

Results for the quarter ended June 30, 2015

Investor Presentation

August 14, 2015

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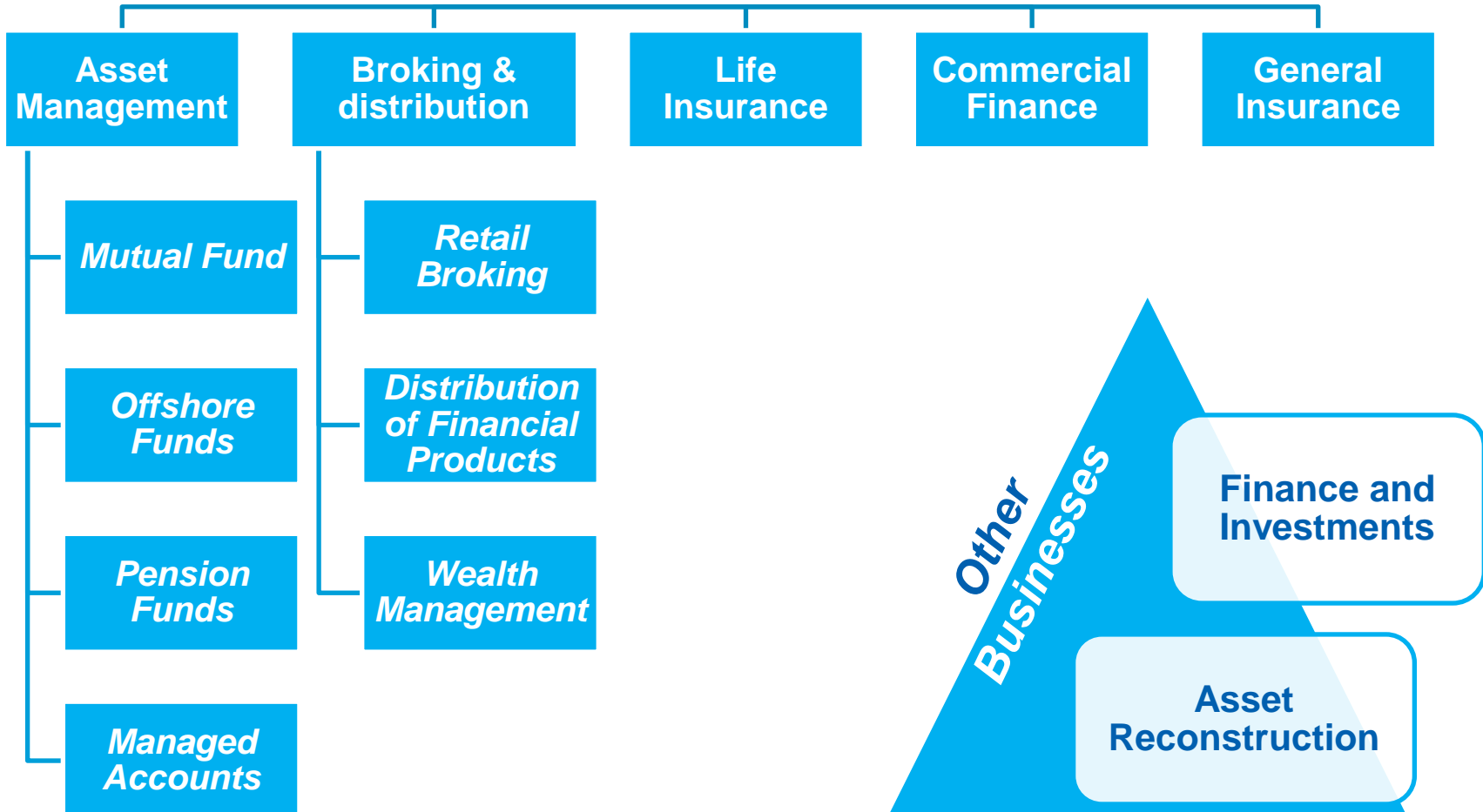
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Overview - Strong Fundamentals



Amongst India's Largest Non Banking Financial Companies

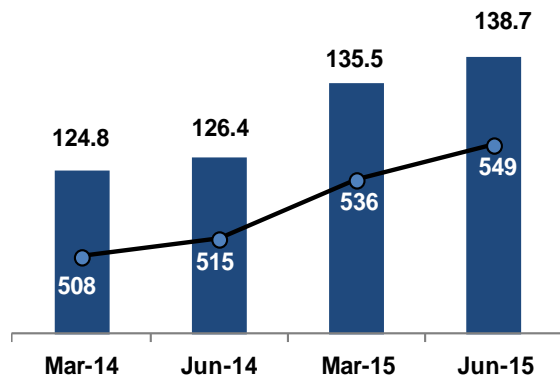
Core Businesses



Networth and Book value Per Share

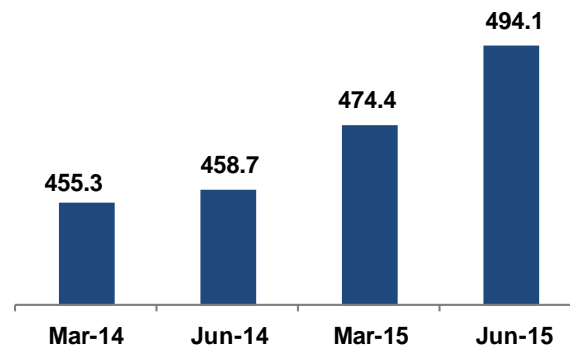
(Rs. Billion)

(Rs.)



Total Assets

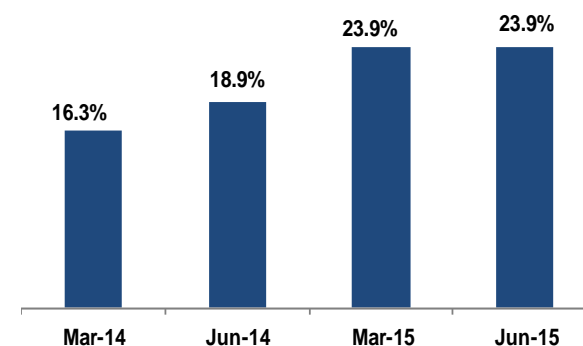
(Rs. Billion)



Capital Adequacy

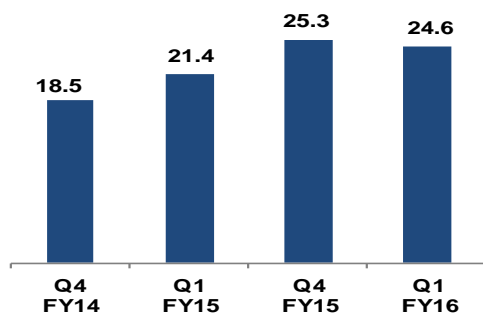
(%)

** Based on standalone financials*



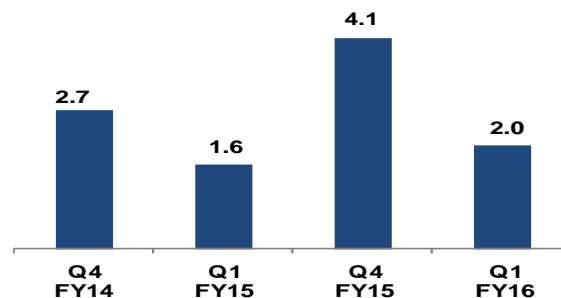
Total Income

(Rs. Billion)



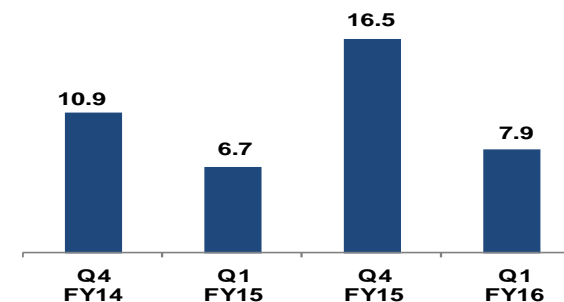
Profit After Tax

(Rs. Billion)



Earnings Per Share

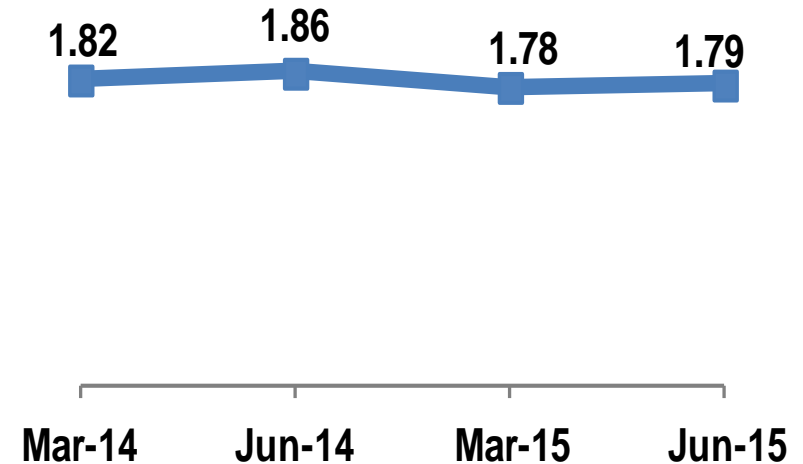
(Rs.)



** Q4 FY15 results include one-time capital gains on stake sale in RCAM*

Net debt - equity ratio: 1.79

- **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*



Highest ratings for our borrowing programmes



Reliance Life Insurance



Amongst the Top 5 Private Sector Life Insurers in India

Sustained market leadership

- ✓ Ranked 5th in the private sector (in terms of Individual WRP)
 - Third largest private player in the non-bancassurance space
- ✓ 5% market share in the private sector (in terms of Individual WRP)

Emphasis on profitable business

- ✓ Traditional business contributed 87% of Individual NBP (Q1 FY15 - 74%)
 - Non-par focused product strategy (79% of individual new business)

Focus on agency and proprietary channels

- ✓ Agency and Proprietary channels contribute approx. 80% of Ind. WRP
 - Share of Proprietary channel rose from 13% to 17% in Q1 FY16
- ✓ Persistency improved from 52% in Q1 FY15 to 56% in Q1 FY16
- ✓ Nationwide network with approx. 900 offices and over 100,000 distribution touch points

Key metrics - Q1 FY16

NB Premium: Rs. 3.0 billion

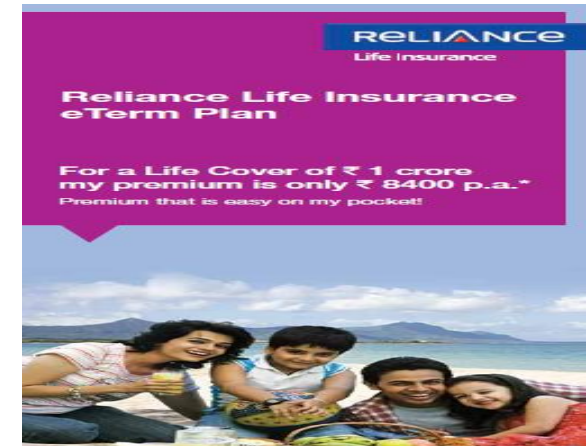
Individual WRP: Rs. 1.6 billion

Persistency: 56%

AUM: Rs. 159.1 billion

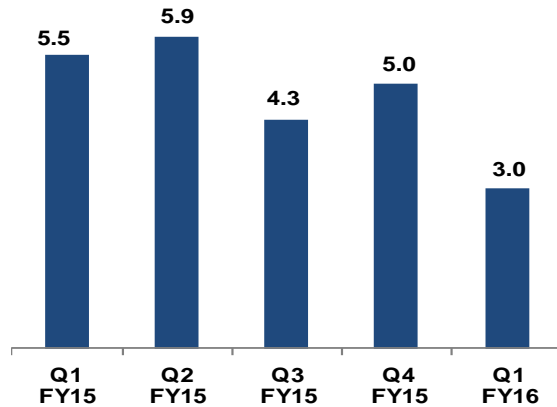
**Policies in force (individual):
Over 3 million**

Solvency margin: 362%



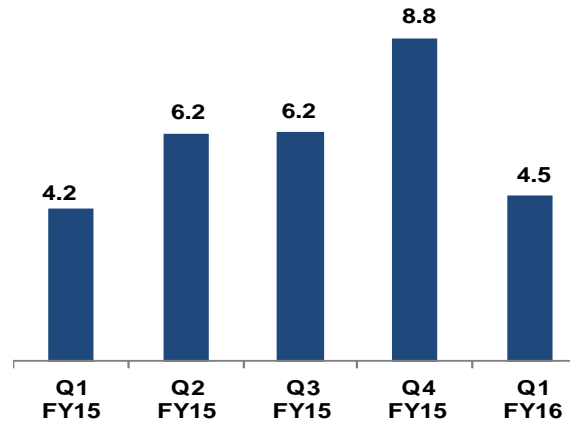
New Business Premium

(Rs. Billion)



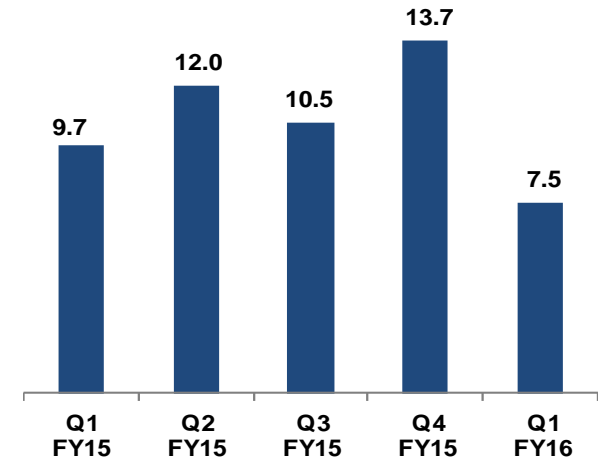
Renewal Premium

(Rs. Billion)



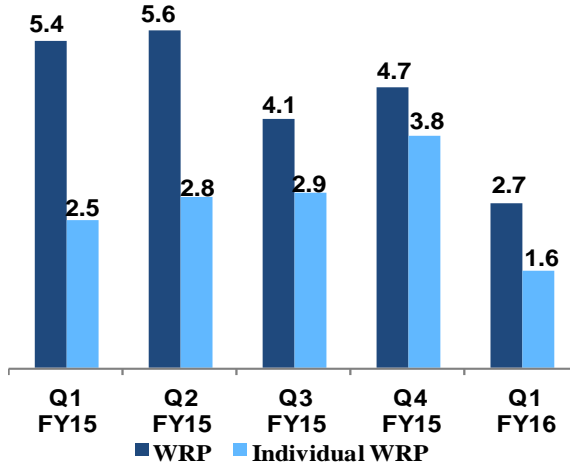
Total Premium (net of reinsurance)

(Rs. Billion)



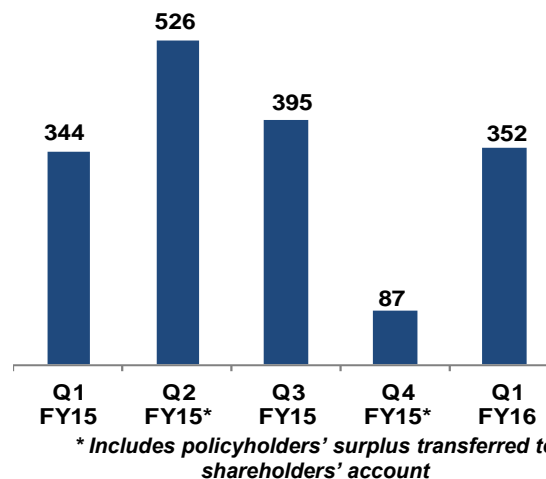
Weighted Received Premium

(Rs. Billion)



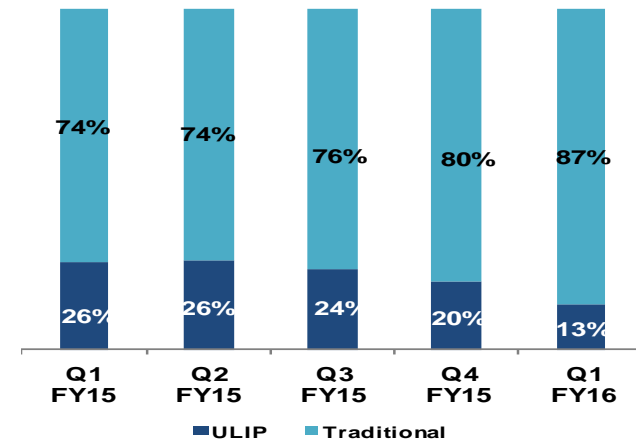
Profit Before Tax

(Rs. Million)



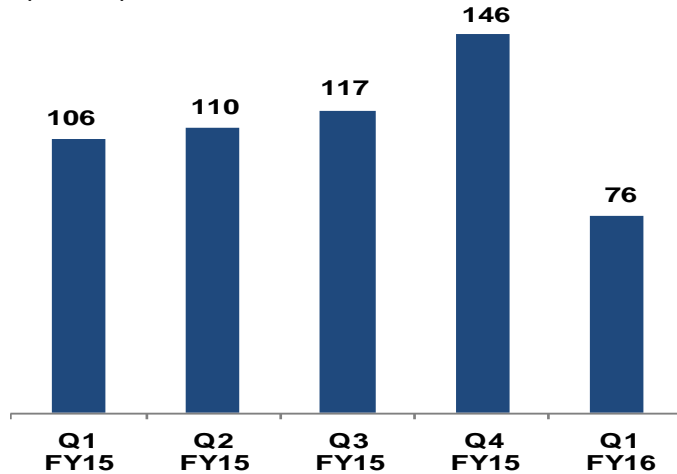
Business Mix (Individual)

(%)

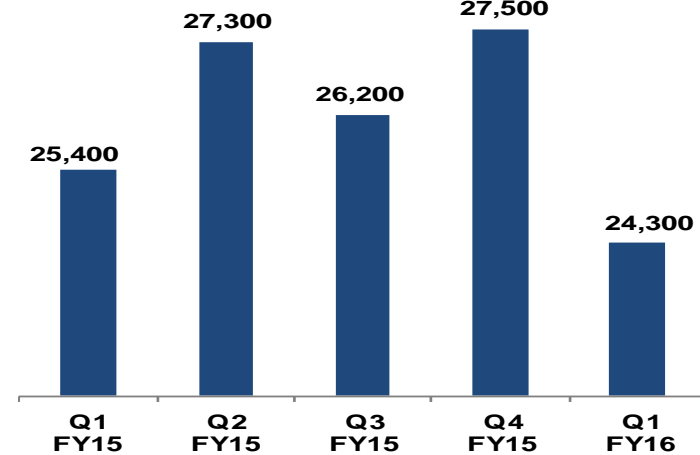


No. of individual policies sold

(in '000s)



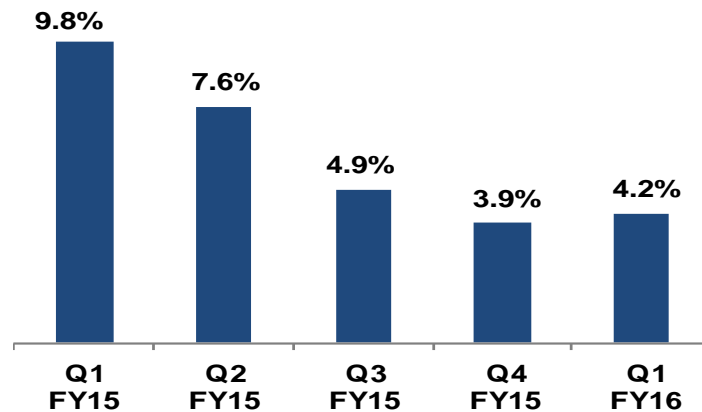
Average Ticket Size (approx.)



Private Sector Market Share

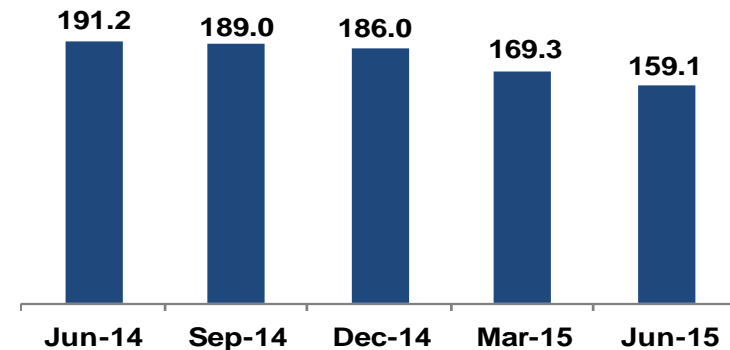
(%)

(in terms of New Business Premium)



Funds under Management

(Rs. Billion)



A modern living room with a white sofa, a coffee table, and large windows. The room is bright and airy, with a white rug and a wooden floor. A large blue arrow points from the text to the right.

Reliance General Insurance

Amongst the Top 5 private Sector General Insurance Companies in India

Market leadership

- ✓ Ranked 5th in the private sector (in terms of Gross Premium)
- ✓ 8.6% market share in the private sector

Continued emphasis on robust business model

- ✓ Premium from commercial lines of business rose by 8% in Q1 FY16
- ✓ Manual cover-notes reduced from 5% in Q1 FY15 to 3% in Q1 FY16

Building efficient and nationwide distribution footprint

- ✓ Wide network of over 125 branches
- ✓ Intermediaries rose to nearly 18,000

Focus on profitable business

- ✓ Emphasis on commercial lines and individual health segments
- ✓ Return on equity increased to 12% in Q1 FY16

Key metrics - Q1 FY16

GWP: Rs. 8.6 billion

Investments: Rs. 51.9 billion

PBT : Rs. 295 million

Combined ratio: 115%

RoE: 12%



Did you know?
Depreciation of your car is proportional to its age

Age	Depreciation Rate
Less than 6 months	5%
6 months to 1 year	15%
1 to 2 year	20%
2 to 3 year	30%

RELIANCE
General Insurance

Now Get a Complete Claim with your Car Insurance
No Depreciation. No Deduction

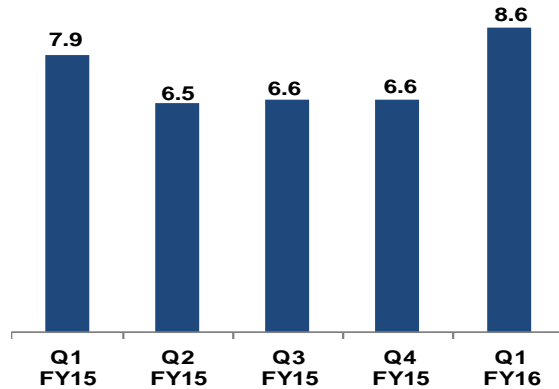
For More Details:

- SMS 'Motor NIL' to 55454
- Visit www.reliancegeneral.co.in
- Call 1800 3002 8282 (toll free) or 022 3989 8282 (charges apply)

For more details on risk factors, terms & conditions please refer sales brochure carefully before concluding sale. Insurance is the subject matter of solicitation. Reliance General Insurance Co. Ltd.

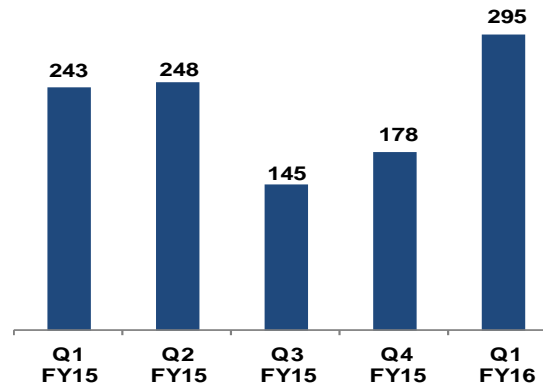
Gross Written Premium

(Rs. Billion)



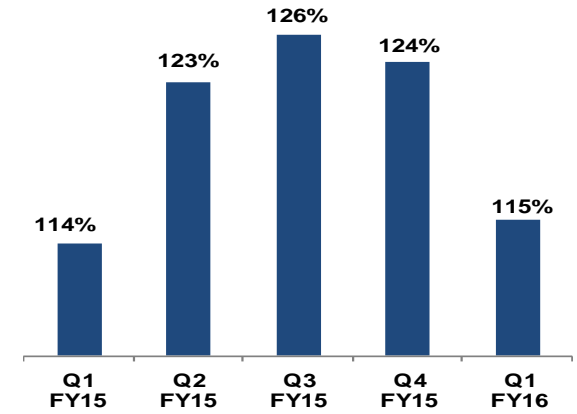
Profit Before Tax

(Rs. Million)

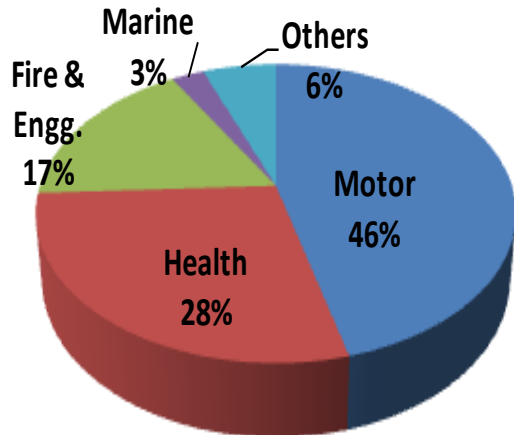


Combined Ratio

(%)

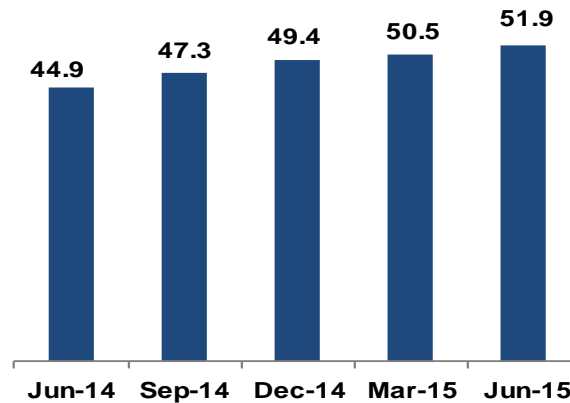


Business mix



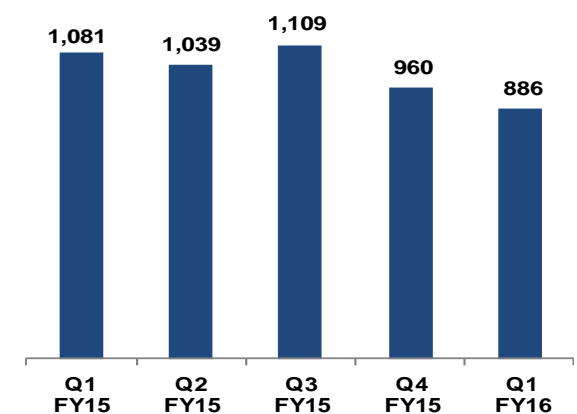
Investment Book

(Rs. Billion)



No. of policies issued

(in '000s)





Reliance Commercial Finance



A leading financier in the SME segment

Focus on profitable business

- ✓ NIM at 5.4%; return on equity at 12.5% (Q1 FY15 - 11.7%)
- ✓ Disbursements in Q1 FY16 were Rs. 25.3 billion (+24%)
- ✓ Cost-to-income ratio declined from 17.0% to 15.9% in Q1 FY16

Reliance Housing Finance Limited

- ✓ AUM increased to Rs. 62.3 billion (+61%)
- ✓ Disbursements rose to Rs. 10.3 billion (+169%) in Q1 FY16
- ✓ Profit before tax was Rs. 377 million (+145%) in Q1 FY16
- ✓ Return on equity at 20% (Q1 FY15 - 9%)

Building efficient and nationwide distribution footprint

- ✓ Present in 44 cities
- ✓ Over 5,000 distribution partners across the country
- ✓ Caters to 70,600 customers

Key metrics - Q1 FY16

Total income: Rs. 6.1 billion


PBT : Rs. 798 million

AUM: Rs. 203.2 billion

Gross NPAs: 2.8% (90-day DPD)

RELIANCE
Commercial Finance

Take your business to greater heights with tailor-made **Reliance SME Loans.**



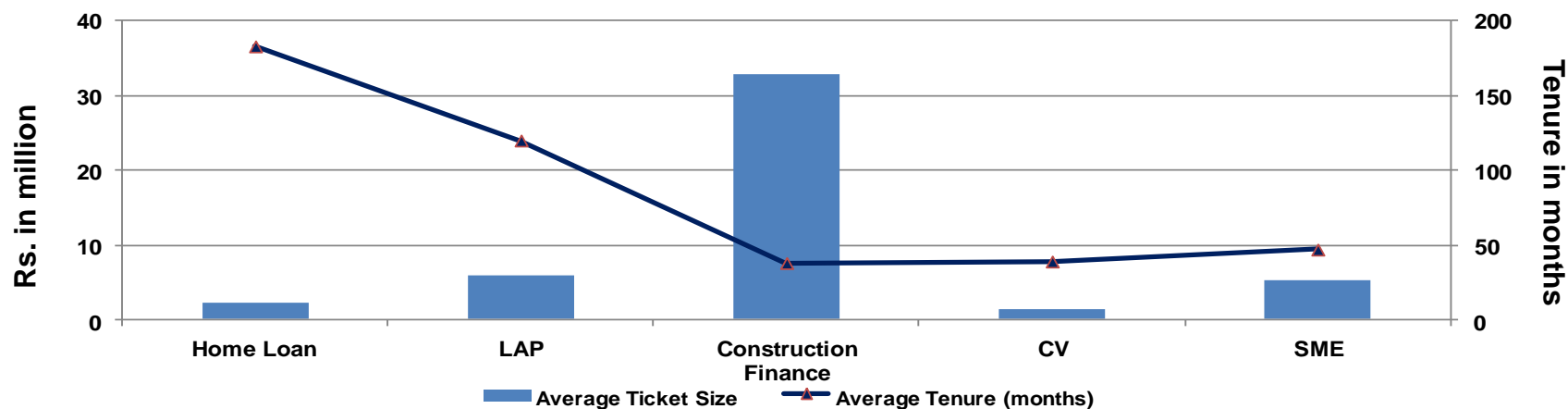
- Finance offerings tailored for the individual needs of various industries
- Instant loan processing at competitive rates
- Flexible loan tenure and easy repayment options
- Waiver of secondary collateral on loans up to ₹ 1 crore**

SMS **SMEF** to **55454***
www.reliancecf.com

SMEF charges are applicable.
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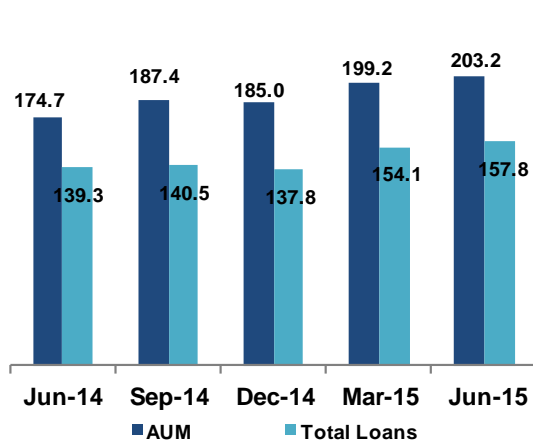
(As on Jun 2015)

Segment	Focus Area for growth	LTV	Share in total	Avg. Yield
Home Loan	Self Employed / Affordable Housing in Tier I & II cities	57%	20%	11.9%
LAP	Self employed / SMEs	48%	20%	15.3%
Construction Finance	Developer Financing	31%	10%	17.1%
Commercial Vehicles	Small operators / FTBs / Agriculturists	85%	11%	15.4%
SME	Cluster-based growth approach	73%	26%	15.2%



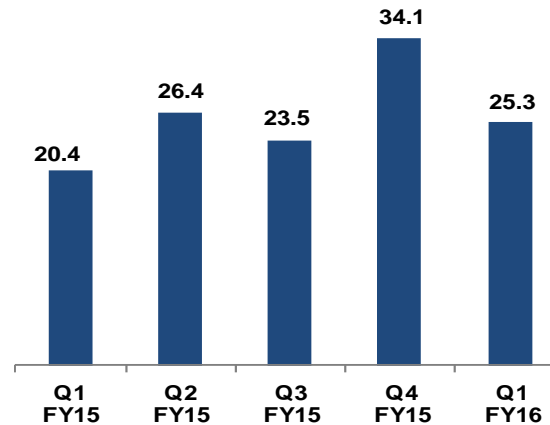
AUM and Total Loan Portfolio

(Rs. Billion)



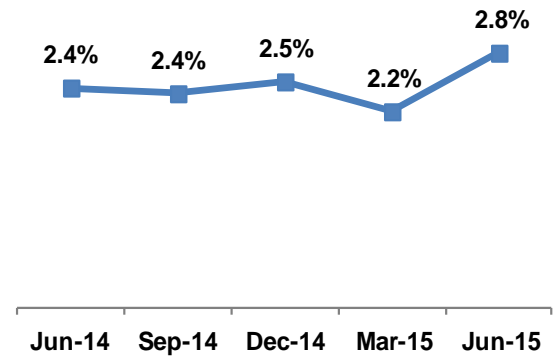
Disbursements

(Rs. Billion)



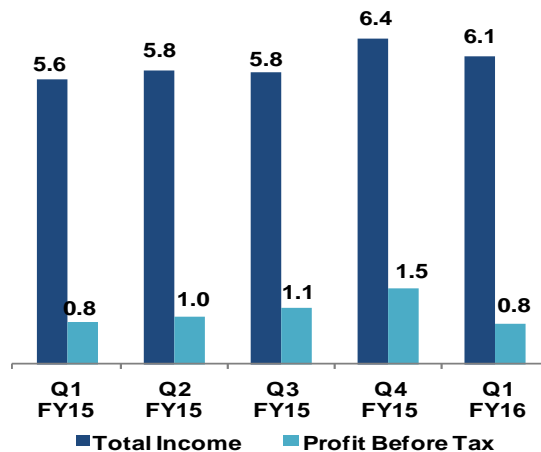
Gross NPLs

(%)



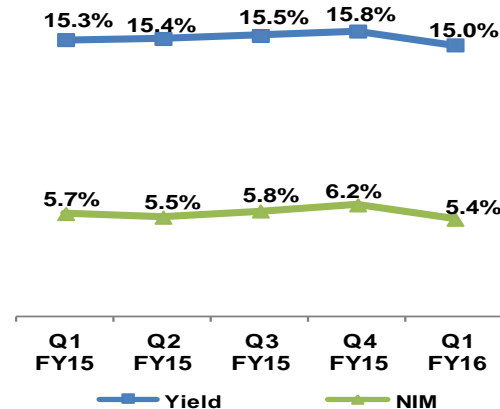
Total Income and Profit Before Tax

(Rs. Billion)



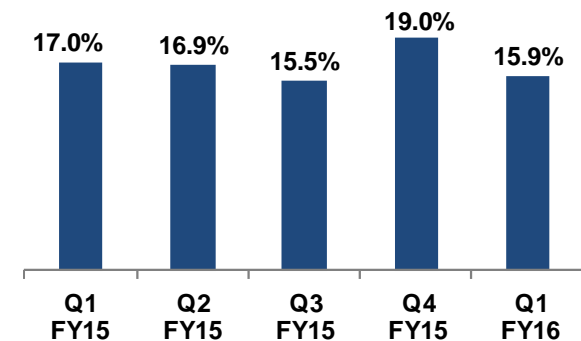
Yield and Net Interest Margins

(%)



Cost-to-income ratio

(%)



A man with dark hair and glasses, wearing a dark suit and a light blue shirt, is sitting at a desk. He has his hand to his chin in a thoughtful pose. In the foreground, there are five piggy banks of different colors: light green, purple, white, yellow, and pink. The pink piggy bank is the largest and has floral and fruit patterns. A large blue arrow points from the text box towards the piggy banks. A round clock is visible on the wall behind the man.

Reliance Capital Asset Management

Amongst the Top 3 Mutual Funds in the country

Sustained market leadership

- ✓ Mutual Fund industry - 12% market share
- ✓ Amongst the Top 3 players in the equity segment

Continued focus on improving profitability

- ✓ Profit before tax rose by 21%; return on equity at 24% (Q1 FY15 - 21%)
- ✓ Equity AAUMs comprised of 32% of the overall AAUMs (Q1 FY15 - 25%)

Diversified AUM base; continued retail focus

- ✓ Highest AUM in B15 category amongst private sector AMCs
- ✓ Over 1.3 million SIP and STP folios as on June 30, 2015
- ✓ Highest sequential growth in retail AUMs amongst top 5 AMCs

Building efficient and nationwide footprint

- ✓ 170 customer touch points and over 46,400 empanelled distributors

Key metrics - Q1 FY16

Average AUM: Rs. 2.4 trillion

Average MF AUM:
Rs. 1.4 trillion

Total Income: Rs. 3.1 billion

Profit before tax: Rs. 1.1 billion

enrich your investments with vision



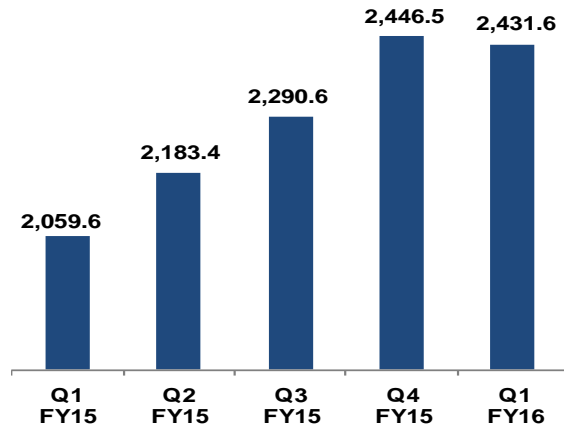
Reliance
Vision Fund

An Open-ended Equity Growth Scheme



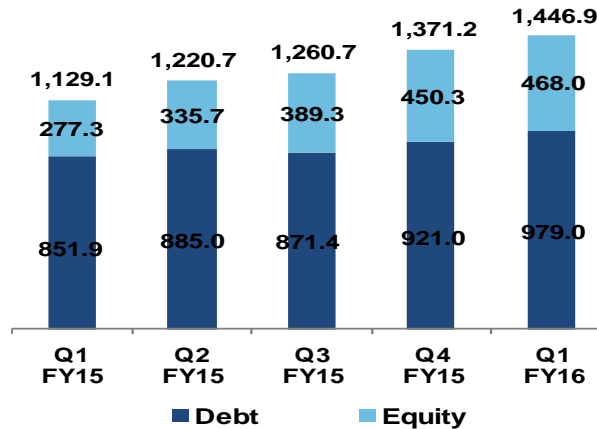
Average Assets under Management

(Rs. Billion)



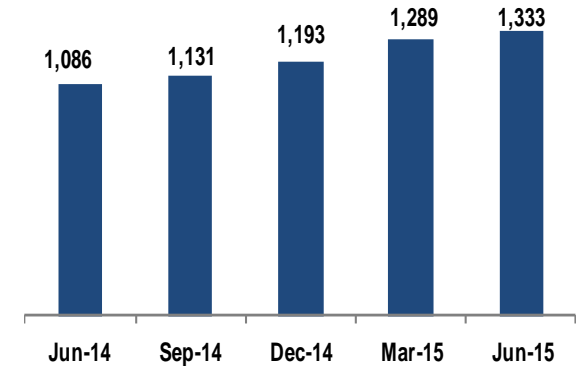
Average Mutual Fund AUMs*

(Rs. Billion)



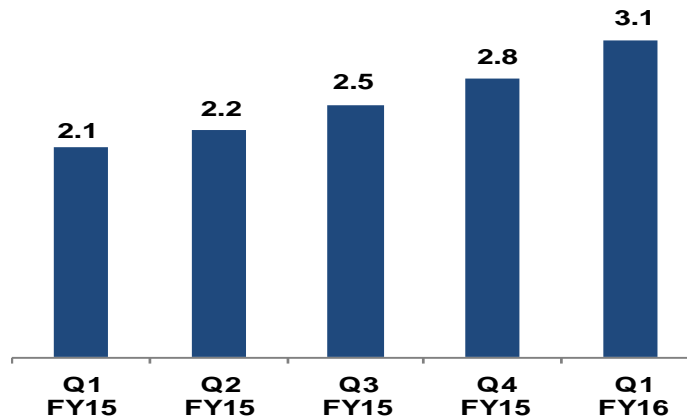
No. of SIPs and STPs

(In '000s)



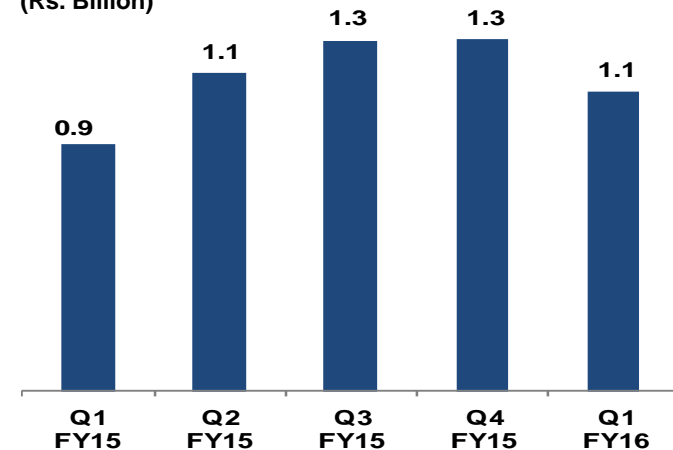
Total Income

(Rs. Billion)



Profit Before Tax

(Rs. Billion)



* average assets under management for the quarter



Broking and Distribution businesses

Retail Broking

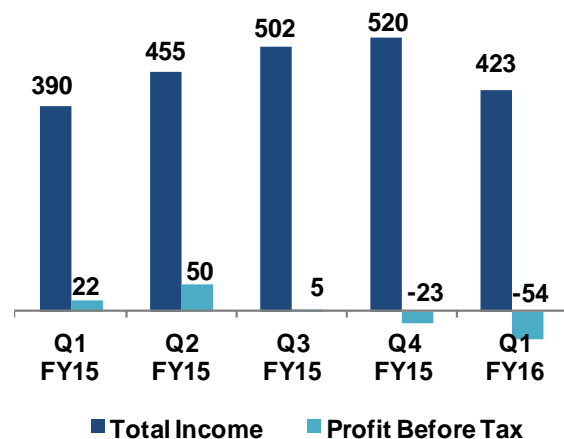
- ## Wealth Management

- ## Distribution

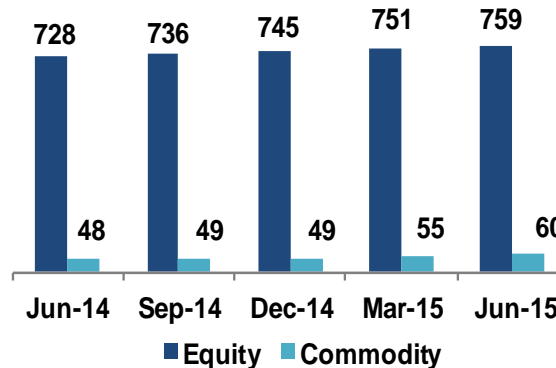
- Wealth Management AUM:**
Rs. 16.7 billion



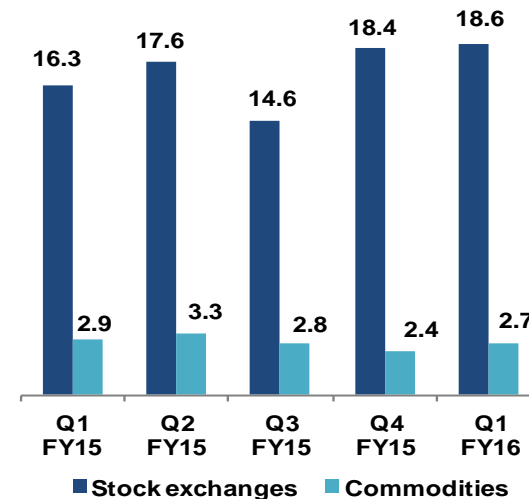
Broking
Total income & Profit Before Tax
(Rs. Million)



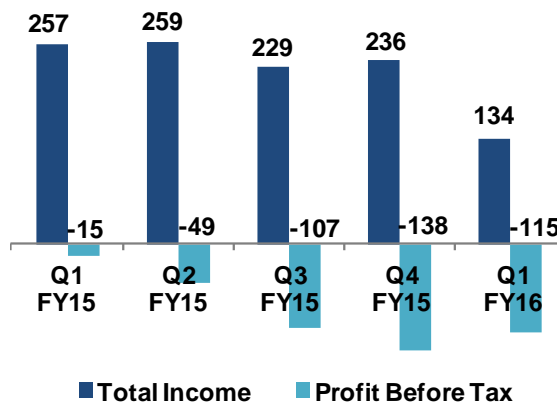
Equity and Commodity
Broking Accounts
(in '000s)



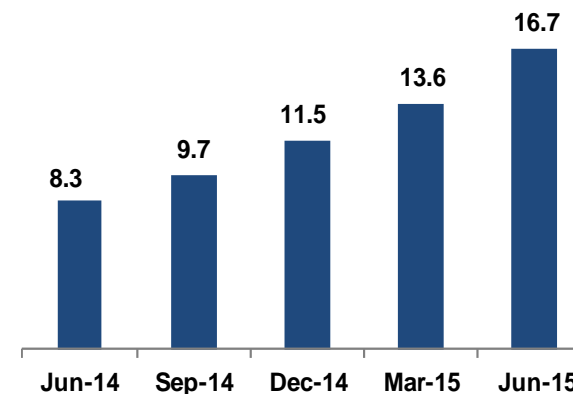
Average Daily Turnover
(Stock exchanges and Commodities)
(Rs. Billion)



Distribution
Total Income & Profit Before Tax
(Rs. Million)



Wealth Management AUM
(Rs. Billion)





Reliance Asset Reconstruction



Amongst the largest ARCs in the non-corporate segment

Business philosophy

- ✓ Reliance ARC is in the business of acquisition, management and resolution of distressed debt / assets
- ✓ Emphasis on bilateral deals with banks and works with the management of the NPA company for facilitating time-bound solutions

Financial summary

- ✓ AUM increased to Rs. 11.3 billion (+31%); focus continues to be on SME and retail assets
- ✓ Operating revenue at Rs. 56 million (+131%)
- ✓ Profit before tax rose to Rs. 44 million (+51%); return on equity rose from 6% in Q1 FY15 to 9% in Q1 FY16

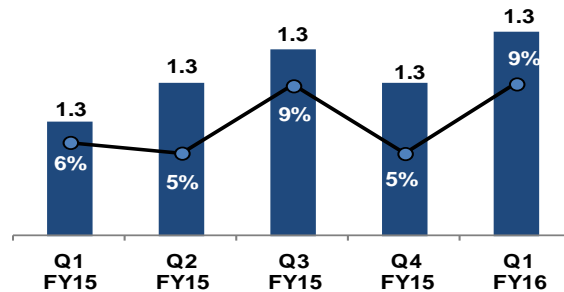
Conservative pricing strategy and an efficient recovery mechanism

- ✓ Focus on distressed assets in the SME and retail segments
- ✓ Total resolutions increased by 34% to Rs. 510 million

Networth * and RoE

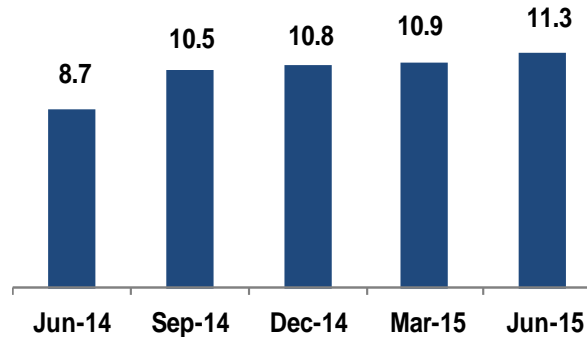
(Rs. Billion)

(%)



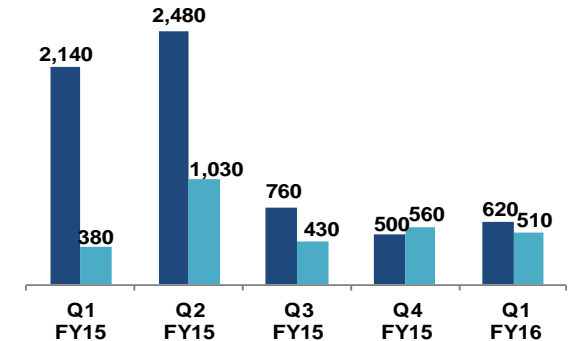
Assets under Management

(Rs. Billion)



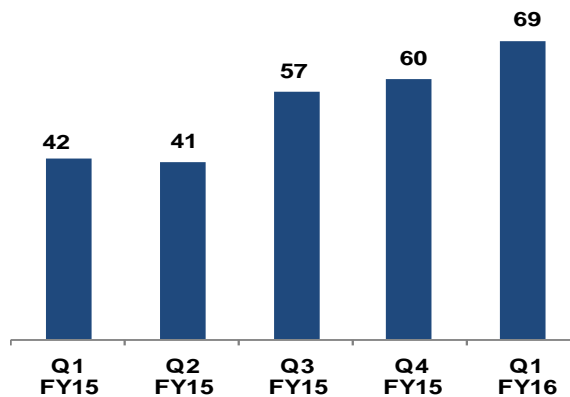
Acquisitions and Resolutions

(Rs. Million)



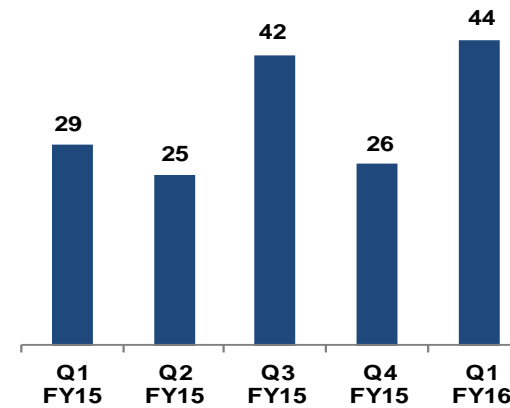
Total Income

(Rs. Million)



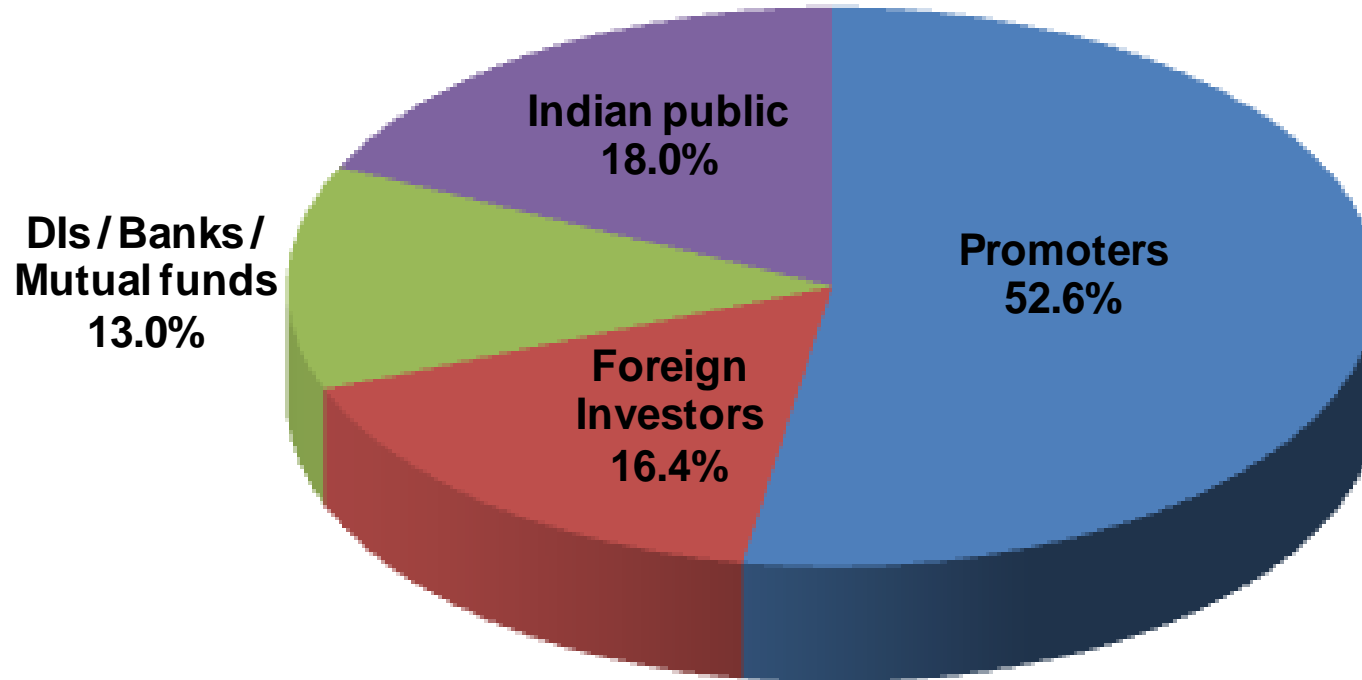
Profit Before Tax

(Rs. Million)



* Networth as at the end of the quarter

(As on June 30, 2015)



- Over 1 million retail shareholders
- Constituent of CNX Nifty Junior and MSCI India
- Traded in futures & options segment

Thank you



Annexure

Profit & Loss statement

(Rs. Million)	Q1 FY16	Q1 FY15	Change (y-o-y)	Q4 FY15	Change (q-o-q)	FY 2015
Interest Income	10,409	9,530	9%	9,960	5%	38,847
Capital Gains / Dividend	1,070	719	49%	4,133	(74)%	7,053
Premium Earned	8,622	7,830	10%	6,632	30%	27,501
Mgmt. & Advisory Fee	2,965	1,851	60%	2,596	14%	8,687
Brokerage & Comm.	751	892	(16)%	614	22%	3,032
Other Income	755	613	23%	1,339	(44)%	3,487
Total Income	24,571	21,436	15%	25,274	(3)%	88,608
Interest & Fin. Charges	6,851	6,838	-	6,315	8%	26,423
Other Expenses	14,923	13,012	15%	13,675	9%	49,875
Total Expenses	21,775	19,850	10%	19,990	9%	76,298
Profit before tax	2,796	1,586	76%	5,284	(47)%	12,310
Net profit after tax	2,006	1,636	23%	4,068	(51)%	10,011

Profit & Loss statement

(Rs. Million)	Q1 FY16	Q1 FY15	Change (y-o-y)	Q4 FY15	Change (q-o-q)	FY 2015
First year premium	2,711	5,410	(50)%	4,623	(41)%	19,711
Single premium	297	130	129%	350	(15)%	986
Total New business premium	3,008	5,540	(46)%	4,973	(40)%	20,697
Renewal Premium	4,515	4,192	8%	8,846	(49)%	25,514
Total premium (net of reinsurance)	7,465	9,679	(23)%	13,734	(46)%	45,917
Profit before tax	352	344	2%	87*	303%	1,352*
Total funds under management	159,061	191,160	(17)%	169,274	(6)%	169,274

* Includes policyholders' surplus transferred to shareholders' account

Profit & Loss statement

(Rs. Million)	Q1 FY16	Q1 FY15	Change (y-o-y)	Q4 FY15	Change (q-o-q)	FY 2015
Gross Written Premium	8,627	7,865	10%	6,604	31%	27,530
Profit / (loss) before tax	295	243	22%	178	65%	814
Investment book	51,940	44,946	16%	50,483	3%	50,483
Combined ratio	115%	114%	-	124%	-	121%
No. of policies issued	0.9	1.1	(18)%	1.0	(8)%	4.2

Profit & Loss statement

(Rs. Million)	Q1 FY16	Q1 FY15	Change (y-o-y)	Q4 FY15	Change (q-o-q)	FY 2015
Disbursements	25,324	20,412	24%	34,123	(26)%	104,422
Net Interest Income	1,957	1,803	9%	2,462	(21)%	8,044
Total Income	6,082	5,615	8%	6,432	(5)%	23,609
Interest expenses	3,778	3,448	10%	3,471	9%	13,909
Other expenses	966	953	1%	1,225	(21)%	4,047
Provisions	541	379	43%	227	139%	1,247
Profit before tax	798	836	(5)%	1,509	(47)%	4,406

Profit & Loss statement

(Rs. Million)	Q1 FY16	Q1 FY15	Change (y-o-y)	Q4 FY15	Change (q-o-q)	FY 2015
Income	3,125	2,070	48%	2,752	14%	9,551
Expenses	2,048	1,183	52%	1,490	37%	5,002
Profit before tax	1,077	887	40%	1,262	(15)%	4,550

(Rs. Billion)	June 30, 2015	Mar 31, 2015	June 30, 2014	Mar 31, 2014
Debt	964.4	905.7	832.0	767.2
Equity	468.0	450.3	277.3	245.9
Gold	14.5	15.3	19.9	22.3
Managed Accounts	14.9	15.6	16.4	15.1
Pension Funds	905.8	993.9	866.9	836.0
Offshore Funds	57.0	60.4	47.1	49.7
Alternative Invst. Fund	6.9	5.3	-	-
Total AAUM	2,431.6	2,446.5	2,059.6	1,936.2

Profit & Loss - Broking

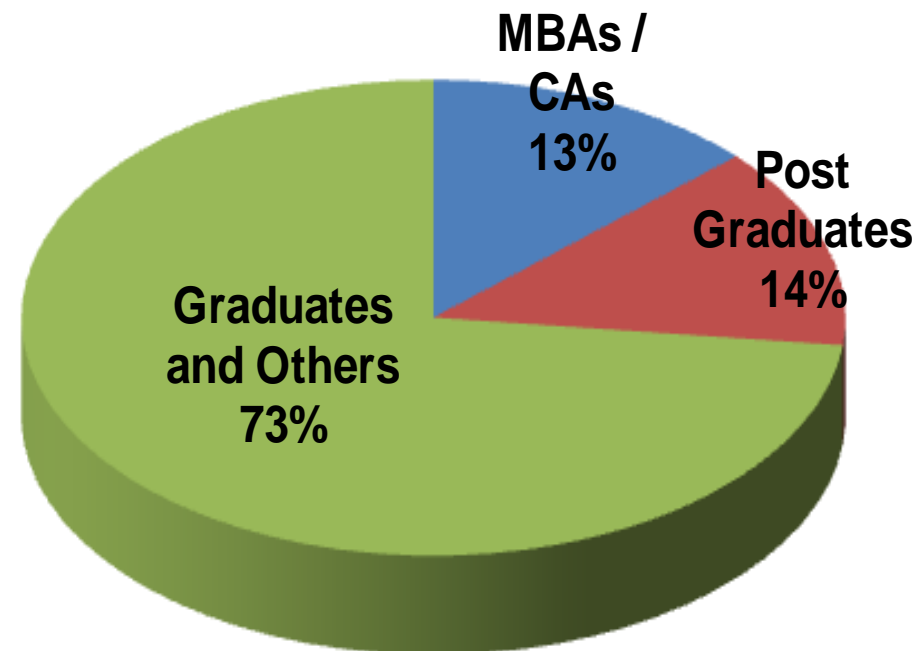
(Rs. Million)	Q1 FY16	Q1 FY15	Change (y-o-y)	Q4 FY15	Change (q-o-q)	FY 2015
Total Income	423	390	8%	520	(19)%	1,868
Total expenses	476	369	29%	544	(12)%	1,814
Profit before tax	(54)	22	-	(23)	-	54

Profit & Loss - Distribution

(Rs. Million)	Q1 FY16	Q1 FY15	Change (y-o-y)	Q4 FY15	Change (q-o-q)	FY 2015
Total Income	134	257	(48)%	236	(43)%	981
Total expenses	249	272	(8)%	374	(33)%	1,290
Profit before tax	(115)	(15)	-	(138)	-	(309)

- **Approx. 18,000 employees**
- **77% in Customer Facing roles**
- **Young workforce**
- **Post Graduates and Professionals form over 26% of the total workforce**
- **Over 2,000 women employees**

Qualification profile



Young & vibrant workforce - average age of 34 years