

**MEDIA RELEASE - AUDITED FY19 AND Q1FY20**

**IND AS FOR NBFCs APPLICABLE FROM FY19  
(HENCE FY19 NUMBERS ARE NOT COMPARABLE)**

**Q1FY20 TOTAL INCOME AT RS. 6,083 CRORE (US\$ 869 MILLION) – UP 31%  
FY19 TOTAL INCOME ROSE TO RS. 20,525 CRORE (US\$ 2.9 BILLION)**

**Q1FY20 NET PROFIT AT RS. 1,218 CRORE (US\$ 174 MILLION) COMPARED TO  
RS. 295 CRORE (US\$ 42 MILLION) FOR Q1FY19**

**FY19 REPORTED NET LOSS OF RS. 1,454 CRORE (US\$ 208 MILLION),  
ENTIRELY ON ACCOUNT OF PROVISION OF RS. 2,104 CRORE (US\$ 301 MILLION) IN  
THE NBFC, RELIANCE COMMERCIAL FINANCE LTD., DUE TO THE EXTRAORDINARY  
STRESS IN THE SECTOR**

**TOTAL ASSETS AT RS. 79,207 CRORE (US\$ 11.3 BILLION) AS ON JUNE 30, 2019  
AND RS. 83,973 CRORE (US\$ 12.0 BILLION) AS ON MARCH 31, 2019**

**BUSINESSES – Q1FY20 & FY19 HIGHLIGHTS**

**RELIANCE NIPPON LIFE ASSET MANAGEMENT (RNAM) - AUM AT RS. 4,30,661  
CRORE (US\$ 61.5 BILLION) AS ON JUNE 30, 2019 – UP 6%  
AUM AT RS. 4,22,149 CRORE (US\$ 60.3 BILLION) AS ON MAR 31, 2019 – UP 7%**

**RNAM PAT AT RS. 125 CRORE (US\$ 18 MILLION) IN Q1FY20 – UP 13%  
PAT FOR FY19 WAS RS. 486 CRORE (US\$ 69 MILLION) - UP 7%**

**RELIANCE COMMERCIAL FINANCE (RCF) - AUM AT RS. 13,513 CRORE (US\$ 1.9  
BILLION) AS ON JUNE 30, 2019  
AUM OF RS. 14,269 CRORE (US\$ 2.0 BILLION) AS ON MAR 31, 2019**

**RCF – PROFIT BEFORE TAX AT RS. 31 CRORE (US\$ 4 MILLION) FOR Q1FY20**

**RELIANCE HOME FINANCE (RHF) - AUM AT RS. 17,634 CRORE (US\$ 2.5 BILLION) AS  
ON JUNE 30, 2019 – UP 12%  
AUM OF RS.18,868 CRORE (US\$ 2.7 BILLION) AS ON MAR 31, 2019 – UP 15%**

**RHF PROFIT AFTER TAX (PAT) FLAT AT RS. 48 CRORE (US\$ 7 MILLION) FOR Q1FY20  
FY19 - PAT AT RS. 67 CRORE (US\$ 10 MILLION)**

**RELIANCE GENERAL INSURANCE (RGI) – GROSS WRITTEN PREMIUM (GWP) AT  
RS. 1,987 CRORE (US\$ 284 MILLION) IN Q1FY20 – UP 27%  
FY19 - GWP AT RS. 6,251 CRORE (US\$ 893 MILLION) – UP 22%**

**RGI PROFIT BEFORE TAX AT RS. 72 CRORE (US\$ 10 MILLION) IN Q1FY20 – UP 26%  
FY19 - PBT AT RS. 212 CRORE (US\$ 30 MILLION) – UP 28%**

**RELIANCE NIPPON LIFE INSURANCE (RNLI) - INDIVIDUAL WEIGHTED RECEIVED  
PREMIUM (WRP) AT RS. 204 CRORE (US\$ 29 MILLION) IN Q1FY20 - UP 19%  
FY19 – INDIVIDUAL WRP AT RS. 876 CRORE (US\$ 125 MILLION) - UP 21%**

**RNLI - 13<sup>th</sup> MONTH PERSISTENCY ROSE TO 77% AS AGAINST 71% IN JUN 2018 AND  
78% IN MAR 19**

**BROKING AND DISTRIBUTION – PAT FOR FY19 AT RS. 32 CRORE (US\$ 5 MILLION) -  
UP 149%**

**Mumbai, August 14, 2019:** Reliance Capital Limited (RCL) today announced its financial results for the quarter ended June 30, 2019 and audited financial results for year ended March 31, 2019. The performance highlights are:

**Consolidated results**

- **Total income** increased by 31% YoY to **Rs. 6,083 crore (US\$ 869 million)** in Q1FY20. For FY19 total income rose to **Rs. 20,525 crore (US\$ 2.9 billion)**
- Net profit for Q1FY20 was **Rs. 1,218 crore (US\$ 174 million)** compared to **Rs. 295 crore (US\$ 42 million)** for Q1FY19.
- For FY19, the Company reported a loss of Rs. 1,454 crore (US\$ 208 million), entirely on account of provision of Rs. 2,104 crore (US\$ 301 million) in the NBC, Reliance Commercial Finance Limited, due to the extraordinary stress in the sector
- **Q1FY20 Earnings per share of Rs. 48.2 (US\$ 0.69)**

**Operational Review:**

Total assets at **Rs. 79,207 crore (US\$ 11.3 billion)** as on June 30, 2019 and **Rs. 83,973 crore (US\$ 12.0 billion)** as on March 31, 2019

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

**The consolidated results have been prepared in line with Ind AS.** Insurance companies are not covered under Ind AS. Accordingly, **the standalone results of Reliance General Insurance and Reliance Nippon Life Insurance have been disclosed on the basis of IRDAI reporting.**

**Businesses:****Reliance Nippon Life Asset Management (RNAM)**

- **Assets under management (AUM)** grew by 6% YoY to **Rs. 4,30,661 crore (US\$ 61.5 billion)** as on June 30, 2019 and 7% YoY to **Rs. 4,22,149 crore (US\$ 60.3 billion)** as on March 31, 2019
- The **income from operations** was **Rs. 360 crore (US\$ 51 million)** for Q1FY20. For FY19, the income from operations was **Rs. 1,650 crore (US\$ 236 million)**
- **PAT** increased by 13% YoY to **Rs. 125 crore (US\$ 18 million)** in Q1FY20 and 7% YoY to **Rs. 486 crore (US\$ 69 million)** in FY19
- As on June 30, 2019, Reliance Mutual Fund had a wide distribution network across **294 locations and over 74,400 empanelled distributors** across India

**Reliance Commercial Finance (“Reliance Money”)**

- Reliance Money 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
- Reliance Money offers a wide range of products which include **SME Loans, Microfinance, Loans Against Property (LAP), Infrastructure Finance, Agriculture Loans, Supply Chain Finance, Two-wheeler Financing and Used Car Loans**
- **AUM** (including securitized portfolio) at **Rs. 13,513 crore (US\$ 1.9 billion)** as on June 30, 2019 and **Rs. 14,269 crore (US\$ 2.0 billion)** as on March 31, 2019
- **Outstanding loan book** at **Rs. 12,018 crore (US\$ 1.7 billion)** as on June 30, 2019 and **Rs. 12,761 crore (US\$ 1.8 billion)** as on March 31, 2019
- **Total income** for Q1FY20 was **Rs. 454 crore (US\$ 65 million)** and **Rs. 1,781 crore (US\$ 254 million)** for FY19
- **Profit before tax** of **Rs. 31 crore (US\$ 4 million)** in Q1FY20. Reported a loss of **Rs. 1,854 crore (US\$ 265 million)** for FY19, entirely on account of provision of **Rs. 2,104 crore (US\$ 301 million)** towards an extraordinary stress in NBFC sector

**Reliance Home Finance (RHF)**

- RHF provides a wide range of loan solutions like **Home Loans, Affordable Housing Loans, LAP and Construction Finance**. RHF also provides property services that help customers find their dream homes / properties
- **AUM** (including securitized portfolio) grew by 12% to **Rs. 17,634 crore (US\$ 2.5 billion)** as on June 30, 2019 and 15% to **Rs. 18,868 crore (US\$ 2.7 billion)** as on March 31, 2019
- **Outstanding loan book** grew by 6% YoY to **Rs.14,900 crore (US\$ 2.1 billion)** as on June 30, 2019 and 12% YoY to **Rs. 16,355 crore (US\$ 2.3 billion)** as on March 31, 2019
- **Total income** increased by 31% YoY to **Rs. 537 crore (US\$ 77 million)** in Q1FY20 and 19% YoY to **Rs. 2,003 crore (US\$ 286 million)** in FY19

- **Profit after tax** for Q1FY20 was flat at **Rs. 48 crore (US\$ 7 million)** and **Rs. 67 crore (US\$ 10 million)** for FY19

#### Reliance General Insurance (RGI)

- 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 had a **private sector market share of 9.6%**, in terms of gross premium for Q1FY20 and 7.6% for FY19
- **Gross Written Premium** grew by 27% YoY to **Rs. 1,987 crore (US\$ 284 million)** in Q1FY20 and 22% YoY to **Rs. 6,251 crore (US\$ 893 million)** in FY19
- The **profit before tax** increased by 26% YoY to **Rs. 72 crore (US\$ 10 million)** in Q1FY20 and 28% YoY to **Rs. 212 crore (US\$ 30 million)** in FY19
- **Investment book** grew by 19% YoY to **Rs. 9,797 crore (US\$ 1.4 billion)** as on June 30, 2019 and 18% YoY to **Rs. 9,402 crore (US\$ 1.3 billion)** as on March 31, 2019
- The **net worth** was **Rs. 1,666 crore (US\$ 238 million)** as on June 30, 2019 compared to **Rs. 1,602 crore (US\$ 229 million)** as on March 31, 2019
- As on June 30, 2019, RGI had a **distribution network of over 132 branches** and approx. **31,000 agents**

#### Reliance Nippon Life Insurance (RNLI)

- The **New Business Premium** grew by 10% YoY to **Rs. 227 crore (US\$ 32 million)** in Q1FY20 and 17% YoY to **Rs. 1,067 crore (US\$ 152 million)** in FY19
- The **Renewal Premium** grew by 11% YoY to **Rs. 612 crore (US\$ 87 million)** in Q1FY20 and 4% YoY to **Rs. 3,291 crore (US\$ 470 million)** in FY19
- **Total Premium (net of reinsurance)** increased by 11% YoY to **Rs. 834 crore (US\$ 119 million)** in Q1FY20 and 7% YoY to **Rs. 4,336 crore (US\$ 619 million)** in FY19
- The **13<sup>th</sup> month persistency** improved to **77%** as on June 30, 2019 compared to 71% as on June 30, 2018 and 78% as on March 31, 2019
- **Total funds under management** increased by 6% YoY to **Rs. 20,479 crore (US\$ 2.9 billion)** as on June 30, 2019 and 7% YoY to **Rs. 20,281 crore (US\$ 2.9 billion)** as on March 31, 2019
- The business made a **profit of Rs. 8 crore (US\$ 1 million)** in Q1FY20 and **Rs. 25 crore (US\$ 4 million)** in FY19
- As on June 30, 2019, the **distribution network** stood at **727 offices and over 58,000 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, and has a **pan India presence** with over 1,250 customer touch points
- As on June 30, 2019, the number of equity broking accounts increased by 6% YoY to **9,07,000** with an **average daily stock exchange turnover of Rs. 5,068 crore (US\$ 724 million)**
- As on June 30, 2019, the **number of commodity broking accounts rose by 5% YoY to 1,08,900**, with an **average daily commodities turnover of Rs. 427 crore (US\$ 61 million) - a YoY increase of 34%**
- **Wealth management AUMs at Rs. 3,483 crore (US\$ 497 million)** as on June 30, 2019 and **Rs. 3,983 crore (US\$ 569 million)** as on March 31, 2019
- **Total income for Q1FY20 was Rs. 76 crore (US\$ 11 million)**. For FY19 total income grew by 7% YoY to **Rs. 337 crore (US\$ 48 million)**
- The company reported a net loss of Rs. 7 crore (US\$ 1 million) in Q1FY20. PAT for FY19 increased by 149% YoY to **Rs. 32 crore (US\$ 5 million)**

#### **Shareholding Pattern:**

Category	June 30, 2019	
	No. of Shares	Shareholding
Promoters	10,49,35,661	41.5%
Foreign Investors - FIIs, NRIs and others	6,05,57,021	24.0%
Domestic institutions / Banks / Mutual Funds	1,07,20,821	4.2%
Indian Public and others	7,64,95,399	30.3%
<b>Total - 7.6 lakh shareholders</b>	<b>25,27,08,902</b>	<b>100.0%</b>

#### **About Reliance Capital**

[www.reliancecapital.co.in](http://www.reliancecapital.co.in)

Reliance Capital Limited, 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 assets under management. The Company is a constituent of MSCI Global Small Cap Index.

Reliance Capital has interests in asset management and mutual funds, pension funds, life, health and general 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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