

MEDIA RELEASE

RELIANCE CAPITAL REPORTS ROBUST GROWTH AND STRONG IMPROVEMENT IN PROFITABILITY ACROSS ALL BUSINESSES IN Q1 FY18

Q1 FY18 TOTAL INCOME OF RS. 4,857 CRORE (US\$ 747 MILLION) - UP 33%

Q1 FY18 NET PROFIT ROSE TO RS. 238 CRORE (US\$ 37 MILLION) - UP 15%

NET WORTH OF RS. 16,777 CRORE (US\$ 2.6 BILLION) - AN INCREASE OF 7%

BOOK VALUE INCREASED TO RS. 664 PER SHARE AT THE END OF Q1 FY18

TOTAL ASSETS OF RS. 87,465 CRORE (US\$ 13.5 BILLION) - AN INCREASE OF 26%

LISTING OF RELIANCE NIPPON LIFE ASSET MANAGEMENT (RNAM) AND RELIANCE GENERAL INSURANCE TO BE COMPLETED IN FY18 SUBJECT TO NECESSARY REGULATORY APPROVALS

BUSINESSES - Q1 FY18 HIGHLIGHTS

RELIANCE NIPPON LIFE ASSET MANAGEMENT IS INDIA'S LARGEST ASSET MANAGER WITH AUM OF RS. 3,62,550 CRORE (US\$ 55.8 BILLION) - UP 24%

RNAM PBT AT RS. 150 CRORE (US\$ 23 MILLION) - UP 23%

RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT RS. 17,450 CRORE (US\$ 2.7 BILLION) - UP 6%

RELIANCE COMMERCIAL FINANCE - PAT AT RS. 65 CRORE (US\$ 10 MILLION) - UP 44%

RELIANCE HOME FINANCE - ASSETS UNDER MANAGEMENT AT RS. 13,022 CRORE (US\$ 2.0 BILLION) - UP 58%

RELIANCE HOME FINANCE - PBT AT RS. 45 CRORE (US\$ 7 MILLION) - UP 50%

RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 1,278 CRORE (US\$ 197 MILLION) - UP 41%

RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 44 CRORE (US\$ 7 MILLION) - UP 22%

RELIANCE NIPPON LIFE INSURANCE - INDIVIDUAL NEW BUSINESS PREMIUM AT RS. 143 CRORE (US\$ 22 MILLION) - UP 22%

BROKING AND DISTRIBUTION - PBT AT RS. 7 CRORE (US\$ 1 MILLION) AS AGAINST RS. 28 LAKHS IN Q1 FY17

Mumbai, July 27, 2017: Reliance Capital Limited announced its financial results for the quarter ended June 30, 2017. The performance highlights are:

Consolidated results - Quarter ended June 30, 2017

- **Q1 FY18 Total income of Rs. 4,857 crore (US\$ 747 million)**, as against **Rs. 3,663 crore** in the corresponding previous period - **an increase of 33%**
- **Q1 FY18 Net profit at Rs. 238 crore (US\$ 37 million)** - **an increase of 15%**
- **Q1 FY18 Earnings per share of Rs. 9.4 (US\$ 0.15)**

Net Worth:

As on June 30, 2017, the **net worth** of the Company stood at **Rs. 16,777 crore (US\$ 2.6 billion)** - **an increase of 7%**.

Credit Rating:

As on June 30, 2017, the Company had a **net debt equity ratio of 2.06**. It continues to enjoy the **highest rating of 'A1+' by ICRA** for its short term borrowing program, and **'CARE AA+' by CARE** for its long term borrowing program.

Operational Review:

As on June 30, 2017, the **total assets of the Company stood at Rs. 87,465 crore (US\$ 13.5 billion)** - **an increase of 26%**.

The Company has **not raised any fixed deposits** from the public.

Group Companies:

Reliance Nippon Life Asset Management

- RNAM is India's largest asset manager, with **assets under management (AUM)**, as on June 30, 2017, at **Rs. 3,62,550 crore (US\$ 55.8 billion)** - **a YoY increase of 24%**
- For the quarter ended June 30, 2017, the **income from its operations** was **Rs. 395 crore (US\$ 61 million)** - **a YoY increase of 27%**
- For the quarter ended June 30, 2017, **profit before tax** was **Rs. 150 crore (US\$ 23 million)** - **a YoY increase of 23%**
- As on June 30, 2017, Reliance Mutual Fund had a wide distribution network with over **170 branches and approx. 56,300 empanelled distributors** across India

Reliance Commercial Finance

- Reliance Commercial Finance (RCF) is amongst the leading SME lenders in the Indian non banking finance space, with a focus on transforming itself into a diversified and new-age finance solutions provider, both in the commercial and consumer finance space

- RCF offers a wide range of products which include SME Loans, Microfinance, Loans Against Property, Infrastructure Finance, Agriculture Loans, Supply Chain Finance and Used Car Loans
- For the quarter ended June 30, 2017, the **disbursements** were **Rs. 3,579 crore (US\$ 551 million)**, driven by strong growth in the SME segment
- As on June 30, 2017, the assets under management (including securitized portfolio) was **Rs. 17,450 crore (US\$ 2.7 billion) - a YoY increase of 6%**
- As on June 30, 2017, the outstanding **loan book** was **Rs. 13,839 crore (US\$ 2.1 billion) - a YoY increase of 13%**. This loan book is spread **across 46,700 customers** from top **40** Indian cities
- For the quarter ended June 30, 2017, the **total income** rose to **Rs. 490 crore (US\$ 75 million)**
- For the quarter ended June 30, 2017, the **profit after tax** was **Rs. 65 crore (US\$ 10 million) - a YoY increase of 44%**

Reliance Home Finance

- Reliance Home Finance (RHF) provides a wide range of loan solutions like **home loans, LAP, Construction finance, flexi LAP, and Affordable housing**. RHFL also provides property solutions' services that help customers find their dream homes / property, along with financing
- For the quarter ended June 30, 2017, the **disbursements** were **Rs. 2,655 crore (US\$ 408 million) - a YoY increase of 68%**
- As on June 30, 2017, the **assets under management** (including securitized portfolio) was **Rs. 13,022 crore (US\$ 2.0 billion) - a YoY increase of 58%**
- As on June 30, 2017, the **outstanding loan book** was **Rs. 11,682 crore (US\$ 1.8 billion) - a YoY increase of 51%**. This business has over **28,900 customers** spread across **more than 100 locations**, through a "hub and spoke" model
- For the quarter ended June 30, 2017, the **total income** was **Rs. 374 crore (US\$ 58 million) - a YoY increase of 58%**
- For the quarter ended June 30, 2017, the **profit before tax** was **Rs. 45 crore (US\$ 7 million) - a YoY increase of 50%**
- RHFL is on track to be **independently listed on stock exchanges** within the next few months

Reliance General Insurance

- Reliance General Insurance (RGI) offers insurance solutions for auto, health, home, property, travel, marine, commercial and other speciality products
- RGI is amongst the leading private sector general insurance companies in India. It has a **private sector market share of 8.5%**, in terms of gross premium, of the private sector general insurance industry (for the quarter ended June 30, 2017)

- For the quarter ended June 30, 2017, the **Gross Written Premium was Rs. 1,278 crore (US\$ 197 million) - a YoY increase of 41%**
- For the quarter ended June 30, 2017, the **profit was Rs. 44 crore (US\$ 7 million) - a YoY increase of 22%**
- As on June 30, 2017, the **investment book stood at Rs. 6,888 crore (US\$ 1.1 billion) - a YoY increase of 22%**
- The **net worth was Rs. 1,295 crore (US\$ 199 million) - a YoY increase of 13%**
- As on June 30, 2017, RGI had a **distribution network of 129 branches and over 25,200 agents**

Reliance Nippon Life Insurance

- Reliance Nippon Life Insurance (RNLI) is amongst the **leading private sector life insurance companies** (in terms of Individual Weighted Received Premium) with a **market share of 2.4%** of the private sector life insurance industry (for the quarter ended June 30, 2017)
- For the quarter ended June 30, 2017, the **Individual New Business Premium was Rs. 143 crore (US\$ 22 million) - a YoY increase of 22%**
- For the quarter ended June 30, 2017, the **Renewal Premium was Rs. 521 crore (US\$ 80 million) - a YoY increase of 11%**
- For the quarter ended June 30, 2017, the **Total Premium (net of reinsurance) was Rs. 700 crore (US\$ 108 million) - a YoY increase of 8%**
- The **13th month persistency** improved to **66% as on June 30, 2017**, as against 60% as on June 30, 2016
- As on June 30, 2017, the **total funds under management stood at Rs. 17,400 crore (US\$ 2.7 billion) - a YoY increase of 10%**
- As on June 30, 2017, the **distribution network stood at approx. 750 offices and over 71,000 active advisors** across India

Broking and Distribution businesses

- Reliance Securities, **one of the leading retail broking houses in India**, provides a varied customer base with access to equities, equity options and wealth management solutions
- The Distribution business is a **comprehensive financial services and solutions provider**, assisting customers with access to mutual funds, insurance products and other financial products, **with a pan India presence with approx. 80 branches**
- In **equity broking**, as on June 30, 2017, there were approx. **8,19,000 broking accounts, an increase of 5%**, with an **average daily equities turnover of Rs. 3,942 crore (US\$ 607 million) - a YoY increase of 52%**

- In **commodity broking**, as on June 30, 2017, the **commodity broking accounts rose by 30%** to approx. **86,000**, with **average daily commodities turnover of over Rs. 230 crore (US\$ 36 million)**
- As on June 30, 2017, **wealth management AUMs** increased to **Rs. 3,989 crore (US\$ 614 million)** - a **YoY increase of 44%**
- For the quarter ended June 30, 2017, the **total income** was **Rs. 82 crore (US\$ 13 million)** - a **YoY increase of 51%**
- For the quarter ended June 30, 2017, the **profit** was **Rs. 7 crore (US\$ 1 million)** as against Rs. 28 lakhs in Q1 FY17

Shareholding Pattern as on June 30, 2017:

| Category | No. of Shares | Shareholding |
|--|--------------------|---------------|
| Promoters | 1313,82,303 | 52.0% |
| Foreign Investors - FIIs, NRIs and others | 485,98,586 | 19.2% |
| Domestic institutions / Banks / Mutual Funds | 357,32,274 | 14.1% |
| Indian Public and others | 369,19,637 | 14.6% |
| TOTAL - 9.5 lakh shareholders | 252,632,800 | 100.0% |

About Reliance Capital

www.reliancecapital.co.in

Reliance Capital, a part of the Reliance Group, is one of India's leading private sector financial services companies. It ranks amongst the top private sector financial services and banking groups, in terms of net worth. The Company is a constituent of Nifty Midcap 50 and MSCI Global Small Cap Index.

Reliance Group is amongst India's leading business houses with over 250 million customers. The Group has a strong presence across a wide array of high growth consumer-facing businesses of financial services, telecom, energy, power, infrastructure, and Defence.

Reliance Capital has interests in asset management and mutual funds; life, general and health insurance; commercial and home finance; stock broking; wealth management services; distribution of financial products; asset reconstruction; proprietary investments and other activities in financial services.

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