



RELIANCE

# Results for the quarter ended June 30, 2013

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*Investor Presentation*

*July 29, 2013*

RELIANCE

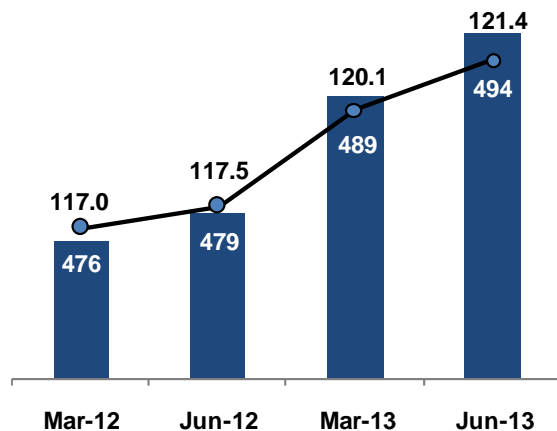


# *Overview - Strong Fundamentals*

## Networth and Book value Per Share

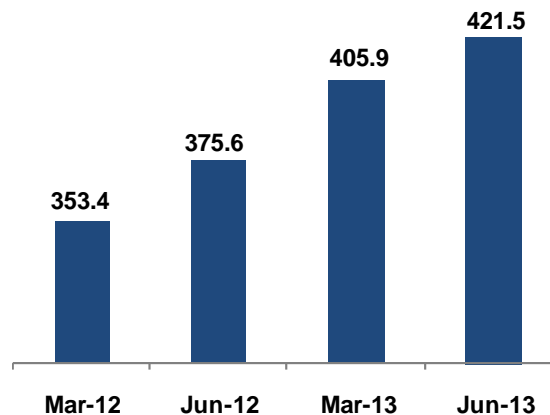
(Rs. Billion)

(Rs.)



## Total Assets

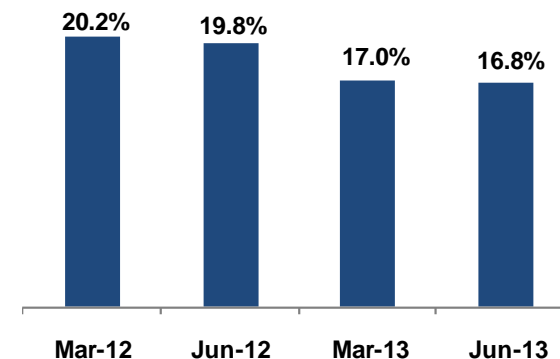
(Rs. Billion)



## Capital Adequacy

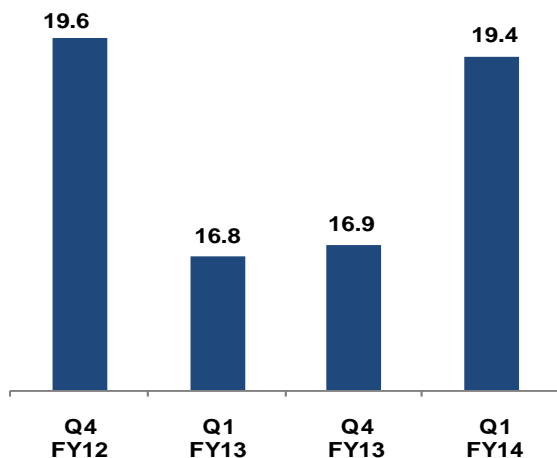
(%)

*\* Based on standalone financials*



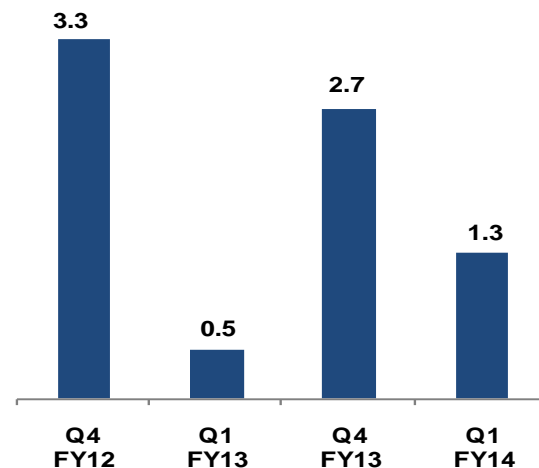
## Total Income

(Rs. Billion)



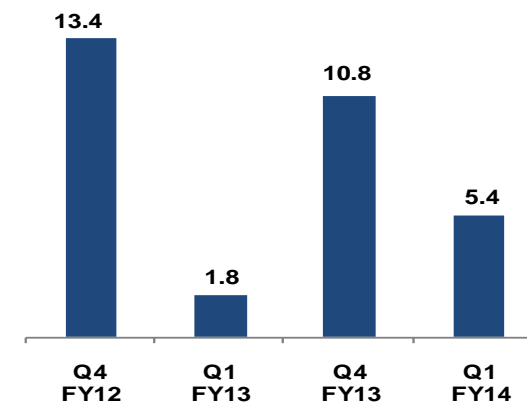
## Profit After Tax

(Rs. Billion)



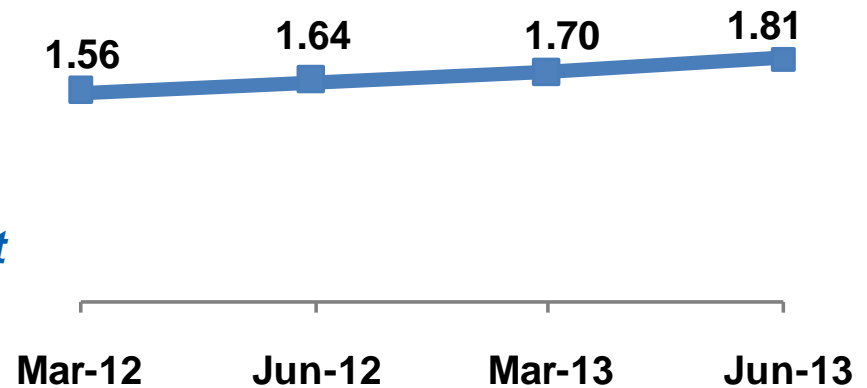
## Earnings Per Share

(Rs.)



## Net debt - equity ratio: 1.81

- **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





***Reliance Capital Asset Management***



- Amongst the top 2 Mutual Funds in India
- RMF's schemes formed 20% of the Top Performing 10 Equity schemes (Rs. 10 billion and above)
- Continues to have the highest no. of SIPs and STPs in the industry
- Retail debt forms 41% of overall debt AUMs vis-à-vis 20% in Q1 FY13
- Retail Gold Fund maintained 24% market share in the Gold Fund category
- 49 schemes - 22 equity, 23 debt, 3 ETFs and 1 Fund of Funds
- Wide distribution network - over 200 customer touch points and 41,000 empanelled distributors

enrich your investments with vision

Reliance Vision Fund  
An Open-ended Equity Fund

An earning member of my family

RELIANCE Mutual Fund  
Airtel, Dth, Bharti, Airtel Group

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.reliancecmutual.com](http://www.reliancecmutual.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

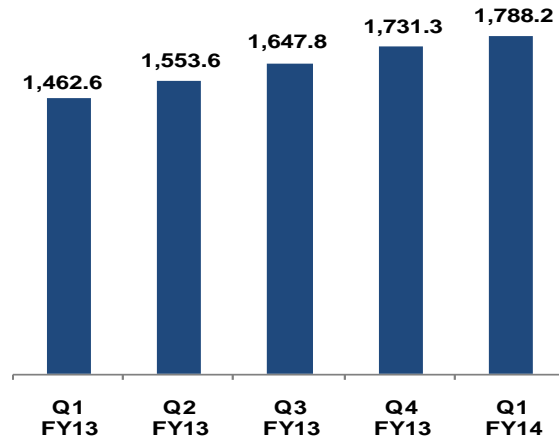
■ No Locker ■ No Jeweller ■ No Wealth Tax

The investment will be subject to the recurring expenses of the scheme, in addition to the expenses of underlying Scheme. Subject to terms of storage.

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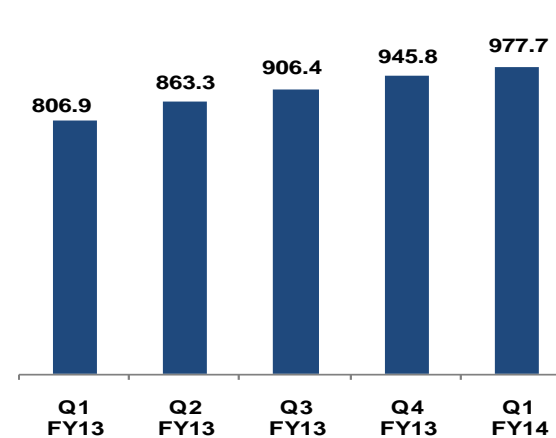
## Average Assets under Management

(Rs. Billion)



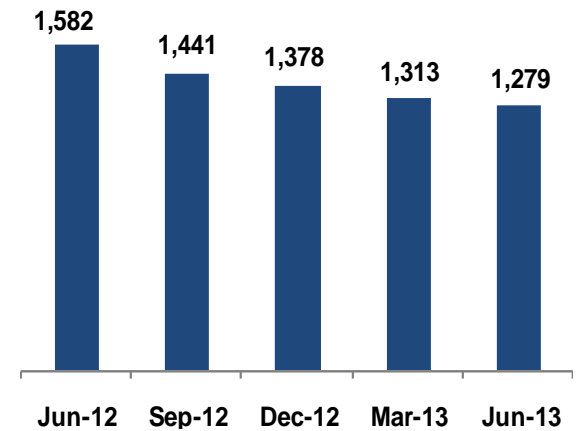
## Average Mutual Fund AUMs

(Rs. Billion)



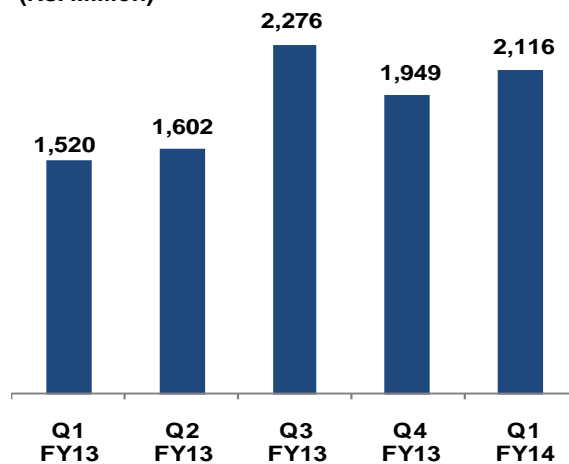
## No. of SIP and STPs

(in '000s)



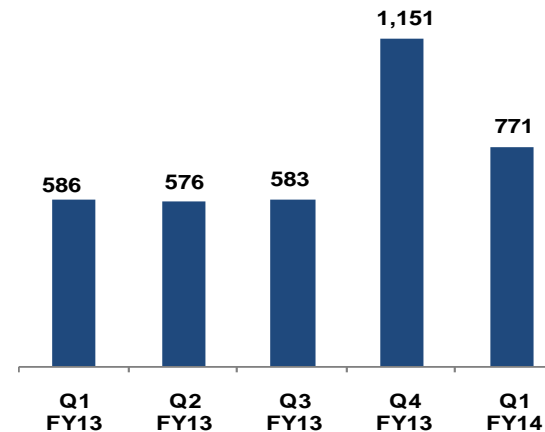
## Total Income

(Rs. Million)



## Profit Before Tax

(Rs. Million)







***Reliance Life Insurance***



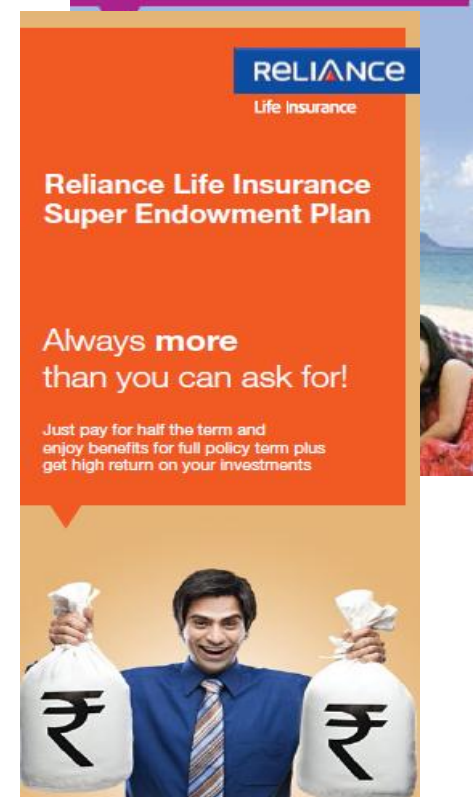
- Leading player in the private sector life insurance sphere
- Regained position amongst Top 5 private sector insurers
- New Business Premium grew by 105% in the quarter
  - *Individual NBP rose by 48%*
  - *Agent productivity improved by 50%*
  - *Average ticket size was over Rs. 17,000 - up 47%*
- Solvency margin maintained above 400%
- Wide distribution network across India with over 1,100 offices and over 138,000 agents
- Q1 persistency maintained at 52%



RELIANCE  
Life Insurance

**Reliance Life Insurance  
eTerm Plan**

For a Life Cover of ₹ 1 crore  
my premium is only ₹ 8400 p.a.\*  
Premium that is easy on my pocket!




RELIANCE  
Life Insurance

**Reliance Life Insurance  
Super Endowment Plan**

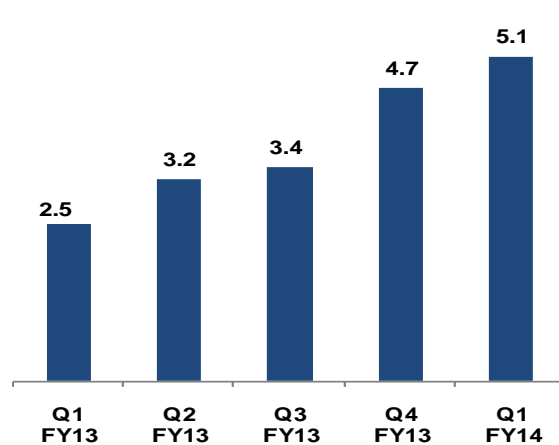
Always **more**  
than you can ask for!

Just pay for half the term and  
enjoy benefits for full policy term plus  
get high return on your investments



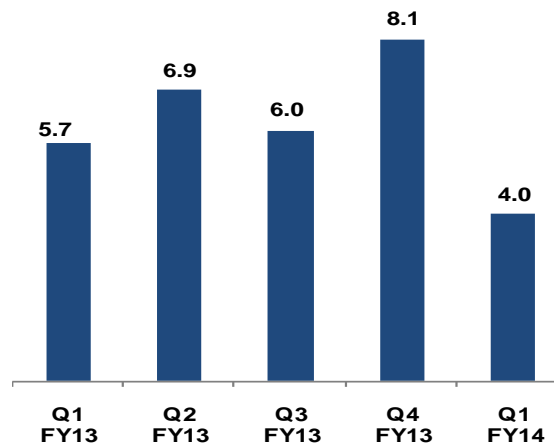
## New Business Premium

(Rs. Billion)



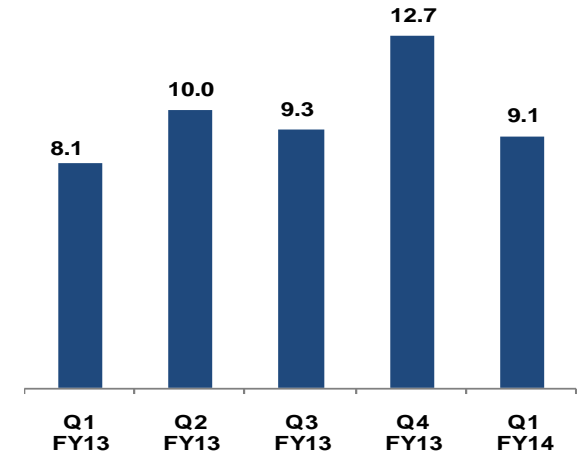
## Renewal Premium

(Rs. Billion)



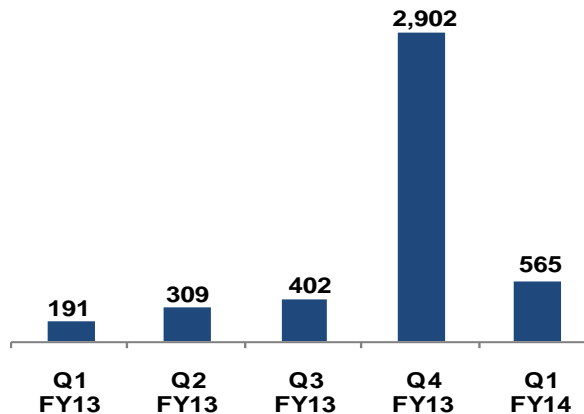
## Total Premium (net of reinsurance)

(Rs. Billion)



## Profit Before Tax

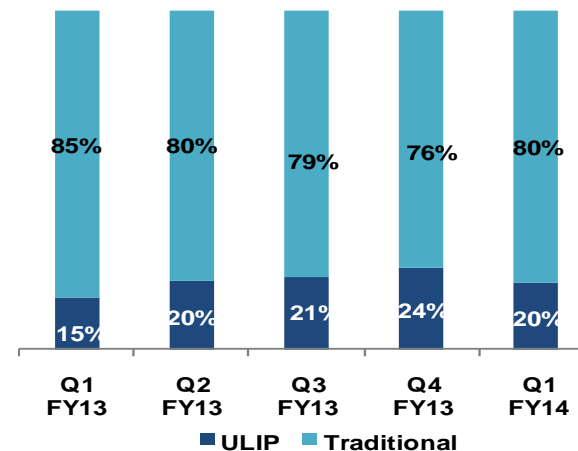
(Rs. Million)



Q4 FY13 PBT includes policyholders' surplus transferred to shareholders' account

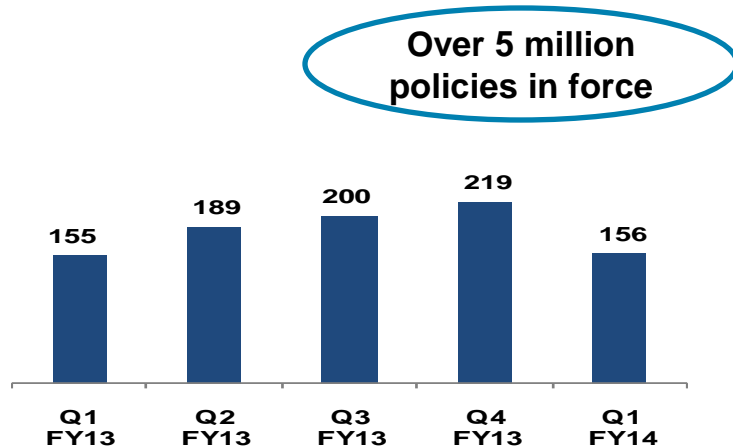
## Business Mix (Individual)

(%)



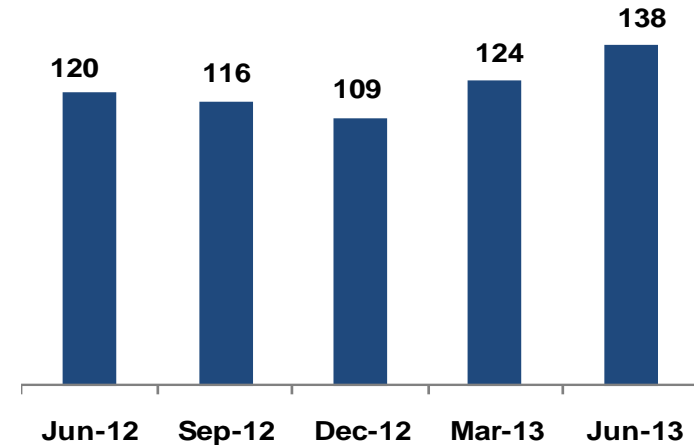
## No. of individual policies sold

(in '000s)



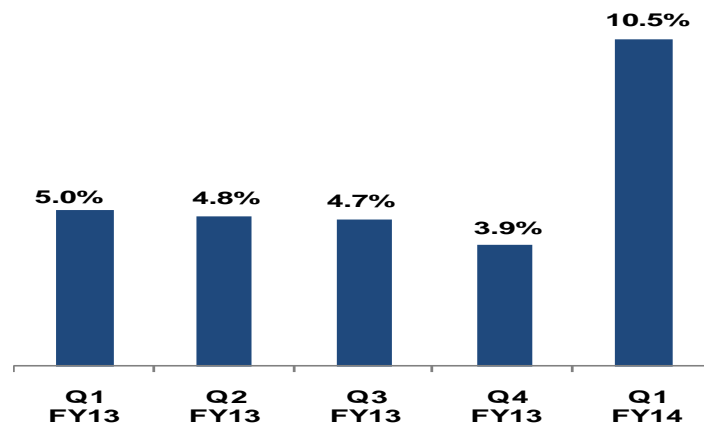
## Agency Force

(in '000s)



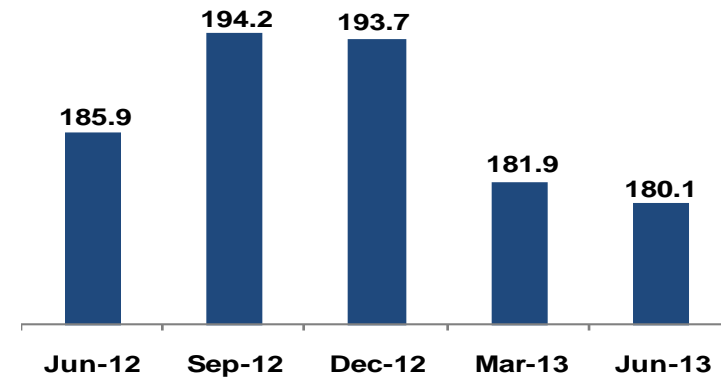
## Private Sector Market Share

(%)



## Funds under Management

(Rs. Billion)





***Reliance Commercial Finance***



- Amongst the leading lenders in the Indian NBFC sector
- Continued focus on asset-backed lending and productive asset creation
- 100% of the loan book continues to be secured
- NIM improved to 5% vis-à-vis 4% in Q1 FY13 driven by higher yields (+120 bps)
- Caters to over 80,000 customers
- Improved geographical coverage from 20 to 34 locations across the country

**RELIANCE**  
Property Solutions

Buy, Sell and Lease with tailor-made **Reliance Property Solutions.**

SMS **PROP** to **55454\***



**RELIANCE**  
Commercial Finance

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



► Finance offerings tailored for the individual needs of

**RELIANCE**  
Commercial Finance

Unlock the full potential of your property with tailor-made **Reliance Loans Against Property.**



► Loans for business expansion or other purposes against your residential / commercial property.  
► Repay the loan amount in simple EMIs on chosen tenure  
► Insurance options at attractive premium

SMS **LAP** to **55454\***  
[www.reliancecf.com](http://www.reliancecf.com)

**RELIANCE**  
Home Finance

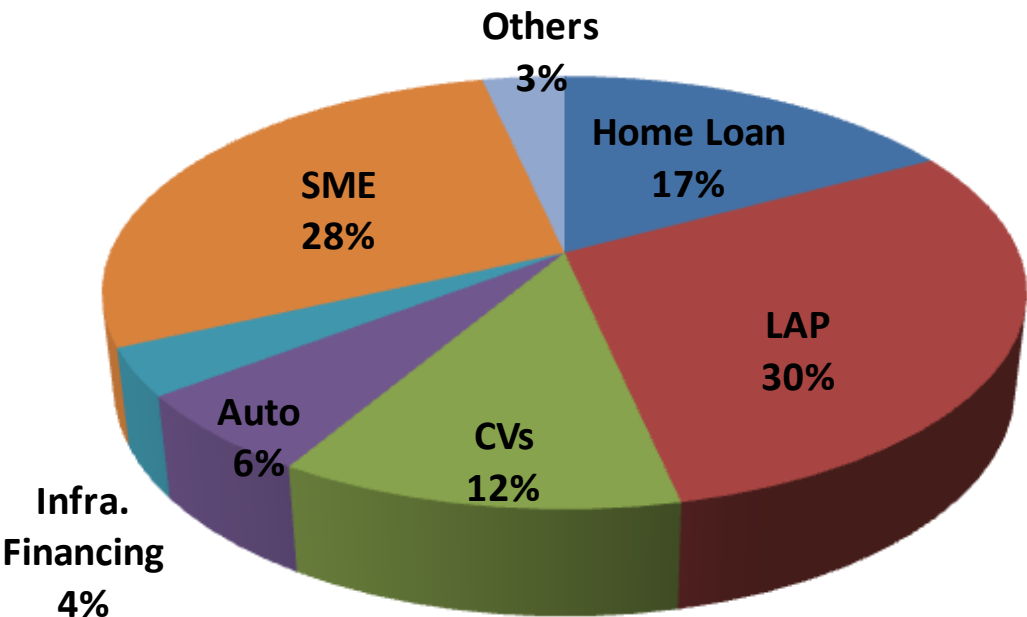
Own your dream home with tailor-made **Reliance Home Loans.**

SMS **HOME** to **55454\***

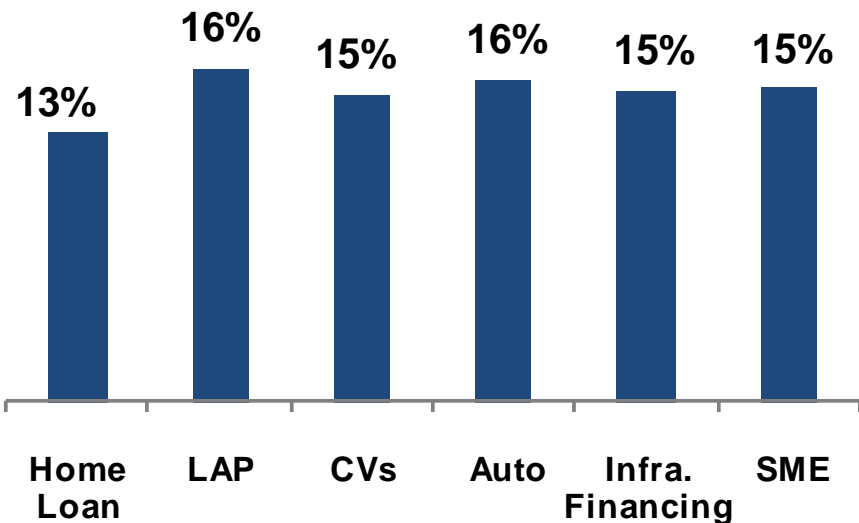


\*SMS charges as applicable. All loans will be at the sole discretion of Reliance Home Finance Ltd. Conditions apply.

Portfolio Composition

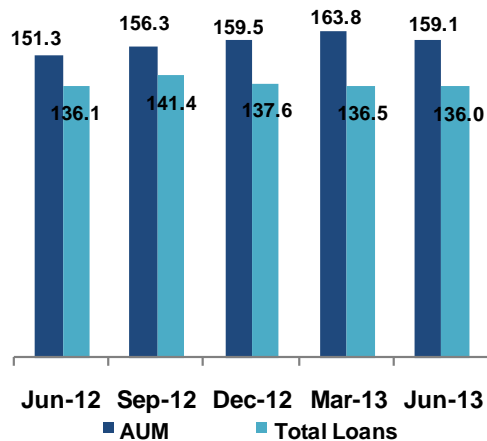


Segmental Yields



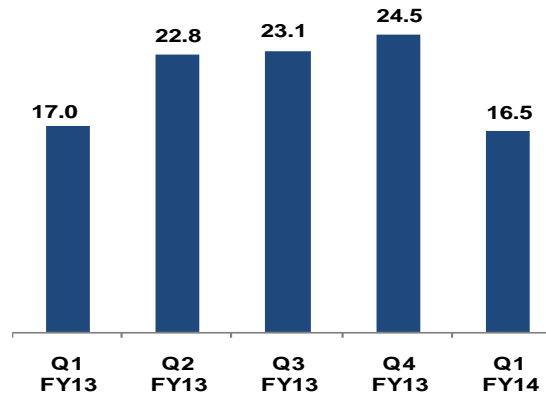
## AUM and Total Loan Portfolio

(Rs. Billion)



## Disbursements

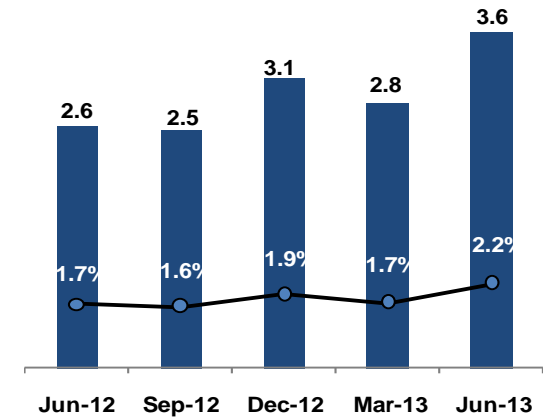
(Rs. Billion)



## Gross NPLs

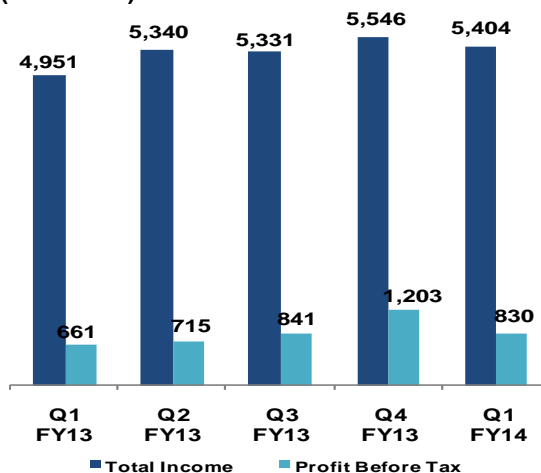
(Rs. Billion)

(%)



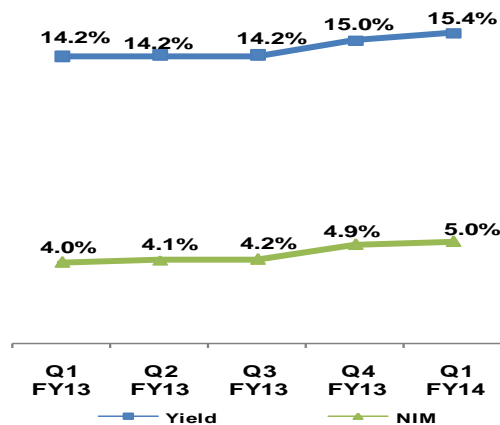
## Total Income and Profit Before Tax

(Rs. Million)



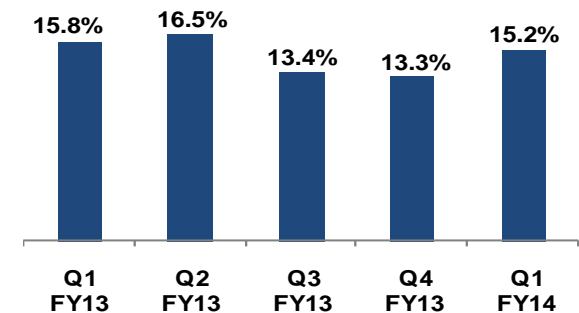
## Yield and Net Interest Margin

(%)



## Cost-to-income ratio

(%)





***Reliance General Insurance***



- Leading private sector General Insurer with 8.4% market share (as on June 30, 2013)
- No. of policies sold rose to 9 lakhs in Q1 (+40%)
  - *Manual cover-notes for motor policies reduced to 8% in the quarter (27% in Q1 FY13)*
- Combined ratio improved to 113% as against 120% in Q1 FY13
- Investment book grew by 20% to over Rs. 34 billion
- Exceptional provisioning on account of third party motor claims reserves: Rs. 198 million
- Wide network of 127 branches and over 12,000 intermediaries

**Save Tax & Secure Health**  
Save upto Rs 4635 /- (Section 80D)

**Reliance HealthWise Policy**  
• No medical test up to 45 years  
• No medical test up to 45 years

**Reliance Critical Illness Policy**  
• Coverage on 10 critical illness / surgeries  
• No medical test up to 45 years  
• Water sum insured between 5 to 20 lakhs  
• Premium payment - No claim benefit  
• Lump sum payment on benefit basis

**Reliance Travel Care Insurance Policy**  
Making journeys safer  
• Custom made Plans are available for you to choose from with maximum coverage and minimal paper work  
• Comprehensive Coverage through various unique benefits like Compassionate Visit, Loss of Passport, Delay of Checked Baggage, Trip Delay, Trip Cancellation, Missed Connection, Financial Emergency Assistance etc.  
• Automatic extension of policy in case of Medical Emergency & Evacuation (upto 30 days) and Delay of Common Carrier (up to 7 days) beyond Policy Expiry

To get and instant quote and the **BEST DEAL**  
SMS 'Travel' to 85454 or visit [www.reliancegeneral.co.in](http://www.reliancegeneral.co.in)  
or Call 1800 3002 8282 (toll free) or 022 3989 8282 (charges apply)

**Think of Insurance Think of us!**

Buy & Renew policies online at [www.reliancegeneral.co.in](http://www.reliancegeneral.co.in) and protect what you value

**Reliance HealthWise Policy**

**Reliance Private Car Package Policy**

**Reliance Travel Care Insurance Policy**

**Reliance Householder's Package Policy**

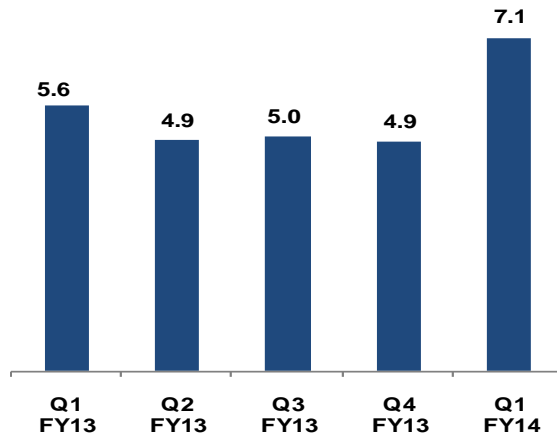
**Now Get a Complete with your Car Insurance**  
No Depreciation. No Deduction

For More Details: SMS 'Motor NIL' to 85454 or visit [www.reliancegeneral.co.in](http://www.reliancegeneral.co.in) or 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.

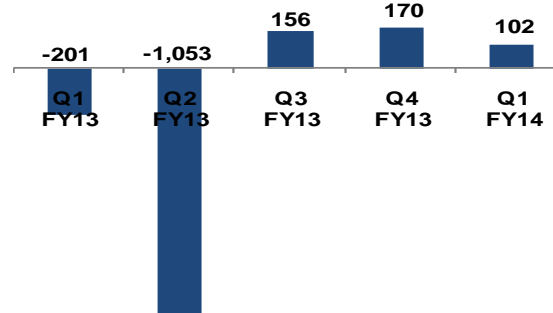
## Gross Written Premium

(Rs. Billion)



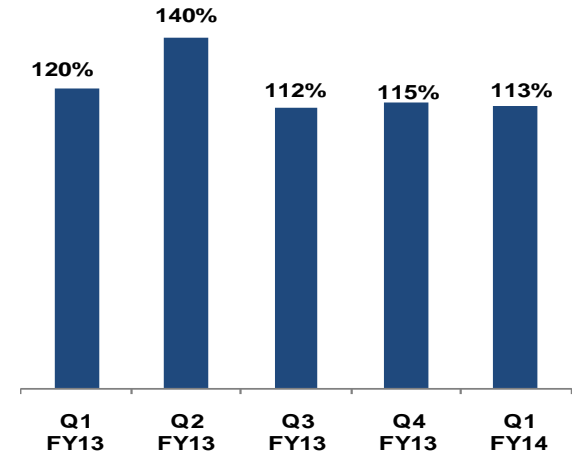
## Profit Before Tax

(Rs. Million)

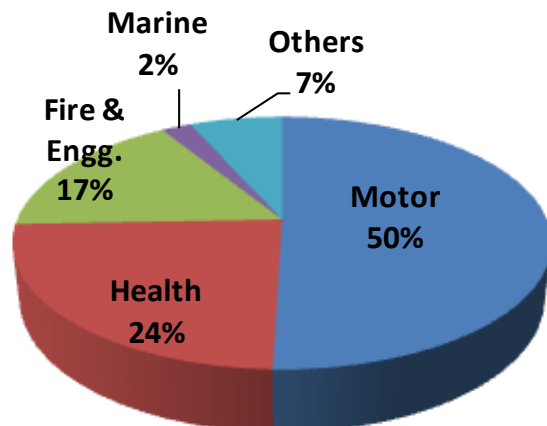


## Combined Ratio

(%)

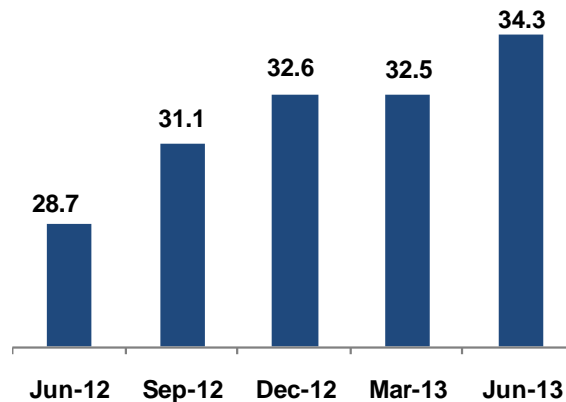


## Business mix



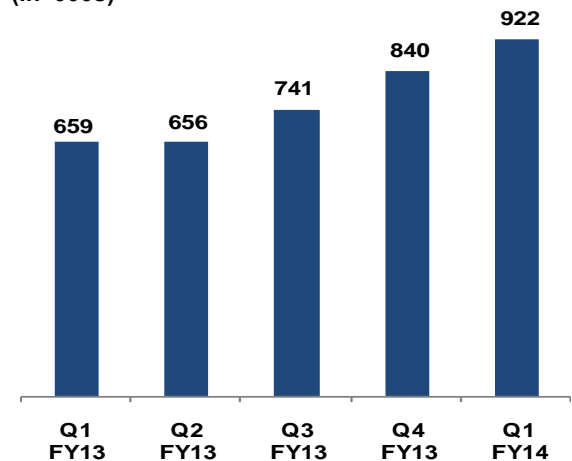
## Investment Book

(Rs. Billion)



## No. of policies issued

(in '000s)





***Broking and Distribution businesses***

- Broking business consists of :
  - Reliance Securities (2<sup>nd</sup> largest broker in the retail segment), and Quant Securities that focuses on the wholesale clientele
- One of the largest private sector partners for Western Union Money Transfer in India
- Pan India presence with over 5,600 outlets
- Profitability was muted due to decrease in broking volumes and lower income on insurance sales



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

**6%** Discount on money transfer

**CALL YOUR LOVED ONES ABROAD FOR FREE\***

Amazing Offer. Isn't it. Just walk-in to our branch & call your loved one abroad & tell them how much you love them. For FREE!

- Offer for all walk-in at Reliance Money Express branches only.
- 2 min per call
- One call per transaction per month
- Limited period offer

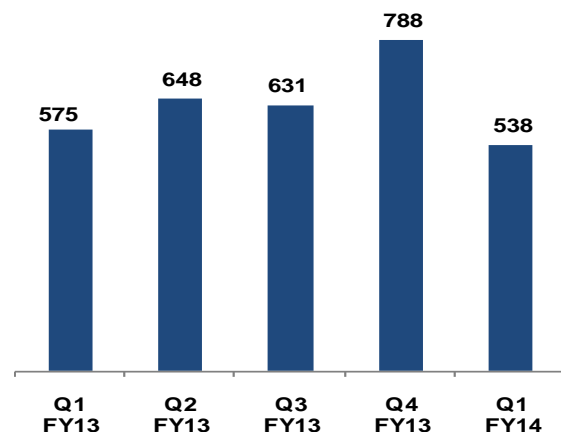
**WESTERN UNION**  
MONEY TRANSFER

RELIANCE Money Express  
And Shreehari Bank Group



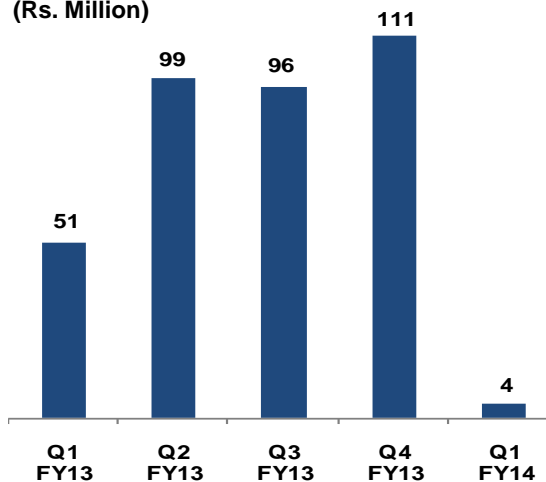
## Total income

(Rs. Million)



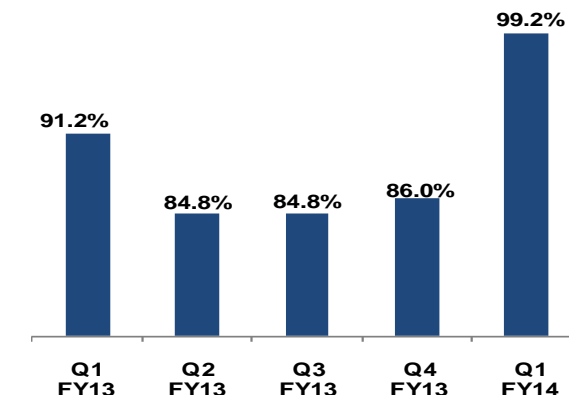
## Profit Before Tax

(Rs. Million)



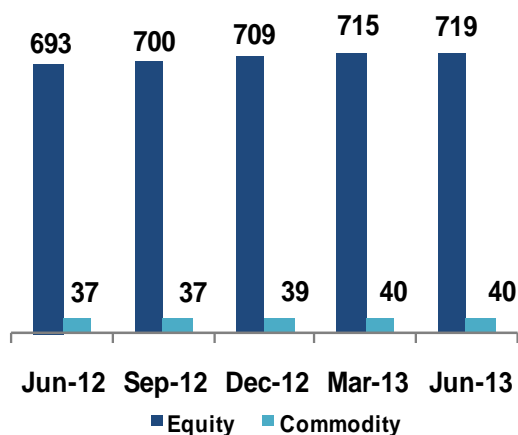
## Cost-to-income ratio

(%)



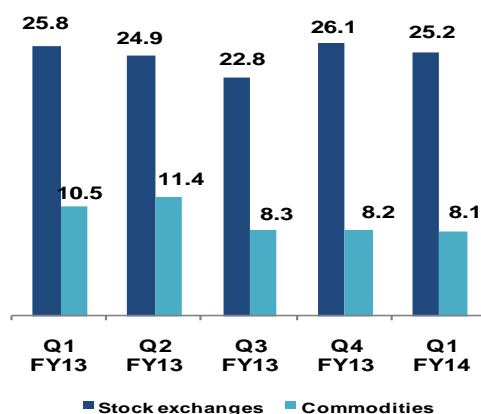
## Equity and Commodity Broking Accounts

(in '000s)



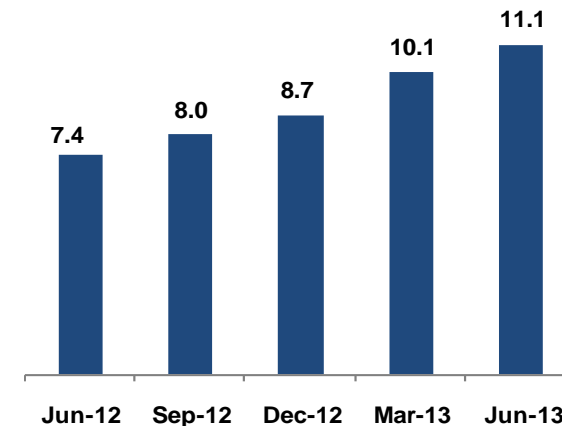
## Average Daily Turnover (Stock exchanges and Commodities)

(Rs. Billion)



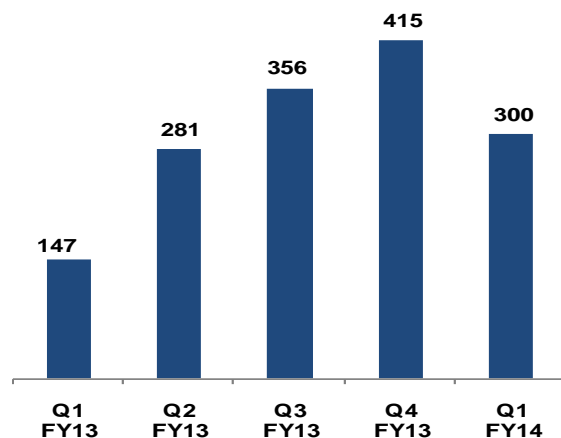
## Wealth Management AUM

(Rs. Billion)



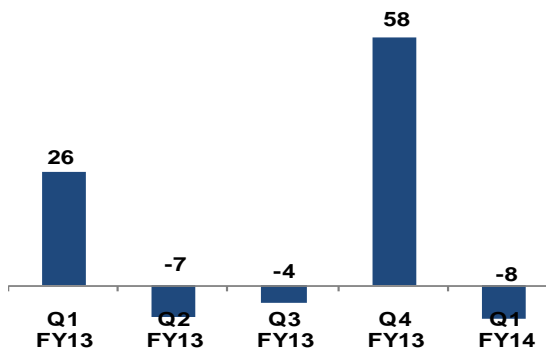
## Total income

(Rs. Million)



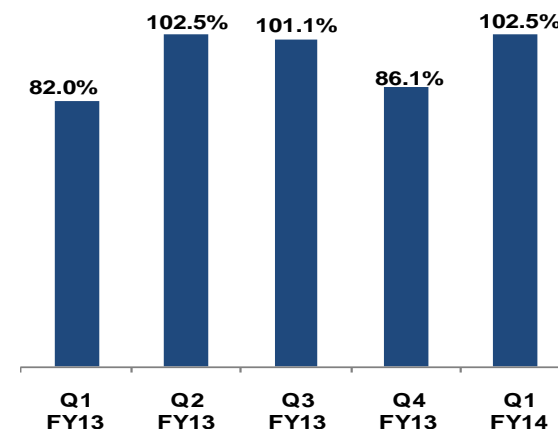
## Profit Before Tax

(Rs. Million)



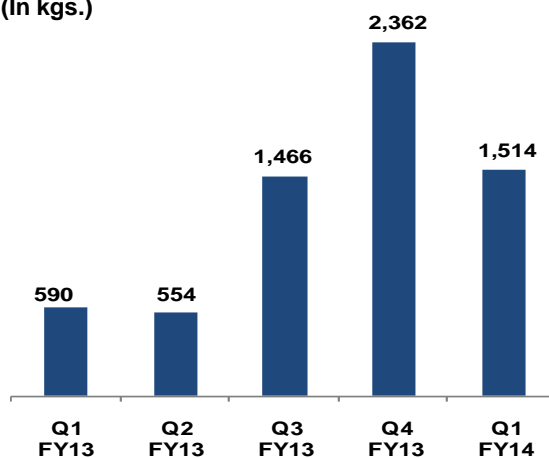
## Cost-to-income ratio

(%)



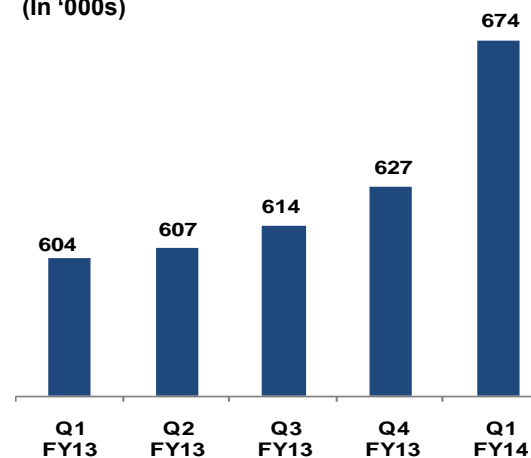
## Gold Coin Distribution

(In kgs.)



## Money Transfer Transactions

(In '000s)



# *Other Businesses*

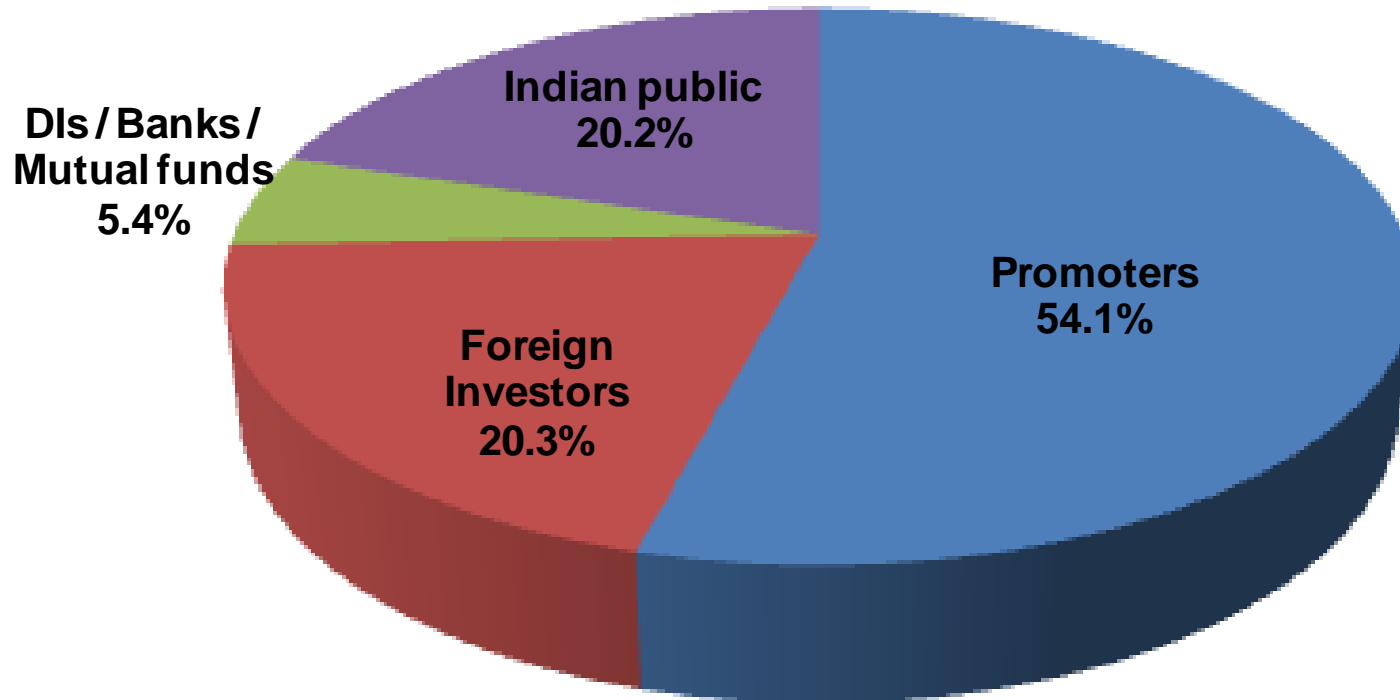


- **Manages a private equity fund, the Reliance Alternative Investments Fund - Private Equity Scheme I - that makes late stage investments in mid-sized Indian companies**
- **Fund has made six investments and has deployed ~75% of the fund size; in the process of concluding two more investments in Q2**
- **Fund's existing investments are closely monitored on an ongoing basis, and continue to perform at or above expectations**
- **The portfolio has been valued at 1.4 times cost as on March 31, 2013**
- **The Fund will start focusing on exits from current fiscal onwards**

- **Reliance ARC is in the business of acquisition, management and resolution of distressed debt / assets**
- **The business also focuses on bilateral deals with banks and works with the management of the NPA company for facilitating time bound solutions**
- **As on June 30, 2013, company's own Investment in NPAs acquired rose to Rs. 303 million from Rs. 136 million in March 31, 2013**
- **As on June 30, 2013, managed assets of Rs. 625 million**



(As on June 30, 2013)



- 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*



*Profit & Loss statement*

(Rs. Million)	Q1 FY14	Q1 FY13	Change (y-o-y)	Q4 FY13	Change (q-o-q)	FY 2013
Interest Income	8,730	7,443	17%	8,567	2%	32,067
Capital Gains / Dividend	512	1,184	(57)%	504	2%	11,588
Premium Earned	7,063	5,780	22%	4,936	43%	20,733
Mgmt. & Advisory Fee	1,847	1,229	50%	1,672	10%	6,416
Brokerage & Comm.	756	597	27%	544	39%	2,208
Other Income	476	524	(9)%	685	(30)%	2,174
<b>Total Income</b>	<b>19,383</b>	<b>16,758</b>	<b>16%</b>	<b>16,907</b>	<b>15%</b>	<b>75,186</b>
Interest & Fin. Charges	6,179	5,678	9%	5,987	3%	23,430
Other Expenses	11,695	10,345	13%	10,209	15%	43,453
<b>Total Expenses</b>	<b>17,874</b>	<b>16,023</b>	<b>12%</b>	<b>16,196</b>	<b>10%</b>	<b>66,883</b>
Profit before tax	1,509	735	105%	711	112%	8,303
<b>Net profit after tax</b>	<b>1,327</b>	<b>451</b>	<b>194%</b>	<b>2,654</b>	<b>(50)%</b>	<b>8,119</b>

## *Profit & Loss statement*

(Rs. Million)	Q1 FY14	Q1 FY13	Change (y-o-y)	Q4 FY13	Change (q-o-q)	FY 2013
Income	2,116	1,520	39%	1,949	9%	7,346
Expenses	1,345	934	44%	798	69%	4,450
Profit before tax	771	586	32%	1,151	(33)%	2,896

(Rs. Billion)	June 30, 2013	Mar 31, 2013	June 30, 2012	Mar 31, 2012
Debt	702.9	644.7	508.3	473.9
Equity	249.3	271.9	270.9	280.7
Gold	25.5	29.3	27.8	26.5
Managed Accounts	14.1	14.7	14.2	14.6
Pension Funds	734.6	707.6	616.2	594.6
Offshore Funds	61.8	63.2	25.3	18.3
Total AAUM	1,788.2	1,731.3	1,462.6	1,408.5



## Profit & Loss statement

(Rs. Million)	Q1 FY14	Q1 FY13	Change (y-o-y)	Q4 FY13	Change (q-o-q)	FY 2013
First year premium	4,795	2,221	116%	3,932	22%	11,884
Single premium	346	284	22%	724	(52)%	1,882
Total New business premium	5,141	2,505	105%	4,655	10%	13,766
Renewal Premium	3,997	5,652	(29)%	8,147	(51)%	26,688
Total premium (net of reinsurance)	9,097	8,102	12%	12,719	(28)%	40,153
Profit before tax	565	191	196%	2,902*	(81)%	3,804*
Total funds under management	180,069	185,860	(3)%	181,894	(1)%	181,894

\* Including policyholder's surplus transferred to shareholders' account

## *Profit & Loss statement*

(Rs. Million)	Q1 FY14	Q1 FY13	Change (y-o-y)	Q4 FY13	Change (q-o-q)	FY 2013
Disbursements	16,533	17,023	(3)%	24,476	(32)%	87,446
Net Interest Income	1,679	1,361	23%	1,718	(2)%	5,901
Total Income	5,404	4,951	9%	5,546	(3)%	21,168
Interest expenses	3,420	3,351	2%	3,408	-	13,778
Other expenses	821	784	5%	735	12%	3,115
Provisions	333	154	116%	200	67%	855
Profit before tax	830	661	25%	1,203	(31)%	3,420

## *Profit & Loss statement*

(Rs. Million)	Q1 FY14	Q1 FY13	Change (y-o-y)	Q4 FY13	Change (q-o-q)	FY 2013
Gross Written Premium	7,063	5,635	25%	4,866	45%	20,362
Profit / (loss) before tax	102	(201)	-	170	(40)%	(928)
Investment book	34,340	28,686	20%	32,525	6%	32,525
Combined ratio	113%	120%	-	115%	-	121%
No. of policies issued (in million)	0.9	0.7	40%	0.8	10%	2.9

***Profit & Loss - Broking***

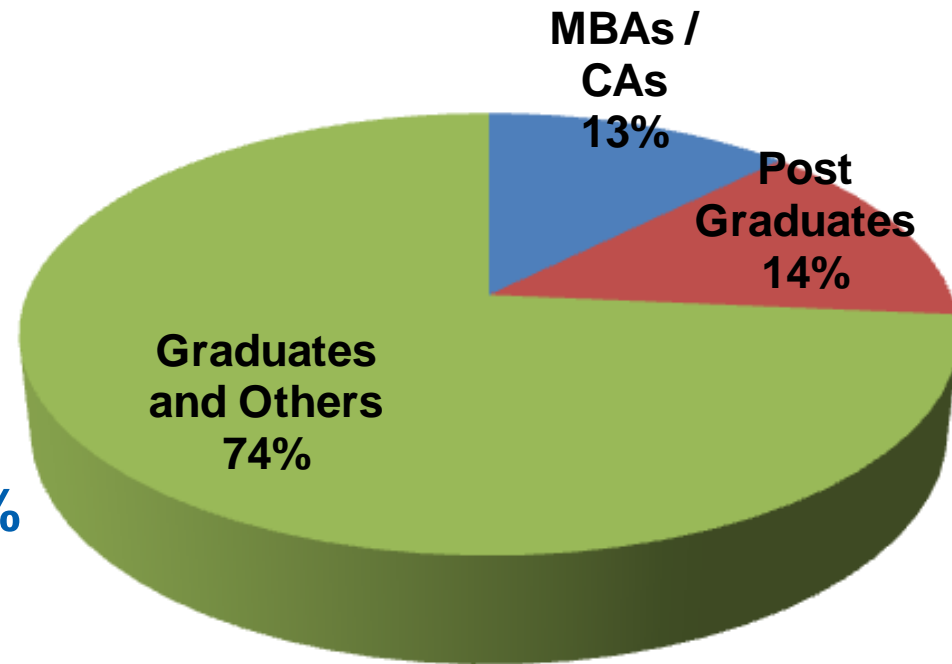
(Rs. Million)	Q1 FY14	Q1 FY13	Change (y-o-y)	Q4 FY13	Change (q-o-q)	FY 2013
Total Income	538	575	(6)%	788	(32)%	2,581
Total expenses	534	524	2%	677	(21)%	2,206
Profit before tax	4	51	(92)%	111	(96)%	375

***Profit & Loss - Distribution***

(Rs. Million)	Q1 FY14	Q1 FY13	Change (y-o-y)	Q4 FY13	Change (q-o-q)	FY 2013
Total Income	300	147	104%	415	(28)%	1,200
Total expenses	307	120	155%	357	(14)%	1,127
Profit before tax	(8)	26	-	58	-	73

- ~17,800 employees
- ~80% in Customer Facing roles
- Young workforce
- Post Graduates and Professionals form over 25% of the total workforce
- Over 2,000 women employees

### Qualification profile



**Young & vibrant workforce - average age of 33 years**