



RELIANCE

Results for the quarter ended June 30, 2012

Investor Presentation

August 11, 2012

RELIANCE

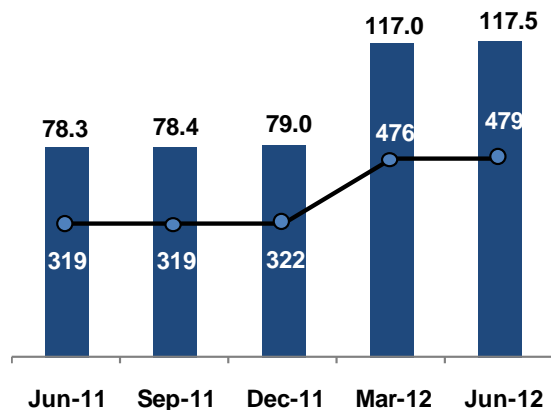


Overview - Strong Fundamentals

Networth and Book value Per Share

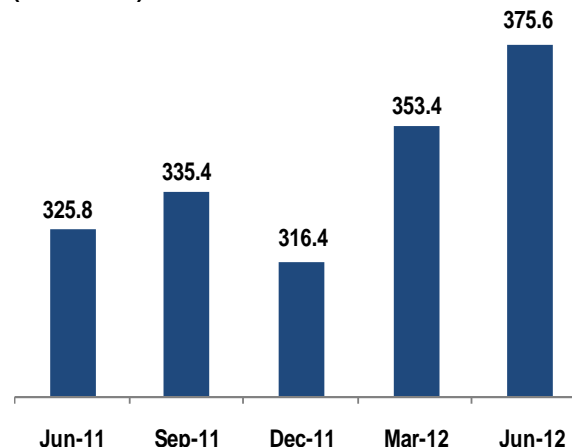
(Rs. Billion)

(Rs.)



Total Assets

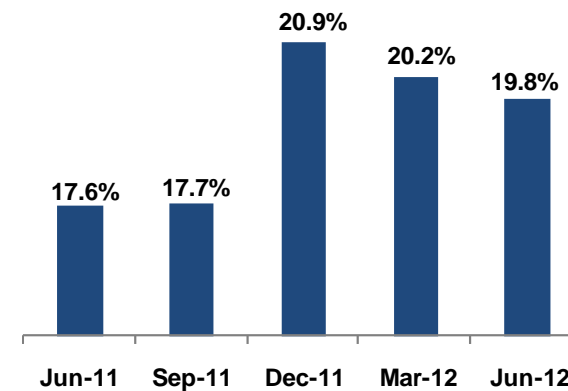
(Rs. Billion)



Capital Adequacy

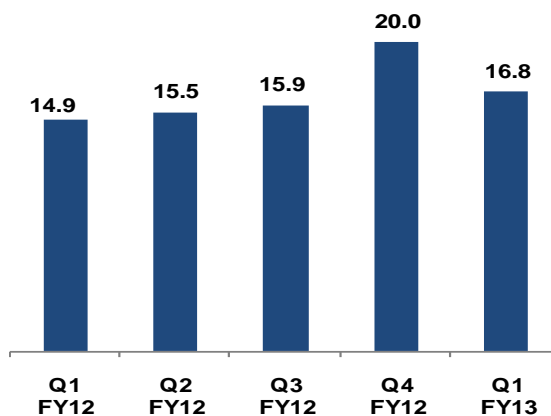
(%)

** Based on standalone financials*



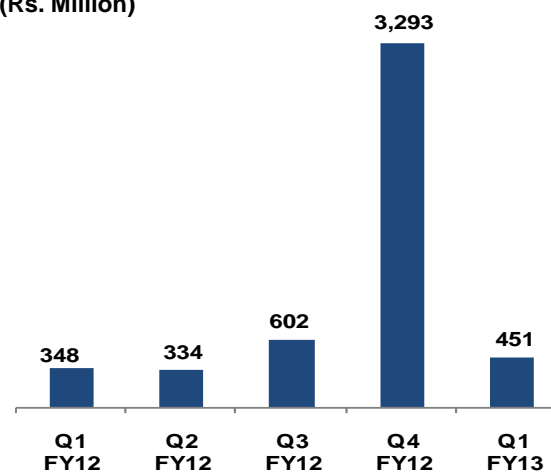
Total Income

(Rs. Billion)



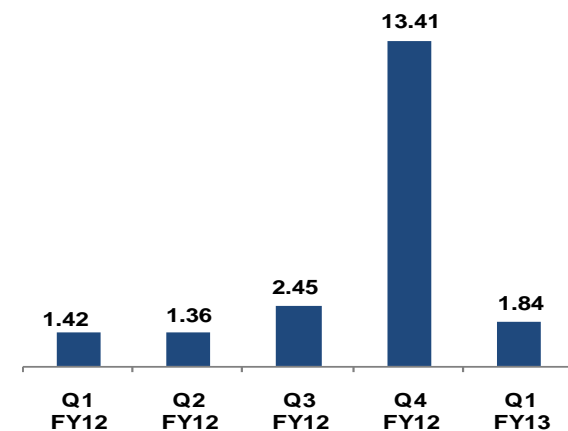
Profit After Tax

(Rs. Million)



Earnings Per Share

(Rs.)



Net debt - equity ratio: 1.64

- **CRISIL 'A1+'**

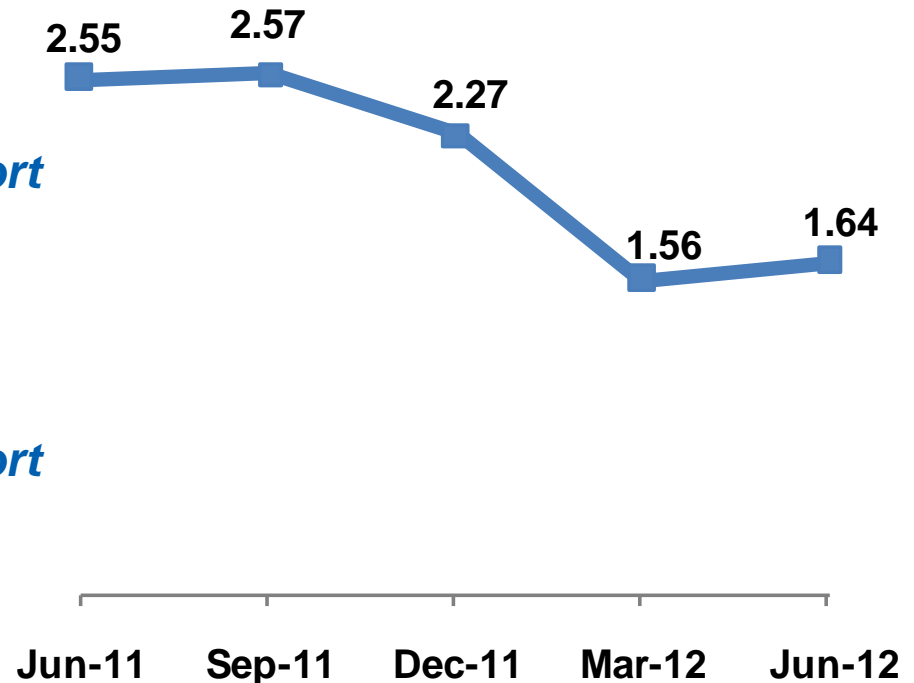
- *Highest credit rating for short term borrowing program*

- **ICRA 'A1+'**

- *Highest credit rating for short term borrowing program*

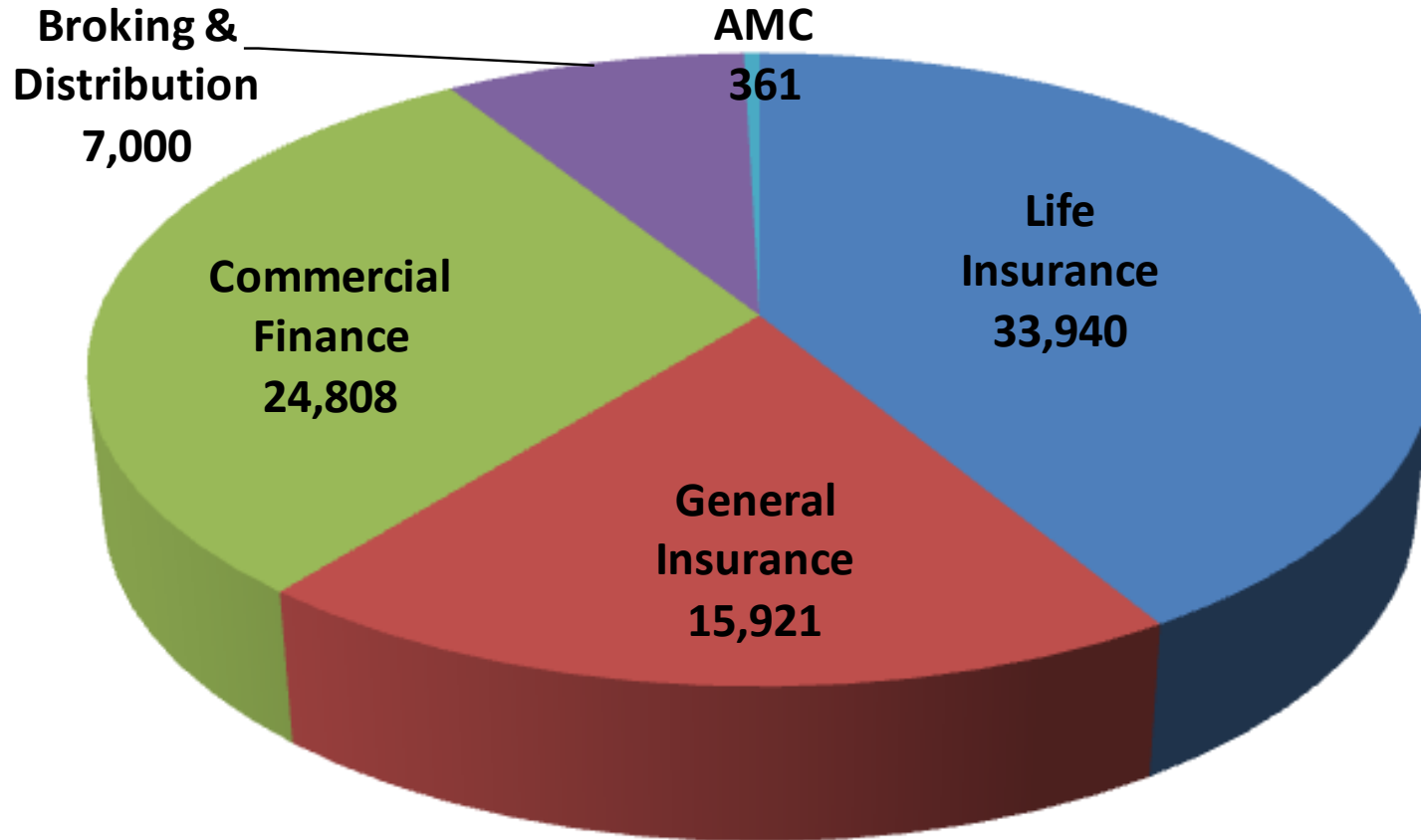
- **CARE 'AAA'**

- *Highest credit rating for long term borrowing program*



Well capitalized to address future growth opportunities

(Rs. Million)



Most of the businesses are sufficiently capitalized



Reliance Capital Asset Management



- Amongst the top 2 Mutual Funds in India
- Retail Gold Fund has a leading market share of 28% in Gold Fund category
- Highest no. of SIPs and STPs in the industry
- 43 schemes - 21 equity, 19 debt, 2 ETFs and 1 Fund of Funds
- Wide distribution network - nearly 250 branches across India

The image displays three distinct advertisements for Reliance Mutual Fund. The top-left ad for 'Reliance Vision Fund' features a family on a beach and the tagline 'enrich your investments with vision'. The top-right ad for 'Reliance Systematic Investment Plan (SIP)' shows a family playing in the water with large red 'SIP' letters, accompanied by the text 'An earning member of my family'. The bottom ad for 'Reliance Gold Savings Fund' is set against a red background with a gold bar and the text 'This Akshaya Tritiya, turn your savings into pure gold'. It lists benefits like 'No Locker', 'No Jeweller', and 'No Wealth Tax'.

enrich your investments with vision

Reliance Vision Fund
An Open-ended Equity Growth Scheme

An earning member of my family

RELIANCE Mutual Fund
Anil Dhirubhai Ambani Group

SIP

Behind every dream of yours, is a special person who works hard to achieve it. Reliance Systematic Investment Plan (SIP) is a part of your family that helps fulfill your aspirations, thereby making every moment of your life worthwhile. With Reliance SIP, you can make small yet regular investments which go a long way in creating wealth over a period of time.

Reliance Systematic Investment Plan (SIP)

MY SIP MY FAMILY

Invest Online
www.reliancemutual.com

RELIANCE Mutual Fund

This Akshaya Tritiya, turn your savings into pure gold

India's first fund with SIP in Gold starting @ Rs.100 p.m.

Invest in

RELIANCE GOLD SAVINGS FUND

INVEST ONLINE

AFFORDABLE | SAFER | CONVENIENT

An open ended Fund of Fund Scheme

No Locker No Jeweller No Wealth Tax

The investors will be bearing the recurring expenses of the scheme, in addition to the expenses of underlying Scheme. Refer to terms of storage.

Facebook LinkedIn rediff.com twitter

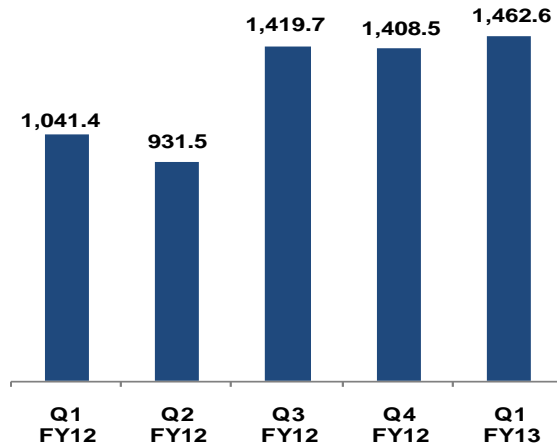


NISSAY

- **Nippon Life, largest private life insurer in Asia, signed definitive agreements to acquire 26% stake in RCAM**
 - *Largest investment in any Indian AMC till date*
 - *Largest FDI in the Indian MF sector till date*
 - *Values RCAM at approx Rs. 56.0 billion (US\$ 1.0 billion) - 7% of AAUM at the time of transaction*
 - *Nippon to invest Rs. 14.5 billion (US\$ 258 million) for 26%*
 - *All regulatory approvals have been granted*
 - *Expect to conclude the transaction in Q2 FY13*

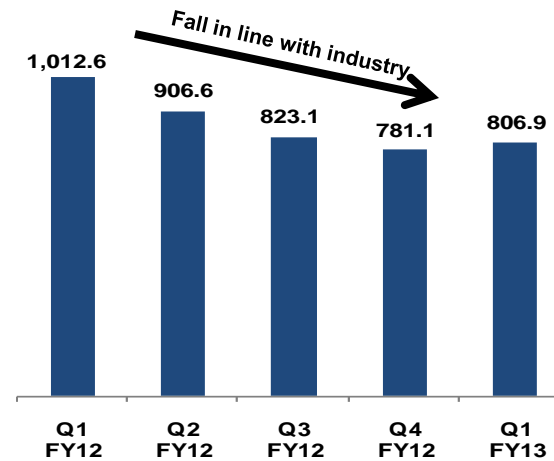
Average Assets under Management

(Rs. Billion)



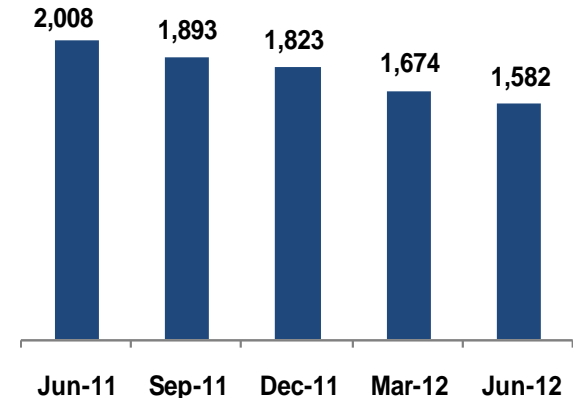
Average Mutual Fund AUMs

(Rs. Billion)



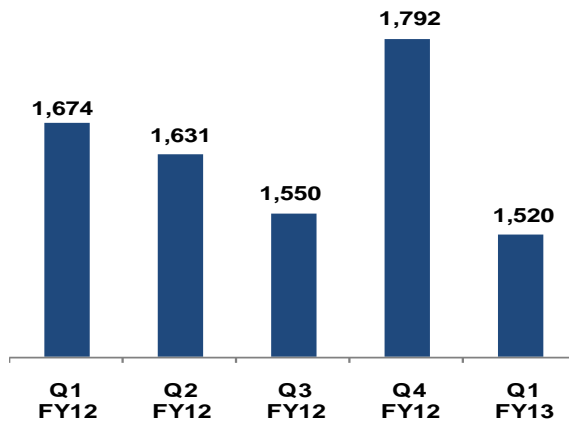
No. of SIP and STPs

(in '000s)



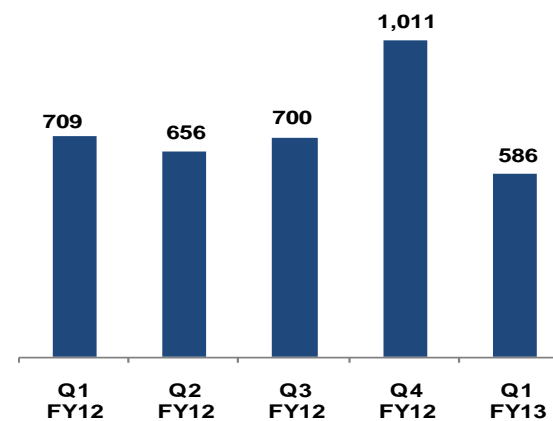
Total Income

(Rs. Million)



Profit Before Tax

(Rs. Million)






Reliance Life Insurance

- RELIANCE**

Life Insurance

All is well™



Reliance Life Insurance Money Multiplier Plan

Multiply your investment while securing your life

RELIANCE


Life Insurance

Get tuned in to...

RELIA NCE LIFE INSURANCE

MONEY MULTIPLIER PLAN™

Radio Campaign!



We'll tune you in to the Reliance Life Insurance Money Multiplier Plan Radio Campaign, which is being deployed across key markets nationally.

The Radio campaign aims to create awareness and buzz on our new product proposition in sync with our TV, Outdoor and Cinema Campaign.

Here are the highlights of the Radio Campaign:

 - ▶ More than 25 markets will be covered nationally, over the next month through lead FM channels
 - ▶ Leading FM Channels include Big FM, Red FM, Radio City, MY FM, Suryan FM, Fever FM, Radio Mantra, Friends, Klub FM & Tomato FM
 - ▶ Average of 18 spots will be aired per day, with focus on morning and evening prime time
 - ▶ This will be supported with a package of value ads to create the buzz around the new product

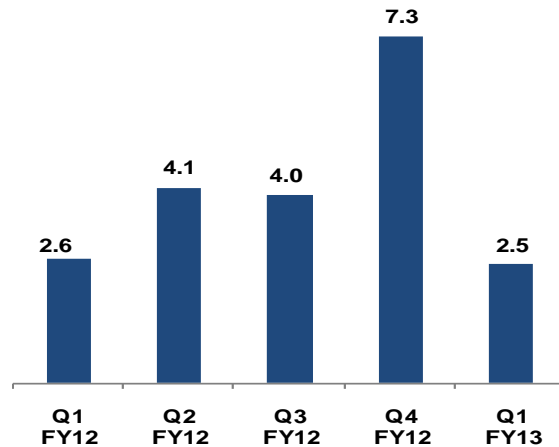
Tune in to Money Multiplier!

All is well™

* For internal consideration only • Tax laws are subject to changes with retrospective effect and consulting a tax expert for an opinion is recommended • For more details on terms and conditions please visit sales brochure carefully before concluding a sale • Insurance is the safest outlet of the accumulation • Offer for Reliance Life Insurance Money Multiplier Plan: 12TMO7W05, Reliance New Major Surgical Benefit Rider: 12TMO7W06, Reliance New Critical Care/Critical Illness Rider: 12TMO7W07, Reliance Term Life Insurance Benefit Rider: 12TMO7W08, Reliance Accidental Death and Total and Permanent Disability Rider: 12TMO7W09

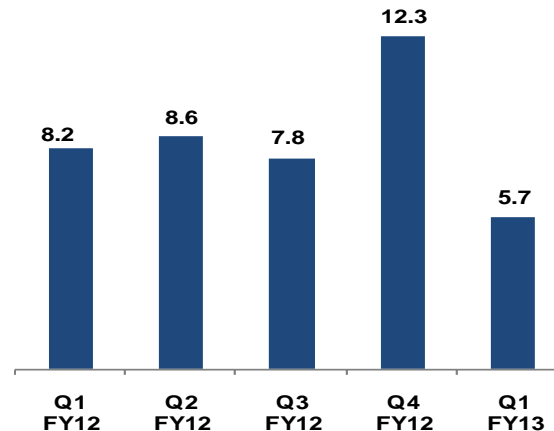
New Business Premium

(Rs. Billion)



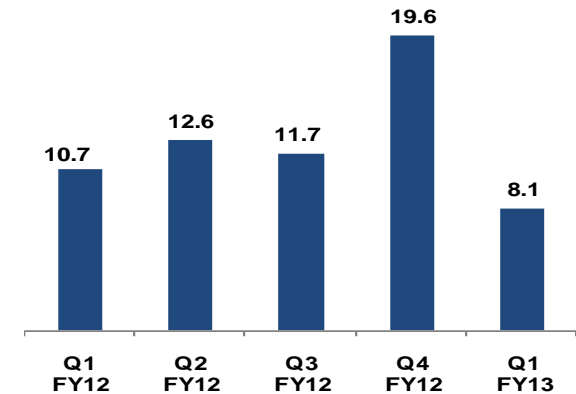
Renewal Premium

(Rs. Billion)



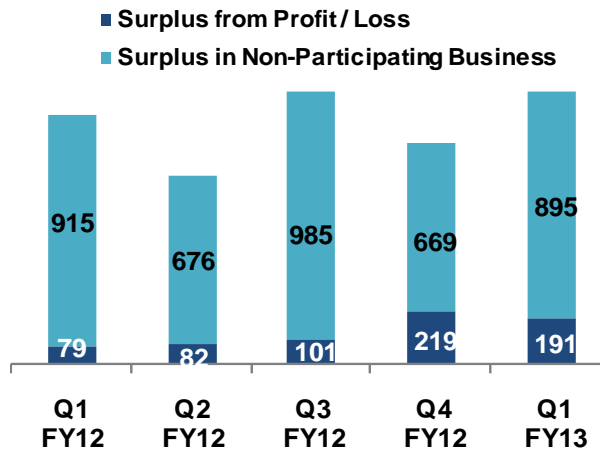
Total Premium (net of reinsurance)

(Rs. Billion)



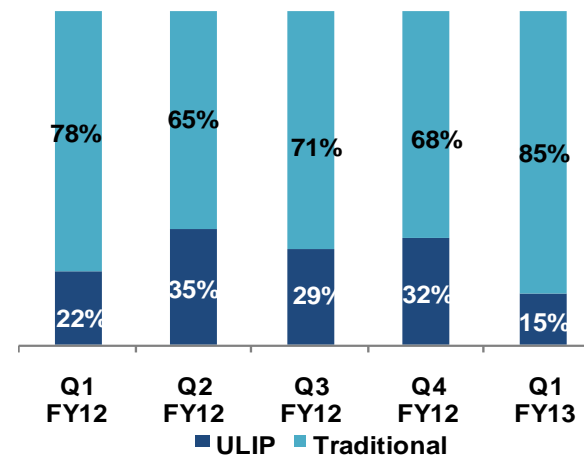
Profit Before Tax

(Rs. Million)



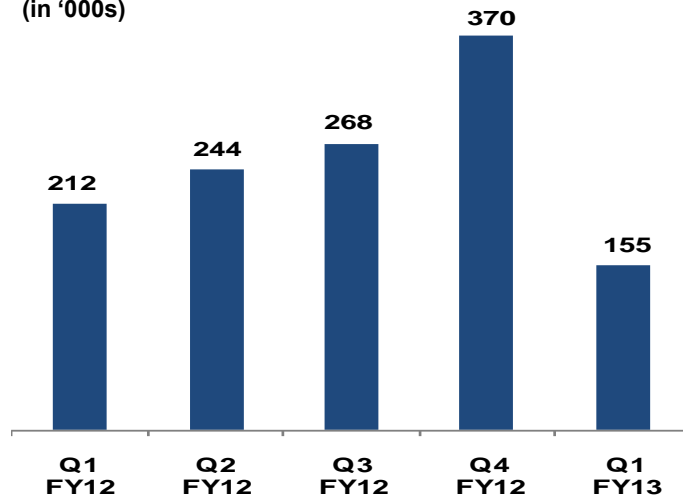
Business Mix (Individual)

(%)



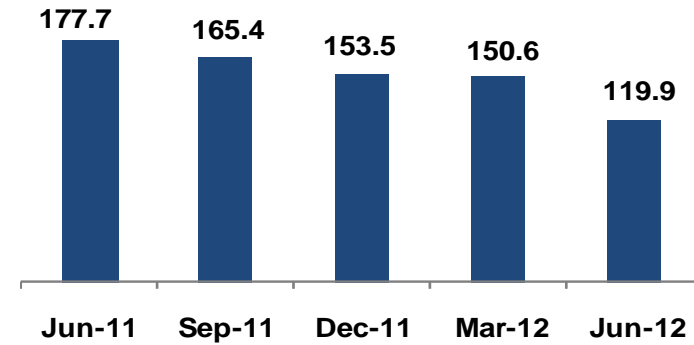
No. of individual policies sold

(in '000s)



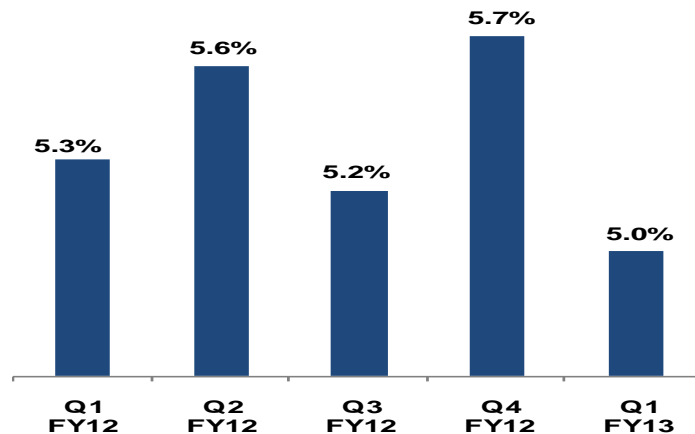
Agency Force

(in '000s)



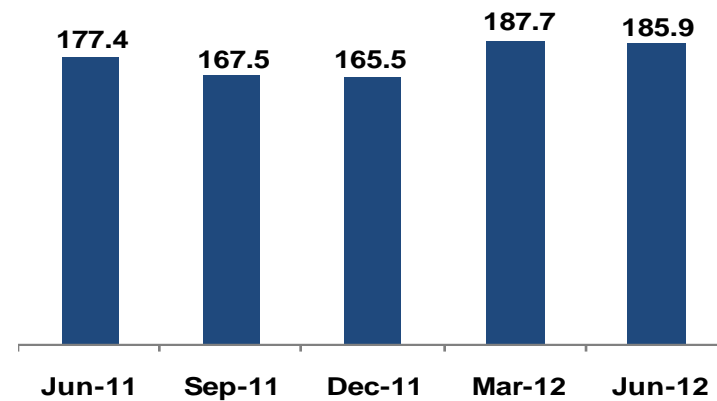
Private Sector Market Share

(%)



Funds under Management

(Rs. Billion)





Reliance Commercial Finance

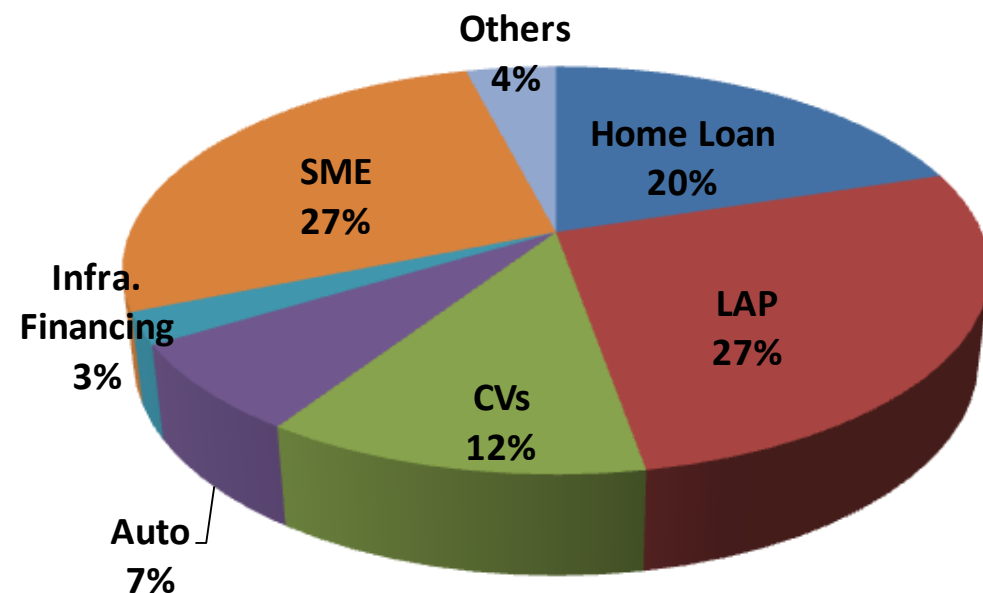
- Amongst the leading lenders in the Indian NBFC sector
- Focus on secured lending and creating good quality loan portfolio
- Nearly 100% of book secured
- Over 91,000 customers across 18 locations in India

Disbursal Target ₹	Gift Voucher ₹
up to 8,00,000	5,000
8,00,001 — 12,00,000	6,000
12,00,001 — 18,00,000	7,000
18,00,001 and more	8,000

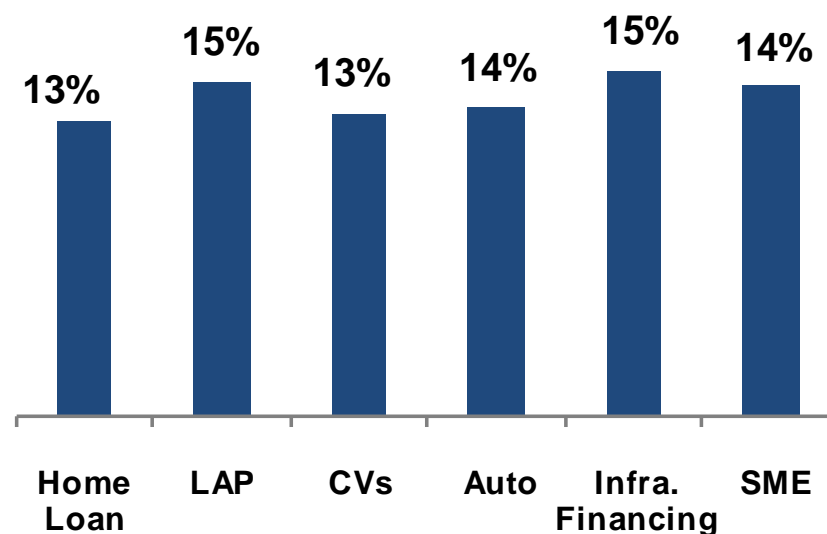
Conditions:

- Loans from SMS or AD can also be considered for the contest.
- Not for non-OD Carries, Available, etc.
- Prizes are exclusive.
- Contest ends on May 16, 2011.

Portfolio Composition

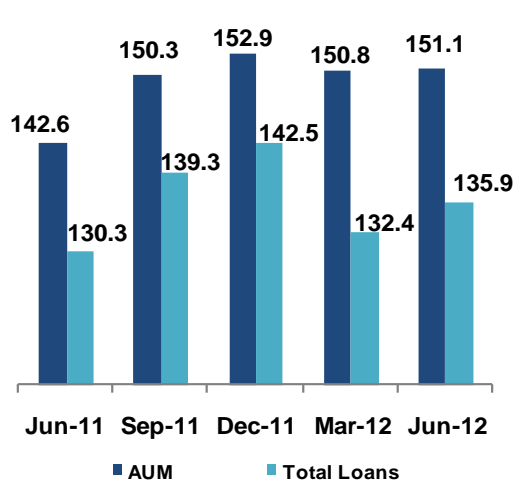


Segmental Yields



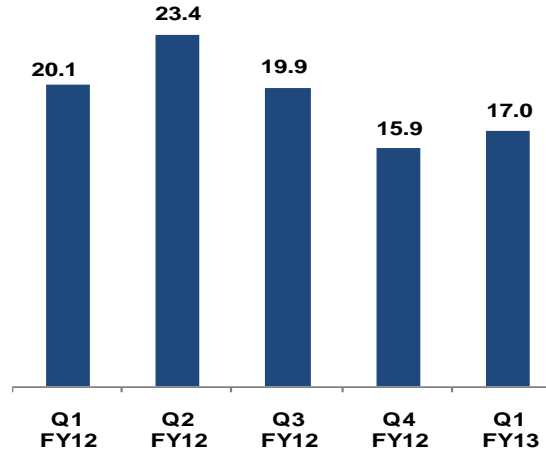
AUM and Total Loan Portfolio

(Rs. Billion)



Disbursements

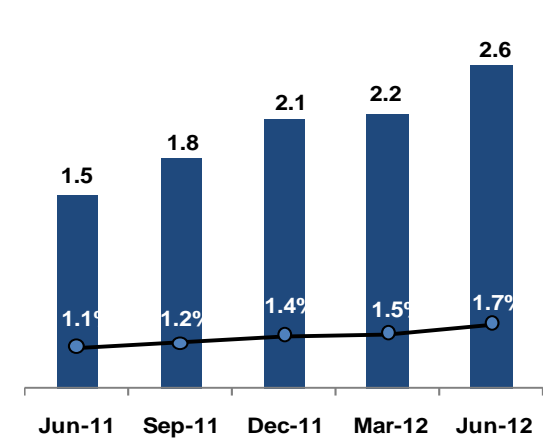
(Rs. Billion)



Gross NPLs

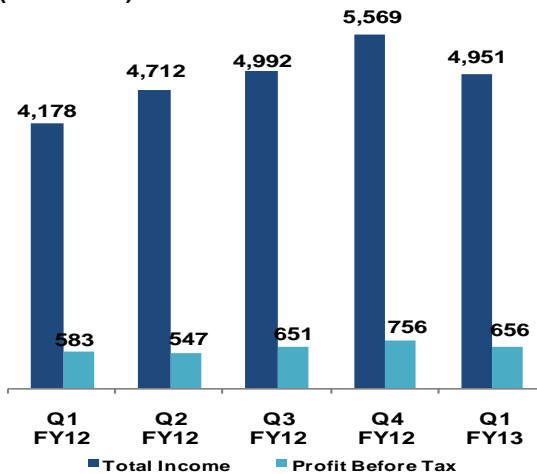
(Rs. Billion)

(%)



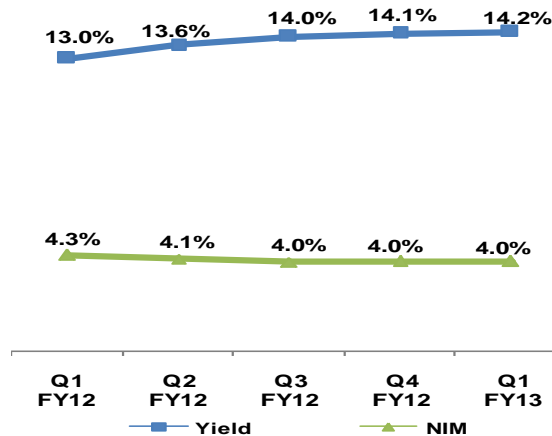
Total Income and Profit Before Tax

(Rs. Million)



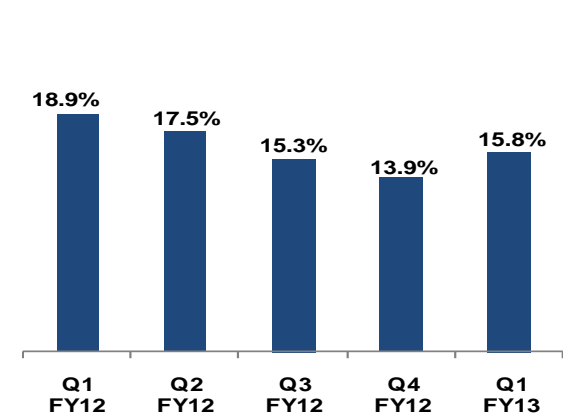
Yield and NIMs

(%)



Cost-to-income ratio

(%)





Broking and Distribution businesses

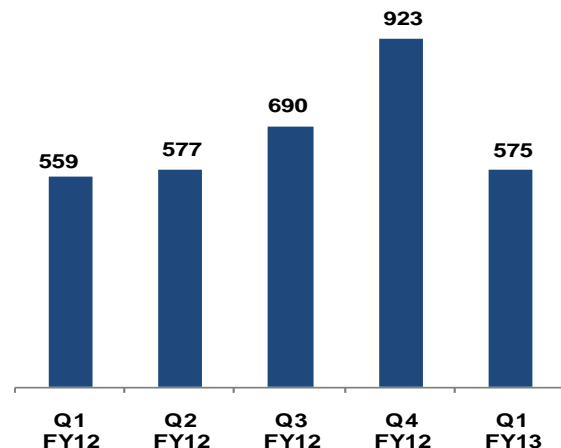
- Broking business consists of :
 - Reliance Securities that caters to the retail clientele
 - Quant Securities that focuses on the wholesale segment
- Exclusive tie-up with India Post to sell gold coins through its network
- Largest private sector partner for Western Union Money Transfer in India
- Pan India presence with over 5,800 outlets

The collage consists of four distinct advertisements:

- Top Left:** A Reliance Securities advertisement for the 'Regular Stock Purchase Plan'. It features a cup of coffee and text describing the plan's benefits, such as 'Rupee Cost Averaging' and '4 easy steps to activate your RSP Plan'.
- Top Right:** A Western Union Money Transfer advertisement. It features a man and a woman talking on mobile phones, with the headline 'CALL YOUR LOVED ONES ABROAD FOR FREE*'. It lists an 'Amazing Offer' for walk-in customers.
- Bottom Left:** An advertisement for 'RMax Subscription Plan'. It features a 1/2 paisa coin and text stating 'Now you can pay as little as 1/2 paisa brokerage'.
- Bottom Right:** An advertisement for a gold coin promotion. It features a large gold coin and text: 'Now buy gold coin of any denomination at your nearest post office from 9th Aug. 2010 to 9th Sept. 2010 and get a chance to win upto 50gms* Gold Coins'. It also includes a '6% Discount' badge and logos for Reliance Securities and India Post.

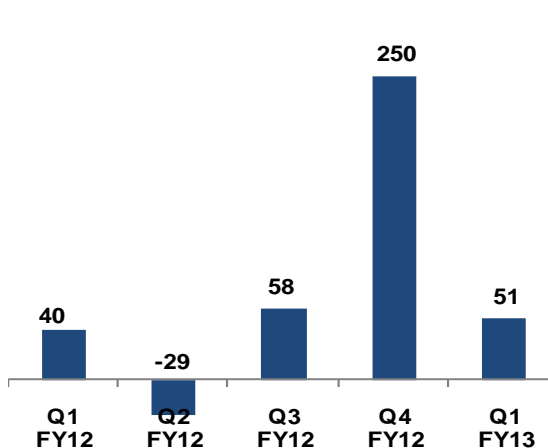
Total income

(Rs. Million)



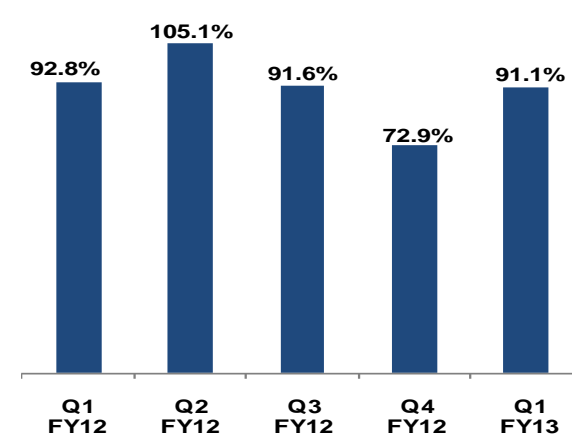
Profit Before Tax

(Rs. Million)



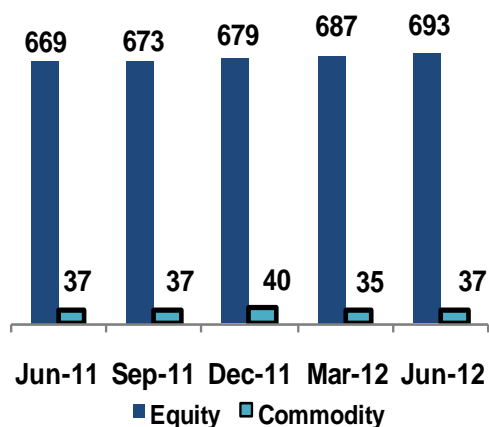
Cost-to-income ratio

(%)



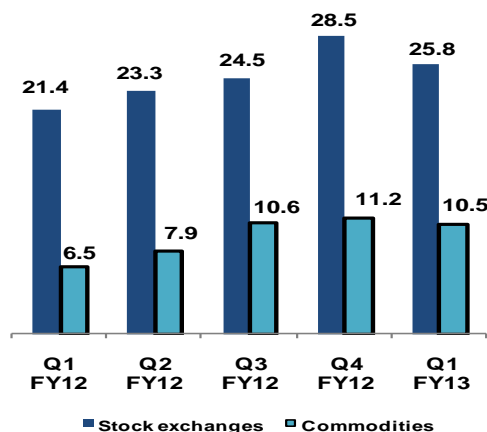
Equity and Commodity Broking Accounts

(in '000s)



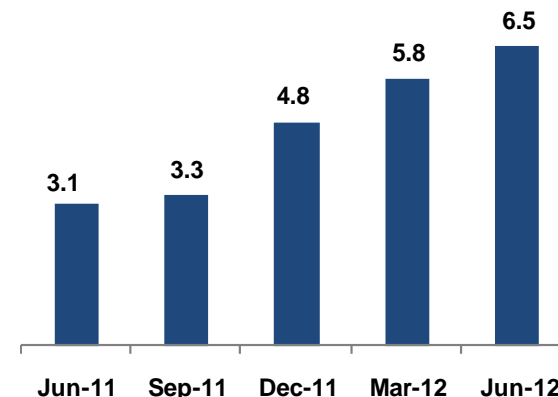
Average Daily Turnover (Stock exchanges and Commodities)

(Rs. Billion)



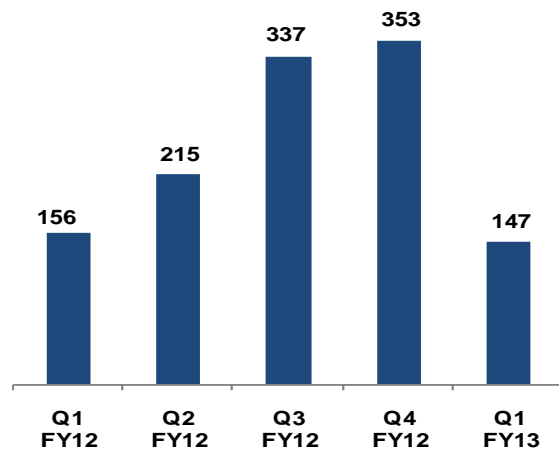
Wealth Management AUM

(Rs. Billion)



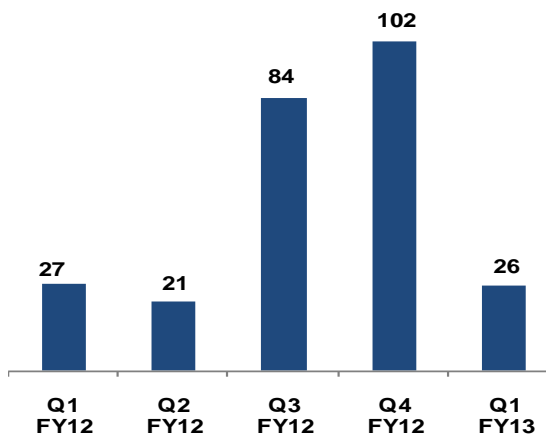
Total income

(Rs. Million)



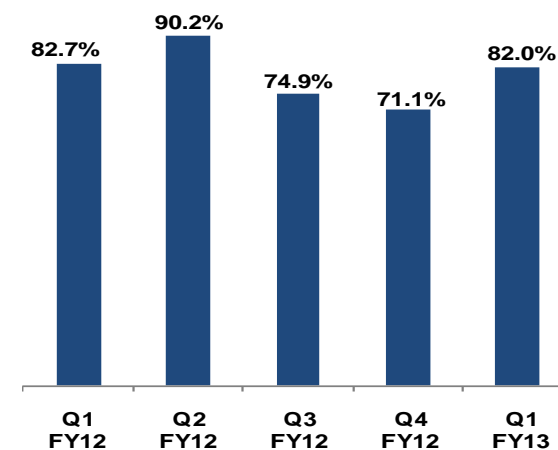
Profit Before Tax

(Rs. Million)



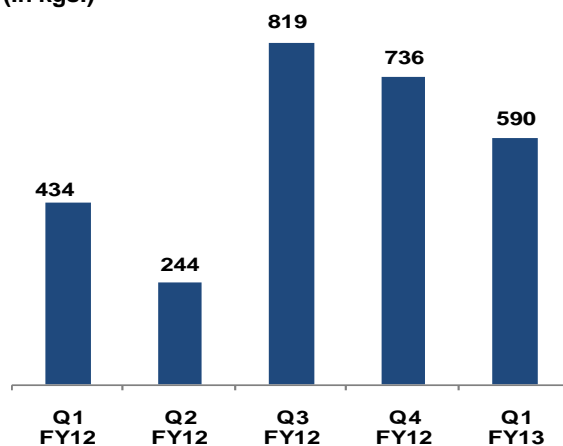
Cost-to-income ratio

(%)



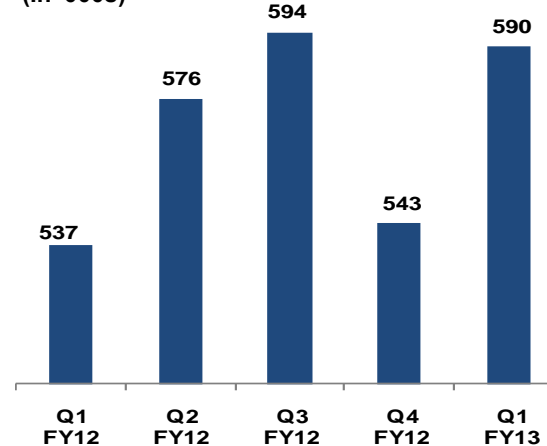
Gold Coin Distribution

(In kgs.)



Money Transfer Transactions

(In '000s)





Reliance General Insurance

- Leading private sector General Insurer with 8% market share (as on June 30, 2012)
- Over 6.6 lakh policies sold in Q1 FY13
- Wide network of 148 branches and over 7,600 intermediaries
- GWP from commercial lines of business at Rs. 1.7 billion (+28%)
- Exceptional provisioning on account of third party motor claims reserves of Rs. 205 million

Reliance Householder's Package Policy

You'll always feel at home, when you know it's secure

Policy provides you with the following unbeatable advantages

RELIANCE
General Insurance

Rs. 2 lakh cover for a couple a less than Rs. 10/- per day*

RELIANCE
General Insurance

No loading on renewal premium
No claim discount
No waiting period from renewal date at 20%
No co-payment on Pre-Existing Illness
No per disease limit
Assured renewal till 75 years

Reliance HealthWise Policy provides you with the following unbeatable advantages:

- 24 hour customer facility at more than 4000 Reliance hospitals in India
- No medical tests for persons upto 45 years of age with clean medical history
- Basic coverage of Hospitalization due to illness/accident across all plans
- Family floater (can insure for maximum cover with cost benefit)
- No deductions in Non-Network hospital claims
- Choice for change of TPA at renewal
- Assured renewal other than in case of Non-Disclosure, Misrepresentation or Fraud
- Reimbursement up to 50% for cost of pre-policy health check up
- Cost of Health Check reimbursed for each member of family after 4 claim free years
- Income Tax benefits under Section 80 D
- Coverage of pre-existing diseases after 24 years

*AC apply

You can then instantly purchase or renew your policy online in just 5 simple steps

- 1 Calculate your premium
- 2 Fill in your details
- 3 Pay online and download your policy instantly

Log onto www.reliancegeneral.co.in Buy Now!

Insurance is the subject matter of Association. RL-GF Reliance General Insurance Co. Ltd.

RELIANCE
General Insurance

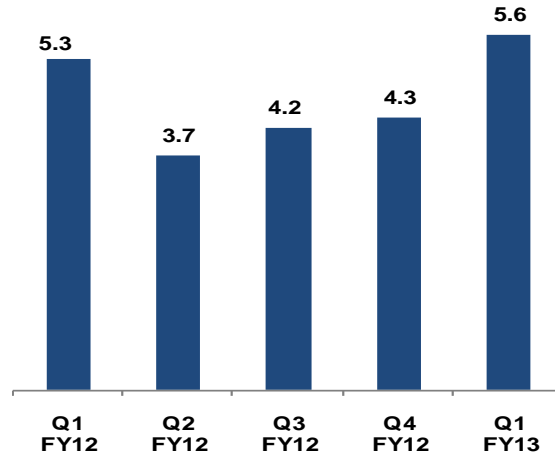
Reliance HealthWise Policy

Because the health of your family is important

Call 1800 3002 8282 or 022 3889 8282
or SMS 'health' to 55454 or visit www.reliancegeneral.co.in

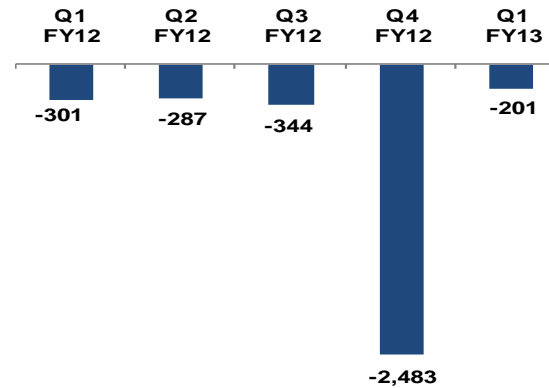
Gross Written Premium

(Rs. Billion)



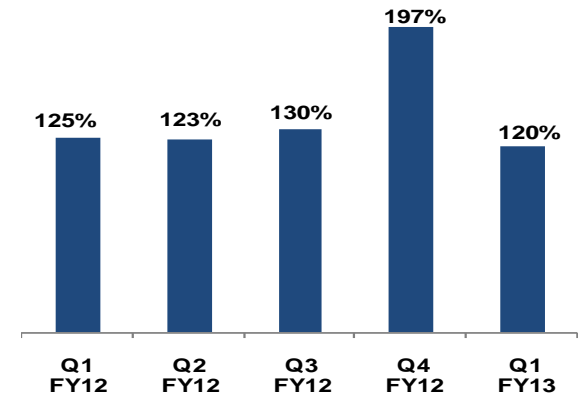
Profit Before Tax

(Rs. Million)

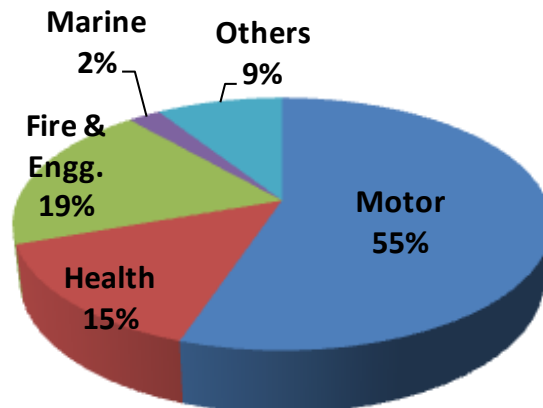


Combined Ratio

(%)

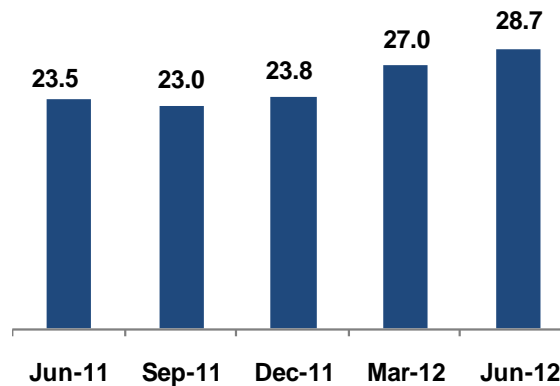


Business mix



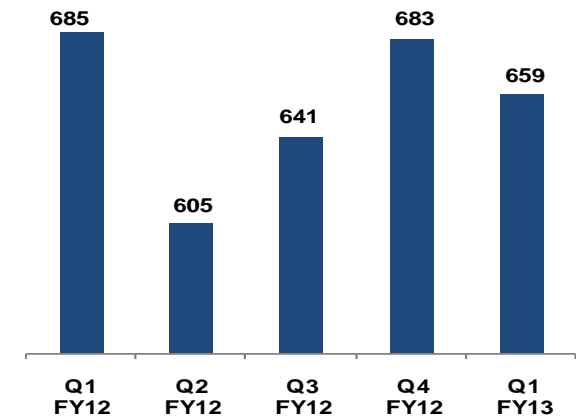
Investment Book

(Rs. Billion)



No. of policies issued

(in '000s)



Other Businesses



Reliance ExchangeNext (R Next)

- R Next acquired 26% stake, as anchor investor, in Indian Commodity Exchange Ltd. (ICEX), a screen based online derivative exchange for commodities
 - *ICEX offers products, both in the metals as well as the agriculture space*

Reliance Equity Advisors (REAL)

- Manages a private equity fund, the Reliance Alternative Investments Fund - Private Equity Scheme I; committed investments aggregating to over 74% of the fund size
- Fund continues to be closely involved with its investee companies, and these companies are performing in line with expectations

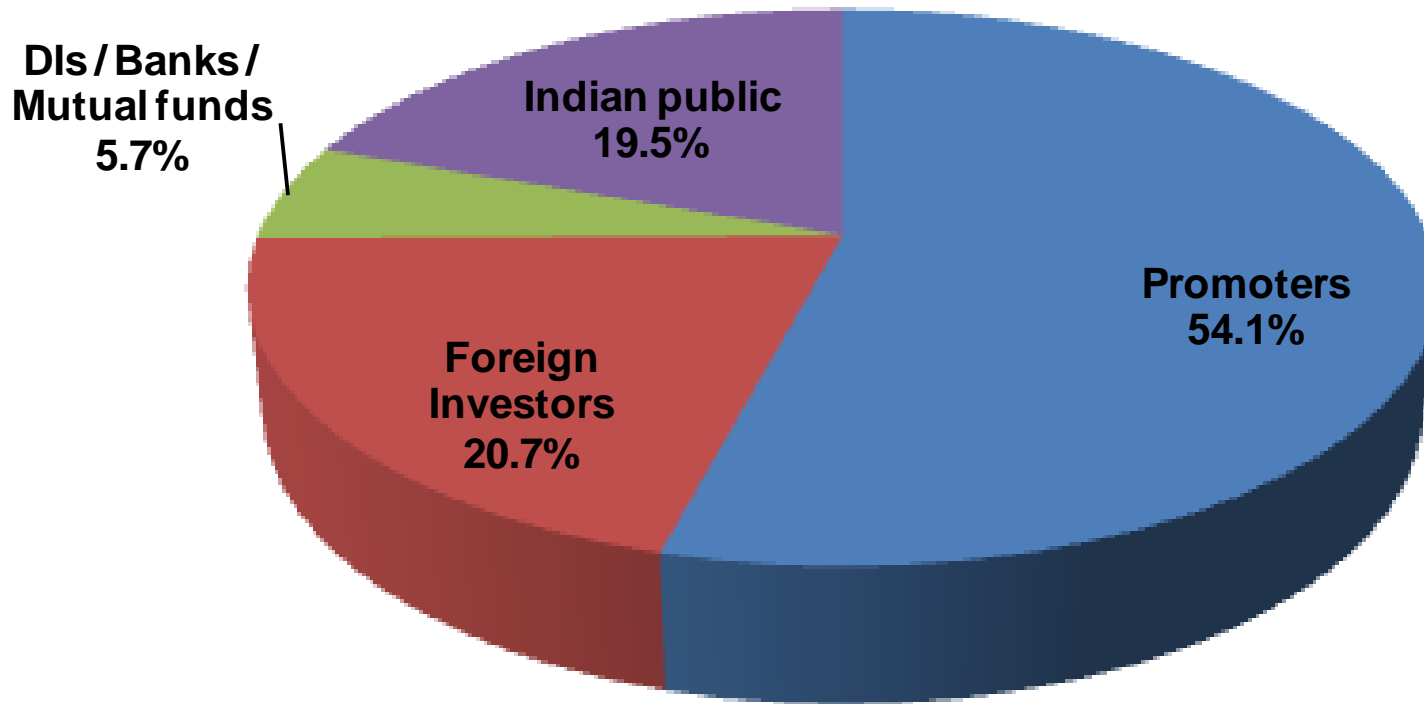
Reliance Venture Asset Management

- Venture capital arm of the Reliance Group with an investment mandate to incubate or invest into high-growth, new business ideas and is stage, sector and geography agnostic
- As on June 30, 2012, managed assets of Rs. 2.0 billion

Reliance Asset Reconstruction

- Acquiring, managing and resolving distressed assets
- As on June 30, 2012, managed assets of Rs. 0.8 billion

(As on June 30, 2012)



- 1.2 million retail shareholders
- Constituent of CNX Nifty Junior and MSCI India
- Traded in futures & options segment

25
YEARS
OF TRUST

ReLIANCE

Thank you

ReLIANCE

Annexure



Balance Sheet

(Rs. Million)	June 30, 2012	Mar 31, 2012	June 30, 2011	Mar 31, 2011
Capital	2,462	2,462	2,462	2,462
Reserves	117,104	116,533	77,458	77,066
Borrowings	206,703	195,899	207,696	203,746
Other Liabilities	49,283	38,544	38,155	37,599
Total	375,552	353,436	325,771	320,873
Cash / bank balance	9,205	11,251	10,899	16,343
Investments	148,672	147,597	121,916	123,017
Loans	181,316	168,673	171,064	157,407
Fixed assets	2,766	2,811	2,220	2,142
Other Assets	33,594	23,104	19,672	21,964
Total	375,552	353,436	325,771	320,873
Tier I *	17.2%	18.0%	17.5%	17.7%
Tier II *	2.6%	2.2%	0.2%	0.2%
Capital Adequacy *	19.8%	20.2%	17.6%	17.8%

* Based on standalone financials

Funding Profile

(Rs. Million)	June 30, 2012	Mar 31, 2012	June 30, 2011	Mar 31, 2011
Bank Loans	109,348	104,861	102,949	102,142
Commercial Papers	40,262	29,322	38,901	44,613
NCDs	56,548	61,167	60,588	56,450
Others	544	550	5,258	541
Total	206,703	195,899	207,696	203,746

Profit & Loss statement

(Rs. Million)	Q1 FY13	Q1 FY12	Change (y-o-y)	Q4 FY12	Change (q-o-q)	FY 2012
Interest Income	7,443	6,691	11%	7,567	(2)%	28,217
Capital Gains / Dividend	1,184	268	341%	4,527	(74)%	7,935
Premium Earned	5,780	5,248	10%	6,402	(10)%	19,343
Mgmt. & Advisory Fee	1,229	1,492	(18)%	1,927	(36)%	6,138
Brokerage & Comm.	597	580	3%	454	31%	2,093
Other Income	524	643	(18)%	(859)	-	2,543
Total Income	16,758	14,921	12%	20,019	(16)%	66,269
Interest & Fin. Charges	5,678	5,130	11%	5,646	1%	22,501
Other Expenses	10,347	9,167	13%	11,562	(11)%	38,576
Total Expenses	16,025	14,297	12%	17,208	(7)%	61,076
Profit before tax	733	624	17%	2,811	(74)%	5,192
Profit after tax	435	368	18%	1,960	(78)%	3,295

Profit & Loss statement

(Rs. Million)	Q1 FY13	Q1 FY12	Change (y-o-y)	Q4 FY12	Change (q-o-q)	FY 2012
Income	1,520	1,674	(9)%	1,792	(15)%	6,647
Expenses	934	966	(3)%	781	20%	3,571
Profit before tax	586	709	(17)%	1,011	(42)%	3,076

(Rs. Million)	June 30, 2012	Mar 31, 2012	June 30, 2011	Mar 31, 2011
Debt	508,287	473,949	672,107	676,990
Equity	270,876	280,663	329,140	334,430
Gold	27,781	26,506	11,347	4,340
Managed Accounts	14,190	14,565	16,966	19,388
Pension Funds	616,210	594,587	-	444,483
Hedge Funds	25,275	18,263	11,803	12,149
Total AAUM	1,462,620	1,408,533	1,041,362	1,491,780

Profit & Loss statement

(Rs. Million)	Q1 FY13	Q1 FY12	Change (y-o-y)	Q4 FY12	Change (q-o-q)	FY 2012
First year premium	2,221	2,317	(4)%	5,868	(62)%	14,364
Single premium	284	313	(9)%	1,476	(81)%	3,729
Total New business premium	2,505	2,630	(5)%	7,343	(66)%	18,093
Renewal Premium	5,652	8,161	(31)%	12,318	(54)%	36,883
Total premium (net of reinsurance)	8,102	10,749	(25)%	19,587	(59)%	54,702
Profit before tax	191	79	140%	3,463	(94)%	3,726
Total funds under management	185,860	177,353	5%	187,666	(1)%	187,666
Capital infused	-	-	-	-	-	3,000

Profit & Loss statement

(Rs. Million)	Q1 FY13	Q1 FY12	Change (y-o-y)	Q4 FY12	Change (q-o-q)	FY 2012
Disbursements	17,023	20,100	(15)%	15,913	7%	79,373
Net Interest Income	1,325	1,215	9%	1,333	(1)%	5,104
Total Income	4,951	4,178	19%	5,569	(11)%	19,450
Total expenses	784	789	(1)%	772	2%	3,150
Interest expenses	3,351	2,673	25%	3,495	(4)%	12,801
Provisions	159	133	19%	547	(71)%	963
Profit before tax	656	583	13%	756	(13)%	2,537

Profit & Loss - Broking

(Rs. Million)	Q1 FY13	Q1 FY12	Change (y-o-y)	Q4 FY12	Change (q-o-q)	FY 2012
Total Income	575	559	3%	923	(38)%	2,749
Total expenses	524	518	1%	673	(22)%	2,430
Profit before tax	51	40	26%	250	(80)%	320

Profit & Loss - Distribution

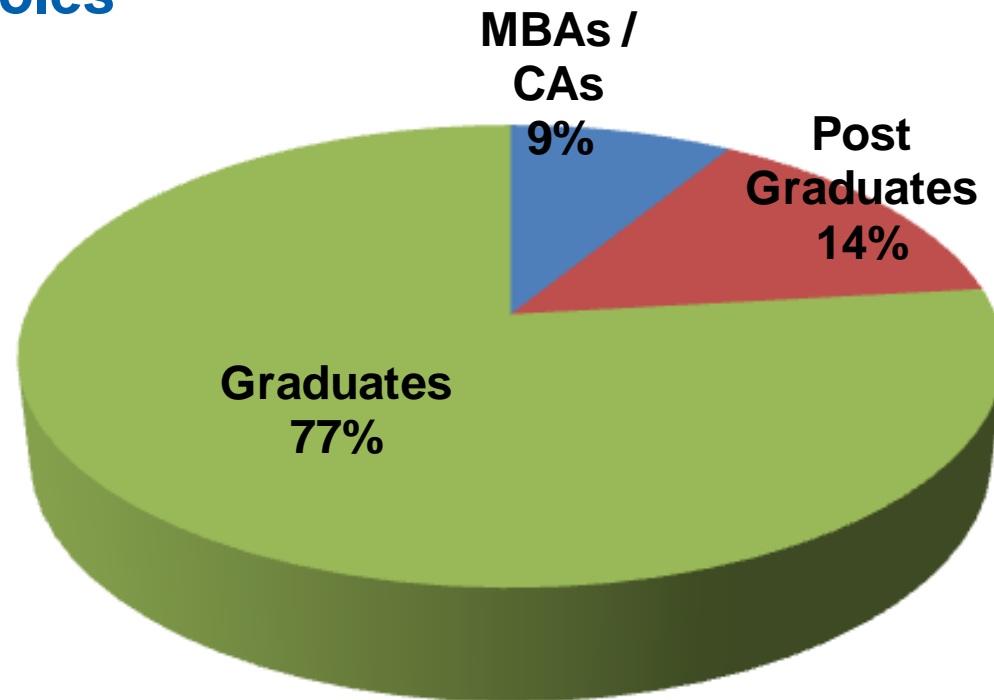
(Rs. Million)	Q1 FY13	Q1 FY12	Change (y-o-y)	Q4 FY12	Change (q-o-q)	FY 2012
Total Income	147	156	(6)%	353	(58)%	1,060
Total expenses	120	129	(7)%	251	(52)%	826
Profit before tax	26	27	(2)%	102	(74)%	234

Profit & Loss statement

(Rs. Million)	Q1 FY13	Q1 FY12	Change (y-o-y)	Q4 FY12	Change (q-o-q)	FY 2012
Gross Written Premium	5,635	5,260	7%	4,326	30%	17,479
Profit / (loss) before tax	(201)	(301)	-	(2,483)	-	(3,416)
Investment book	28,686	23,497	22%	27,021	6%	27,021
Combined ratio	120%	125%	-	197%	-	145%
No. of policies issued	0.7	0.7	(4)%	0.7	(3)%	3

- 16,730 employees
- 76% in Customer Facing roles
- Young workforce
- 23% Post Graduates and Professionals
- Nearly 1,900 women employees

Qualification profile



Young & vibrant workforce - average age of 33 years