

MEDIA RELEASE

IND AS FOR NBFCs APPLICABLE FROM FY19

Q2 FY19 NET PROFIT ROSE TO RS. 280 CRORE (US\$ 40 MILLION)

Q2 FY19 TOTAL INCOME OF RS. 5,330 CRORE (US\$ 761 MILLION)

TOTAL ASSETS OF RS. 90,128 CRORE (US\$ 12.9 BILLION)

BUSINESSES - Q2 FY19 HIGHLIGHTS

**RELIANCE NIPPON LIFE ASSET MANAGEMENT (RNAM) IS INDIA'S LARGEST ASSET
MANAGER WITH AUM OF RS. 4,04,870 CRORE (US\$ 57.8 BILLION) - UP 6%**

RNAM PAT AT RS. 114 CRORE (US\$ 16 MILLION) - UP 12%

**RELIANCE COMMERCIAL FINANCE - OUTSTANDING LOAN BOOK AT
RS. 15,750 CRORE (US\$ 2.3 BILLION) - UP 20%**

RELIANCE COMMERCIAL FINANCE - PBT AT RS. 95 CRORE (US\$ 14 MILLION) - UP 15%

**RELIANCE COMMERCIAL FINANCE - GROSS NPA RATIO IMPROVED TO 3.0%
AS AGAINST 4.3% IN SEPTEMBER 2017**

**RELIANCE HOME FINANCE - ASSETS UNDER MANAGEMENT AT RS. 16,464 CRORE
(US\$ 2.4 BILLION) - UP 17%**

RELIANCE HOME FINANCE - PBT AT RS. 102 CRORE (US\$ 15 MILLION) - UP 30%

**RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT
RS. 2,025 CRORE (US\$ 289 MILLION) - UP 20%**

RELIANCE GENERAL INSURANCE - PBT AT RS. 56 CRORE (US\$ 8 MILLION) - UP 20%

**RELIANCE NIPPON LIFE INSURANCE (RNLI) - INDIVIDUAL WEIGHTED RECEIVED
PREMIUM AT RS. 222 CRORE (US\$ 32 MILLION) - UP 35%**

RNLI - 13th MONTH PERSISTENCY ROSE TO 74% AS AGAINST 68% IN SEPT 2017

BROKING AND DISTRIBUTION - PBT AT RS. 9 CRORE (US\$ 1 MILLION) - UP 7%

Mumbai, November 27, 2018: Reliance Capital Limited (RCL) today announced its financial results for the quarter ended September 30, 2018. The performance highlights are:

Consolidated results - quarter ended September 30, 2018

- **Q2 FY19 Total income of Rs. 5,330 crore (US\$ 761 million)**, as against **Rs. 4,841 crore** in the corresponding previous period - **an increase of 10%**
- **Q2 FY19 Net profit at Rs. 280 crore (US\$ 40 million)**, as against a loss of Rs. 163 crore in the corresponding previous period
- **Q2 FY19 Earnings per share of Rs. 12.3 (US\$ 0.18)**

Credit Rating:

As on September 30, 2018, the Company had a **net debt equity ratio of 5.50**. 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, 2018, the **total assets of the Company stood at Rs. 90,128 crore (US\$ 12.9 billion) - an increase of 9%**.

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)

- RNAM is India's largest asset manager, with **assets under management (AUM)**, as on September 30, 2018, at **Rs. 4,04,870 crore (US\$ 57.8 billion) - a YoY increase of 6%**
- For the quarter ended September 30, 2018, the **income from operations** was **Rs. 424 crore (US\$ 61 million) - a YoY increase of 1%**
- For the quarter ended September 30, 2018, **profit after tax** was **Rs. 114 crore (US\$ 16 million) - a YoY increase of 12%**
- As on September 30, 2018, Reliance Mutual Fund had a wide distribution network across **298 locations and over 71,100 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**
- As on September 30, 2018, the **assets under management** (including securitized portfolio) was **Rs. 17,693 crore (US\$ 2.5 billion) - a YoY increase of 5%**
- As on September 30, 2018, the **outstanding loan book** was **Rs. 15,750 crore (US\$ 2.3 billion) - a YoY increase of 20%**
- For the quarter ended September 30, 2018, the **total income** was **Rs. 514 crore (US\$ 73 million)**
- For the quarter ended September 30, 2018, **profit before tax** was **Rs. 95 crore (US\$ 14 million) - a YoY increase of 15%**
- As on September 30, 2018, the **gross NPA ratio improved to 3.0%** as against 4.3% as on September 30, 2017

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
- As on September 30, 2018, the **assets under management** (including securitized portfolio) was **Rs. 16,464 crore (US\$ 2.4 billion) - a YoY increase of 17%**
- As on September 30, 2018, the **outstanding loan book** was **Rs. 15,064 crore (US\$ 2.2 billion) - a YoY increase of 20%**. 100% of the loan book continued to be secured
- For the quarter ended September 30, 2018, the **total income** was **Rs. 464 crore (US\$ 66 million) - a YoY increase of 9%**
- For the quarter ended September 30, 2018, the **profit before tax** was **Rs. 102 crore (US\$ 15 million) - a YoY increase of 30%**

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 has a **private sector market share of 9.7%**, in terms of gross premium, of the private sector general insurance industry (for the quarter ended September 30, 2018)
- For the quarter ended September 30, 2018, the **Gross Written Premium** was **Rs. 2,025 crore (US\$ 289 million) - a YoY increase of 20%**
- For the quarter ended September 30, 2018, the **profit before tax** was **Rs. 56 crore (US\$ 8 million) - a YoY increase of 20%**
- As on September 30, 2018, the **investment book** stood at **Rs. 8,650 crore (US\$ 1.2 billion) - a YoY increase of 19%**

- As on September 30, 2018, the **net worth** was **Rs. 1,503 crore (US\$ 215 million)** - a **YoY increase of 12%**
- As on September 30, 2018, RGI had a **distribution network of 130 branches** and approx. **29,000 agents**

Reliance Nippon Life Insurance (RNLI)

- RNLI is amongst the **leading private sector life insurance companies in terms of new business premium** with a **market share of 1.4%** of the private sector life insurance industry (for the quarter ended September 30, 2018)
- For the quarter ended September 30, 2018, the **New Business Premium** was **Rs. 256 crore (US\$ 37 million)** - a **YoY increase of 24%**
- For the quarter ended September 30, 2018, the **Renewal Premium** was **Rs. 792 crore (US\$ 113 million)** - a **YoY increase of 4%**
- For the quarter ended September 30, 2018, the **Total Premium (net of reinsurance)** increased to **Rs. 1,042 crore (US\$ 149 million)** - a **YoY increase of 8%**
- The **13th month persistency** improved to **74% as on September 30, 2018**, as against **68%** as on September 30, 2017
- As on September 30, 2018, the **total funds under management** stood at **Rs. 19,612 crore (US\$ 2.8 billion)** - a **YoY increase of 9%**
- The business made a marginal profit in the quarter ended September 30, 2018
- As on September 30, 2018, the **distribution network** stood at approx. **750 offices and over 59,800 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 110 branches**
- In **equity broking**, as on September 30, 2018, there were over **8,70,400 broking accounts**, an **increase of 4%**, with an **average daily stock exchange turnover** of **Rs. 5,618 crore (US\$ 803 million)** - a **YoY increase of 36%**
- In **commodity broking**, as on September 30, 2018, the **commodity broking accounts rose by 10%** to over **1,03,000**, with **average daily commodities turnover** of over **Rs. 330 crore (US\$ 47 million)** - a **YoY increase of 16%**
- As on September 30, 2018, **wealth management AUMs** was approx. **Rs. 4,000 crore (US\$ 571 million)**

- For the quarter ended September 30, 2018, the **total income** was **Rs. 88 crore (US\$ 13 million) - a YoY increase of 16%**
- For the quarter ended September 30, 2018, the **profit before tax** was **Rs. 9 crore (US\$ 1 million) - a YoY increase of 7%**

Shareholding Pattern as on September 30, 2018:

Category	No. of Shares	Shareholding
Promoters	13,13,82,303	52.0%
Foreign Investors - FIIs, NRIs and others	5,08,89,300	20.1%
Domestic institutions / Banks / Mutual Funds	2,11,50,538	8.4%
Indian Public and others	4,92,86,761	19.5%
Total - 7.6 lakh shareholders	25,27,08,902	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 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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