

MEDIA RELEASE

RELIANCE CAPITAL REPORTS STRONG IMPROVEMENT IN PROFITABILITY ACROSS ALL BUSINESSES IN Q2 FY18

Q2 FY18 TOTAL INCOME OF RS. 5,254 CRORE (US\$ 808 MILLION) - UP 7%

Q2 FY18 NET PROFIT ROSE TO RS. 352 CRORE (US\$ 54 MILLION) - UP 39%

NET WORTH OF RS. 16,027 CRORE (US\$ 2.5 BILLION)

BOOK VALUE INCREASED TO RS. 634 PER SHARE AT THE END OF Q2 FY18

TOTAL ASSETS OF RS. 88,548 CRORE (US\$ 13.6 BILLION) - AN INCREASE OF 22%

RECEIVED TREMENDOUS RESPONSE FROM INVESTORS ON LISTING OF RELIANCE NIPPON LIFE ASSET MANAGEMENT

RELIANCE GENERAL INSURANCE IS ON TRACK TO BE LISTED BY MARCH 2018 SUBJECT TO NECESSARY REGULATORY APPROVALS

BUSINESSES - Q2 FY18 HIGHLIGHTS

RELIANCE NIPPON LIFE ASSET MANAGEMENT IS INDIA'S LARGEST ASSET MANAGER WITH AUM OF RS. 3,81,514 CRORE (US\$ 58.7 BILLION) - UP 21%

RNAM PBT AT RS. 177 CRORE (US\$ 27 MILLION) - UP 20%

RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT RS. 16,281 CRORE (US\$ 2.5 BILLION) - UP 3%

RELIANCE COMMERCIAL FINANCE - PBT AT RS. 92 CRORE (US\$ 14 MILLION) - UP 7%

RELIANCE HOME FINANCE - ASSETS UNDER MANAGEMENT AT RS. 14,119 CRORE (US\$ 2.2 BILLION) - UP 53%

RELIANCE HOME FINANCE - PBT AT RS. 59 CRORE (US\$ 9 MILLION) - UP 85%

RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 1,688 CRORE (US\$ 260 MILLION) - UP 16%

RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 47 CRORE (US\$ 7 MILLION) - UP 40%

RELIANCE NIPPON LIFE INSURANCE - EMBEDDED VALUE ROSE FROM RS. 3,074 CRORE TO RS. 3,147 CRORE (US\$ 484 MILLION) IN SEPT 2017

RELIANCE NIPPON LIFE INSURANCE - 13th MONTH PERSISTENCY ROSE FROM 61% TO 68% in Q2 FY18

BROKING AND DISTRIBUTION - PBT AT RS. 13 CRORE (US\$ 2 MILLION) AS AGAINST RS. 7 CRORE IN Q1 FY18

Mumbai, November 14, 2017: Reliance Capital Limited announced its financial results for the quarter ended September 30, 2017. The performance highlights are:

Consolidated results - Quarter ended September 30, 2017

- **Q2 FY18 Total income of Rs. 5,254 crore (US\$ 808 million), as against Rs. 4,926 crore in the corresponding previous period - an increase of 7%**
- **Q2 FY18 Net profit at Rs. 352 crore (US\$ 54 million) - an increase of 39%**
- **Q2 FY18 Earnings per share of Rs. 13.9 (US\$ 0.21)**

Net Worth:

As on September 30, 2017, the **net worth** of the Company stood at **Rs. 16,027 crore (US\$ 2.5 billion)**.

Credit Rating:

As on September 30, 2017, the Company had a **net debt equity ratio of 2.32**. 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 September 30, 2017, the **total assets of the Company stood at Rs. 88,548 crore (US\$ 13.6 billion) - an increase of 22%**.

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 September 30, 2017, at **Rs. 3,81,514 crore (US\$ 58.7 billion) - a YoY increase of 21%**
- For the quarter ended September 30, 2017, the **income from its operations** was **Rs. 436 crore (US\$ 67 million) - a YoY increase of 21%**
- For the quarter ended September 30, 2017, **profit before tax** was **Rs. 177 crore (US\$ 27 million) - a YoY increase of 20%**
- As on September 30, 2017, Reliance Mutual Fund had a wide distribution network with over **170 branches and 58,600 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, Infrastructure Finance, Agriculture Loans, Supply Chain Finance, Two-wheeler Financing and Used Car Loans
- For the quarter ended September 30, 2017, the **disbursements** were **Rs. 1,606 crore (US\$ 247 million)**, with SME segment AUM growing by 33%
- As on September 30, 2017, the assets under management (including securitized portfolio) was **Rs. 16,281 crore (US\$ 2.5 billion) - a YoY increase of 3%**
- As on September 30, 2017, the **outstanding loan book** was **Rs. 12,653 crore (US\$ 1.9 billion) - a YoY increase of 12%**. This loan book is spread across **43,000 customers** from nearly **40 Indian cities**
- For the quarter ended September 30, 2017, the **total income** rose to **Rs. 502 crore (US\$ 77 million) - a YoY increase of 2%**
- For the quarter ended September 30, 2017, the **profit before tax** was **Rs. 92 crore (US\$ 14 million) - a YoY increase of 7%**
- As on September 30, 2017, the **gross NPA ratio was stable at 4.1%**
- Initiated diversification into **Retail Finance business with launch of Two-wheeler financing in October 2017**

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 September 30, 2017, the **disbursements** were **Rs. 2,003 crore (US\$ 308 million) - a YoY increase of 26%**
- As on September 30, 2017, the **assets under management** (including securitized portfolio) was **Rs. 14,119 crore (US\$ 2.2 billion) - a YoY increase of 53%**
- As on September 30, 2017, the **outstanding loan book** was **Rs. 12,611 crore (US\$ 1.9 billion) - a YoY increase of 59%**. This business has over **38,000 client accounts** spread across **more than 100 locations**, through a “hub and spoke” model
- For the quarter ended September 30, 2017, the **total income** was **Rs. 407 crore (US\$ 63 million) - a YoY increase of 53%**
- For the quarter ended September 30, 2017, the **profit before tax** was **Rs. 59 crore (US\$ 9 million) - a YoY increase of 85%**
- As on September 30, 2017, the **gross NPA ratio improved to 0.8%** as against 1.2% as at September 30, 2016

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 9.3%**, in terms of gross premium, of the private sector general insurance industry (for the quarter ended September 30, 2017)
- For the quarter ended September 30, 2017, the **Gross Written Premium was Rs. 1,688 crore (US\$ 260 million) - a YoY increase of 16%**
- For the quarter ended September 30, 2017, the **profit was Rs. 47 crore (US\$ 7 million) - a YoY increase of 40%**
- As on September 30, 2017, the **investment book stood at Rs. 7,280 crore (US\$ 1.1 billion) - a YoY increase of 16%**
- The **net worth was Rs. 1,339 crore (US\$ 206 million) - a YoY increase of 13%**
- As on September 30, 2017, RGI had a **distribution network of 128 branches** and over **26,200 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 2.2%** of the private sector life insurance industry (for the quarter ended September 30, 2017)
- For the quarter ended September 30, 2017, the **Individual Weighted Received Premium was Rs. 165 crore (US\$ 25 million) - a YoY increase of 4%**
- For the quarter ended September 30, 2017, the **Renewal Premium was Rs. 762 crore (US\$ 117 million) - a YoY increase of 3%**
- For the quarter ended September 30, 2017, the **Total Premium (net of reinsurance) was Rs. 963 crore (US\$ 148 million)**
- The **13th month persistency improved to 68% as on September 30, 2017**, as against 61% as on September 30, 2016
- As on September 30, 2017, the **total funds under management stood at Rs. 17,983 crore (US\$ 2.8 billion) - a YoY increase of 11%**
- As on September 30, 2017, the **embedded value rose to Rs. 3,147 crore (US\$ 484 million)** from Rs. 3,074 crore in September 2016
- As on September 30, 2017, **the distribution network stood at approx. 750 offices and 69,400 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 approx. 80 branches**
- In **equity broking**, as on September 30, 2017, there were over **8,34,000 broking accounts, an increase of 6%**, with an **average daily stock exchange turnover of Rs. 4,144 crore (US\$ 637 million) - a YoY increase of 52%**
- In **commodity broking**, as on September 30, 2017, the **commodity broking accounts rose by 38%** to over **93,800**, with **average daily commodities turnover of Rs. 286 crore (US\$ 44 million)**
- As on September 30, 2017, **wealth management AUMs increased to Rs. 5,040 crore (US\$ 775 million) - a YoY increase of 58%**
- For the quarter ended September 30, 2017, the **total income was Rs. 83 crore (US\$ 13 million) - a YoY increase of 5%**
- For the quarter ended September 30, 2017, the **profit was Rs. 13 crore (US\$ 2 million)** as against Rs. 7 crore in Q1FY18

Shareholding Pattern as on September 30, 2017:

Category	No. of Shares	Shareholding
Promoters	13,13,82,303	52.0
Foreign Investors - FIIs, NRIs and others	5,13,47,136	20.3
Domestic institutions / Banks / Mutual Funds	2,61,50,618	10.4
Indian Public and others	4,38,09,573	17.3
TOTAL - 9.3 lakh shareholders	252,689,630	100.0%

About Reliance Capital

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 net worth. The Company is a constituent of 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, 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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