

MEDIA RELEASE

RELIANCE CAPITAL REPORTS STRONG IMPROVEMENT IN PROFITABILITY ACROSS ALL BUSINESSES IN Q3 FY18

Q3 FY18 TOTAL INCOME OF RS. 4,771 CRORE (US\$ 746 MILLION) - UP 20%

Q3 FY18 NET PROFIT ROSE TO RS. 315 CRORE (US\$ 49 MILLION) - UP 50%

NET WORTH OF RS. 16,232 CRORE (US\$ 2.5 BILLION)

BOOK VALUE INCREASED TO RS. 642 PER SHARE AT THE END OF Q3 FY18

TOTAL ASSETS OF RS. 92,109 CRORE (US\$ 14.4 BILLION) - AN INCREASE OF 18%

BUSINESSES - Q3 FY18 HIGHLIGHTS

RELIANCE NIPPON LIFE ASSET MANAGEMENT IS INDIA'S LARGEST ASSET MANAGER WITH AUM OF RS. 3,87,871 CRORE (US\$ 60.6 BILLION) - UP 17%

RNAM PAT AT RS. 130 CRORE (US\$ 20 MILLION) - UP 26%

RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT RS. 17,031 CRORE (US\$ 2.7 BILLION) - UP 5%

RELIANCE COMMERCIAL FINANCE - GROSS NPA RATIO IMPROVED TO 3.6% VIS-À-VIS 4.1% IN SEPTEMBER 2017

RELIANCE HOME FINANCE - ASSETS UNDER MANAGEMENT AT RS. 14,862 CRORE (US\$ 2.3 BILLION) - UP 54%

RELIANCE HOME FINANCE - PBT AT RS. 70 CRORE (US\$ 11 MILLION) - UP 103%

RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 1,075 CRORE (US\$ 168 MILLION) - UP 26%

RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 28 CRORE (US\$ 4 MILLION) - UP 54%

RELIANCE NIPPON LIFE INSURANCE - TOTAL PREMIUM ROSE AT RS. 998 CRORE (US\$ 156 MILLION) - UP 2%

RELIANCE NIPPON LIFE INSURANCE - 13th MONTH PERSISTENCY ROSE FROM 62% TO 69% IN Q3 FY18

BROKING AND DISTRIBUTION - PBT AT RS. 14 CRORE (US\$ 2 MILLION) AS AGAINST RS. 13 CRORE IN Q2 FY18

Mumbai, February 8, 2018: Reliance Capital Limited announced its financial results for the quarter ended December 31, 2017. The performance highlights are:

Consolidated results - Quarter ended December 31, 2017

- **Q3 FY18 Total income of Rs. 4,771 crore (US\$ 746 million)**, as against **Rs. 3,964 crore** in the corresponding previous period - **an increase of 20%**
- **Q3 FY18 Net profit at Rs. 315 crore (US\$ 49 million)** - **an increase of 50%**
- **Q3 FY18 Earnings per share of Rs. 12.4 (US\$ 0.19)**

Net Worth:

As on December 31, 2017, the **net worth** of the Company stood at **Rs. 16,232 crore (US\$ 2.5 billion)**.

Credit Rating:

As on December 31, 2017, the Company had a **net debt equity ratio of 2.48**. It continues to enjoy the **highest rating of 'A1+' by ICRA and Brickwork** for its short term borrowing program, and **'AA+' by CARE and Brickwork** for its long term borrowing program.

Operational Review:

As on December 31, 2017, the **total assets of the Company stood at Rs. 92,109 crore (US\$ 14.4 billion)** - **an increase of 18%**.

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 December 31, 2017, at **Rs. 3,87,871 crore (US\$ 60.6 billion)** - **a YoY increase of 17%**
- For the quarter ended December 31, 2017, the **income from operations** was **Rs. 470 crore (US\$ 73 million)** - **a YoY increase of 31%**
- For the quarter ended December 31, 2017, **profit after tax** was **Rs. 130 crore (US\$ 20 million)** - **a YoY increase of 26%**
- As on December 31, 2017, Reliance Mutual Fund had a wide distribution network with over **170 branches and 61,500 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 December 31, 2017, the **disbursements** were **Rs. 3,356 crore (US\$ 524 million) - a YoY increase of 94%**
- As on December 31, 2017, the assets under management (including securitized portfolio) was **Rs. 17,031 crore (US\$ 2.7 billion) - a YoY increase of 5%**
- As on December 31, 2017, the **outstanding loan book** was **Rs. 13,971 crore (US\$ 2.2 billion) - a YoY increase of 15%**. This loan book is spread **across 41,000 customers** from nearly **40 Indian cities**
- For the quarter ended December 31, 2017, the **total income** rose to **Rs. 579 crore (US\$ 91 million) - a YoY increase of 20%**
- Excluding exceptional impact on account of merger, **Profit before tax** was **Rs. 98 crore (US\$ 15 million), in line with Q3 FY17**
- As on December 31, 2017, the **gross NPA ratio improved to 3.6% (on 90 dpd basis)** as against 4.1% as on September 30, 2017
- In Q3 FY18, **retail disbursements**, in the two-wheeler, personal loans and used car segments, **were Rs. 55 crore (US\$ 9 million)**

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 December 31, 2017, the **disbursements** were **Rs. 1,628 crore (US\$ 254 million) - a YoY increase of 35%**
- As on December 31, 2017, the **assets under management** (including securitized portfolio) was **Rs. 14,862 crore (US\$ 2.3 billion) - a YoY increase of 54%**
- As on December 31, 2017, the **outstanding loan book** was **Rs. 12,883 crore (US\$ 2.0 billion) - a YoY increase of 52%**. This business has over **41,000 client accounts** spread across **more than 100 locations**, through a "hub and spoke" model
- For the quarter ended December 31, 2017, the **total income** was **Rs. 421 crore (US\$ 66 million) - a YoY increase of 56%**
- For the quarter ended December 31, 2017, the **profit before tax** was **Rs. 70 crore (US\$ 11 million) - a YoY increase of 103%**
- As on December 31, 2017, the **gross NPA ratio improved to 0.8%** as against 1.1% as at December 31, 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 8.5%**, in terms of gross premium, of the private sector general insurance industry (for the quarter ended December 31, 2017)
- For the quarter ended December 31, 2017, the **Gross Written Premium was Rs. 1,075 crore (US\$ 168 million) - a YoY increase of 26%**
- For the quarter ended December 31, 2017, the **profit was Rs. 28 crore (US\$ 4 million) - a YoY increase of 54%**
- As on December 31, 2017, the **investment book** stood at **Rs. 7,572 crore (US\$ 1.2 billion) - a YoY increase of 17%**
- The **net worth** was **Rs. 1,368 crore (US\$ 214 million) - a YoY increase of 14%**
- As on December 31, 2017, RGI had a **distribution network of 128 branches** and over **27,000 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 2.0%** of the private sector life insurance industry (for the quarter ended December 31, 2017)
- For the quarter ended December 31, 2017, the **Individual Weighted Received Premium** was **Rs. 164 crore (US\$ 26 million)**
- For the quarter ended December 31, 2017, the **Renewal Premium** was **Rs. 794 crore (US\$ 124 million) - a YoY increase of 2%**
- For the quarter ended December 31, 2017, the **Total Premium (net of reinsurance)** was **Rs. 998 crore (US\$ 156 million) - a YoY increase of 2%**
- As on December 31, 2017, the **13th month persistency** improved to **69%**, as against 62% as on December 31, 2016
- As on December 31, 2017, the **total funds under management** stood at **Rs. 18,830 crore (US\$ 2.9 billion) - a YoY increase of 16%**
- As on September 30, 2017, **Embedded Value** was at **Rs. 3,147 crore (US\$ 492 million)**
- As on December 31, 2017, **the distribution network** stood at approx. **750 offices and 62,000 active advisors** across India
- Successfully initiated **distribution tie-up with Bank of Maharashtra** with **access to over 1,900 branches**

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 80 branches**
- In **equity broking**, as on December 31, 2017, there were approx. **8,46,000 broking accounts, an increase of 7%**, with an **average daily stock exchange turnover of Rs. 4,524 crore (US\$ 707 million) - a YoY increase of 64%**
- In **commodity broking**, as on December 31, 2017, the **commodity broking accounts rose by 38%** to over **98,000**, with **average daily commodities turnover of Rs. 270 crore (US\$ 42 million) - a YoY increase of 5%**
- As on December 31, 2017, **wealth management AUMs increased to Rs. 5,431 crore (US\$ 849 million) - a YoY increase of 51%**
- For the quarter ended December 31, 2017, the **total income was Rs. 83 crore (US\$ 13 million) - a YoY increase of 2%**
- For the quarter ended December 31, 2017, the **profit was Rs. 14 crore (US\$ 2 million)** as against Rs. 13 crore in Q2 FY18

Shareholding Pattern as on December 31, 2017:

Category	No. of Shares	Shareholding
Promoters	13,13,82,303	52.0
Foreign Investors - FIIs, NRIs and others	4,34,69,726	17.2
Domestic institutions / Banks / Mutual Funds	3,91,25,731	15.5
Indian Public and others	3,87,17,982	15.3
TOTAL - 7.7 lakh shareholders	252,695,742	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, 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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