

Creating India's leading financial superstore

August 2009

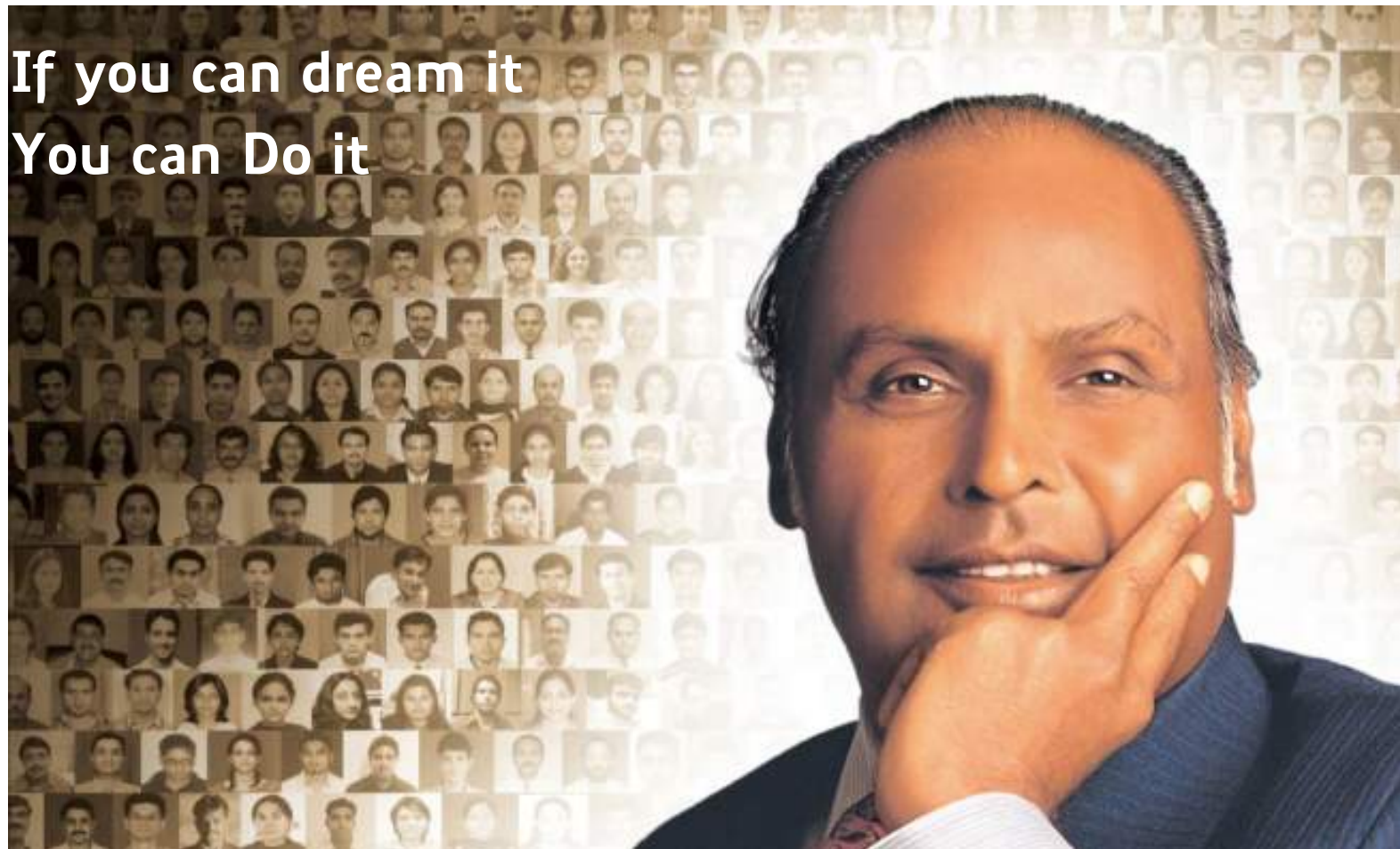
Forward looking statements – Important Note

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\$ 33 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

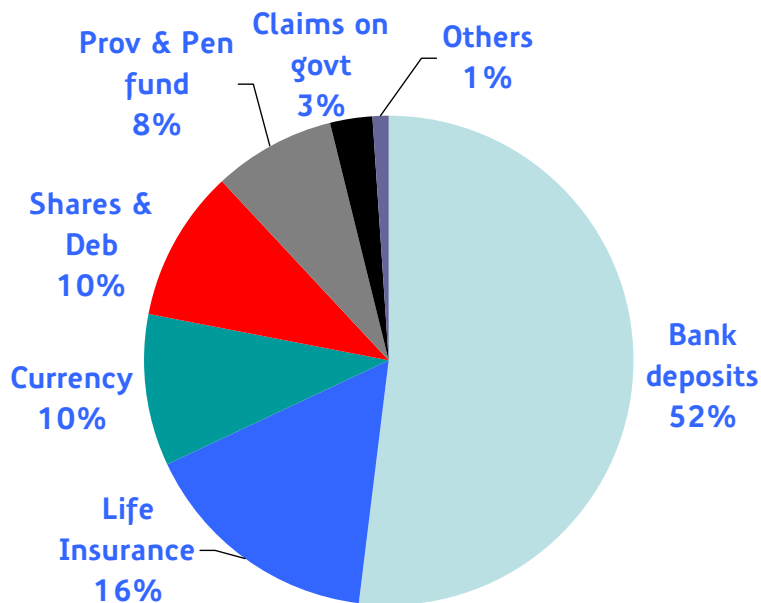
Low penetration : ~50% savings in bank deposits

**Demand for financial
products & services**

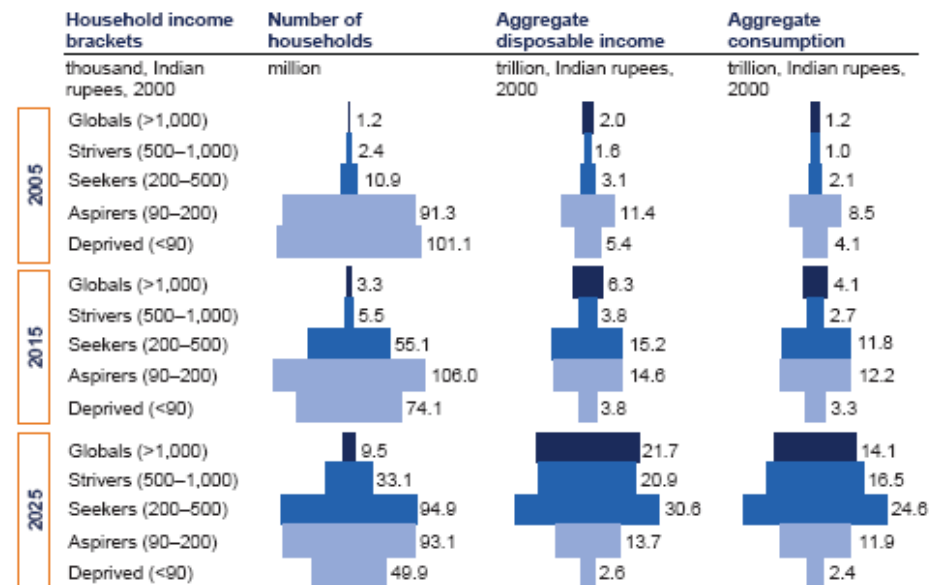
Financial services market set to grow exponentially

Rising financial savings...

India: Financial savings 2008



India: Rising middle class

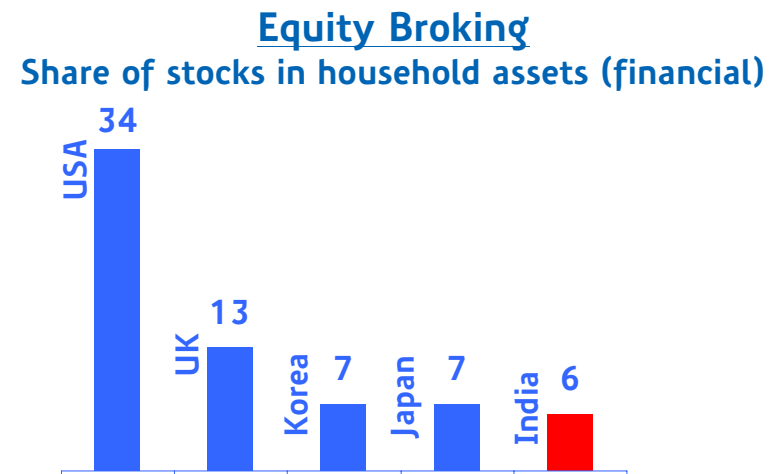
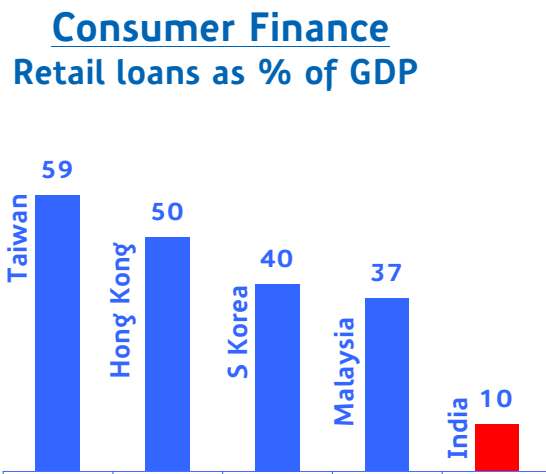
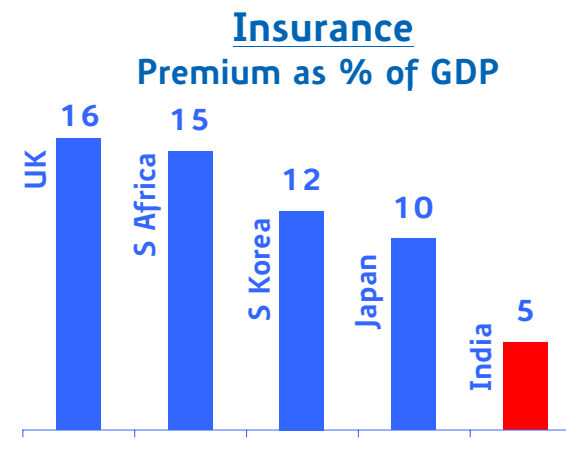
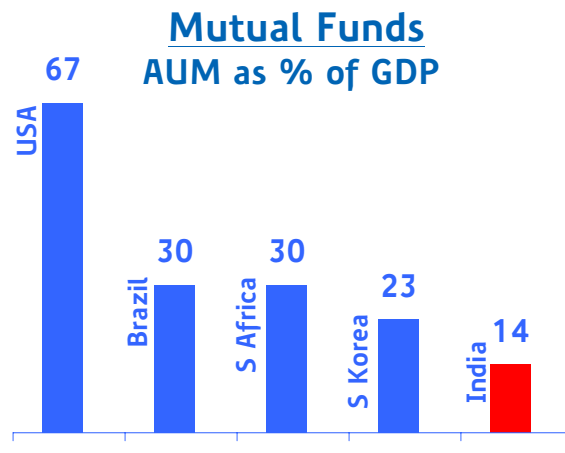


Source: MGI India Consumer Demand Model, v1.0

...creating significant opportunities for financial sector companies

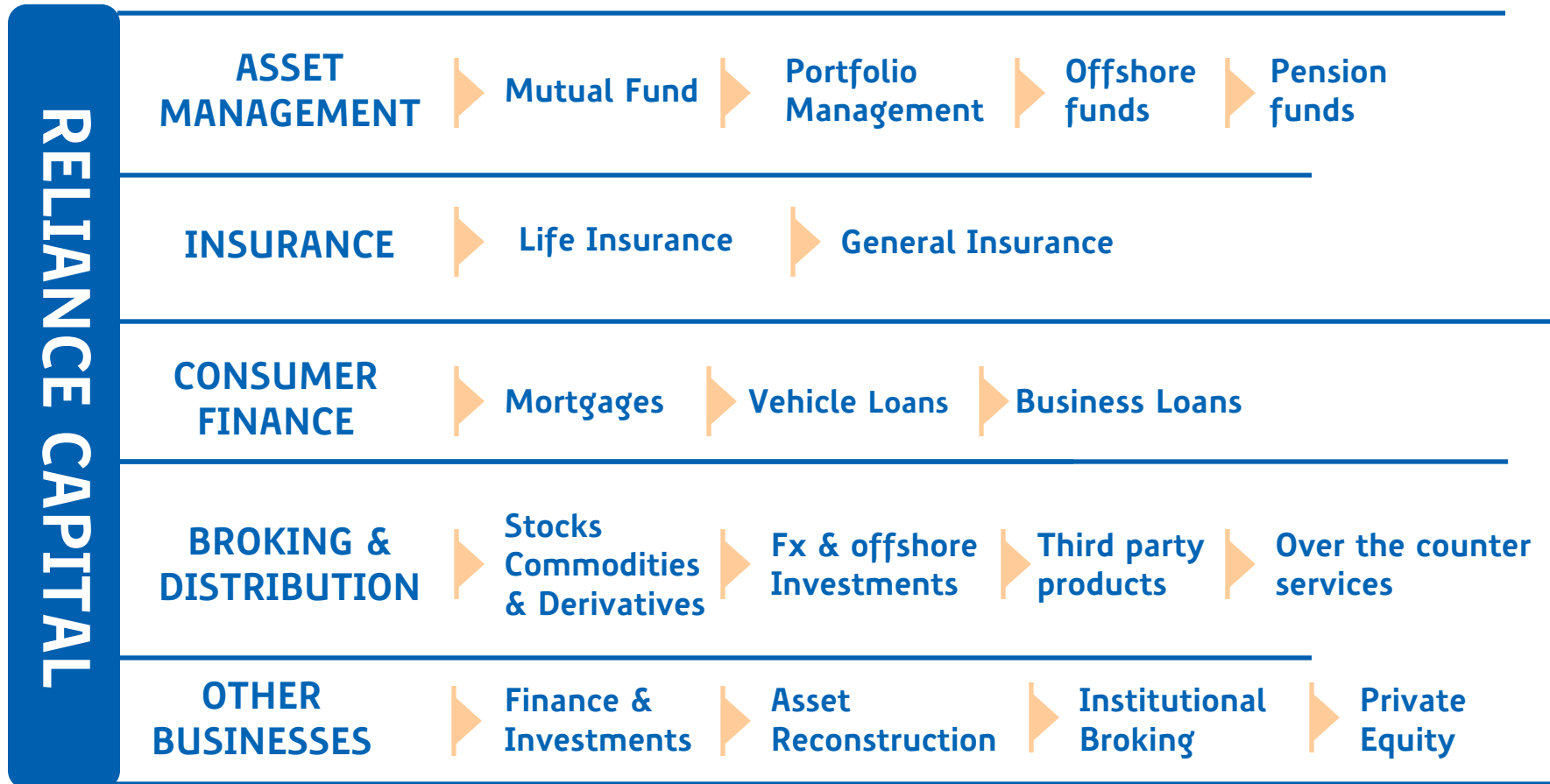
Source: RBI, Morgan Stanley Research

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

Best Equity Fund House in India



Adjudged by Morningstar -
A global leader in financial research

- 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

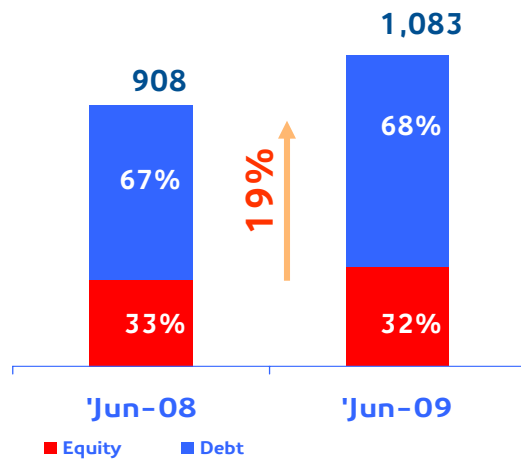
Charges upto Rs. 3/sms. No. 1 in terms of AAUM as on March 31, 2009. Source: www.amfindia.com.

- India's largest mutual fund with mkt share of 16%
- Largest mutual fund customer base – 7.1 mln
- Wide presence – 341 locations in India, offices in Dubai, Singapore, Mauritius, Malaysia and UK
- Appointed by both EPFO and PFRDA to manage pension funds
- In May 2009 launched Reliance Infrastructure NFO – collected around Rs. 23 billion from over 400,000 investors
- 'India's Most Trusted Mutual Fund' – three years in a row, by Economic Times- AC Nielsen ORG MARG survey
- 33 schemes – 16 equity oriented schemes, 15 debt oriented schemes & 2 ETFs

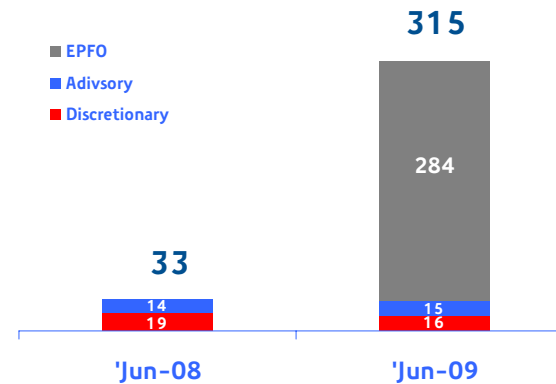
India's #1 Mutual Fund

Reliance Capital Asset Management

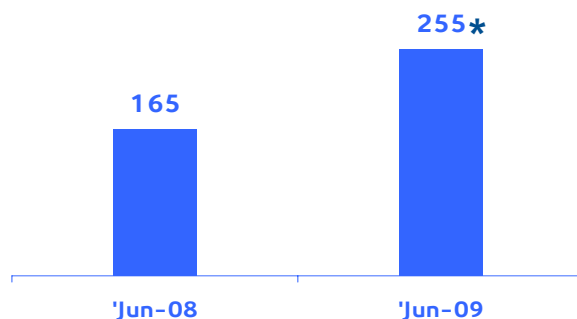
Mutual Fund (AAUM in Rs bn)



Portfolio Management Services (AUM in Rs bn)

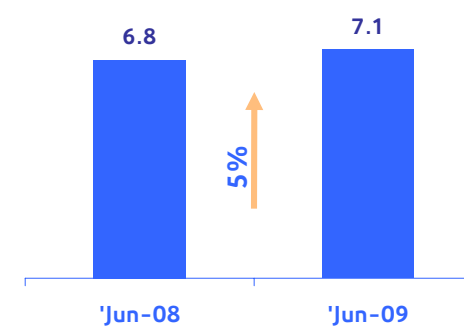


Offshore funds (in mln)



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

No. of investors (in mln)



Well diversified asset management business

RCAM (consolidated) financial performance

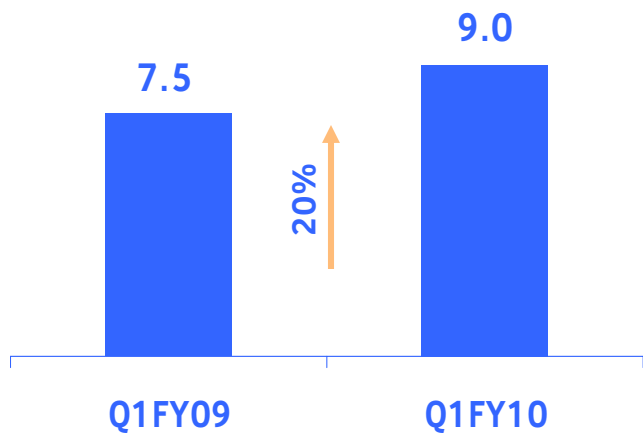
(Rs. Million)

	Q1FY10	Q1FY09	Q4FY09	FY09
Income	1,357.6	1,264.3	1,194.8	4,546.9
Personnel costs	317.0	314.2	328.6	1,205.7
Marketing expenses	386.6	216.5	91.7	619.3
Administration & other expenses	183.1	220.0	364.8	1,036.1
Profit before tax	470.9	513.6	409.8	1,685.8
Profit after tax	374.1	327.9	336.9	1,257.0

14% YoY growth 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
- ❑ Q1 FY10 - APE of Rs. 4.5 billion - up 7% - against 7% industry decline and 18% decline in private sector industry

Distribution network – 1,145 branches; 161,093 agents

RELIANCE Life Insurance

Financial performance

(Rs. Million)

	Q1FY10	Q1FY09	FY09
First year premium	4,430.4	4,050.9	29,657.4
Single premium	624.2	1,522.8	54,82.4
Total New business premium	5,054.6	5,573.7	35,139.8
Renewal premium	3,980.6	1,922.5	14,185.6
Total premium	9,035.0	7,497.0	49,325.0
APE*	4,492.8	4,203.2	30,205.6
No of policies issued	415,747	286,700	2,219,273
Avg premium/ policy (Rs)	11,039.7	18,372.6	15,059.0
Total funds under management	82,928.6	39,130.3	62,897.5

No capital infusion in Q1FY10 – as against Rs. 3.3 billion in Q1FY09; 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

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 experience in the short term
- ❑ Projections assume that we pay 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 95.2% of new business written in quarter ended June 30, 2009
- ❑ Value from group business and traditional business has been ignored. These two business lines represent 1.34% & 3.46% respectively of annualized new business premium

Sensitivity

(Rs. Million)

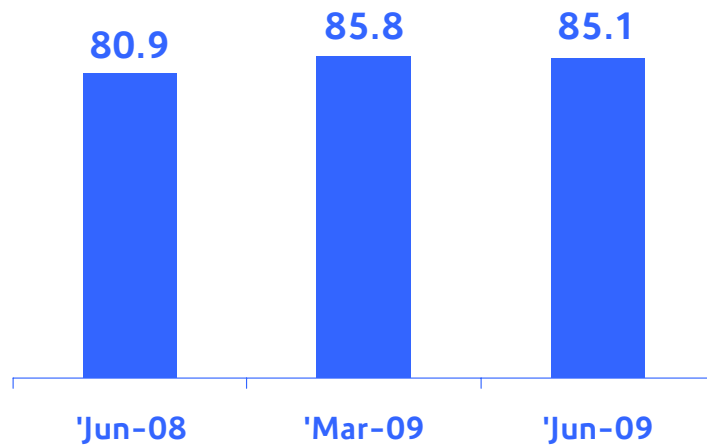
Particulars	Base value	+ 1%	- 1%
Investment income	973.8	1,008.0	940.4
Risk discount rate	973.8	896.5	1,059.1

- ❑ 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

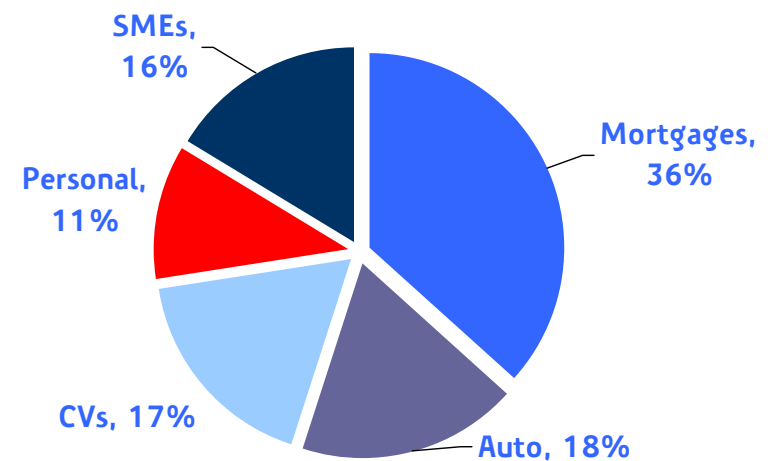
NBAP for quarter ended Jun 30, 2009 – Rs. 974 million (21.2%)

RELIANCE Consumer Finance

Loan Book Size
(Rs. billion)



Loan Book Composition
as on June 30, 2009



Brought down personal loan book from 15% to 11% (YoY)

RELIANCE Consumer Finance

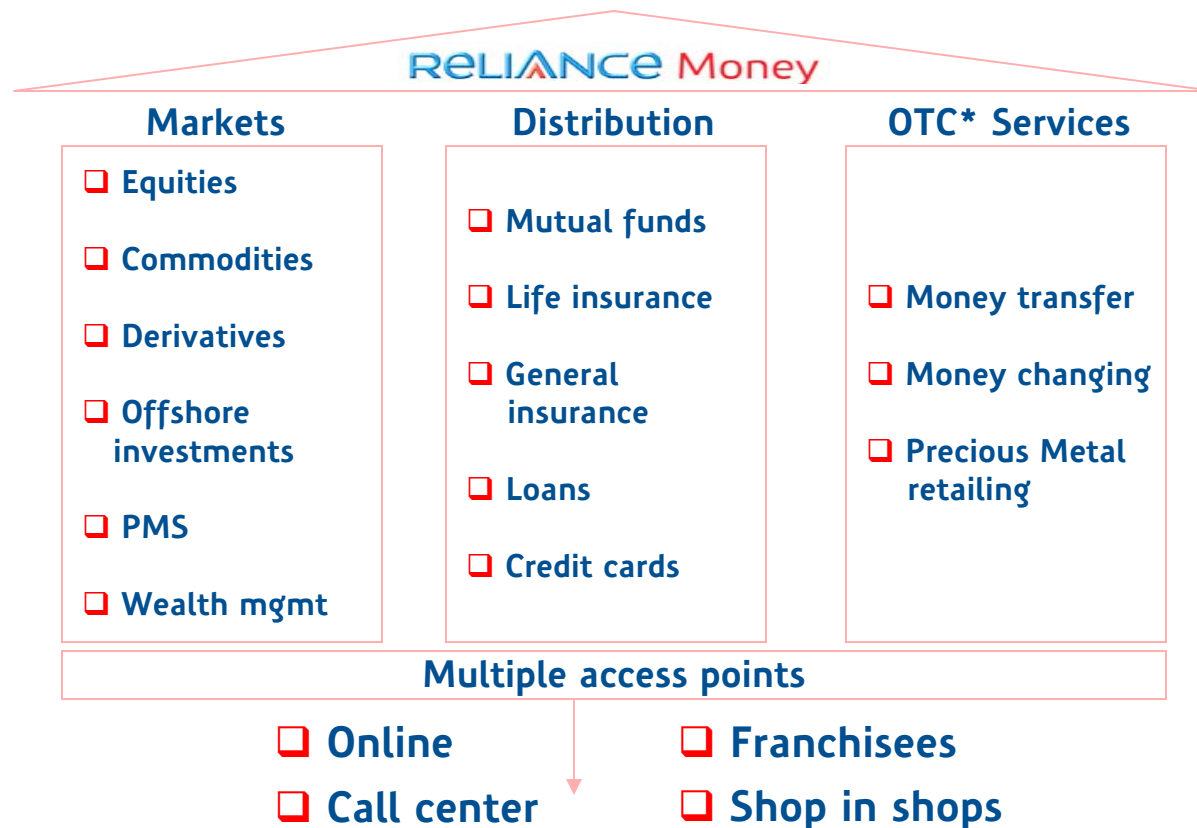
Financial performance

(Rs. Million)

	Q1FY10	Q1FY09	Q4FY09	FY09
Disbursements	6,830	14,338	3,560	39,278
Interest Income	2,764.2	2,487.8	2,931.3	11,585.6
Other Income	117.8	139.1	38.0	416.3
Total Income	2,882.0	2,626.8	2,969.2	12,001.9
Personnel costs	189.6	260.6	211.6	903.4
Interest expenses	1,589.3	1,383.5	1,880.5	7,033.6
Other expenses	385.2	485.5	519.3	1,845.4
Provisions	631.8	187.0	343.3	1,308.0
Profit before tax	86.2	310.2	14.6	911.5

YoY decrease in cost to income ratio from 60% to 44%

RELIANCE Money



Effective, anytime-anywhere integrated transaction capability

* Over-the-counter

RELIANCE Money



- India's leading brokerage and distributor of financial products
- Over 20,000 touch points
- 8,673 outlets across 5,000 locations
- 3.5 million customers; 950,000 broking accounts
- Daily average turnover on stock exchanges – Rs. 16 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)

	Q1FY10	Q1FY09	Q4FY09	FY09
Broking Income	327.6	408.0	378.9	1,761.7
Distribution Income	106.2	272.0	153.3	878.9
Other Income	248.1	102.0	252.9	879.9
Total Income	681.9	782.0	785.0	3,520.4
Sub brokerage	57.2	184.0	88.9	420.9
Personnel costs	298.6	244.0	302.9	1,150.1
Other expenses	221.3	235.0	449.6	1,368.7
Profit before tax	104.7	119.0	(56.4)	580.7

**PBT of Rs. 105 million as against previous quarter
loss of Rs. 56 million**

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 300340402
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)

	Q1FY10	Q1FY09	Q4FY09	FY09
Gross Written Premium	5,574.8	5,564.4	4,197.0	19,148.8
Net Written Premium	3,417.6	3,621.8	3,281.0	13,996.0
Net Earned Premium	3,192.4	3,202.8	3,541.0	13,889.0
Underwriting result (accounting)	(118.0)	(241.7)	(422.0)	(986.4)
Profit before tax	9.8	(142.4)	(296.7)	(501.7)
Investment book	14,844.0	13,272.6	13,639.7	13,639.7
Networth	6,325.7	4,788.8	6,316.0	6,316.0
Combined ratio with pool	112%	113%	121%	114%
Combined ratio without pool	108%	113%	118%	111%
No of policies issued	847,377	725,074	718,016	2,712,978
No of claims handled	77,788	84,540	190,433	535,489

Improved combined ratio (without pool) from 113% to 108%

RELIANCE General Insurance

Sector – wise premium contribution

	Q1FY10	Q1FY09	FY09
Motor	64%	49%	61%
Health	11%	23%	16%
Fire	11%	8%	7%
Engineering	5%	4%	6%
Others	9%	15%	10%
Total	100%	100%	100%

Well diversified sector mix

Other businesses

❑ Reliance Asset Reconstruction

- acquisition, management and resolution of distressed debt
- in Q1 FY10, acquired two NPAs for Rs 243 million
- total asset base – Rs. 264 million

❑ Reliance Equities International

- institutional broking
- 53 employees, 65 companies under research
- set up over 50 FII parent accounts and 500 sub accounts
- tie up with US broking company Auerbach Grayson
 - will increase presence & distribution in North America through their 400+ clients
 - also provides access to Auerbach's global research across 125 countries

Other businesses contd...

□ Reliance Equity Advisors

- private equity fund
- plans to raise money domestically – targeting HNIs and domestic funds
- invest in sunrise and growth sectors

□ Reliance Capital Services

- cross sell Reliance Capital products & services to internal customers of Reliance ADA Group
- more than 70,000 customers, 1,700 employees across 100 locations in India
- among top 3 distributors for Reliance General Insurance and among top 10 for Reliance Life Insurance

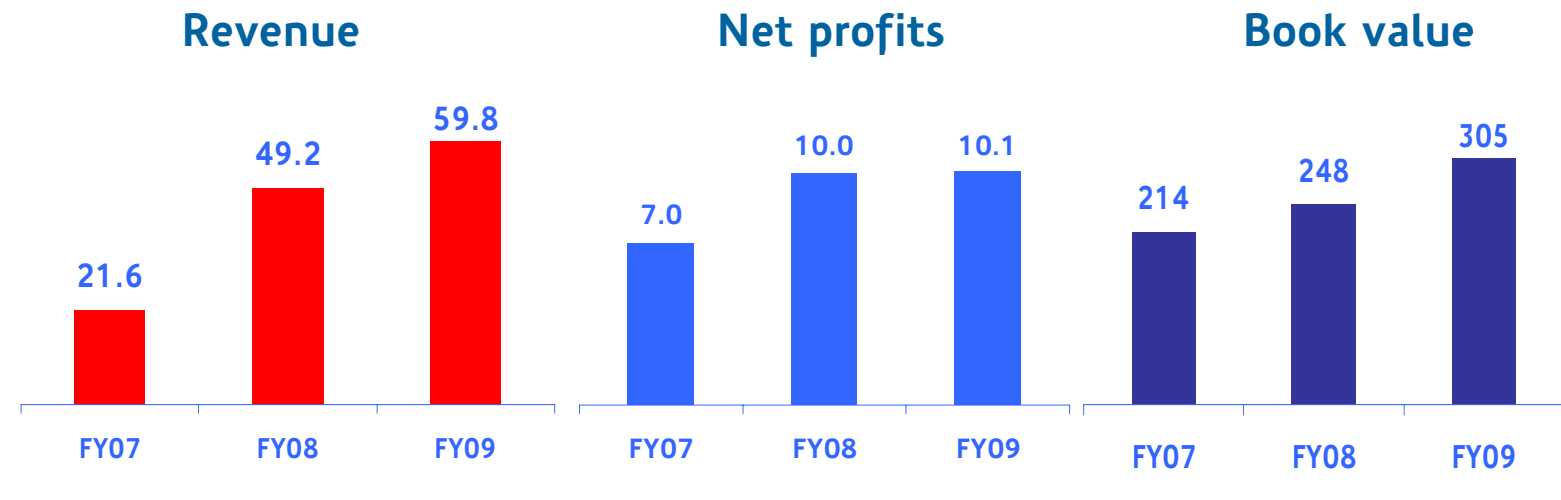
Going global...



Internationalizing our asset management and broking & distribution operations


Financial performance

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

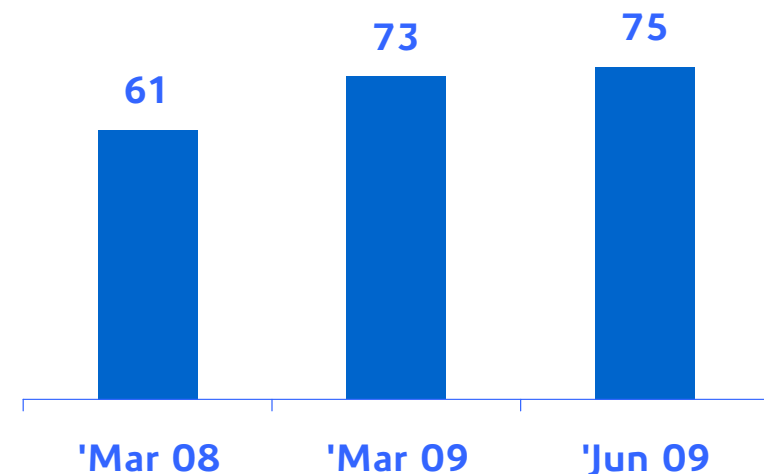


**Q1 FY10 : Total revenues – Rs. 14.7 billion;
PAT – Rs. 1.5 billion**

Conservative structure

- ❑ Net debt-Equity ratio: 1.6
- ❑ **Fitch**India 'F1+' – indicates strongest capacity for timely payment of 'Financial Commitment'
- ❑  '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	23.8%
Domestic institutions/ Banks / Mutual funds	4.3%
Indian public	18.4%
Total	100.0%

- ❑ Market cap – US\$ 4.4 billion
- ❑ US\$ 1 billion free float
- ❑ Foreign ownership of 24%
- ❑ Traded in futures & options segment

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
- ❑ Over 17 million customers
- ❑ Unparalleled distribution network with over 10,000 outlets & in 5,000 towns & cities across India

.....targeting leadership in all its businesses

Thank you

August 2009