

Reliance Capital Limited
Reliance Centre, 6th Floor, North Wing,
Off Western Express Highway,
Santacruz (East), Mumbai - 400 055.

T +91 22 3303 6000
F +91 22 3303 6664

February 13, 2019

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400 001
BSE Scrip Code: 500111

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block, Bandra Kurla Complex,
Bandra (East), Mumbai 400 051
NSE Scrip Symbol: RELCAPITAL

Dear Sir(s),

Re.: Investor Presentation

Further to our letter dated February 13, 2019, we enclose herewith Investor Presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2018.

Thanking you.

Yours faithfully,
For Reliance Capital Limited



Atul Tandon
Company Secretary & Compliance Officer

Encl.: As Above.

RELIANCE

CAPITAL

Results for the quarter ended December 31, 2018

Investor Presentation

February 13, 2019

Leadership position across diverse range of **financial services'** businesses

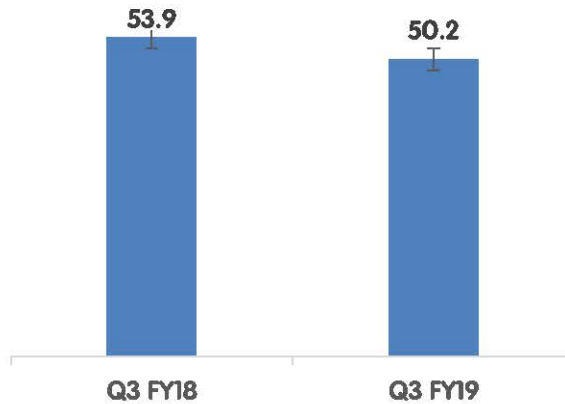
Robust financial platform with top-end ratings and a conservative net debt-equity ratio

Q3 Profit After Tax of Rs. 2.1 billion and Total asset size of Rs. 894.0 billion

Over **20 million** customers, 20,000 employees, and over **Rs. 4.8 trillion in AUM**

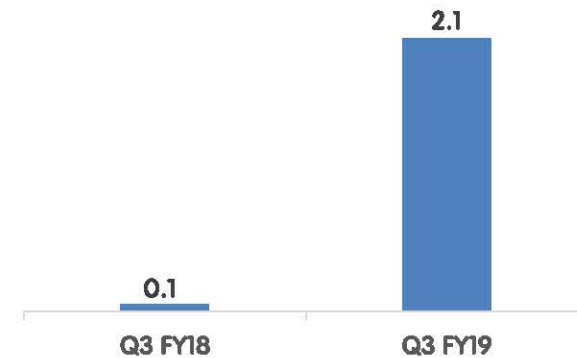
Total Income

(Rs. billion)



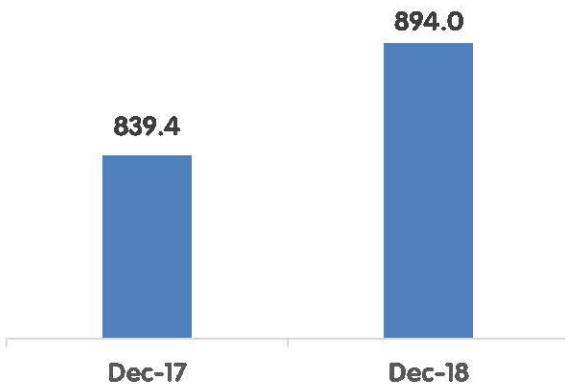
Profit After Tax

(Rs. billion)



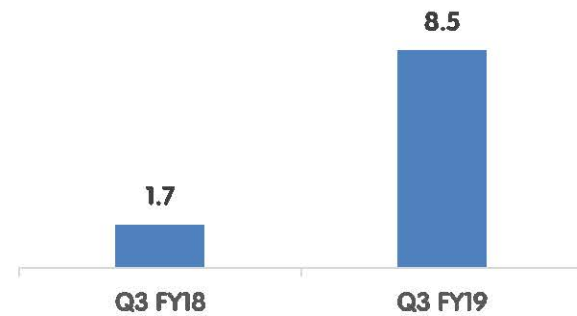
Total Assets

(Rs. billion)



Earnings Per Share

(Rs.)



Reliance Nippon Life Asset Management



- **One of India's largest asset manager** with AUM of Rs. 4.1 trillion (+7%)
- **One of the most Profitable AMCs** in the Industry (**Q3 FY19 PBT: Rs. 1.6 billion**)

Strong Retail Franchise

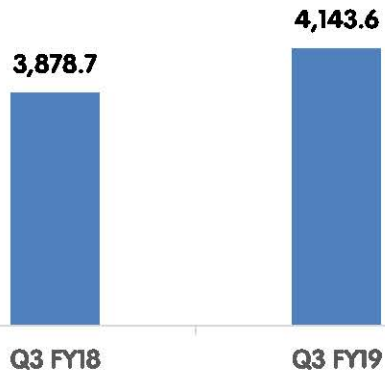
- **Strong recurring flows:** Long-term **SIP** book has helped in building a stable asset base
 - SIP & STP count amongst the highest in the Industry - **3.1 million**
 - **Annualised SIP inflows of Rs. 101.0 billion**
- **Approx. 9 million (+16%) investor folios** - Amongst the highest in the industry
- **MAAUM from smaller locations (B-30 segment)** rose to **over Rs. 428.0 billion**
- Presence at nearly 300 locations and over **72,500 empanelled distributors**

Diversified AUM base

- RNAM Board Declared Interim Dividend of Rs. 3 per share in Jan 2019
- **Equity assets (incl. ETF) at Rs. 1.0 trillion - up 12%**
- **MF Equity Assets** (as a share of total AAUM) **rose** from 34% **to 38% in Q3 FY19**
- **Leadership position in Retail Assets (MAAUM at Rs. 830.0 billion)**
 - Added **highest retail assets** (Rs. 120.0 billion) in the industry since Dec 2017
- **One of the largest player in the ETF market (16.9% market share)**
 - Successfully raised Rs. 170.0 billion as part of further fund offer 3 of CPSE ETF
 - 89.6% market share in ETF volumes on the NSE and BSE (CY 2018)
- **Reliance AIF: commitment of approx. Rs. 25.0 billion** across various AIF schemes
- **Managing and advising assets of approx. Rs. 87.0 billion in Offshore AUMs**
- **Only AMC to have four prestigious mandates (ESIC, EPFO, NPS, CMPFO)**

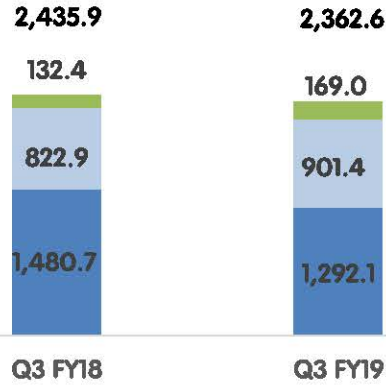
Assets under Management

(Rs. billion)



Mutual Fund AAUMs*

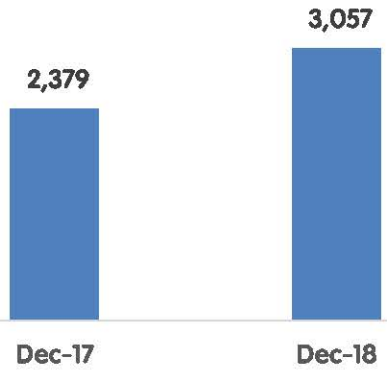
(Rs. billion)



■ Debt ■ Equity ■ ETF

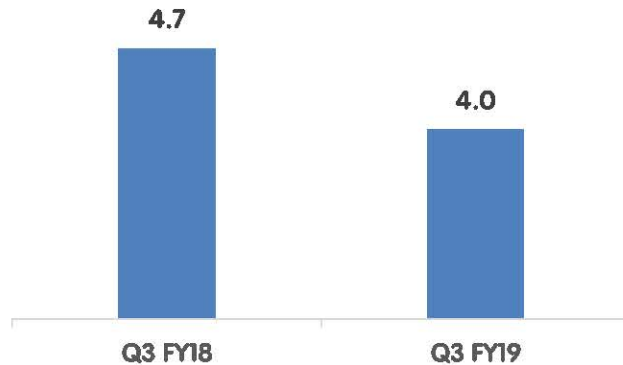
No. of SIPs and STPs

(In '000s)



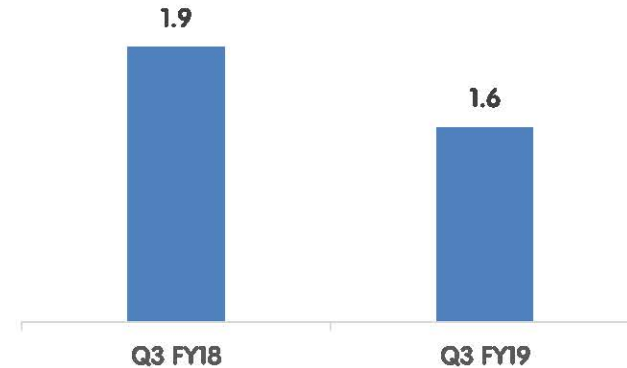
Total Income

(Rs. billion)



Profit Before Tax

(Rs. billion)



* average assets under management for the quarter

Reliance Commercial Finance



Diversified and new-age finance solutions provider

Focus on profitable growth with best-in-class asset quality

- **Outstanding loan book increased to Rs. 155.3 billion (+5%)** as on Dec 2018
- **Gross NPA improved to 2.9% as on Dec 2018** vis-à-vis 4.4% as on Dec 2017
- **AUM stood at Rs. 172.6 billion as on Dec 2018**
- **Provisioning coverage ratio** stands at **48% as on Dec 2018**
- **Profit before tax increased** from Rs. 612 million to **Rs. 685 million (+12%)** in Q3 FY19

Strong customer base; entry into Retail Finance segments

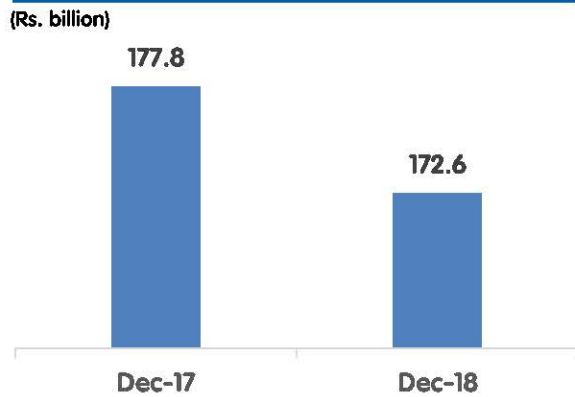
- Present in 150 cities, **over 1,000 distribution points** across the country
- **Retail lending: Disbursed** over **30K retail loans**
- 100% sourcing through **digital lending platform; Real-time evaluation** & approvals

Segment Detail - Reliance Commercial Finance

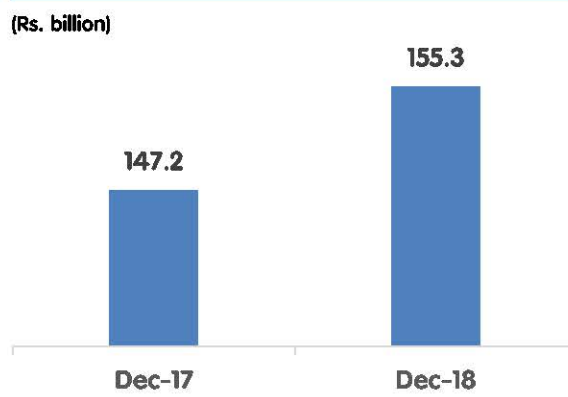
(As on December 2018)

Segment	Focus Area for growth	Average Yield	LTV	Share in Total AUM
SME	Cluster-based growth approach	13%	59%	72%
Infra Lending	Small project bridge lending	14%	29%	3%
Microfinance	Lending to / through MFIs	22%	88%	6%
Retail	Two wheeler, used car and personal loans	20%	78%	5%
Others	Loan against Property, Developer Finance, CVs, etc.	14%	36%	14%

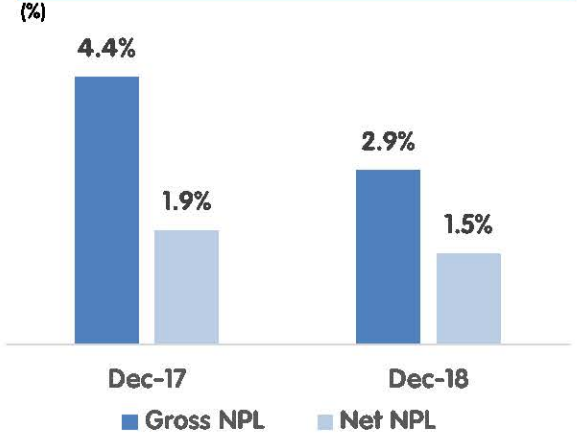
Assets under Management



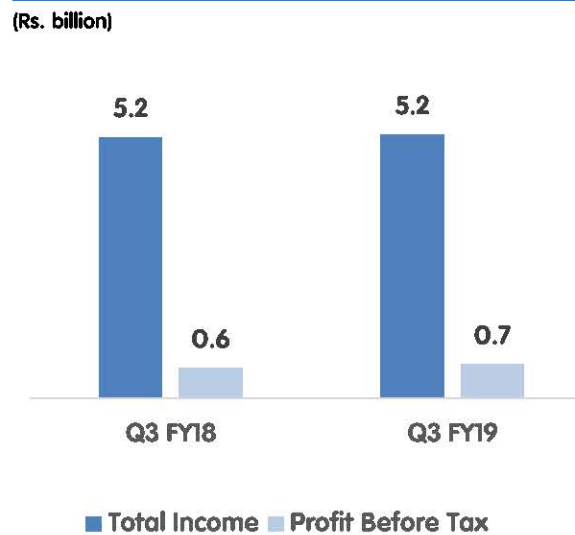
Total Loan Portfolio



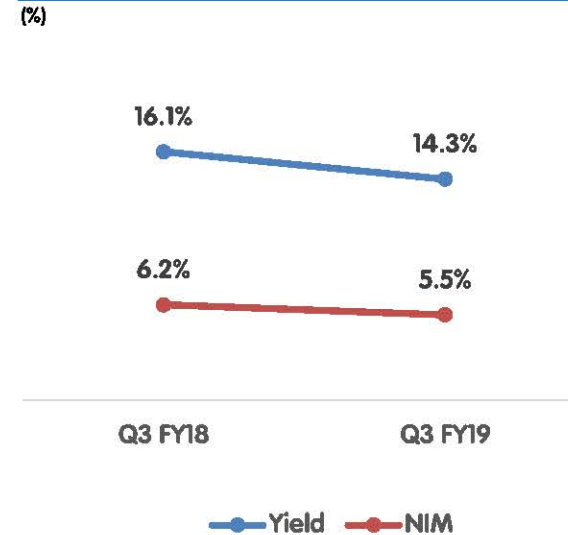
Asset Quality



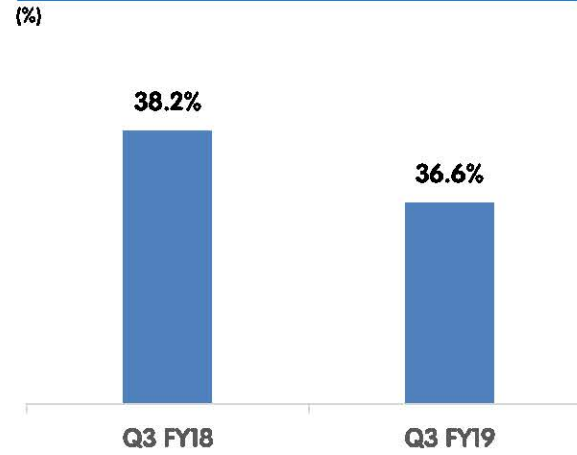
Total Income and Profit Before Tax



Yield and Net Interest Margin



Cost-to-income Ratio



Reliance Home Finance



Continued robust growth with superior asset quality

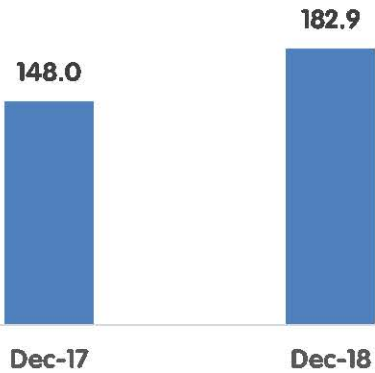
- **AUM** increased to **Rs. 182.9 billion (+24%)** as on December 2018
 - **70% of the HL disbursements** cater to the **Self-Employed segment**
- **Profit before tax** at **Rs. 876 million (+30%)** in Q3 FY19
- **NIM declined marginally to 3.5% in Q3 FY19** vis-à-vis 3.6% in Q3 FY18
- **Gross NPAs stood at 0.9% as on Dec 2018** as against 0.8% as on Dec 2017
- **Capital Adequacy** ratio was at **18.8%**; **Tier I ratio at 12.7%**

Wide distribution network with focus on self-employed clientele

- Present in approx. **140 locations** through a 'hub and spoke' model with branches in
59 cities

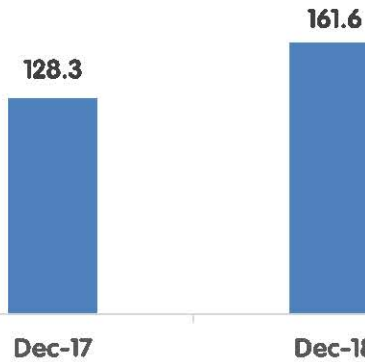
Assets Under Management

(Rs. billion)



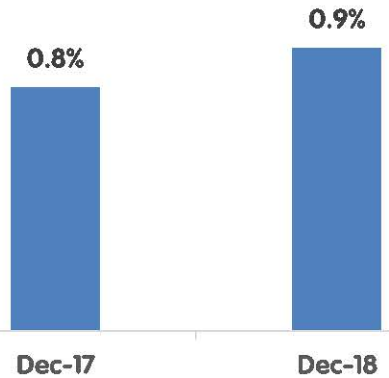
Total Loans

(Rs. billion)



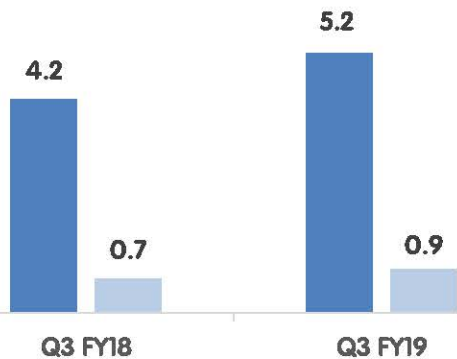
Gross NPLs

(%)



Total Income and Profit Before Tax

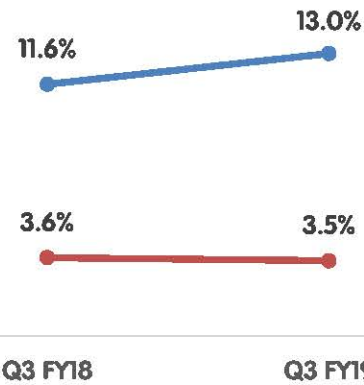
(Rs. billion)



■ Total Income ■ PBT

Yield and Net Interest Margin

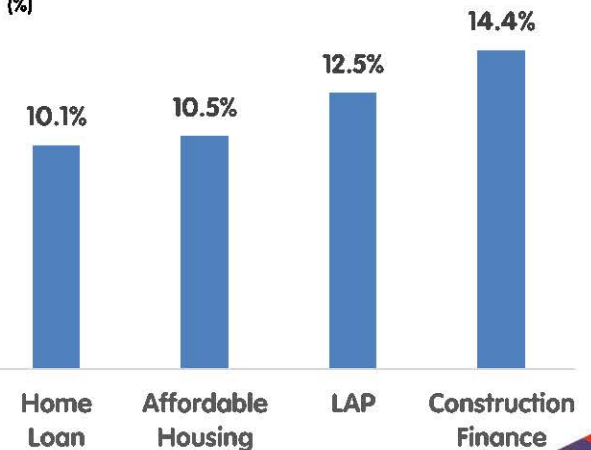
(%)



—●— Yield —●— NIM

Average yield (%)

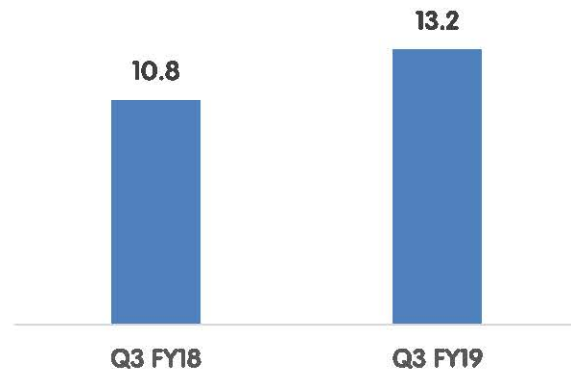
(%)



- **8.2% market share** in the private sector; **largest agency force of approx. 29,600 agents**
- **Gross written premium** rose by **22%** to **Rs. 13.2 billion**
 - **Strong growth in segments like private car, health, travel and commercial lines**
- **Online channel: premium received** rose by **29%**
- **Q3 FY19 PBT** at **Rs. 340 million (+20%)**; net worth at Rs. 15.4 billion (+13%) as on Dec 2018
- **Q3 FY19 return on equity** at **9%**; solvency margin at 164%
- **Combined ratio** was stable at **120% in Q3 FY19**
- **Diversified distribution network with strong line-up of banca tie-ups with major banks**

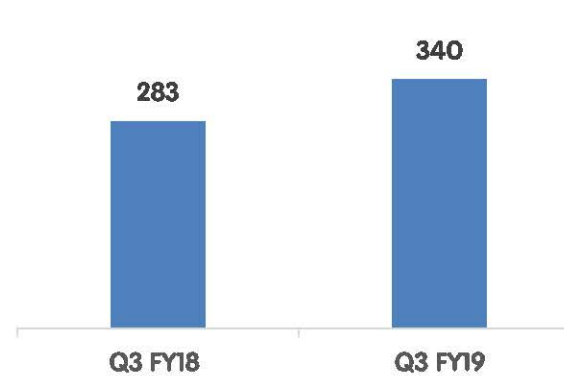
Gross Written Premium

(Rs. billion)



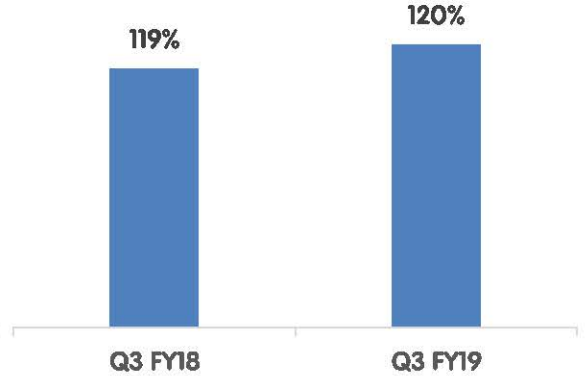
Profit Before Tax

(Rs. million)

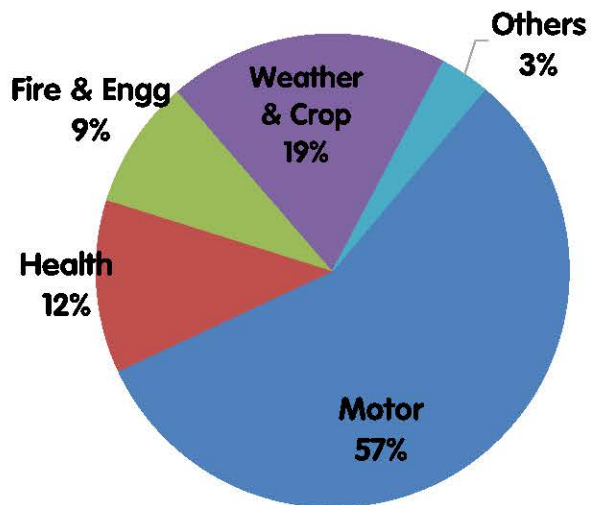


Combined Ratio

(%)

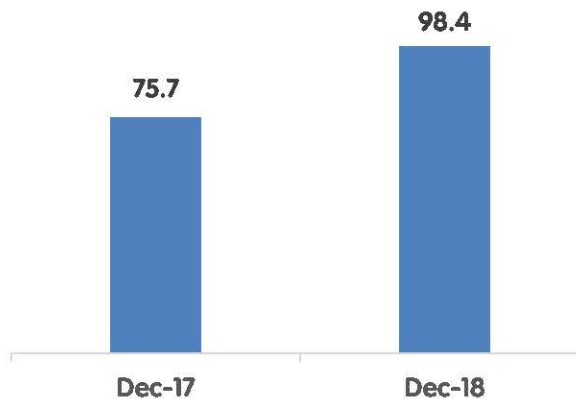


Business mix



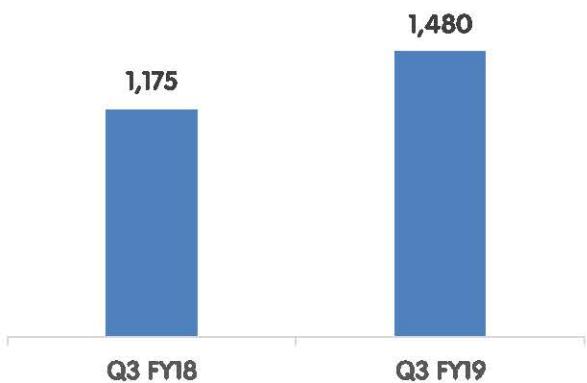
Investment Book

(Rs. Billion)



No. of Policies Issued

(in '000s)



* Financials are based on IRDAI reporting

Reliance Nippon Life Insurance

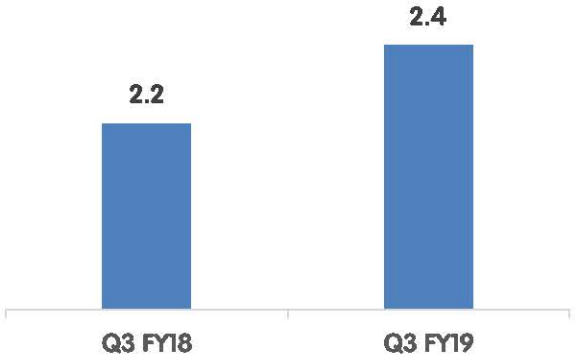


Focus on profitable and healthy business

- **Individual WRP at Rs. 2.2 billion (+34%); Renewal Premium stood at Rs. 7.9 billion**
- **Total premium (net) increased to Rs. 10.3 billion (+3%) in Q3 FY19**
- **Average ticket size** improved by **15%** to **over Rs. 40,700**; traditional products formed 71% of the Individual New Business premium
- **Strong rise in persistency** from 69% to **75% in Q3 FY19**
- **Assets under Management increased to Rs. 202.0 billion (+7%)**
- **Solvency margin at 279%** vis-à-vis regulatory requirement of 150%
- **Largest network of approx. 730 offices** and **over 59,200 active advisors**

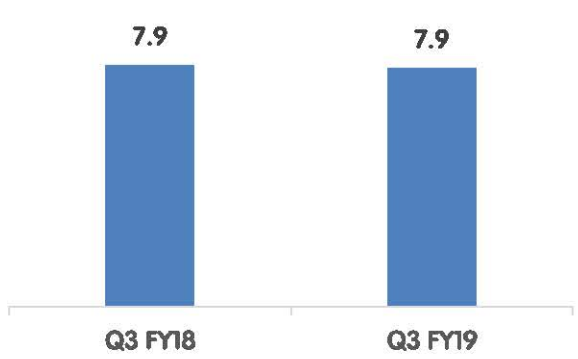
New Business Premium

(Rs. billion)



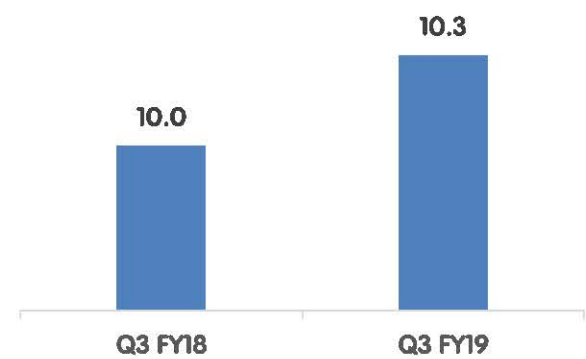
Renewal Premium

(Rs. billion)



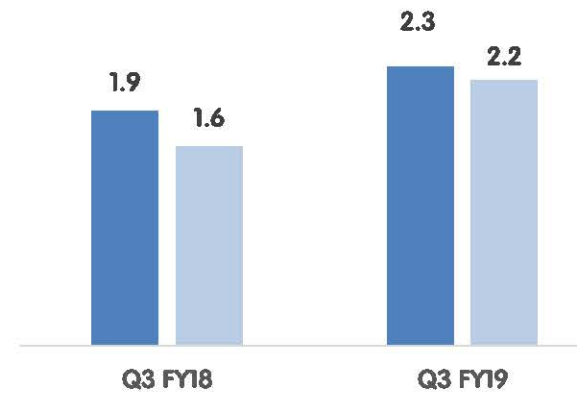
Total Premium (net of reinsurance)

(Rs. billion)



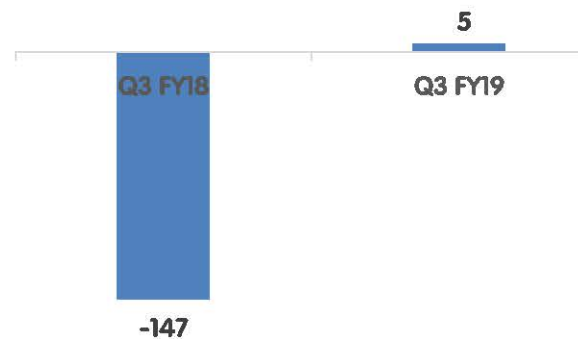
Weighted Received Premium

(Rs. billion)



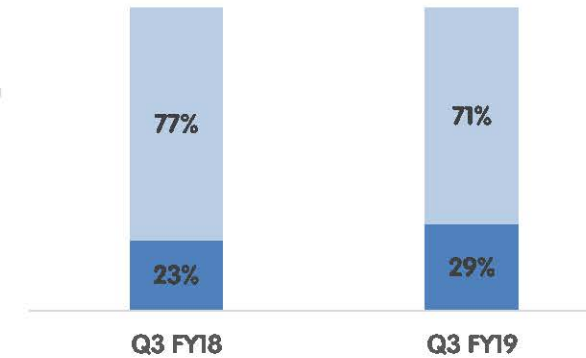
Profit Before Tax

(Rs. million)



Business Mix (Ind. New Business)

(%)



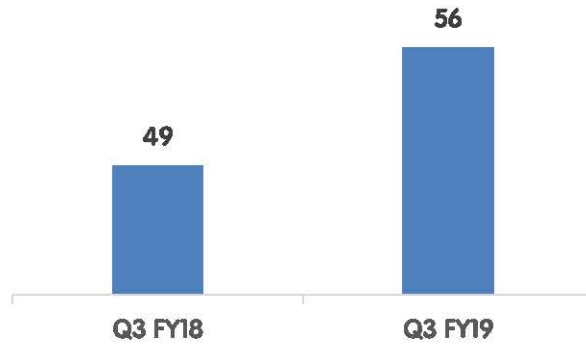
■ WRP ■ Individual WRP

■ ULIP ■ Traditional

* Financials are based on IRDAI reporting

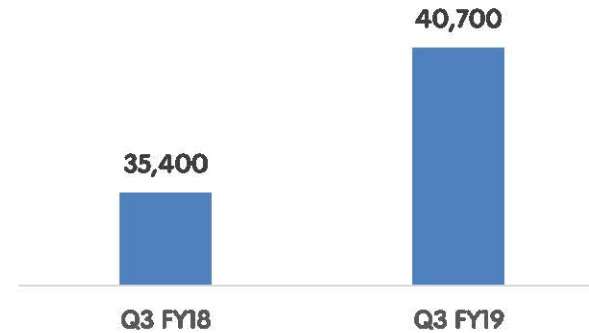
No. of Individual Policies sold

(in '000s)



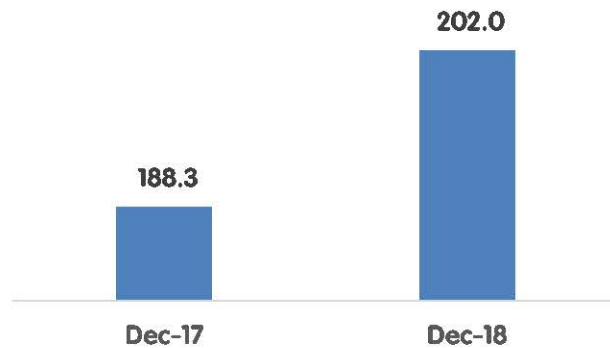
Average Ticket size (approx.)#

(Rs.)



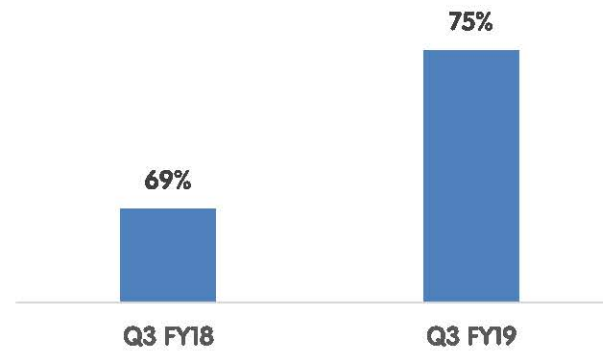
Funds under Management

(Rs. billion)



Persistency

(%)



Based on New Business Premium

* Financials are based on IRDAI reporting

Broking and Distribution Businesses



Transformation in the last two years

Key business matrix

- **Revenue increased** from Rs. 667 million to **Rs. 835 million (+25%)** in Q3 FY19
- **Q3 FY19 PBT** rose to **Rs. 62 million** from loss of Rs. 73 million in Q3 FY18; **return on equity** at **14%**
- **Average daily stock exchange turnover** rose by **13%** to **Rs. 51.2 billion**
- **Wealth Management: AUMs** stood at **Rs. 37.6 billion** as on December 2018

Digital transformation

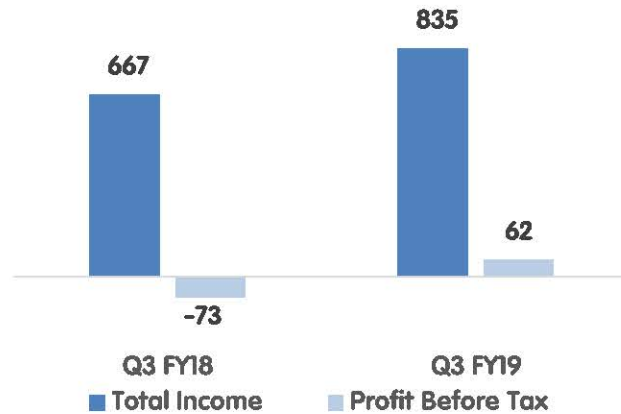
- **Industry First: Fully digital model** - 95% of the accounts are opened digitally and clients are able to trade on the same day
- **Integrated single platform for broking and distribution**

Network and client base

- **Extensive geographic footprint** - 112 branches and **approx. 1,300 customer touch points**
- **Broking accounts: Equity over 8,83,000 (+4%) | Commodity approx. 1,07,000 (+9%)**

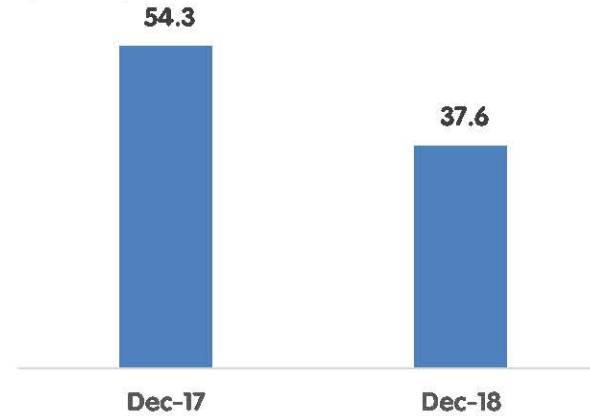
Total income & Profit Before Tax

(Rs. million)



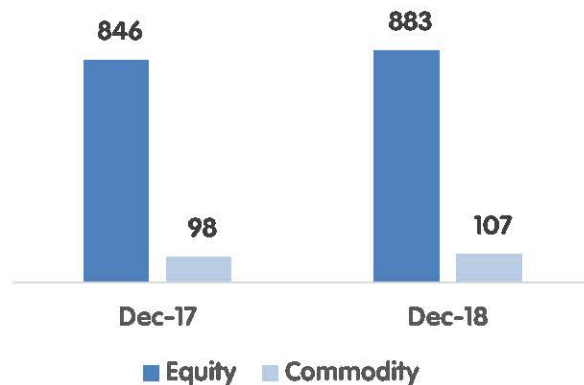
Wealth Management AUM

(Rs. billion)



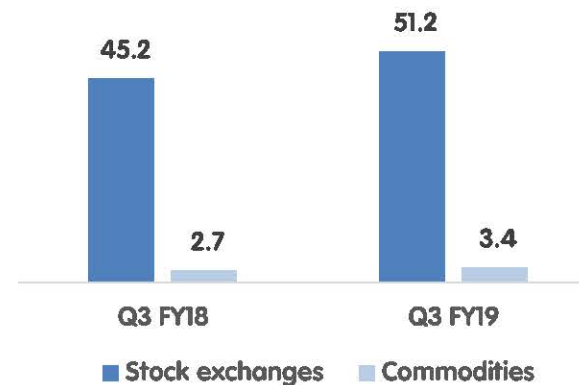
Equity and Commodity Broking Accounts

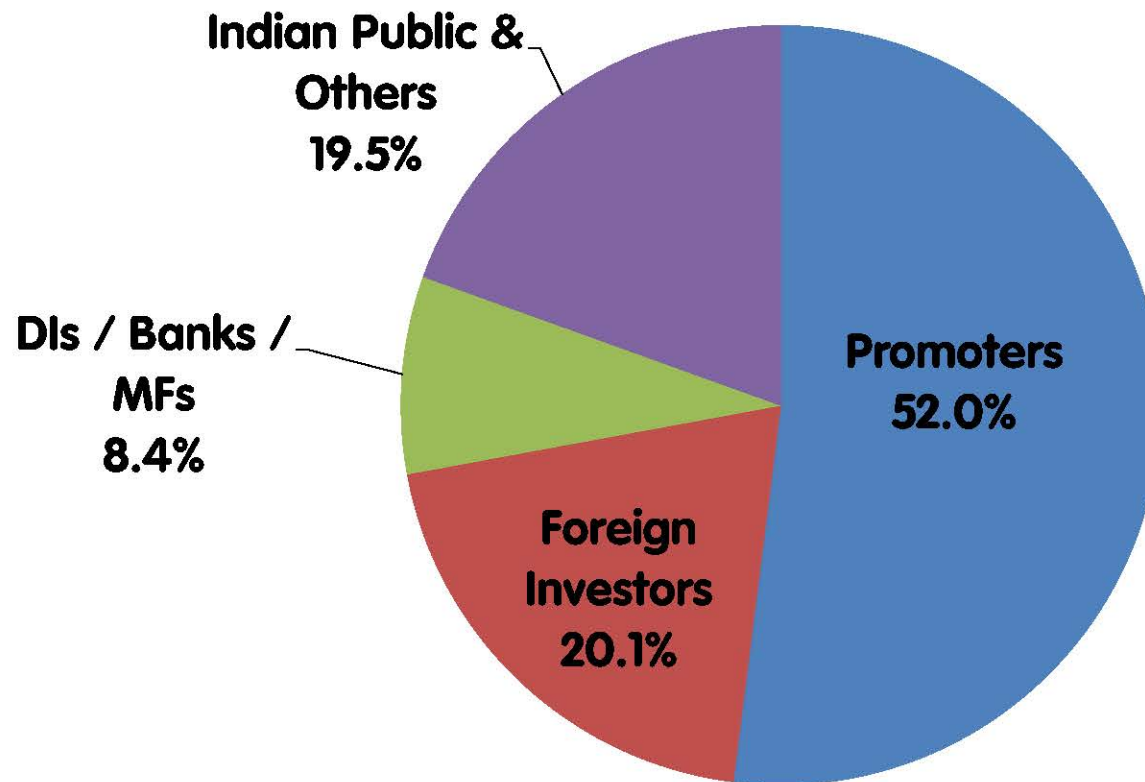
(in '000s)



Average Daily Turnover (Stock exchanges and Commodities)

(Rs. billion)





- 0.8 million shareholders
- Part of MSCI Global Small Cap Index
- Traded in futures & options segment

RELIANCE

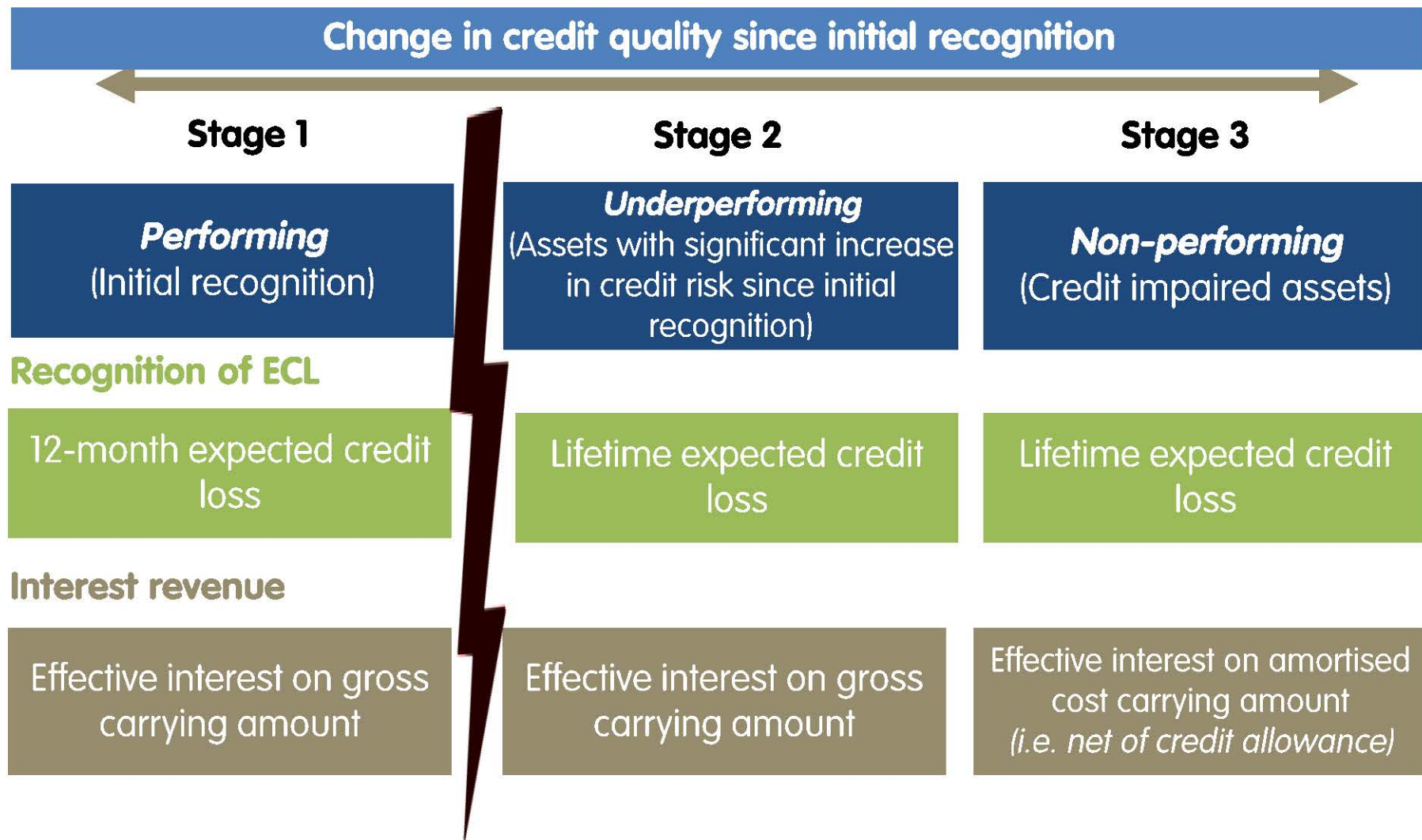
CAPITAL

Thank you

Annexure



Key Changes	Impacted Line Item	IGAAP	IND AS
Fair Value of Investments	Income from Operations/Other Expenses	Only diminution in fair value considered	Fair Value Method
Credit Costs	Other Expenses	Specified by Regulators	Expected Credit Loss (ECL) Model
ESOP Valuation	Employee Cost	Intrinsic method	Fair Value based on Black Scholes pricing model
Fee Income	Other Income	Booked upfront	Amortized (as applicable)



Reconciliation of Consolidated profit with previous GAAP

(Rs. million)	Q3 FY18
Net profit or loss as per Previous GAAP (Indian GAAP)	2,910
Add/Less: Adjustments	
Expected Credit Loss on Loan and Interest (ECL)	(3,470)
Effect of scheme amalgamation / merger	(172)
EIR Adjustment	(320)
Fair valuation of Investments	588
EIS on Direct Assignment (Recognized Upfront)	(168)
Deferred tax impact on account of Ind AS adjustment	226
Premium deficiency reserves reversal	555
Deposit accounting for investment contracts without DPF effect	(287)
Others adjustment as per Ind AS	508
Net profit / (loss) as per Ind AS	370
Other Comprehensive income after tax as per Ind AS	(1,157)
Total comprehensive income for the period	(787)

Profit & Loss statement

(Rs. million)	Q3 FY19	Q3 FY18	Change (y-o-y)	Q2 FY19	Change (q-o-q)
Interest Income	19,886	17,940	11%	19,365	3%
Capital Gains / Dividend	190	89	113%	231	(18%)
Premium Earned	23,496	20,697	14%	30,578	(23%)
Mgmt. & Advisory Fee	429	278	54%	185	132%
Brokerage & Comm.	1,559	1,276	22%	1,674	(7%)
Other Income	4,599	13,580	(66%)	1,268	263%
Total Income	50,159	53,861	(7%)	53,300	(6%)
Interest & Fin. Charges	12,245	10,689	15%	10,745	14%
Other Expenses (incl. dep)	35,343	41,932	(16%)	39,126	(10%)
Total Expenses	47,588	52,621	(10%)	49,871	(5%)
Share in profit / loss of associates	408	363	12%	282	45%
Profit before tax	2,979	1,603	86%	3,710	(20%)
Profit after tax	2,128	59	-	2,802	(24%)

Profit & Loss statement

(Rs. million)	Q3 FY19	Q3 FY18	Change (y-o-y)	Q2 FY19	Change (q-o-q)
Income	4,040	4,699	(14%)	4,240	(5%)
Expenses	2,407	2,806	(14%)	2,620	(8%)
Profit before tax	1,633	1,893	(14%)	1,620	1%

(Rs. billion)	December 31, 2018	September 30, 2018	December 31, 2017	September 30, 2017
Debt	1,095.4	1,212.4	1,246.2	1,360.0
Equity	932.9	893.9	866.9	748.8
ETFs	220.8	108.9	108.5	104.7
Gold	23.4	22.5	24.3	25.9
Managed Accounts & AIF	34.1	33.5	30.4	27.6
Pension Funds	1,806.2	1,750.3	1,571.7	1,523.9
Offshore Funds	30.8	27.1	30.7	24.3
Total AAUM	4,143.6	4,048.7	3,878.7	3,815.1

Profit & Loss statement

(Rs. million)	Q3 FY19	Q3 FY18	Change (y-o-y)	Q2 FY19	Change (q-o-q)
Assets under Management	172,566	177,781	(3%)	181,210	(5%)
Net Interest Income	1,967	1,822	8%	1,796	10%
Total Income	5,246	5,194	1%	5,139	2%
Interest expenses	3,112	2,909	7%	3,008	3%
Other expenses	781	873	(11%)	880	(11%)
Provisions	668	800	(16%)	303	120%
Profit before tax	685	612	12%	948	(28%)

Profit & Loss statement

(Rs. million)	Q3 FY19	Q3 FY18	Change (y-o-y)	Q2 FY19	Change (q-o-q)
Assets under Management	182,883	148,040	24%	164,644	11%
Net Interest Income	1,278	1,157	10%	1,403	(9%)
Total Income	5,161	4,239	22%	4,640	11%
Interest expenses	3,512	2,684	31%	2,938	20%
Other expenses	652	540	21%	489	33%
Provisions	121	339	(64%)	190	(36%)
Profit before tax	876	676	30%	1,023	(14%)

Profit & Loss statement

(Rs. million)	Q3 FY19	Q3 FY18	Change (y-o-y)	Q2 FY19	Change (q-o-q)
Gross Written Premium	13,159	10,750	22%	20,250	(35%)
Profit / (loss) before tax	340	283	20%	560	(39%)
Investment book	98,393	75,717	30%	86,499	14%
Combined ratio	120%	119%	-	107%	-
No. of policies issued (in million)	1.5	1.2	26%	1.6	(6%)

* Financials are based on IRDAI reporting

Profit & Loss statement

(Rs. million)	Q3 FY19	Q3 FY18	Change (y-o-y)	Q2 FY19	Change (q-o-q)
First year premium	2,294	1,914	20%	2,277	1%
Single premium	136	242	(44%)	280	(51%)
Total New business premium	2,430	2,156	13%	2,557	(5%)
Renewal Premium	7,927	7,940	-	7,917	-
Total premium (net of reinsurance)	10,299	9,981	3%	10,417	(1%)
Profit before tax	5	(147)	-	11	(54%)
Total funds under management	202,023	188,296	7%	196,116	3%

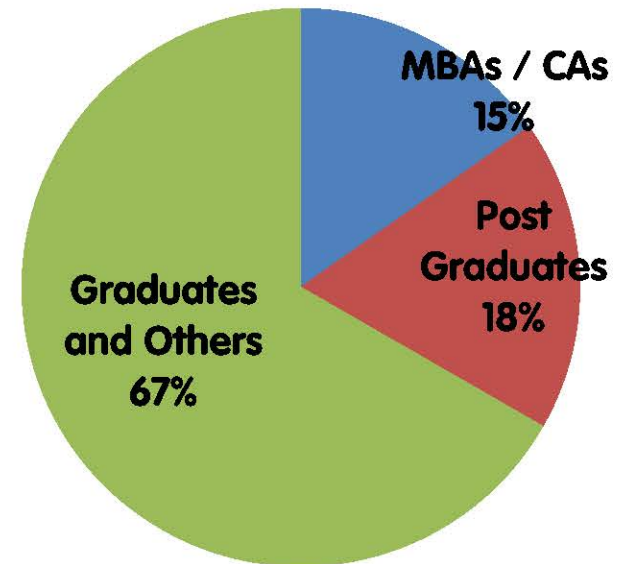
* Financials are based on IRDAI reporting

Profit & Loss statement

(Rs. million)	Q3 FY19	Q3 FY18	Change (y-o-y)	Q2 FY19	Change (q-o-q)
Total Income	835	667	25%	877	(5%)
Total expenses	773	740	4%	792	(2%)
Profit before tax	62	(73)	-	85	(27%)

- **Over 20,000 employees**
- **74% in Customer Facing roles**
- **Young workforce**
- **Post Graduates and Professionals form 33% of the total workforce**
- **Over 5,700 women employees**

Qualification profile



Young & vibrant workforce - average age of 36 years

This presentation does not constitute a prospectus, an offering circular, an advertisement, a private placement offer letter or offer document or an offer, or a solicitation of any offer, to purchase or sell any securities under the Companies Act, 2013 and the rules made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law. This presentation should not be considered as a recommendation that any investor should subscribe for, or purchase, any securities of Reliance Capital Limited or its subsidiaries or its associates (together, the "Company") and should not be used as a basis for any investment decision.

The information contained in this presentation is only current as of its date and has not been independently verified. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness or fairness of the information, estimates, projections and opinions contained in this presentation. The Company may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any person of such revision or changes.

This presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects," "plans," "will," "estimates," "projects," or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our operations, government policies, regulations etc. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward looking statements.

None of the Company or any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss howsoever arising from any information presented or contained in this presentation. Please note that the past performance of the Company is not, and should not be considered as, indicative of future results. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, this presentation. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Company.