

Creating India's leading financial superstore

May 2009

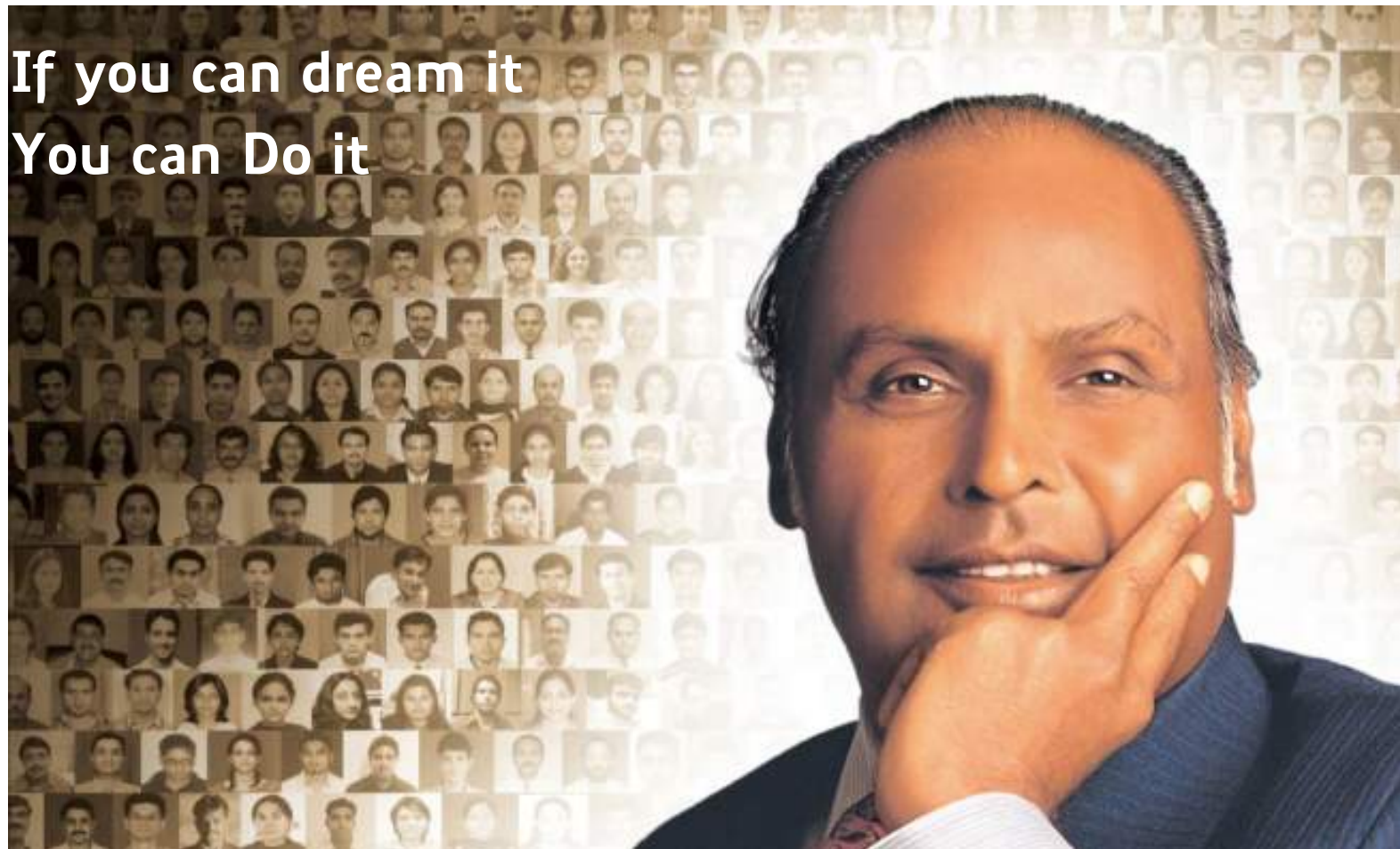
Forward looking statements – Important Note

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
 - Consumer Finance
 - Reliance Money
 - General Insurance
 - Other businesses
- 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\$ 13 billion
- ❑ Group market capitalization of over US\$ 25 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 4 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

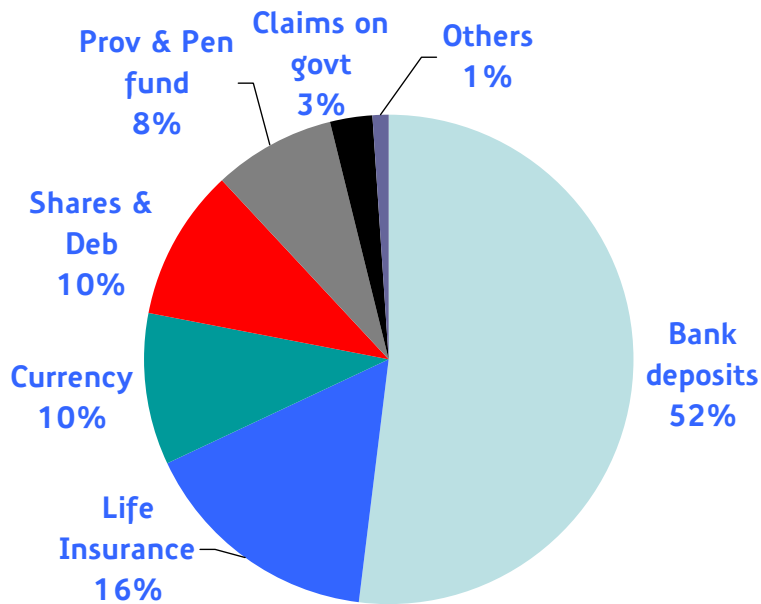
Low penetration : 55% savings in bank deposits

**Demand for financial
products & services**

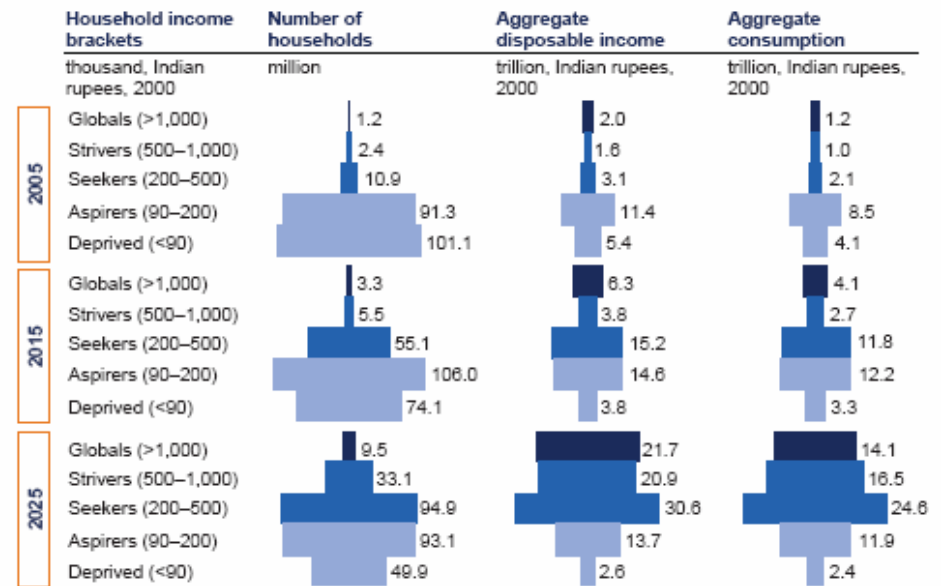
Financial services market set to grow exponentially

Rising financial savings...

India: Financial savings 2008



India: Rising middle class

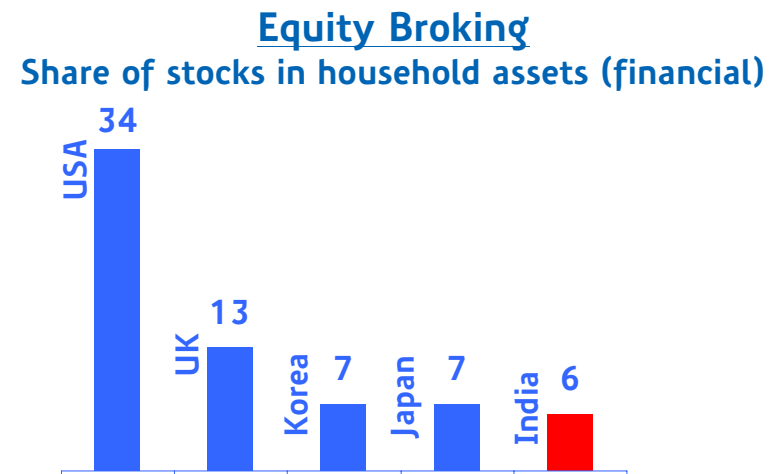
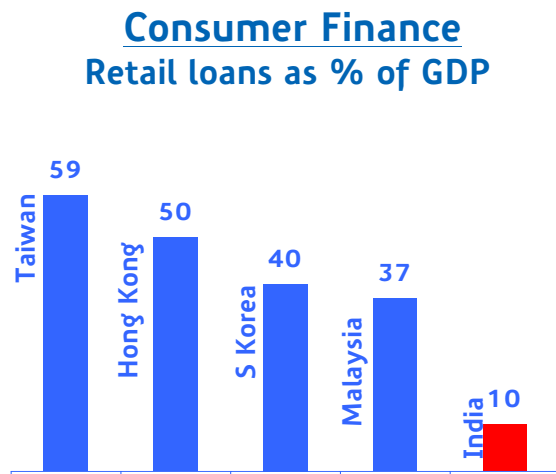
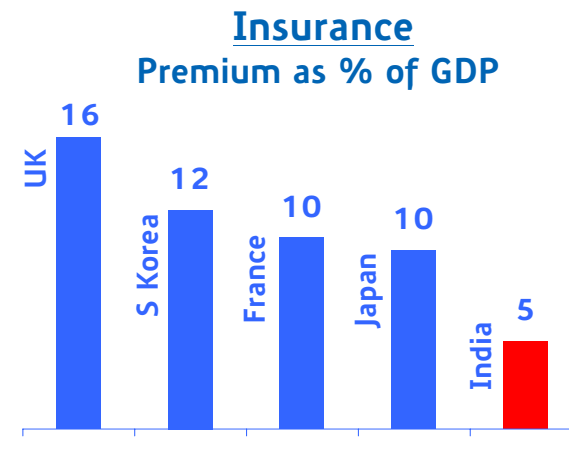
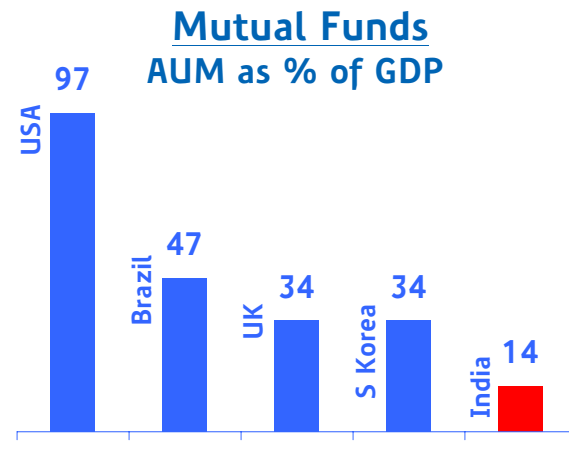


Source: MGI India Consumer Demand Model, v1.0

...creating significant opportunities for financial sector companies

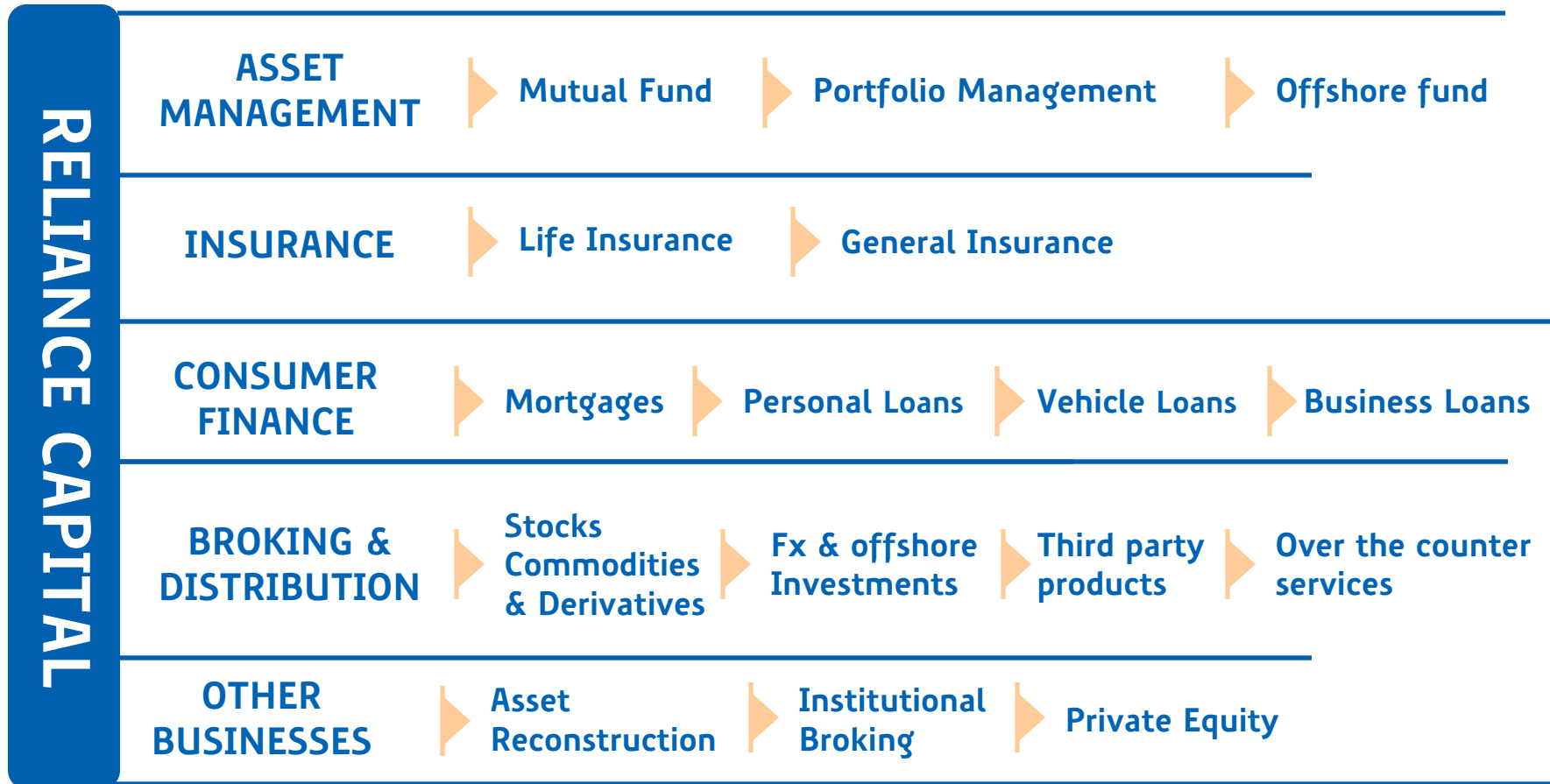
Source: RBI, Morgan Stanley Research

Low penetration of non banking financial services



Low penetration offers tremendous growth opportunity

Business mix



Creating India's leading financial superstore

RELIANCE Mutual Fund

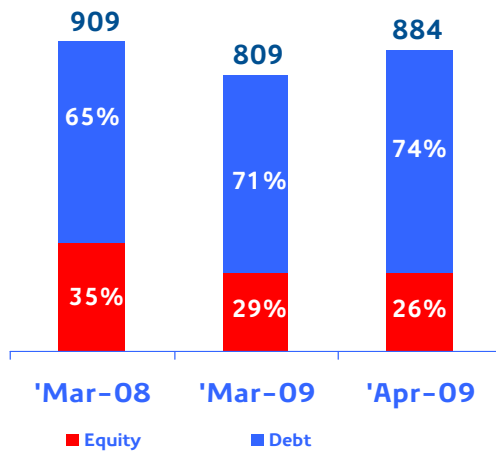
India's No.1 Mutual fund

- ❑ India's largest mutual fund with market share of 16%
- ❑ Largest mutual fund customer base – 7.2 million customers
- ❑ Wide presence – 341 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
- ❑ 'Equity Fund House of the Year 2008' – Morning Star, global leader in financial research
- ❑ 38 schemes – 16 equity oriented schemes, 21 debt oriented schemes & 1 ETFs

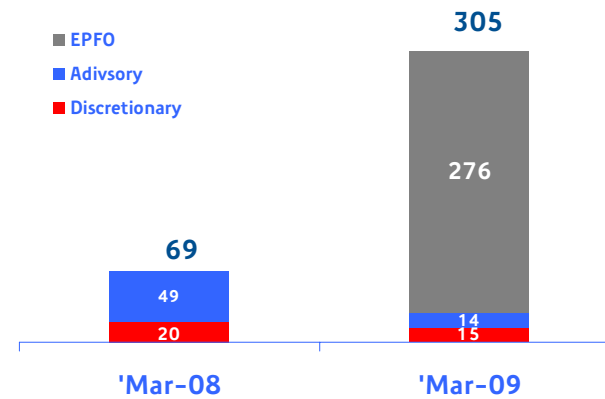
India's #1 Mutual Fund

Reliance Capital Asset Management

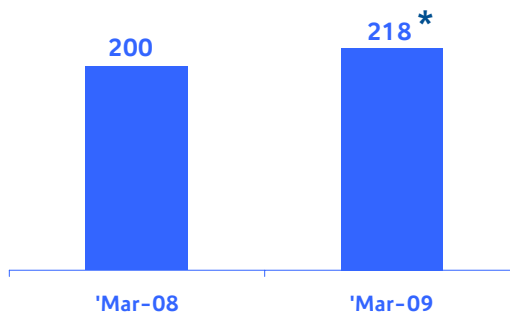
Mutual Fund (AUM in Rs bn)



Portfolio Management Services (AUM in Rs bn)

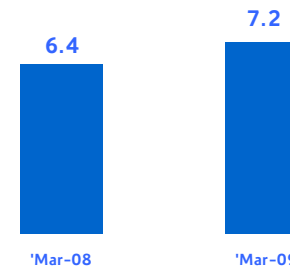


Offshore funds (in mln)



* Includes un-drawn amount of US\$ 92 million

No. of investors (in mln)



Well diversified asset management business

RCAM (consolidated) financial performance

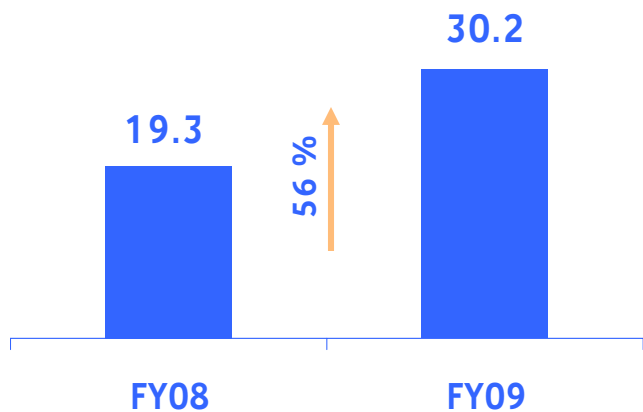
(Rs. Million)

| | Q4FY09 | Q4FY08 | FY09 | FY08 |
|---------------------------------|---------|---------|---------|---------|
| Income | 1,194.8 | 2,043.1 | 4,546.9 | 4,741.2 |
| Personnel costs | 328.6 | 318.8 | 1,205.7 | 901.6 |
| Marketing expenses | 91.7 | 281.1 | 619.2 | 1,059.6 |
| Administration & other expenses | 364.8 | 240.7 | 1,036.1 | 725.7 |
| Profit before tax | 409.8 | 1,203.8 | 1,685.8 | 2,054.3 |
| Profit after tax | 336.9 | 932.5 | 1,257.0 | 1,496.9 |

Decrease in profits reflect lower average AUMs & absence of performance fees

RELIANCE Life Insurance

Annualized Premium
Equivalent - (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
- ❑ Only life insurance player in India to be certified with ISO 2000 9001 for all its processes
- ❑ First life insurance company to introduce 'OTC' process

Distribution network – 1,145 branches; 149,613 agents

RELIANCE Life Insurance

Financial performance

(Rs. Million)

| | Q4FY09 | Q4FY08 | FY09 | FY08 |
|------------------------------|----------|----------|-----------|----------|
| First year premium | 10,197.8 | 7,794.9 | 29,657.4 | 18,439.8 |
| Single premium | 1,912.5 | 5,821.1 | 54,82.4 | 9,070.8 |
| Total New business premium | 12,110.4 | 13,615.9 | 35,139.8 | 27,510.6 |
| Total premium | 18,584.9 | 15,841.7 | 49,153.0 | 32,132.7 |
| APE* | 10,389.1 | 8,377.0 | 30,205.6 | 19,346.9 |
| No of policies issued | 864,439 | 500,291 | 2,219,273 | 107,3715 |
| Avg premium/ policy (Rs) | 13,165.5 | 22,827.5 | 15,059.0 | 21,800.6 |
| Total funds under management | 62,738.3 | 37,767.5 | 62,738.3 | 37,767.5 |

Capital infusion in FY09 – Rs. 12.3 billion, till date: Rs. 27.4 billion

* Calculation of APE:

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

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

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 like mortality, morbidity & lapses - based industry and reinsures experience, using our operating experience where such experience is credible
- ❑ Expense assumptions - based on the Company's latest expense projection which reflects recent responses to lower growth environment. The chosen expense loadings are consistent with current pricing assumptions & represent the Company's most recent view of long term expense assumptions.
- ❑ No allowance has been made for any expense over runs that we would experience in the short term
- ❑ Projections assume that the Company pays tax at the full rate of tax, with no credit for existing tax losses

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 96.86% of new business written in FY09
- Value from group business and traditional business has been ignored. These two business lines represent 1.56% & 1.58% of annualized new business premium
- Value of one year's new business was determined by Reliance Life.

Watson Wyatt performed a review of overall reasonableness of assumptions used, calculation methods (relative to a traditional deterministic embedded value approach) & reasonableness of results

Sensitivity

(Rs. Million)

| Particulars | Base value | + 1% | - 1% |
|--------------------|------------|---------|---------|
| Investment income | 6,195.8 | 6,507.6 | 5,903.9 |
| Risk discount rate | 6,195.8 | 5,597.8 | 6,853.7 |

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

NBAP for year ended Mar 31, 2009 – Rs. 6.2 billion 20.9%

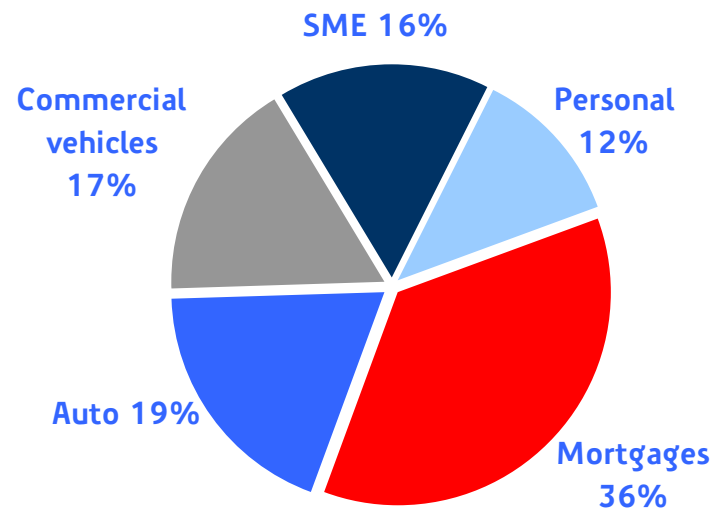
RELIANCE Consumer Finance

Reliance Home Loans



RELIANCE
Consumer Finance
Anil Dhirubhai Ambani Group

Presented by Reliance Capital



- Set up separate subsidiaries for home finance and consumer finance – with capitalization of Rs. 1 billion each

Brought down personal loan book from 15% to 12% (YoY)

RELIANCE Consumer Finance

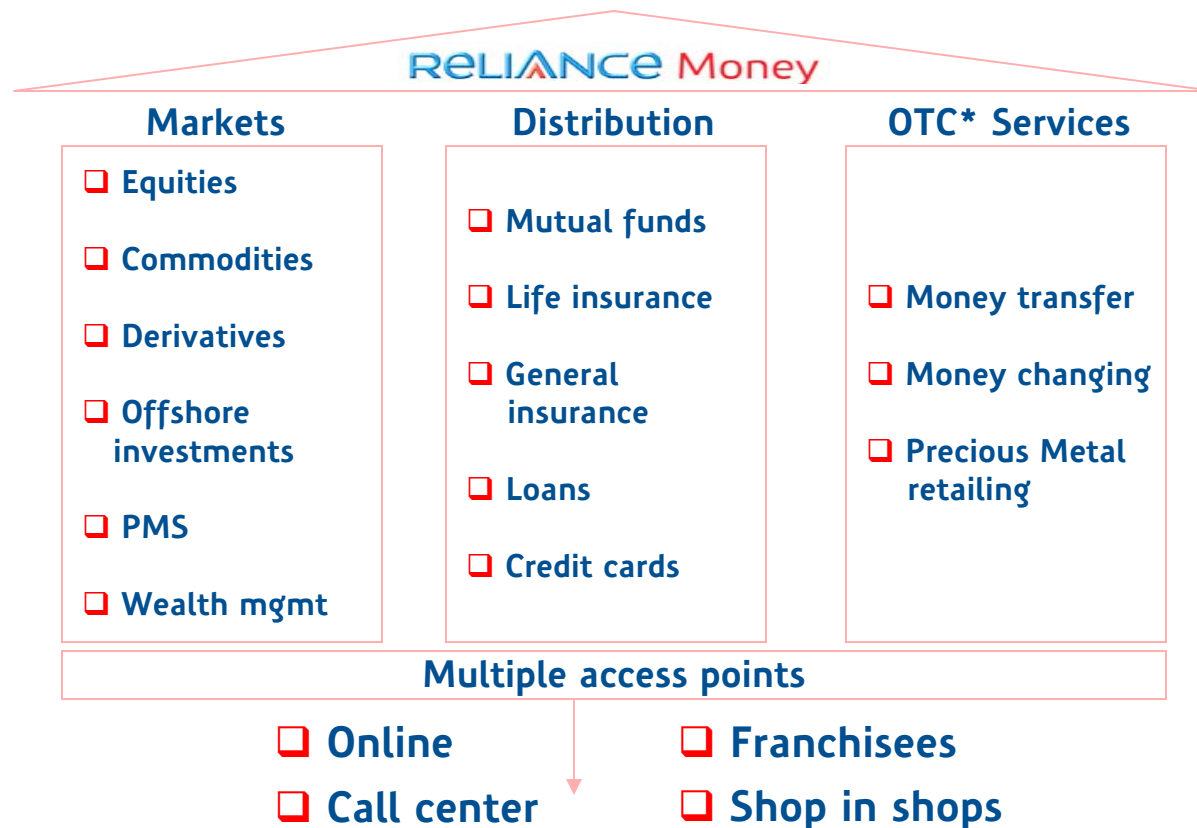
Financial performance

(Rs. Million)

| | Q4FY09 | Q4FY08 | FY09 | FY08 |
|--------------------------|----------------|----------------|-----------------|----------------|
| Interest Income | 2,931.3 | 1,723.8 | 11,585.6 | 3,371.3 |
| Other Income | 38.0 | 226.9 | 416.3 | 574.6 |
| Total Income | 2,969.2 | 1,950.7 | 12,001.9 | 3,945.8 |
| Personnel costs | 211.6 | 374.8 | 903.4 | 629.3 |
| Interest expenses | 1,880.5 | 899.4 | 7,033.6 | 1,714.3 |
| Other expenses | 519.3 | 459.2 | 1,845.4 | 1,172.1 |
| Provisions | 343.3 | 65.4 | 1,308.0 | 69.0 |
| Profit before tax | 14.6 | 151.9 | 911.5 | 361.1 |

Total equity allocation of Rs. 13 billion

RELIANCE Money



Effective, anytime-anywhere integrated transaction capability

* Over-the-counter

RELIANCE Money

- Over 10,000 outlets in 5,165 locations
- 3.3 million customers; 1 million broking accounts
- Daily average turnover on stock exchanges – Rs. 15 billion
- Tie up with Kuoni India – plans to retail forex products/ services through over 70 Kuoni outlets
- Awarded 'Franchiser of the year' award (service industry) in 6th International Franchise & Retail show 2009
- Runner up of 'Best e- Brokerage' award from Outlook Money- NDTV Profit for 2008

Over 3 million customers

RELIANCE Money

Financial performance

(Rs. Million)

| | Q4FY09 | Q4FY08 | FY09 | FY08 |
|--------------------------|----------------|----------------|----------------|----------------|
| Broking Income | 378.9 | 580.6 | 1,761.7 | 1,112.0 |
| Distribution Income | 153.3 | 583.1 | 878.9 | 1,062.0 |
| Other Income | 252.9 | 63.7 | 879.9 | 211.0 |
| Total Income | 785.0 | 1,227.4 | 3,520.4 | 2,385.0 |
| Sub brokerage | 88.9 | 293.3 | 420.9 | 440.0 |
| Personnel costs | 302.9 | 180.9 | 1,150.1 | 602.0 |
| Other expenses | 449.6 | 601.9 | 1,368.7 | 1,342.0 |
| Profit before tax | (56.4) | 130.5 | 580.7 | 1.0 |
| Profit after tax | (105.6) | 130.5 | 367.5 | 1.0 |

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
• Projects Insurance Policies • Workmen's Compensation Insurance Policy • Machinery Breakdown Insurance Policy and much more

For more information call us on 20204040
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)

| | Q4FY09 | Q4FY08 | FY09 | FY08 |
|----------------------------------|----------|----------|-----------|-----------|
| Gross Written Premium | 4,197.0 | 4,219.4 | 19,148.8 | 19,464.2 |
| Net Written Premium | 3,281.0 | 4,068.0 | 13,996.0 | 13,375.0 |
| Net Earned Premium | 3,541.0 | 3,409.0 | 13,889.0 | 9,600.0 |
| Underwriting result (accounting) | (422.0) | (989.4) | (986.4) | (2,060.8) |
| Profit before tax | (296.7) | (893.4) | (501.7) | (1,628.4) |
| Investment book | 13,639.7 | 13,107.3 | 13,639.7 | 13,107.3 |
| Networth | 6,316.0 | 4,938.5 | 6,316.0 | 4,938.5 |
| Combined ratio (accounting) | 121% | 138% | 114% | 129% |
| No of policies issued | 718,016 | 867,803 | 2,712,978 | 3,657,327 |
| No of claims handled | 190,433 | 80,466 | 535,489 | 321,820 |

Improved combined ratio from 129% to 114%

RELIANCE General Insurance

Sector – wise premium contribution

| | FY09 | FY08 |
|-------------|------|------|
| Motor | 61% | 65% |
| Health | 16% | 14% |
| Fire | 7% | 7% |
| Engineering | 6% | 5% |
| Others | 10% | 8% |
| Total | 100% | 100% |

Well diversified sector mix

Other businesses

❑ Reliance Asset Reconstruction

- acquisition, management and resolution of distressed debt
- in Jan 2009, acquired two NPAs from Dena Bank for Rs 22 million

❑ Reliance Equities International

- institutional broking
- over 50 employees, 60 companies under research
- set up over 50 FII parent accounts and 500 sub accounts

❑ Reliance Equity Advisors

- private equity fund - to commence operations in FY10

❑ Reliance Capital Services

- cross sell Reliance Capital products & services to internal customers of Reliance ADA Group
- more than 40,000 customers, 1,500 employees across 100 locations in India
- among top 3 distributors for Reliance General Insurance and among top 10 for Reliance Life Insurance

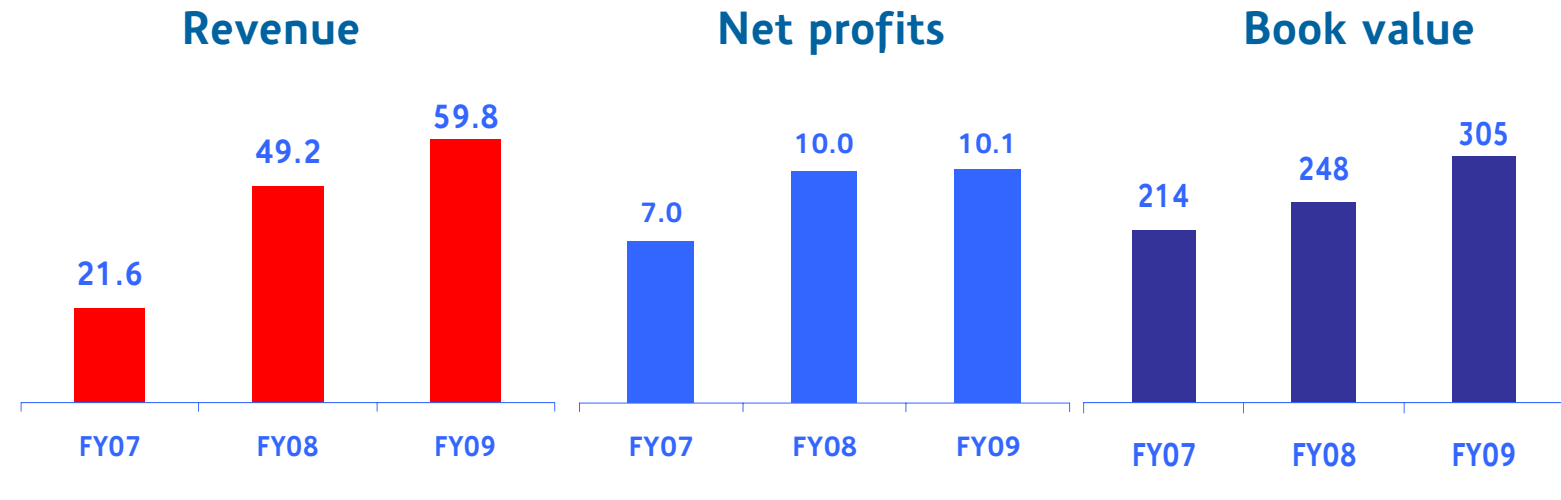
Going global...



Internationalizing our asset management and broking & distribution operations


Financial performance

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

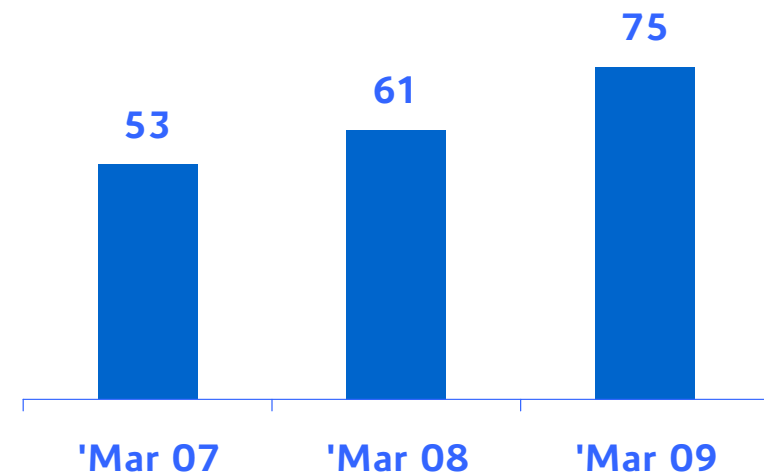


Total assets – Rs. 243 billion

Conservative structure

- ❑ Debt-Equity ratio: 1.9
- ❑ **Fitch**India 'F1+' – indicates strongest capacity for timely payment of 'Financial Commitment'
- ❑  **ICRA** 'A1+' – Highest credit rating for short term borrowing program
- ❑ 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 | 21.6% |
| Domestic institutions/ Banks / Mutual funds | 4.1% |
| Indian public | 20.8% |
| Total | 100.0% |

- Market cap – US\$ 2.5 billion
- US\$ 1.1 billion free float
- Foreign ownership of 22%
- Traded in futures & options segment
- Average daily volume – US\$ 200 million

Constituent of S&P CNX Nifty and MSCI India

Reliance Capital...

- ❑ 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
- ❑ Foray into businesses of asset reconstruction (distressed debt), institutional broking & private equity
- ❑ Over 15 million customers
- ❑ Unparalleled distribution network with over 12,000 outlets & in 5,000 towns & cities across India

.....targeting leadership in all its businesses

Thank you

May 2009