



RELIANCE

Results for the quarter ended September 30, 2014

Investor Presentation

November 14, 2014

RELIANCE

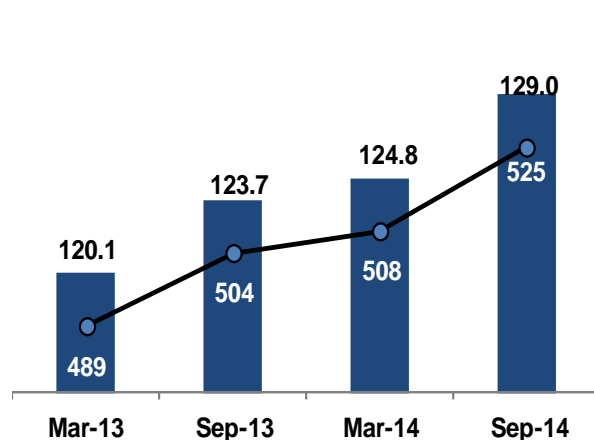
Overview - Strong Fundamentals



Networth and Book value Per Share

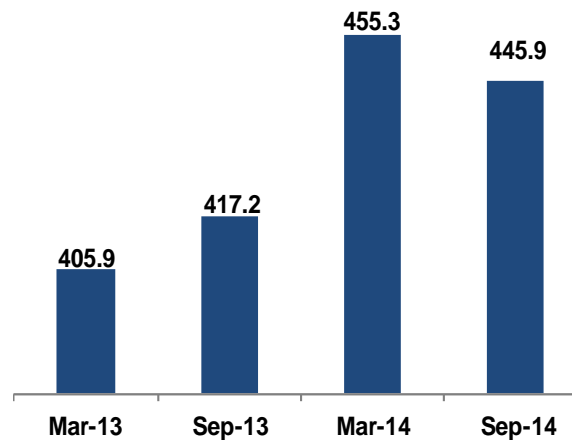
(Rs. Billion)

(Rs.)



Total Assets

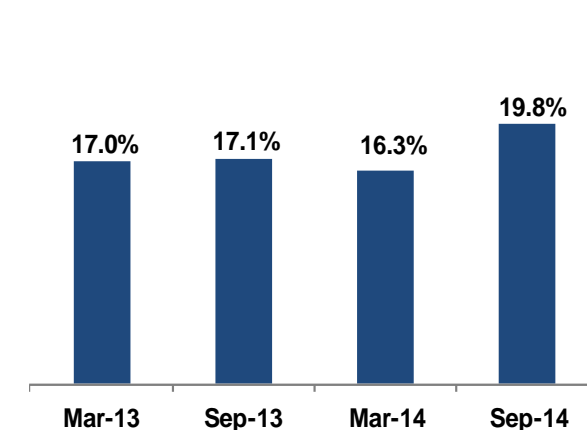
(Rs. Billion)



Capital Adequacy

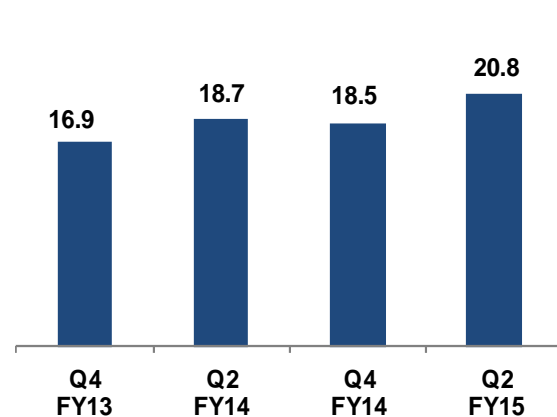
(%)

** Based on standalone financials*



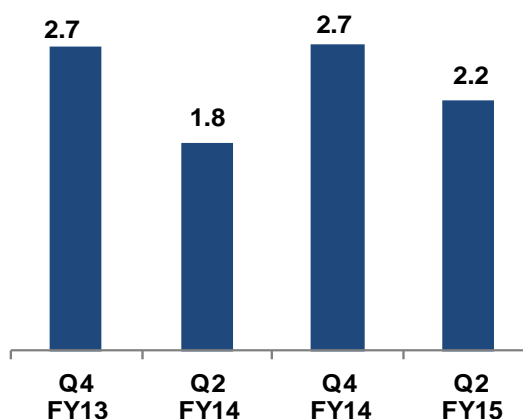
Total Income

(Rs. Billion)



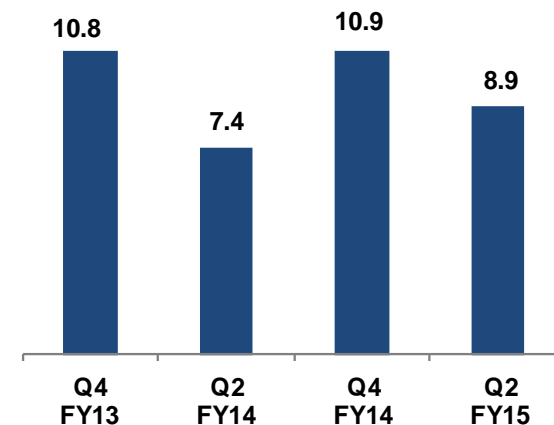
Profit After Tax

(Rs. Billion)



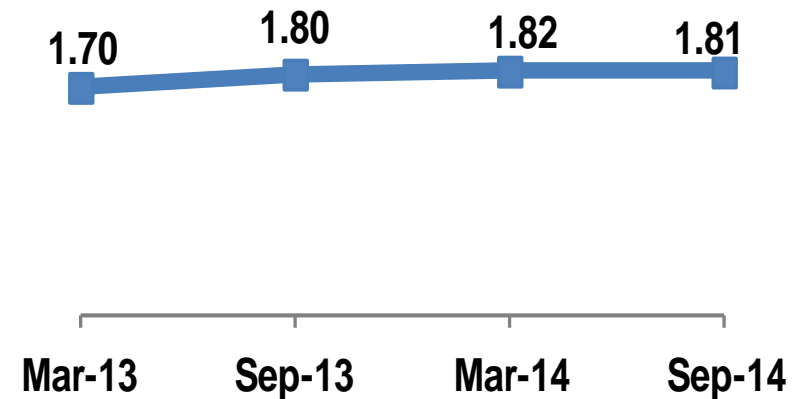
Earnings Per Share

(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*



Highest ratings for our borrowing programmes



Reliance Life Insurance



Amongst the Top 5 Private Sector Life Insurers in India

Sustained market leadership

- ✓ Ranked 4th in the private sector (in terms of New Business Premium)
- ✓ 7.6% market share in the private sector

Strong growth momentum

- ✓ Total premium grew by 11% in the quarter
 - Average ticket size was over Rs. 27,300 (+39%)

Focus on agency and proprietary channels

- ✓ Nationwide network with over 900 offices and over 90,000 distribution touch points

Focus on profitable business

- ✓ Decline in PBT due to reduction in surrender profit
- ✓ On a sequential basis, no. of policies sold rose by 4% in the quarter
- ✓ Favourable business mix (non-par: 65% of individual new business) will support higher NB margin

Key metrics - Q2 FY15

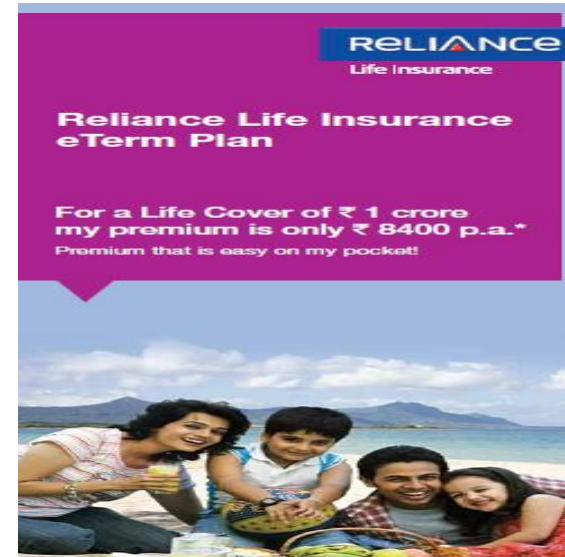
NB Premium: Rs. 5.9 billion

Individual WRP: Rs. 2.8 billion

Persistency: 53.4%

AUM: Rs. 189.0 billion

Solvency margin: 424%



RELIANCE
Life Insurance

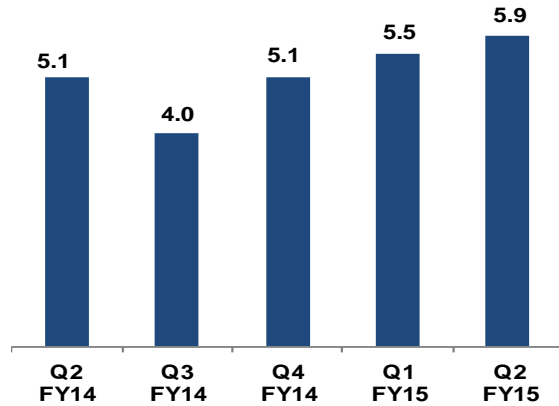
Reliance Life Insurance eTerm Plan

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

The advertisement features a photograph of a family (a man, a woman, and two children) sitting on a beach, smiling and enjoying the view. The background shows a clear blue sky and the ocean.

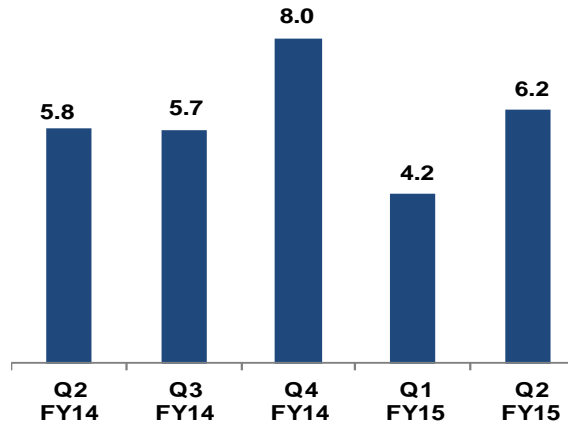
New Business Premium

(Rs. Billion)



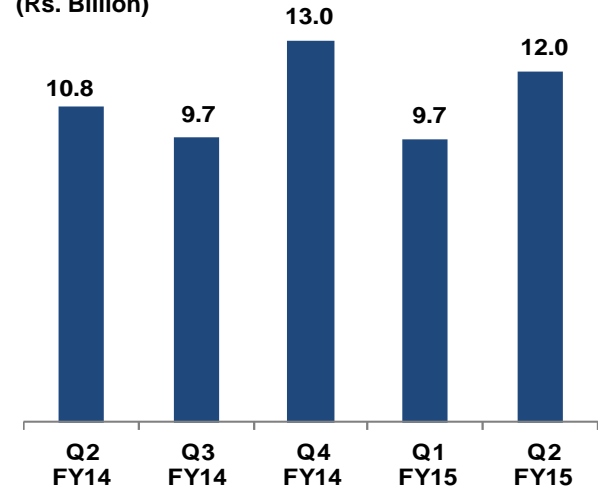
Renewal Premium

(Rs. Billion)



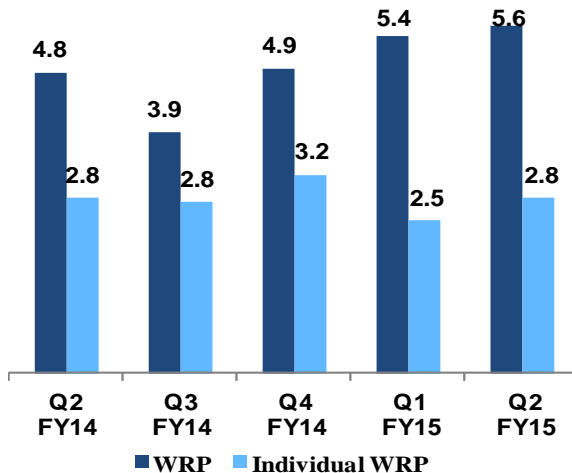
Total Premium (net of reinsurance)

(Rs. Billion)



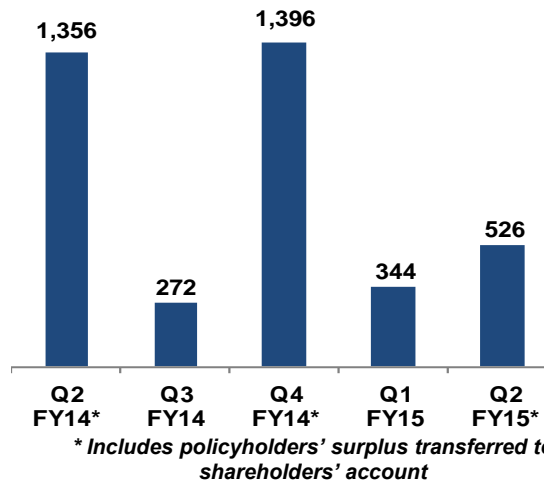
Weighted Received Premium

(Rs. Billion)



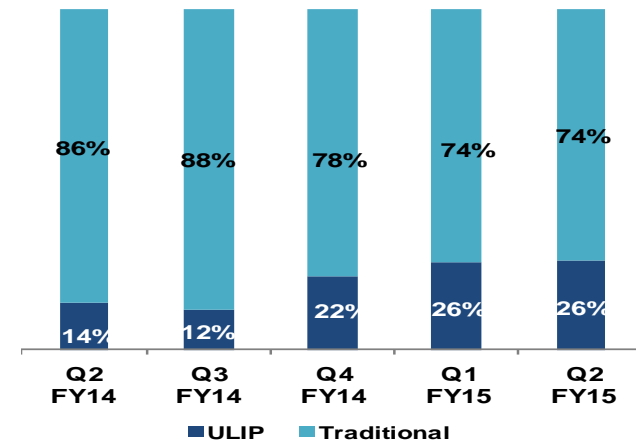
Profit Before Tax

(Rs. Million)



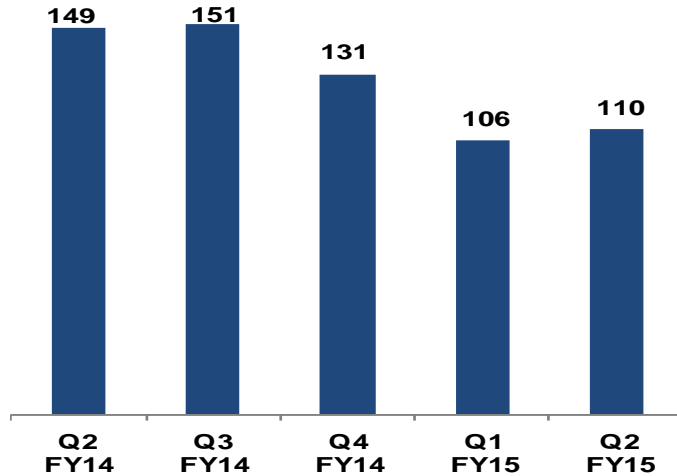
Business Mix (Individual)

(%)

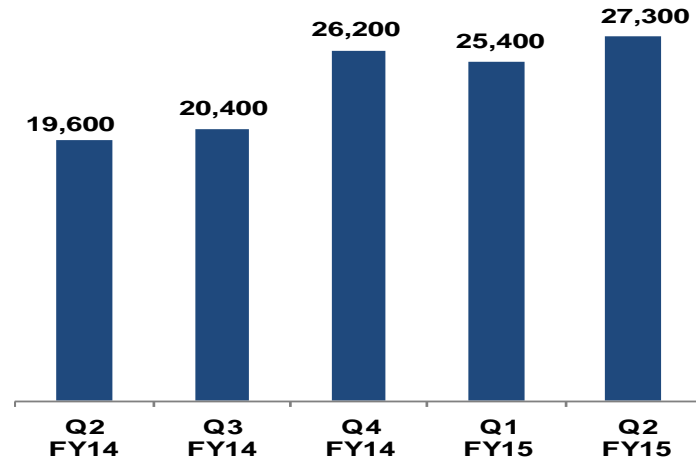


No. of individual policies sold

(in '000s)

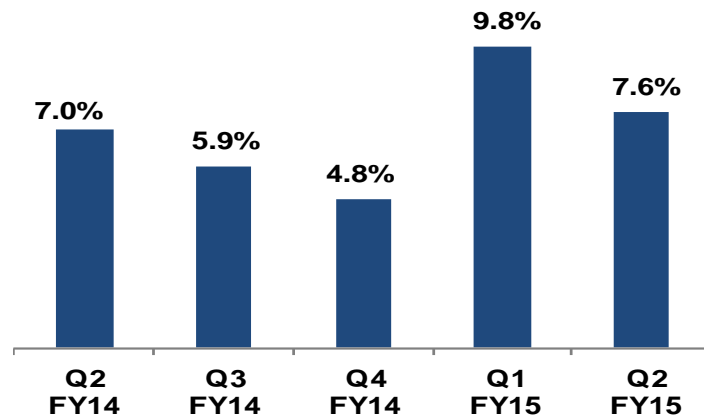


Average Ticket Size (approx.)



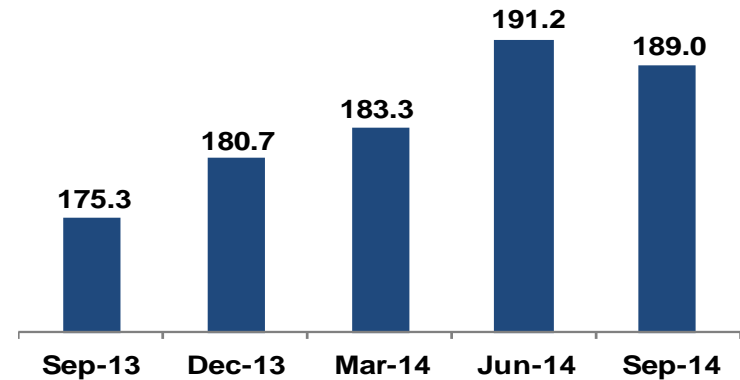
Private Sector Market Share

(%)



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)
- ✓ 7% market share in the private sector

Continued emphasis on robust business model

- ✓ No. of policies sold rose to 1.1 million in Q2 (+29%)
 - Manual cover-notes reduced from 9% to 5%

Building efficient and nationwide distribution footprint

- ✓ Wide network of over 125 branches
- ✓ Intermediaries rose to over 16,000

Focus on profitable business

- ✓ Emphasis on commercial lines and individual health segments
- ✓ Online sales: Gross premium rose by 33%; total policies sold increased by 59%

Key metrics - Q2 FY15


GWP: Rs. 6.5 billion

Investments: Rs. 47.3 billion

PBT : Rs. 248 million

Combined ratio: 120%

RoE: 11%



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

Age	Depreciation
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

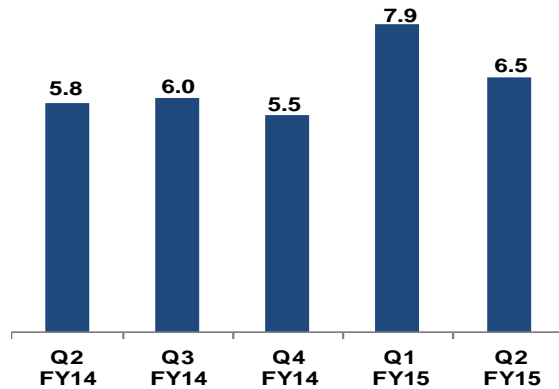
For More Details:

- 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.

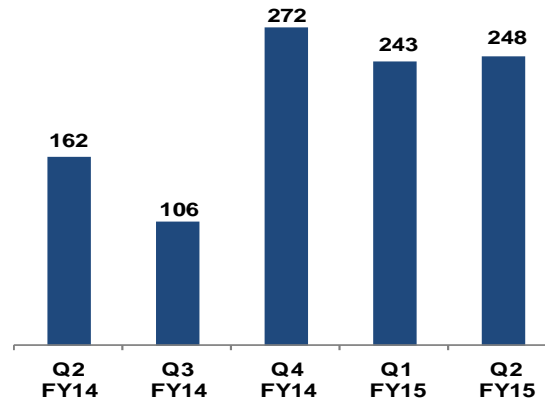
Gross Written Premium

(Rs. Billion)



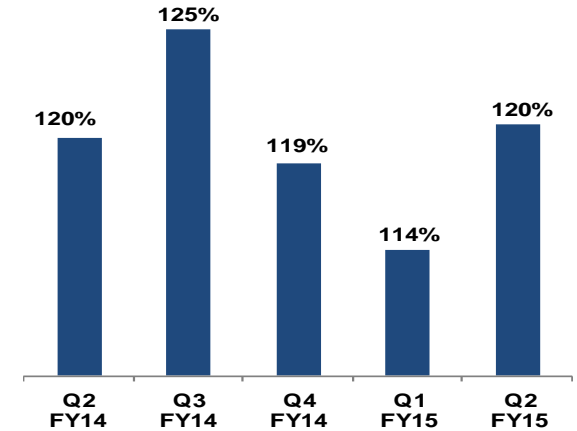
Profit Before Tax

(Rs. Million)

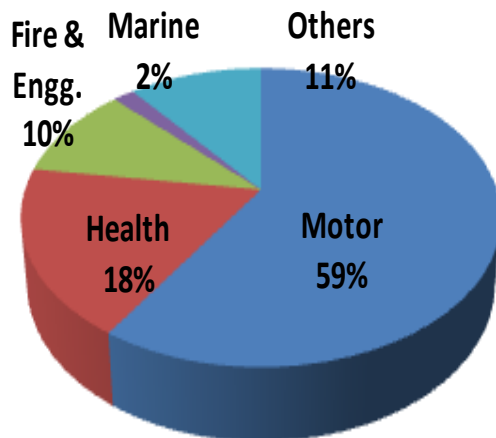


Combined Ratio

(%)

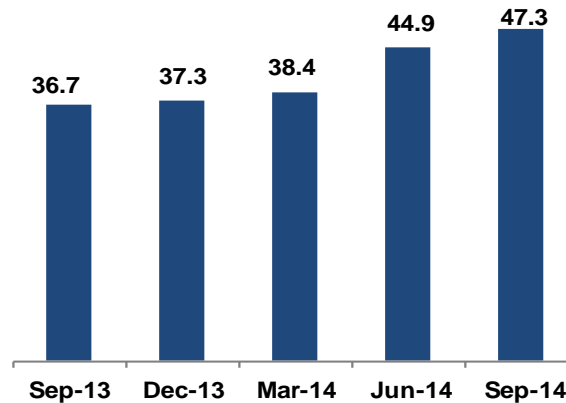


Business mix



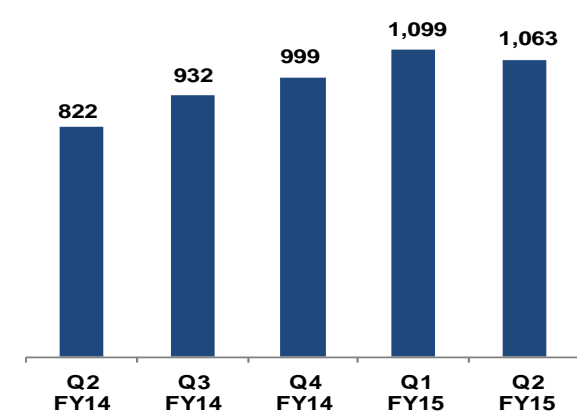
Investment Book

(Rs. Billion)



No. of policies issued

(in '000s)





Reliance Commercial Finance



A leading financier in the SME segment

Focus on profitable business

- ✓ NIM at 5.5%; return on equity at 13%
- ✓ PBT rose by 5% in Q2, driven by higher yields in the Mortgages segment
- ✓ Securitised loans of Rs. 17.7 billion in the quarter

High quality portfolio through robust credit appraisal and risk management practices

- ✓ Strong underwriting processes - six levels of underwriting hierarchy
- ✓ Cash-flow based lending vs. Asset-backed lending
- ✓ Risk management through robust risk management framework, and use of technology and automation
- ✓ In Q2, gross NPAs rose primarily due to stress in the CV portfolio

Building efficient and nationwide distribution footprint

- ✓ Present in 42 cities
- ✓ Over 5,000 distribution partners across the country
- ✓ Caters to over 69,000 customers

Key metrics - Q2 FY15

Total income: Rs. 5.8 billion


PBT : Rs. 954 million

AUM: Rs. 187.4 billion

Gross NPAs: 2.4% (90-day DPD)

RELIANCE
Commercial Finance

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



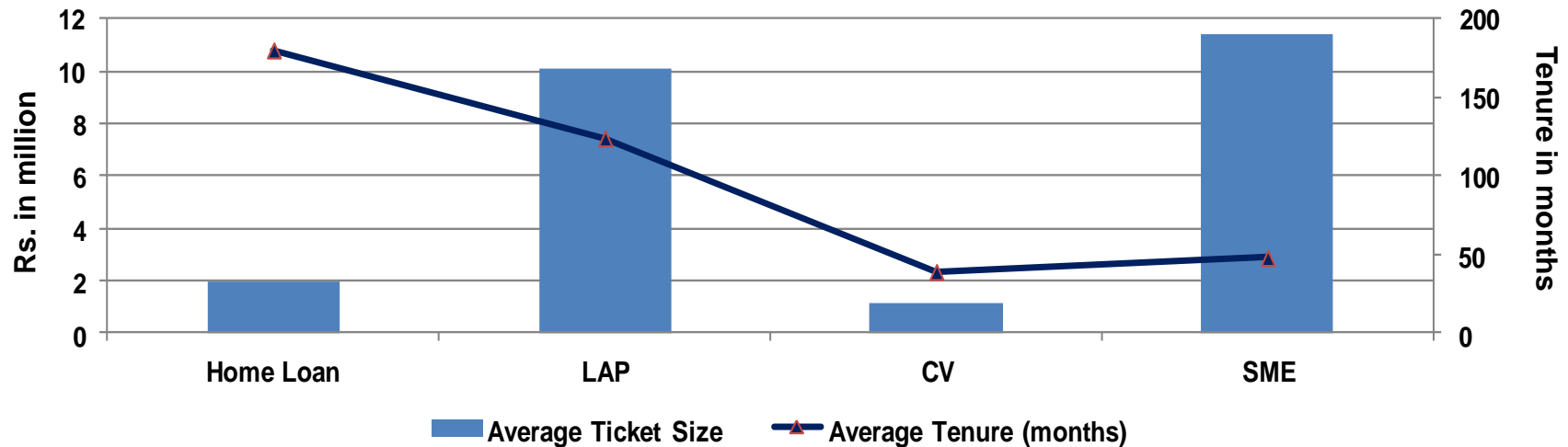
- Finance offerings tailored for the individual needs of various industries
- Instant loan processing at competitive rates
- Flexible loan tenure and easy repayment options
- Waiver of secondary collateral on loans up to ₹ 1 crore*

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

SMEF charges are applicable.
All terms will be at the sole discretion of Reliance Capital Ltd. *Conditions apply.
Reliance Commercial Finance is presented by Reliance Capital Ltd.

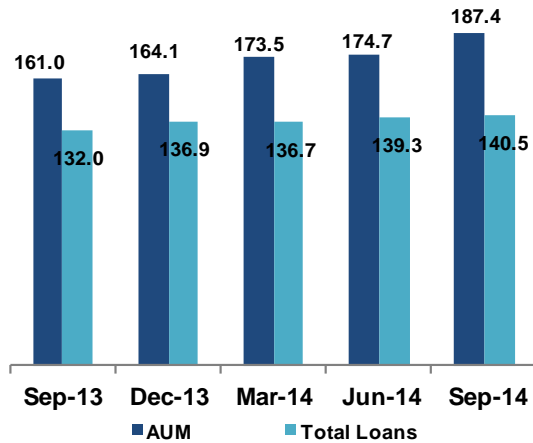
(As on Sept 2014)

Segment	Focus Area for growth	LTV	Share in total	Avg. Yield
Home Loan	Self Employed / Affordable Housing in Tier I & II cities	57%	17%	13%
LAP	Self employed / SMEs	38%	29%	16%
Commercial Vehicles	Small operators / FTBs / Agriculturists	83%	12%	16%
SME	Cluster-based growth approach	82%	29%	15%



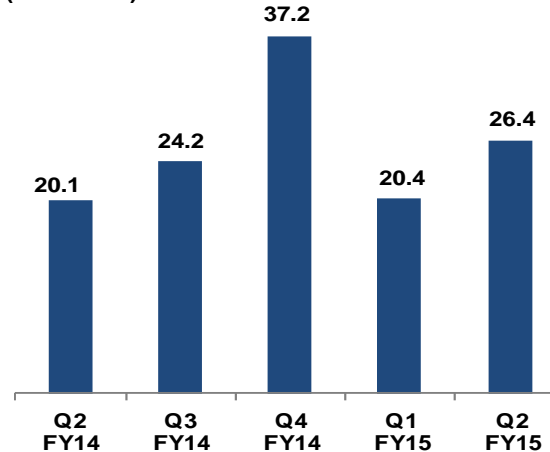
AUM and Total Loan Portfolio

(Rs. Billion)



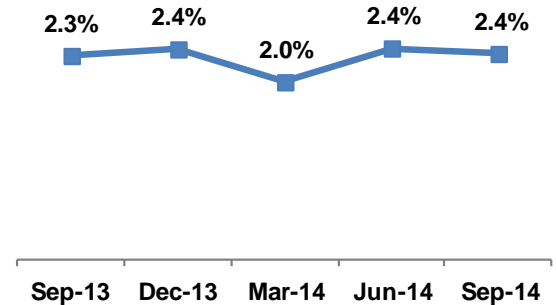
Disbursements

(Rs. Billion)



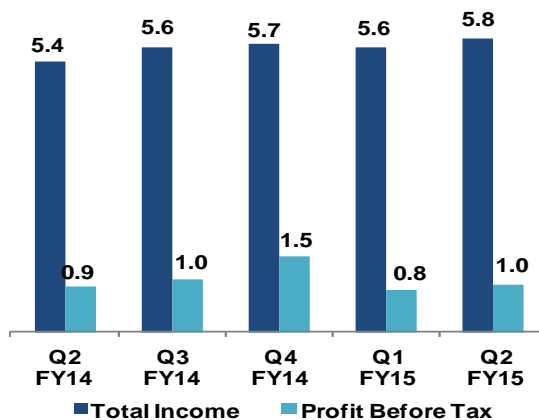
Gross NPLs

(%)



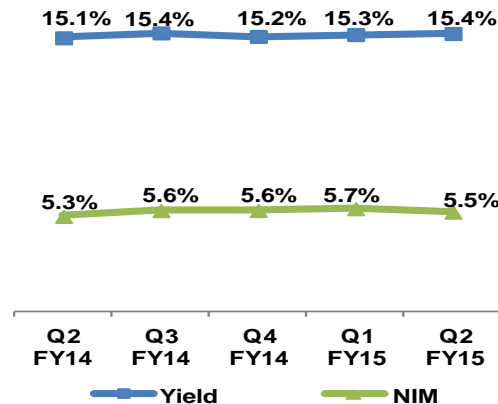
Total Income and Profit Before Tax

(Rs. Billion)



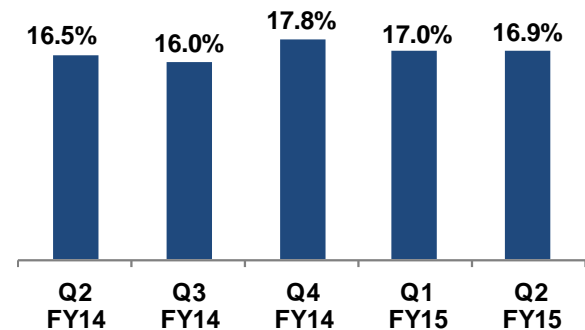
Yield and Net Interest Margin

(%)



Cost-to-income ratio

(%)



Plans for expanding our Housing Finance and Commercial Finance business

- ✓ With the improved business environment, Reliance Capital plans to significantly grow its Housing Finance and Commercial Finance loan assets
- ✓ The company, in line with the past, has made certain management determinations in calculation of capital adequacy, as is reflected in audited financial statements such as:
 - provisions for diminution in value of investments;
 - treatment of redemption premium for certain investments; and
 - exposures to subsidiaries / associate entities (including definition of associate entities)
- ✓ and the Company is required to strengthen its capital adequacy as per applicable requirements by March 31, 2015 in order to:
 - achieve the above objectives;
 - increase balance sheet size / increase borrowings from existing levels; and
 - consider new lines of business

Actions planned to improve capital adequacy

- ✓ Stake sale in the Life Insurance business (as and when limits for foreign ownership are raised from 26% to 49%)
- ✓ Stake sale in the General Insurance business up to 26% in the near future and up to 49% (as and when the limits for foreign ownership are raised from 26% to 49%)
- ✓ Stake sale in the Asset Management business over a period of time
- ✓ Reduction in the proprietary investment book
- ✓ Capital raising via QIP and / or preferential allotment to strategic investors



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 all segments viz. liquid, debt and equity

Continued focus on improving realisations

- ✓ Profit before tax rose by 71% in the quarter
- ✓ Return on equity at 23% (Q2 FY14 - 16%)

Diversified AUM base

- ✓ 20% of total AUM from 'beyond top 15 cities' category

Building efficient and nationwide footprint

- ✓ Conducted nearly 600 Investor Awareness Programs (92% in B15 cities)
- ✓ Over 170 customer touch points and 43,500 empanelled distributors

Key metrics - Q2 FY15

Average AUM: Rs. 2.2 trillion

Average MF AUM: Rs. 1.2 trillion

Total Income: Rs. 2.2 billion

Profit before tax: Rs. 1.1 billion

enrich your investments with vision



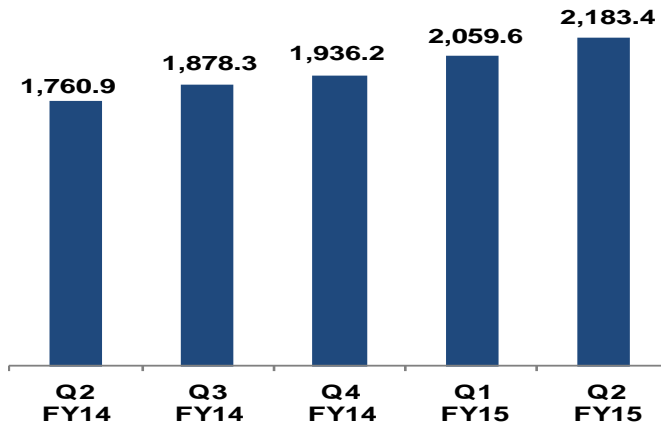
**Reliance
Vision Fund**

An Open-ended Equity Growth Scheme



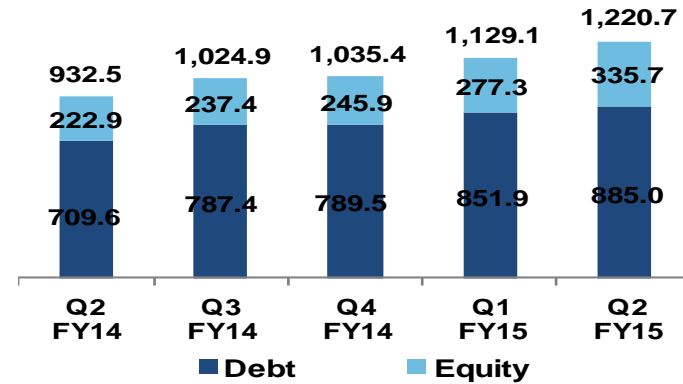
Average Assets under Management

(Rs. Billion)



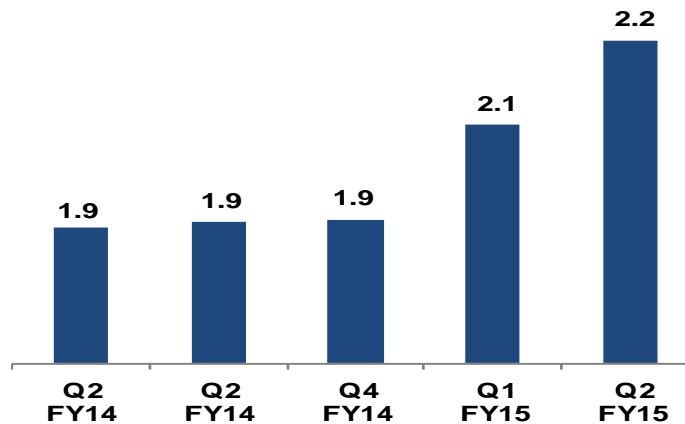
Average Mutual Fund AUMs

(Rs. Billion)



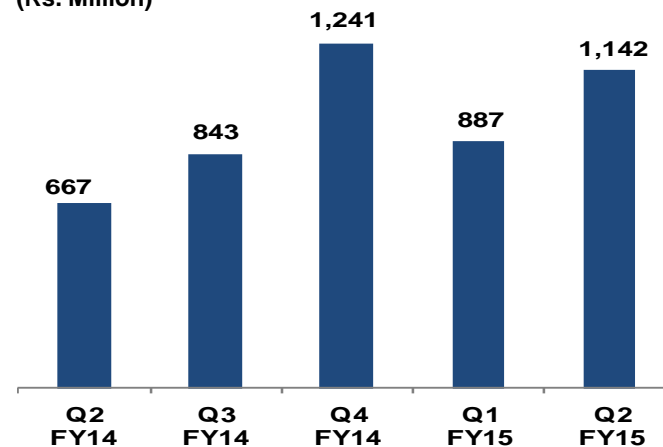
Total Income

(Rs. Billion)



Profit Before Tax

(Rs. Million)





Broking and Distribution businesses

Retail Broking

- ## Wealth Management

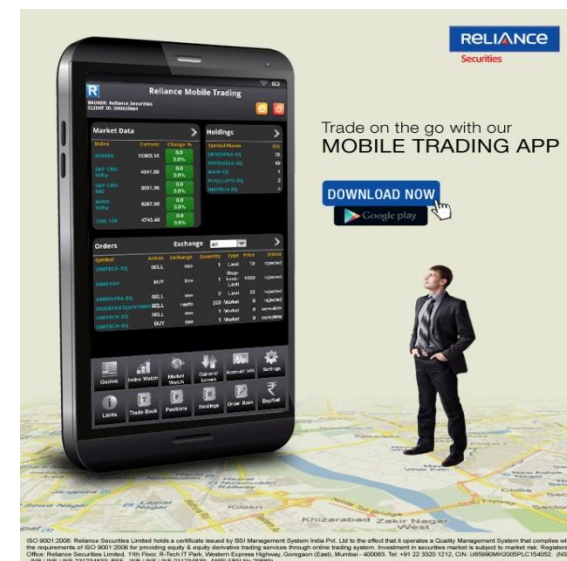
- ## Distribution

- ## Key metrics - Q2 FY15

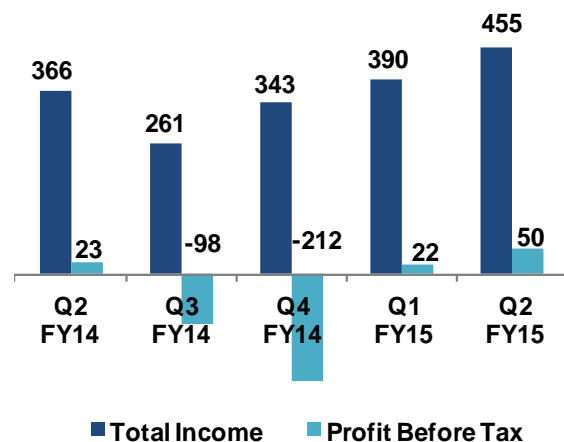
- **Equity:** approx. 735,600
- **Commodity:** over 48,500

- **Equities: Rs. 17.6 billion**
- **Commodities: Rs. 3.3 billion**

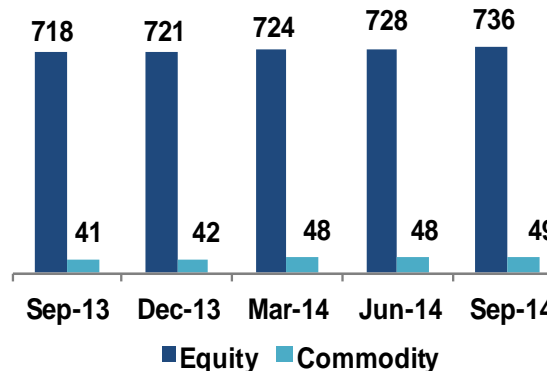
Wealth Management AUM:
Rs. 9.7 billion



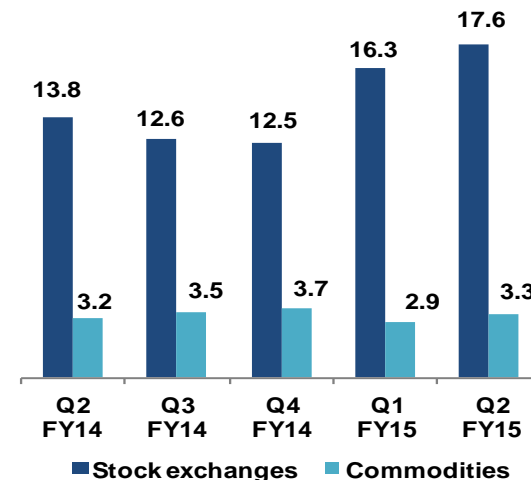
Broking
Total income & Profit Before Tax
(Rs. Million)



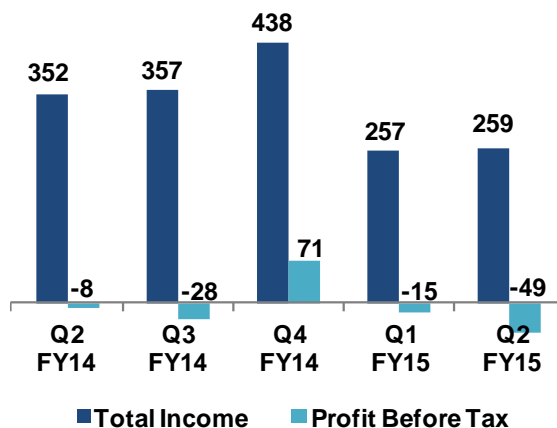
Equity and Commodity
Broking Accounts
(in '000s)



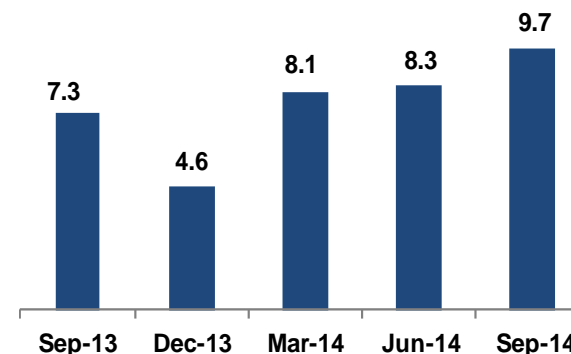
Average Daily Turnover
(Stock exchanges and Commodities)
(Rs. Billion)



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



Wealth Management AUM
(Rs. Billion)

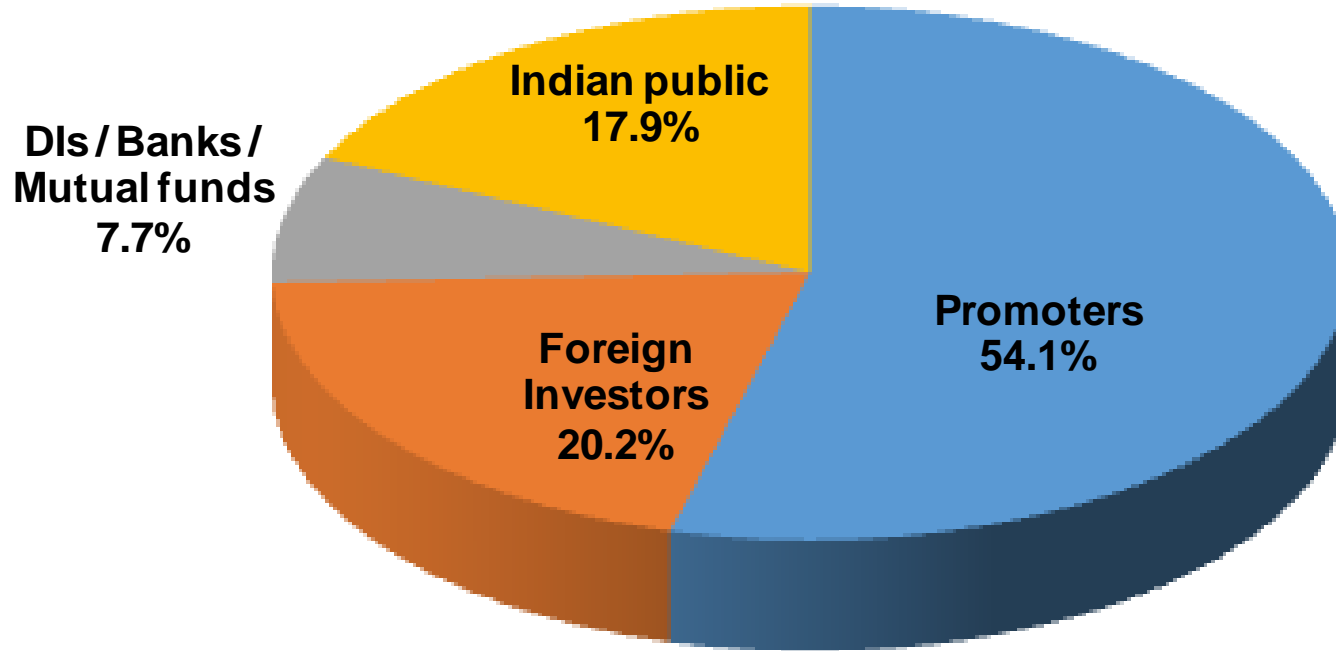




Reliance Asset Reconstruction

- **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 September 30, 2014, the assets under management rose to Rs. 11 billion**
- **The business made a profit of Rs. 27 million in the quarter**

(As on September 30, 2014)



- 1.1 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)	Sept 30, 2014	Mar 31, 2014	Sept 30, 2013	Mar 31, 2013
Capital	2,445	2,445	2,462	2,462
Reserves	131,013	126,904	125,834	122,410
Borrowings	249,440	255,766	231,988	225,097
Other Liabilities	63,040	70,162	56,926	55,917
Total	445,937	455,277	417,209	405,881
Cash / bank balance	12,553	26,629	14,641	15,822
Investments	167,153	161,577	155,172	150,860
Loans	225,432	224,618	203,853	202,126
Fixed assets	5,125	4,831	4,559	4,378
Other Assets	35,674	37,621	38,984	32,695
Total	445,937	455,277	417,209	405,881
Tier I *	15.8%	12.2%	13.1%	13.0%
Tier II *	4.0%	4.1%	4.0%	3.9%
Capital Adequacy *	19.8%	16.3%	17.1%	17.0%

* Based on standalone financials

Funding Profile

(Rs. Million)	Sept 30, 2014	Mar 31, 2014	Sept 30, 2013	Mar 31, 2013
Bank Loans	104,736	106,393	106,503	113,727
Commercial Papers	41,294	48,604	28,608	36,727
NCDs	102,323	100,278	95,770	74,534
Others	1,087	491	1,106	104
Total	249,440	255,766	231,988	225,097

Profit & Loss statement

(Rs. Million)	Q2 FY15	Q2 FY14	Change (y-o-y)	Q1 FY15	Change (q-o-q)	FY 2014
Interest Income	9,896	9,065	9%	9,530	4%	36,814
Capital Gains / Dividend	1,007	793	27%	719	40%	1,521
Premium Earned	6,481	5,832	11%	7,830	(17)%	24,372
Mgmt. & Advisory Fee	1,967	1,783	10%	1,851	6%	6,991
Brokerage & Comm.	789	573	38%	892	(12)%	2,664
Other Income	705	643	10%	613	15%	3,079
Total Income	20,845	18,690	12%	21,436	(3)%	75,441
Interest & Fin. Charges	6,603	6,268	5%	6,838	(3)%	25,011
Other Expenses	11,610	10,783	8%	13,012	(11)%	41,960
Total Expenses	18,213	17,051	7%	19,850	(8)%	66,971
Profit before tax	2,632	1,639	61%	1,586	66%	8,470
Net profit after tax	2,175	1,808	20%	1,636	33%	7,465

Profit & Loss statement

(Rs. Million)	Q2 FY15	Q2 FY14	Change (y-o-y)	Q1 FY15	Change (q-o-q)	FY 2014
First year premium	5,560	4,820	15%	5,410	3%	18,363
Single premium	303	267	13%	130	134%	977
Total New business premium	5,863	5,087	15%	5,540	6%	19,340
Renewal Premium	6,230	5,782	8%	4,192	49%	23,494
Total premium (net of reinsurance)	11,984	10,769	11%	9,679	24%	42,567
Profit before tax	526*	1,356*	(61)%	344	53%	3,589*
Total funds under management	188,969	175,250	8%	191,160	(1)%	183,278

* Includes policyholders' surplus transferred to shareholders' account

Profit & Loss statement

(Rs. Million)	Q2 FY15	Q2 FY14	Change (y-o-y)	Q1 FY15	Change (q-o-q)	FY 2014
Gross Written Premium	6,481	5,832	11%	7,865	(18)%	24,417
Profit / (loss) before tax	248	162	53%	243	2%	641
Investment book	47,343	36,705	29%	44,946	5%	38,427
Combined ratio	120%	120%	-	114%	-	119%
No. of policies issued (in million)	1.1	0.8	29%	1.1	(3)%	3.7

Profit & Loss statement

(Rs. Million)	Q2 FY15	Q2 FY14	Change (y-o-y)	Q1 FY15	Change (q-o-q)	FY 2014
Disbursements	26,386	20,141	31%	20,412	29%	98,039
Net Interest Income	1,663	1,601	4%	1,671	-	7,069
Total Income	5,797	5,364	8%	5,615	3%	22,100
Interest expenses	3,571	3,327	7%	3,448	4%	13,308
Other expenses	978	883	11%	953	3%	3,619
Provisions	293	245	20%	379	(23)%	877
Profit before tax	954	908	5%	836	14%	4,295

Profit & Loss statement

(Rs. Million)	Q2 FY15	Q2 FY14	Change (y-o-y)	Q1 FY15	Change (q-o-q)	FY 2014
Income	2,235	1,869	20%	2,070	8%	7,749
Expenses	1,093	1,203	(9)%	1,183	(8)%	4,228
Profit before tax	1,142	667	71%	887	29%	3,521

(Rs. Billion)	Sept 30, 2014	Mar 31, 2014	Sept 30, 2013	Mar 31, 2013
Debt	867.3	767.2	684.0	644.7
Equity	335.7	245.9	222.9	271.9
Gold	17.7	22.3	25.7	29.3
Managed Accounts	16.7	15.1	14.4	14.7
Pension Funds	898.6	836.0	761.3	707.6
Offshore Funds	47.4	49.7	52.7	63.2
Total AAUM	2,183.4	1,936.2	1,760.9	1,731.3

Profit & Loss - Broking

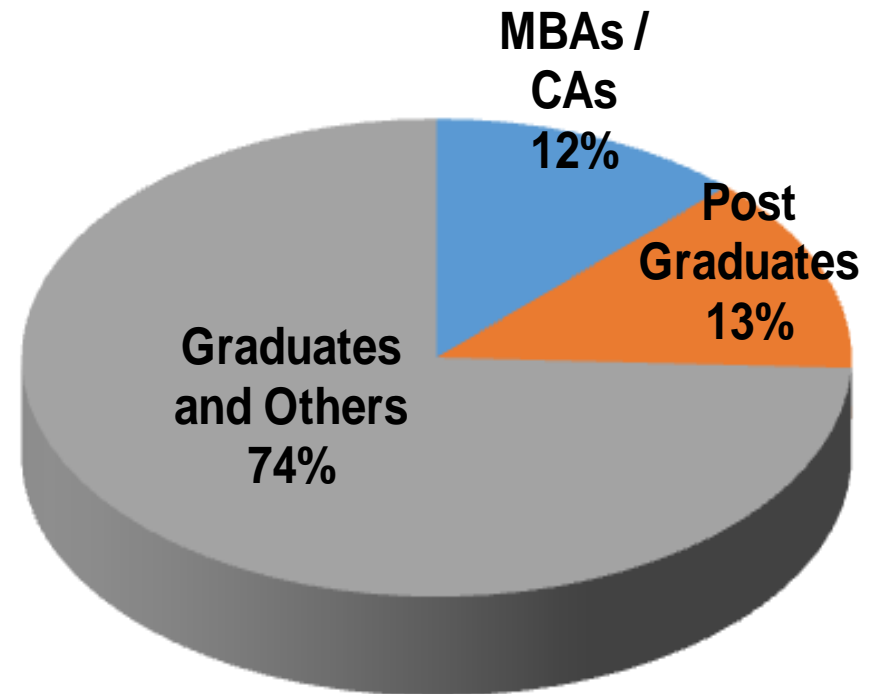
(Rs. Million)	Q2 FY15	Q2 FY14	Change (y-o-y)	Q1 FY15	Change (q-o-q)	FY 2014
Total Income	455	366	25%	390	17%	1,385
Total expenses	405	342	18%	369	10%	1,614
Profit before tax	50	23	115%	22	132%	(229)

Profit & Loss - Distribution

(Rs. Million)	Q2 FY15	Q2 FY14	Change (y-o-y)	Q1 FY15	Change (q-o-q)	FY 2014
Total Income	259	352	(26)%	257	1%	1,447
Total expenses	309	360	(14)%	272	14%	1,419
Profit before tax	(49)	(8)	-	(15)	-	28

- ~18,700 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