

Definition

NBAP is defined as present value of future profits for shareholders on account of new business sales, based on a given set of assumptions

Actual experience may differ from these assumptions

Basis of preparation

The NBAP is calculated net of tax after providing for cost of capital that would be required to support business. Cost of capital is taken as difference between nominal value for solvency capital and present value, at risk discount rate, of future releases of capital together with investment earnings on solvency capital

Operating assumptions

- ❑ Operating assumptions such as mortality, morbidity & persistency are based industry & reinsurers experience, using our operating experience where such experience is credible
- ❑ Expense assumptions are based on our latest expense projection which reflects recent responses to lower growth environment. The chosen expense loadings are consistent with current pricing assumptions & represent the our most recent view of long term expense assumptions
- ❑ No allowance has been made for any expense over runs that we may experience in the short term
- ❑ Projections assume that we apply tax at the full rate of tax on profits/ losses arising

RELIANCE Life Insurance

New business achieved profit

Economic assumptions

| Particulars | Assumptions |
|-------------------------|-------------|
| Cash, Money market & TB | 5.0% |
| Government securities | 7.5% |
| Corporate bonds | 8.5% |
| Equities | 12.0% |
| Inflation | 5.50% |
| Risk discount rate | 12.5% |
| Tax rate | 14.2% |

Further considerations

- ❑ NBAP reflects 96.1% of new business written in half year ended September 30, 2009
- ❑ Value from traditional business and part of group business has been ignored. These two business lines represent 3.15% & 0.75% respectively of annualized new business premium

Sensitivity

(Rs. million)

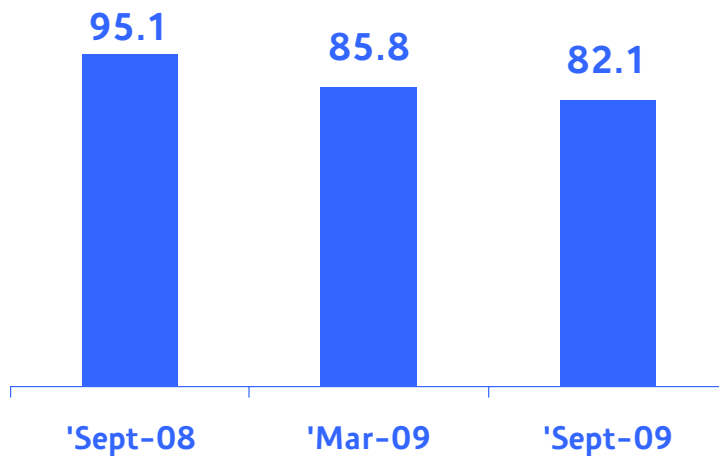
| Particulars | Base value | + 1% | - 1% |
|--------------------|------------|---------|---------|
| Investment income | 2,279.0 | 2,366.0 | 2,195.8 |
| Risk discount rate | 2,279.0 | 2,092.8 | 2,484.3 |

- ❑ Investment return sensitivity considers a change in assumed rate of growth for unit linked funds, assumed rate of investments on non unit cash flows & reserves and on assets supporting solvency margin, & a change in rate of expense inflation

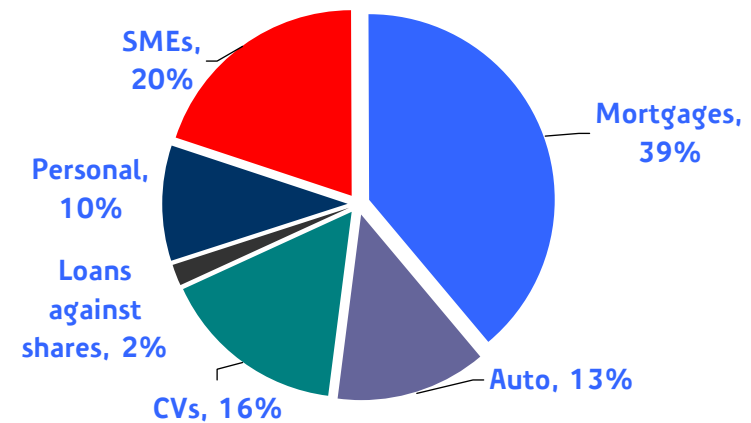
NBAP for half year ended Sept 30, 2009 – Rs. 2.3 billion (20.32%)

RELIANCE Consumer Finance

Loan Book Size
(Rs. billion)



Loan Book Composition
as on September 30, 2009



- ❑ Decline in disbursements – YoY drop of 29% to Rs. 14 billion in Q2 FY10
- ❑ Securitization of Rs. 10 billion
- ❑ 1,13,209 customers across 18 locations in India

Brought down personal loan book from 13% to 10% (YoY)

RELIANCE Consumer Finance

Financial performance – Home Finance

(Rs. Million)

| | Q2FY10 | Q2FY09 | FY09 |
|--------------------------|--------------|--------------|----------------|
| Interest Income | 688.5 | 598.7 | 2,405.9 |
| Other Income | 194.6 | 48.0 | 124.2 |
| Total Income | 883.1 | 646.8 | 2,530.1 |
| Personnel costs | 43.7 | 47.8 | 173.8 |
| Interest expenses | 451.3 | 393.6 | 1,653.8 |
| Other expenses | 59.5 | 76.1 | 277.0 |
| Provisions | 12.3 | 5.3 | 87.5 |
| Profit before tax | 316.3 | 124.0 | 338.0 |

- Significant decrease in cost to income ratio – from 49% to 24% YoY
- Average cost of funds – 9.3% in Q2 as against 10.2% for FY09

155% YoY growth in profit before tax

RELIANCE Consumer Finance

Financial performance – Asset Finance

(Rs. Million)

| | Q2FY10 | Q2FY09 | FY09 |
|--------------------------|----------------|----------------|----------------|
| Interest Income | 1,351.8 | 1,341.4 | 5,255.1 |
| Other Income | 300.9 | 34.5 | 92.5 |
| Total Income | 1,652.7 | 1,375.9 | 5,347.5 |
| Personnel costs | 108.5 | 97.5 | 355.3 |
| Interest expenses | 899.3 | 876.7 | 3,528.0 |
| Other expenses | 192.1 | 203.1 | 806.0 |
| Provisions | 45.4 | 58.4 | 259.6 |
| Profit before tax | 407.4 | 140.3 | 398.6 |

- Significant decrease in cost to income ratio – from 60% to 40% YoY
- Average cost of funds – 9.4% in H1 as against 9.7% for FY09

190% YoY increase in profit before tax

RELIANCE Consumer Finance

Financial performance – Unsecured Loan book

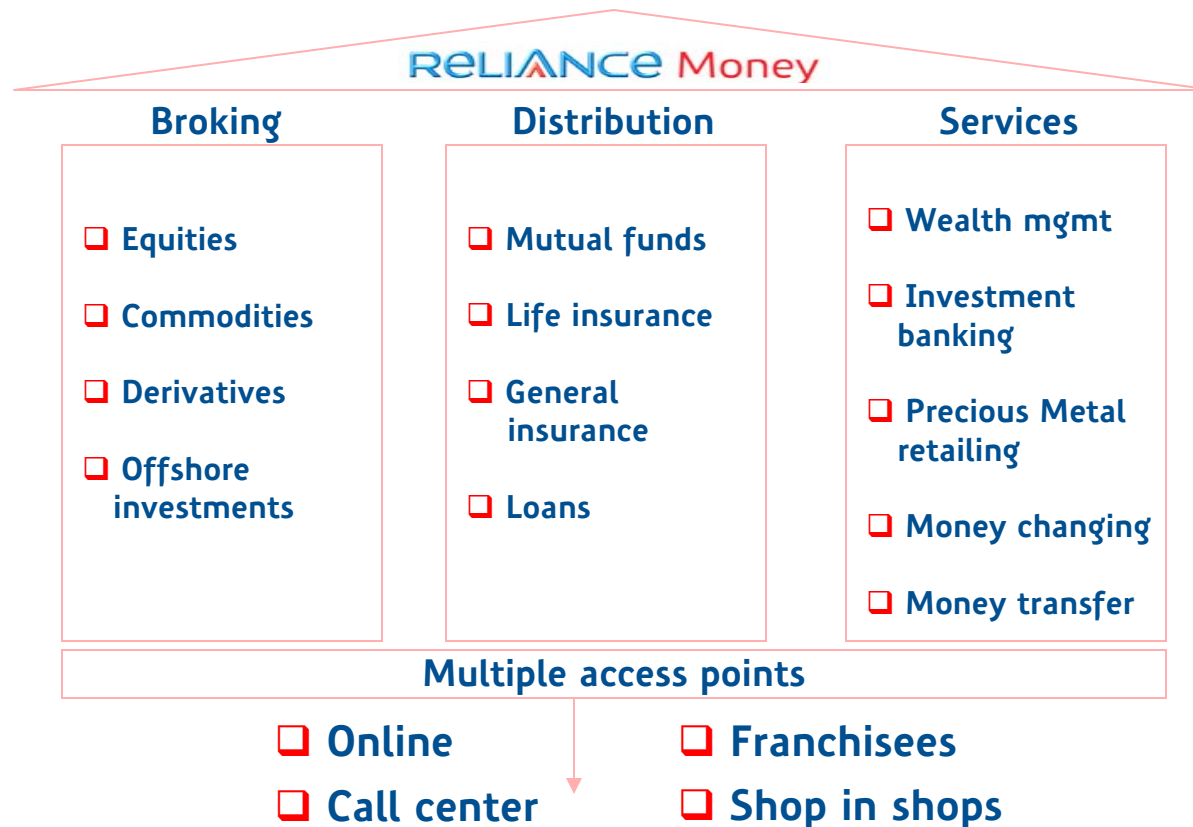
(Rs. Million)

| | Q2FY10 | Q2FY09 | FY09 |
|--------------------------|----------------|----------------|----------------|
| Interest Income | 718.8 | 1,051.7 | 3,924.7 |
| Other Income | 40.8 | 92.0 | 199.6 |
| Total Income | 759.6 | 1,143.7 | 4,124.3 |
| Personnel costs | 68.7 | 91.8 | 334.4 |
| Interest expenses | 381.6 | 462.6 | 1,851.8 |
| Other expenses | 148.5 | 216.7 | 802.4 |
| Provisions | 656.8 | 239.2 | 960.8 |
| Profit before tax | (496.1) | 133.5 | 174.9 |

- Average cost of funds – 9.9% in Q2 as against 11.5% for FY09

De-emphasize unsecured lending

RELIANCE Money



Effective, anytime-anywhere integrated transaction capability

RELIANCE Money



- India's leading brokerage and distributor of financial products
- Pan India presence with 6,233 outlets
- 3.5 million customers; 925,000 broking accounts
- Daily average turnover on stock exchanges – Rs. 15 billion
- Daily average commodities turnover – Rs. 2 billion
- Awarded 'Largest E-broking 2009' and 'Equity Broking House 2009' awards from Dun & Bradstreet

3.5 million customers

RELIANCE Money

Financial performance

(Rs. Million)

| | Q2FY10 | Q2FY09 | Q1FY10 | FY09 |
|-------------------|--------|--------|--------|---------|
| Total Income | 609.1 | 931.7 | 681.9 | 3,520.4 |
| Sub brokerage | 39.7 | 99.2 | 57.2 | 420.9 |
| Personnel costs | 254.9 | 316.1 | 298.6 | 1,150.1 |
| Other expenses | 271.3 | 284.8 | 221.3 | 1,368.7 |
| Profit before tax | 43.3 | 231.6 | 104.7 | 580.7 |

- Maintained steady revenues QoQ

Restructuring business – moving towards a robust & sustainable business model

RELIANCE General Insurance



if you value it, we can insure it.

As the fastest growing private sector general insurance company in India, we understand what your ambitions mean to you and make sure your worries stay out of the way. We offer Motor, Health, Home, Travel and over 80 other insurance products as well as customized plans to suit your needs, whether individual or corporate. Which just goes to say if you value it, we can insure it. We're a subsidiary of Reliance Capital, which is among the top three private sector financial companies and banking groups in terms of net worth.

Our product range includes:

• Standard Fire and Special Perils Policy • Industrial All Risks Policy • Marine Cargo Insurance Policy
• Property Insurance Policies • Workmen's Compensation Insurance Policy • Machinery Breakdown Insurance Policy and much more

For more information call us on 30038082
or visit www.reliancegeneral.co.in

RELIANCE General Insurance
Anil Dhirubhai Ambani Group

A Reliance Capital Company

Reliance General Insurance Company Limited

- ❑ Offers property insurance, engineering insurance, auto insurance, health insurance, travel insurance, marine insurance, commercial insurance and other specialty products
- ❑ Customer base ranges across sectors – over 3 million retail customers, ports, steel, power plants etc.
- ❑ Only 100% Indian private sector insurance company
- ❑ Strong reinsurance network – GIC, Scor Re, Allianz, Mitsui Sumitomo, Helevtia

Amongst India's top 3 private general insurers

RELIANCE General Insurance

Financial performance

(Rs. Million)

| | Q2FY10 | Q2FY09 | FY09 |
|----------------------------------|----------|----------|-----------|
| Gross Written Premium | 4,880.8 | 4,297.8 | 19,148.8 |
| Net Written Premium | 3,187.6 | 2,933.1 | 13,996.0 |
| Net Earned Premium | 3,017.7 | 2,921.5 | 13,889.0 |
| Underwriting result (accounting) | (107.9) | (37.1) | (986.4) |
| Profit before tax | 1.1 | 58.3 | (501.7) |
| Investment book | 14,592.8 | 12,392.2 | 13,639.7 |
| Networth | 6,326.9 | 4,834.0 | 6,316.0 |
| Combined ratio with pool | 111% | 107% | 114% |
| Combined ratio without pool | 108% | 107% | 111% |
| No of policies issued | 812,610 | 540,379 | 2,712,978 |
| No of claims handled | 78,729 | 133,862 | 535,489 |

**Improved combined ratio (without pool) from 111%
in FY09 to 108%**

RELIANCE General Insurance

Sector – wise premium contribution

| | Sept 30, 2009 | Sept 30, 2008 | Mar 30, 2009 |
|-------------|---------------|---------------|--------------|
| Motor | 66% | 55% | 61% |
| Health | 12% | 21% | 16% |
| Fire | 9% | 8% | 7% |
| Engineering | 4% | 5% | 6% |
| Others | 9% | 11% | 10% |
| Total | 100% | 100% | 100% |

Defocus from unprofitable segments with high combined ratios

Updates on other businesses

□ Reliance Exchange Next

- new initiative for setting up modern exchanges in various segments
- launched Reliance Spot Exchange in Oct 2009 – commenced e-auction in metals
- plans to add e-auction in agri products

□ Reliance Equities International

- institutional broking
- 53 employees, 72 companies under research
- set up over 50 FII parent accounts and over 500 sub accounts
- set up over 20 DII parent accounts and nearly 300 sub accounts

□ Reliance Equity Advisors

- private equity fund- 14 employees
- plans to raise money domestically – targeting HNIs and domestic funds
- 1st round of fund raising to be completed by Q3 FY10
- invest in sunrise and growth sectors

Updates on other businesses contd...

□ Reliance Asset Reconstruction

- Acquisition, management and resolution of distressed debt
- Current asset base of over Rs. 220 million

□ Reliance Capital Services

- cross sell Reliance Capital products & services to internal customers of Reliance ADA Group
- approximately 100,000 customers – 7-fold YoY increase
- 2,000 employees across 100 locations in India
- largest distributor for Reliance General Insurance and among top 10 for Reliance Life Insurance

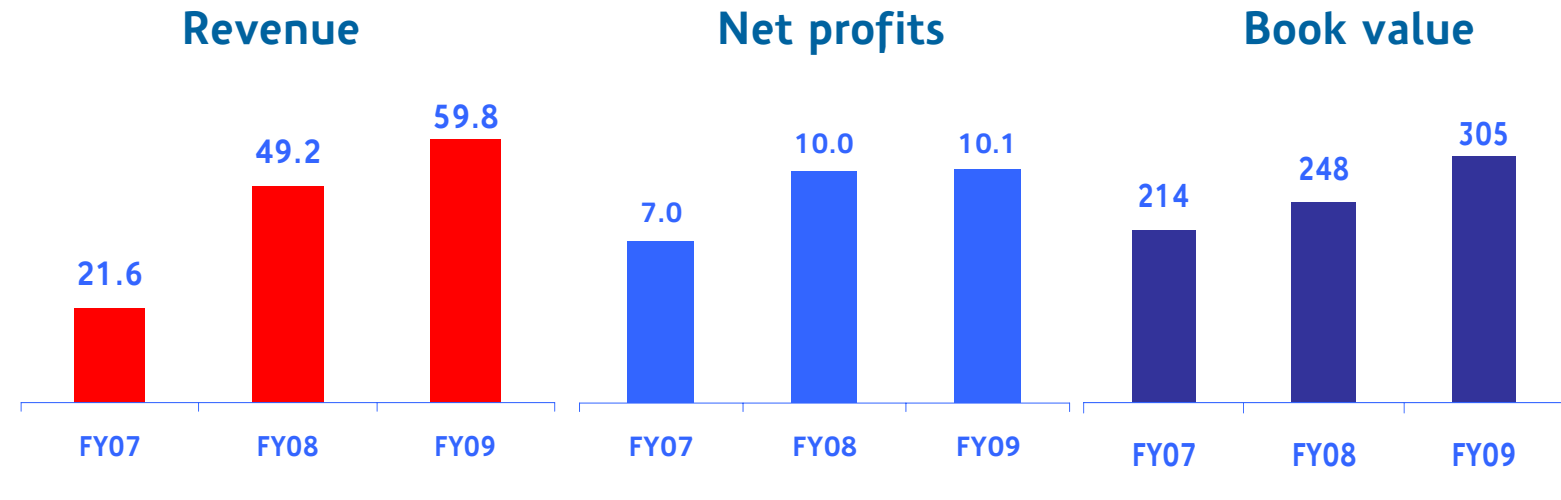
Going global...



Internationalizing our asset management and broking & distribution operations


Financial performance

Revenue, Net profit (Rs. Billion) & Book value (Rs.)

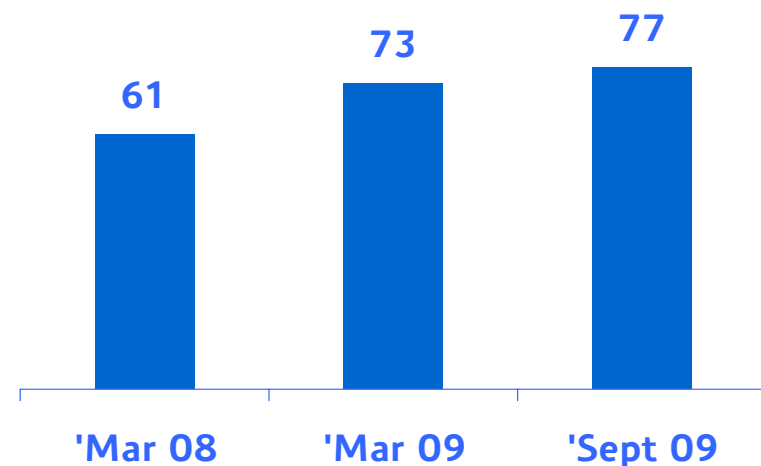


**Q2 FY10 : Total revenues – Rs. 14.5 billion;
PAT – Rs. 1.6 billion**

Conservative structure

- ❑ Net debt-Equity ratio: 1.5
- ❑ **Fitch**India 'F1+' – indicates strongest capacity for timely payment of 'Financial Commitment'
- ❑  **ICRA** 'A1+' – Highest credit rating for short term borrowing program
An Associate of Moody's Investors Service
- ❑ **CARE** 'AAA' – Highest credit rating for long term borrowing program

Networth (Rs. billion)



Well capitalized to address growth opportunities

Share summary

| Category | Shareholding |
|--|--------------|
| Reliance Anil Dhirubhai Ambani group | 53.5% |
| Foreign investors – FIIs, GDRs, NRIs, and others | 22.0% |
| Domestic institutions/ Banks / Mutual funds | 5.4% |
| Indian public | 19.1% |
| Total | 100.0% |

- ❑ Market cap – US\$ 3.7 billion
- ❑ US\$ 2 billion free float
- ❑ Foreign ownership of 22%
- ❑ Traded in futures & options segment

Constituent of S&P CNX Nifty and MSCI India

Reliance Capital...

... targeting leadership in all its businesses

- ❑ India's #1 mutual fund
- ❑ Among top 4 private sector life insurers
- ❑ Among top 3 private sector general insurers
- ❑ One of India's leading retail brokerages and distributors of financial products
- ❑ Niche consumer finance business
- ❑ Over 18 million customers
- ❑ Pan India distribution network with over 8,000 outlets

'Most valuable financial services company' in India*

** BT1000' Industry ranking by Business Today - October 2009*

Thank you

November 2009