

Results for the year ended March 31, 2010

Investor Presentation
April 30, 2010

Agenda

- ❑ *Financial Performance*
- ❑ *Business Performance*
 - Reliance Asset Management
 - Reliance Life Insurance
 - Reliance General Insurance
 - Reliance Consumer Finance – Home finance & Asset finance
 - Reliance Money
 - Finance & Investments
 - Update on other businesses
- ❑ *Human Capital*
- ❑ *Shareholding pattern as on March 31, 2010*

Performance Highlights – Consolidated

Financial year ended March 31, 2010

- Total Income of Rs. 61 billion (US \$ 1.3 billion), against Rs. 60 billion in the corresponding period – increase of 3%
- Net Profit of Rs. 4,345 million (US \$ 92 million), against Rs. 10 billion in the corresponding period – decrease of 57%
- Net worth of Rs. 77 billion (US \$ 2 billion) as on March 31, 2010 – YoY increase of 4%
- Total assets of Rs. 260 billion (US \$ 6 billion) as on March 31, 2010 – YoY increase of 8%
- Dividend maintained at Rs. 6.50 per share (65%)

Profit & Loss Highlights (Consolidated) – FY10

(Rs. million)

	Q4FY10	Q4FY09	FY10	FY09
Total income	17,161.5	15,795.0	61,406.0	59,833.2
Staff costs	1,219.5	1,329.4	5,353.5	5,540.7
Other expenditure	6,524.7	2,306.2	17,040.3	11,559.0
Reinsurance premium ceded	1,512.9	1,509.5	7,271.9	6,757.6
Claims incurred	4,177.0	3,148.2	11,856.9	10,728.9
Interest & financial charges	2,587.3	3,646.9	13,324.0	12,638.4
Depreciation	204.6	170.6	676.2	567.1
Profit before tax	935.5	3,684.2	5,883.2	12,041.5
Profit after tax	644.9	3116.4	4,345.4	10,157.2
Diluted EPS (Rs.)	2.57	12.59	17.63	41.35

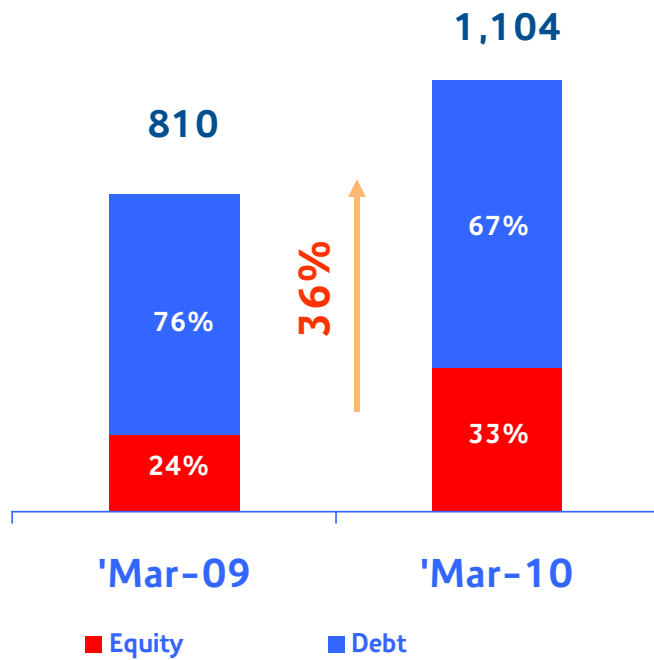
Reliance Capital Asset Management (RCAM)

- ❑ RCAM managed Rs. 1.5 trillion (US \$ 33 billion) across mutual funds, pension funds, managed accounts and hedge funds – YoY increase of 32%
- ❑ Reliance Mutual Fund (RMF)
 - ❑ India's largest mutual fund with market share of 15%
 - ❑ AAUM – Rs. 1.1 trillion (US\$ 24 billion) – YoY increase of 36%
 - ❑ 86% growth in Equity AUM – 18% market share
 - ❑ 7.5 million investor folios; 1.1 million SIP accounts
 - ❑ 15% of AUM direct from 246 locations in India

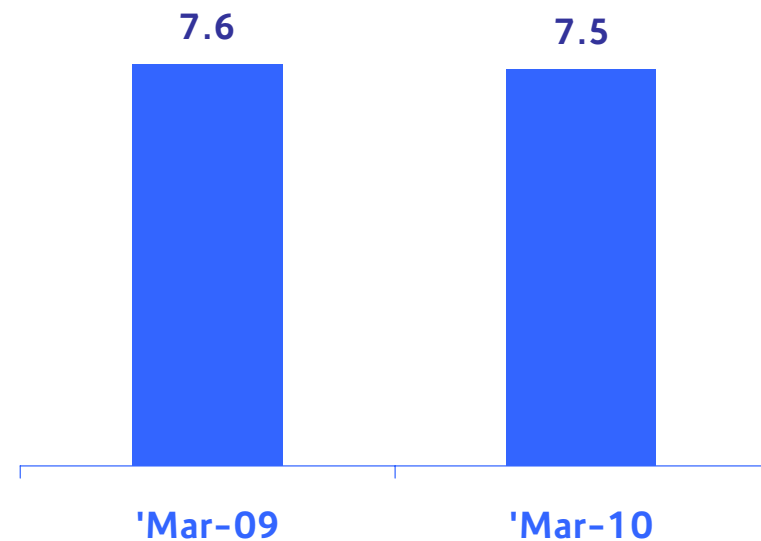
RELIANCE Mutual Fund

India's no.1 Mutual Fund

AAUM - RMF (Rs. billion)



No. of investor folios (million)



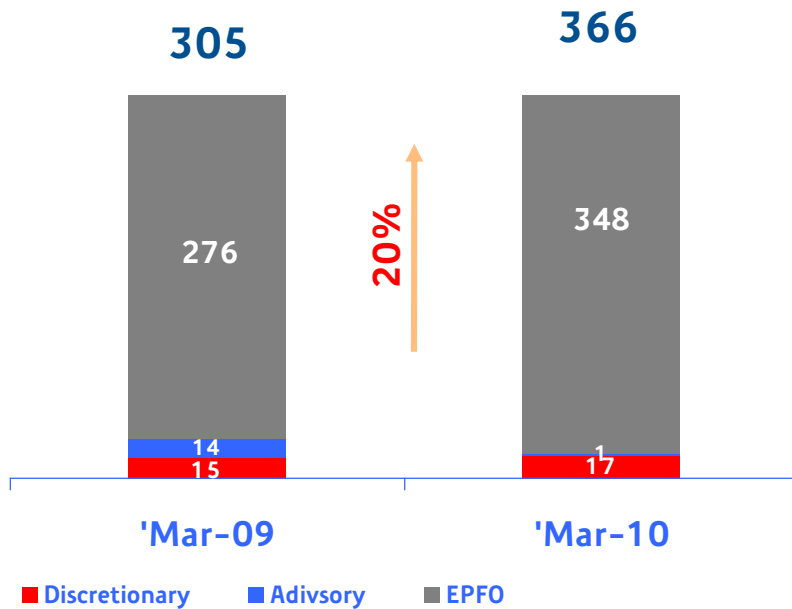
Reliance Capital Asset Management (RCAM)

- ❑ Focus on performance fee related businesses of PMS & offshore funds
- ❑ Plans to ramp up PMS & offshore funds in current financial year
- ❑ PMS AUM at Rs. 366 billion (US \$ 8 billion) – YoY increase of 20%
- ❑ Offshore funds AUM at US \$ 202 million – YoY increase of 60%

Asset Management

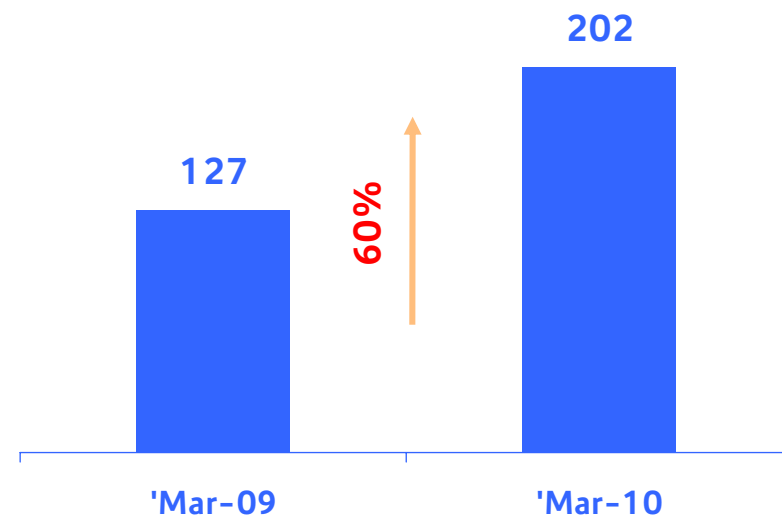
Portfolio Management Services

AUM (Rs. billion)



Offshore funds

AUM (US\$ million)



Achievements

- Highly acclaimed 'Asia Risk Award for Asset Management of the Year 2009' for its robust risk management practices. RCAM is the only Indian asset management to get this award
- Lipper Award for 'Best Equity India Fund' to Reliance Growth Fund in 5 years category and 'Best Fund' to Reliance Regular Savings Fund- Balanced Plan in 3 years category
- 'CRISIL Fund House Level 1' Rating for its robust processes and corporate governance practices
- 'Mutual Fund House of the Year' – CNBC TV18-CRISIL Awards
- Reliance Smart Step Scheme nominated as 'Most Innovative Fund/ feature of the Year' – CNBC TV18-CRISIL Awards
- Morning Star Award in the India Moderate Allocation category to Reliance Regular Savings – Balanced Growth

New products launched – FY10

❑ Reliance Infrastructure Fund

- Collected Rs. 23 billion from over 4,20,000 – twice aggregate amount collected by all Equity NFOs in industry in previous year
- Ranked 8th largest in amount mobilized in past 5 years
- Amongst top 5 in top 10 Equity NFOs are RMF NFOs

❑ Reliance Smart Step – new product feature

- ❑ 1st fund house to launch unique facility of investing across all debt/ liquid and equity schemes based on a scientific model

RCAM (consolidated) financial performance

- Total income at Rs. 6.8 billion (US\$ 144 million) – YoY increase of 50%
- Profit after tax at Rs. 1.8 billion (US\$ 39 million) – YoY increase of 46%
- RMF profitability to AAUM – increased to 17 bps despite challenging regulatory environment in Indian mutual fund industry

RCAM (consolidated) financial performance

(Rs. Million)

	Q4FY10	Q4FY09	FY10	FY09
Income	1,936.0	1,194.9	6,816.8	4,546.9
Personnel costs	323.4	328.3	1,487.3	1,205.7
Marketing expenses	642.4	92.0	1,756.4	619.3
Administration & other expenses	117.1	328.3	764.9	939.4
Profit before tax	816.9	409.7	2,680.0	1,685.8
Profit after tax	597.5	337.0	1,838.6	1,257.1

- ❑ 50% YoY growth in income
- ❑ 46% YoY growth in PAT
- ❑ PAT margins at 27%

RELIANCE Life Insurance

- ❑ **4th largest private sector life insurer – private sector market share of 10.2%, in terms of new business premium**
- ❑ **Moved up industry rankings to emerge at 3rd largest private sector life insurer with private sector market share of 10.5%, in terms of weighted received premium**
- ❑ **Ranked #1 in number of policies sold in private sector; sold over 2.3 million policies**

Achievements

- ❑ Rated 'Excellent' for 2 consecutive years in customer satisfaction survey by Nielsen
- ❑ Benchmarked at par with best in industry:
 - ❑ 86% of RLI's policies issued in 3 days
 - ❑ 100% of claim resolution within 3 days of complete documentation
 - ❑ Automated underwriting processes to enable faster usage – 89% of policies are auto-underwritten
 - ❑ Introduced self help channels – 27% of all current customer transactions are through self-help channels
- ❑ Amongst top 100 companies globally for its achievements in using technology – recognized by Global CIO publication

New products launched – FY10

- ❑ Reliance Jan Samriddhi Plan
- ❑ Reliance Traditional Group Gratuity Plan
- ❑ Reliance Traditional Super InvestAssure Plan
- ❑ Reliance Life Highest NAV Guarantee Plan
- ❑ Reliance Life Super Golden Years Senior Citizen Term 10 Plan

RELIANCE Life Insurance

- ❑ Total premium at Rs. 66 billion (US\$ 1.4 billion) – YoY increase of 34%
- ❑ Renewal premium at Rs. 27 billion (US\$ 566 million) – YoY increase of 89%
- ❑ New business premium at Rs. 39 billion (US\$ 827 million) – YoY increase of 12% – in line with industry growth
- ❑ Weighted received premium at Rs. 37 billion (US \$ 772 million) – YoY increase of 17%; against industry growth of 13%

RELIANCE Life Insurance

- ❑ **Total funds under management at Rs. 137 billion (US \$ 3 billion) – YoY increase of 117%**
- ❑ **Total policy holders funds under management at Rs. 133 billion (US \$ 2.9 billion) – YoY increase of 125%**
- ❑ **1,247 branches as on March 31, 2010 against 1,145 as on March 31, 2009**
- ❑ **31% YoY increase in number of agents at 1,95,565**

RELIANCE Life Insurance

Financial performance

(Rs. Million)

	Q4FY10	Q4FY09	FY10	FY09
First year premium	16,260.1	10,687.8	36,301.5	30,721.3
Single premium	1,238.2	1,422.5	2,906.2	4,118.5
Total New business premium (NBP)	17,498.3	12,110.3	39,207.7	35,139.8
% of single premium to NBP	7.1%	11.7%	7.4%	12.6%
Renewal Premium	10,769.8	6,517.0	26,841.2	14,185.6
Total premium	28,225.4	18,584.9	65,883.4	49,153.4
Weighted received premium (WRP)	16,383.9	10,830.1	36,592.1	31,163.2

RELIANCE Life Insurance

- ❑ 80% reduction in capital infusion at Rs. 2.3 billion (US \$ 51 million)
- ❑ Total capital infused till date – Rs. 29.7 billion (US \$ 659 million)
- ❑ Reduction in operating costs to total premium at 25% in FY10 from 39% in FY09; further decline in FY11
- ❑ Reflects successful steps taken towards achieving profitability; target to achieve breakeven in current financial year
- ❑ NBAP at Rs. 6.2 billion (US \$ 1.3 billion); margins at 19.1%

RELIANCE Life Insurance

Financial performance contd...

(Rs. Million)

	Q4FY10	Q4FY09	FY10	FY09
No of policies issued	734,766	864,439	2,326,154	2,219,678
Avg premium/ policy (Rs)	18,758	13,165	14,569	15,059
Avg tenure of policies issued	14.6	14.6	14.5	13.7
Average age of insured	36.5	34.5	35.4	34.2
Capital infused	1,660.0	2,180.0	2,310.0	12,293.5
Capital infused as % of total new business premium	9.5%	18.0%	5.9%	35.0%
Operating costs excl commission	5,135	6,928	16,367	19,309
Opex to total premium (%)	18%	37%	25%	39%

RELIANCE Life Insurance

New business achieved profit

Definition

NBAP is defined as present value of future profits for shareholders on account of new business sales, based on a given set of assumptions

Actual experience may differ from these assumptions

Basis of preparation

The NBAP is calculated net of tax after providing for cost of capital that would be required to support business. Cost of capital is taken as difference between nominal value for solvency capital and present value, at risk discount rate, of future releases of capital together with investment earnings on solvency capital

Operating assumptions

- ❑ Operating assumptions such as mortality, morbidity & persistency are based industry & reinsurers experience, using our operating experience where such experience is credible
- ❑ Expense assumptions are based on our latest expense projection which reflects recent responses to lower growth environment. The chosen expense loadings are consistent with current pricing assumptions & represent our most recent view of long term expense assumptions
- ❑ No allowance has been made for any expense over runs that we may experience in short term
- ❑ Projections assume that we apply tax at the full rate of tax on profits/ losses arising

RELIANCE Life Insurance

New business achieved profit

Economic assumptions

Particulars	Assumptions
Cash, Money market & TB	5.00%
Government securities	7.50%
Corporate bonds	8.50%
Equities	12.00%
Inflation	5.50%
Risk discount rate	12.50%
Tax rate	14.16%

Further considerations

- NBAP reflects 96.32% of new business written in year ended March 31, 2010
- Value from part of traditional business and part of group business has been ignored. These two business lines represent 2.48% & 1.20% respectively of annualized new business premium
- **NBAP for year ended March 31, 2010 – Rs. 6.2 billion (19.1%)**

Sensitivity

(Rs. million)

Particulars	Base value	+ 1%	- 1%
Investment return	6,202.73	6,495.35	5,923.01
Risk discount rate	6,202.73	5,662.77	6,795.74

- Investment return sensitivity considers a change in assumed rate of growth for unit linked funds, assumed rate of investment return on non unit cash flows & reserves and on assets supporting solvency margin, & a change in rate of expense inflation

RELIANCE General Insurance

- ❑ **3rd largest private sector general insurer with private sector market share of 14%**
- ❑ **Gross Written Premium at Rs. 19.8 billion (US\$ 418 million) – YoY increase of 3%**
- ❑ **Loss maintained at Rs. 504 million (US\$ 11 million)**
- ❑ **Combined ratio (with third party motor pool) – 117% vs 114% in FY09**

RELIANCE General Insurance

- ❑ High combined ratio and loss due to :
 - High claims from health portfolio
 - Third party motor pool losses – industry working towards a solution
- ❑ Recently receive IRDA approval to re-price health products
- ❑ Reduced exposure to Group Mediclaim products that were largely profitable
- ❑ These measures to improve combined ratio and bring Company to break even in current financial year

RELIANCE General Insurance

- ❑ Capital infusion of Rs. 2 billion (US\$ 44 million)
- ❑ Total capital infused till date - Rs. 10 billion (US\$ 212 million)
- ❑ Investment book of Rs. 17 billion (US\$ 367 million)
- ❑ 23% YoY increase in number of policies sold at 3.3 million
- ❑ 15% YoY decrease in claims handled at 4,54,573
- ❑ 200 branches; 4,641 intermediaries

RELIANCE General Insurance

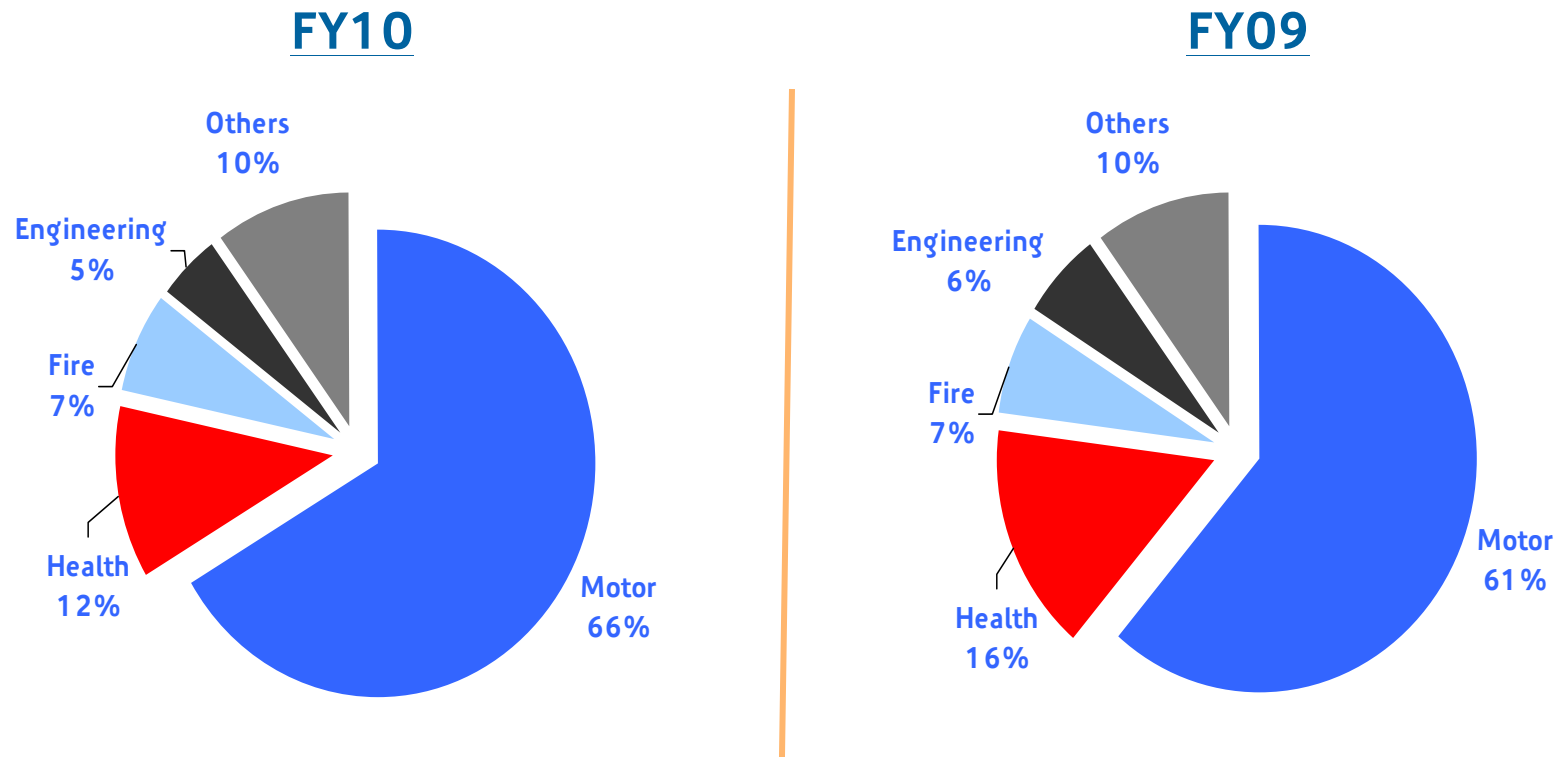
Financial performance

(Rs. Million)

	Q4FY10	Q4FY09	FY10	FY09
Gross Written Premium	4,159.1	4,197.0	19,796.5	19,146.5
Net Written Premium	3,552.0	3,280.6	14,287.2	13,995.6
Net Earned Premium	3,792.7	3,541.3	13,992.5	13,888.6
Underwriting result (accounting)	(827.5)	(422.0)	(1,262.3)	(986.4)
Profit after tax	(445.2)	(298.9)	(504.3)	(523.2)
Investment book	16,566.6	13,639.7	16,566.6	13,639.7
Networth	7,911.7	6,316.0	7,911.7	6,316.0
Combined ratio with pool	130%	121%	117%	114%
No of policies issued	797,971	718,016	3,336,573	2,712,978
No of claims handled	126,685	190,433	454,573	535,489

RELIANCE General Insurance

Sector-wise premium contribution



- De-focus from unprofitable segments with high combined ratios

RELIANCE Consumer Finance

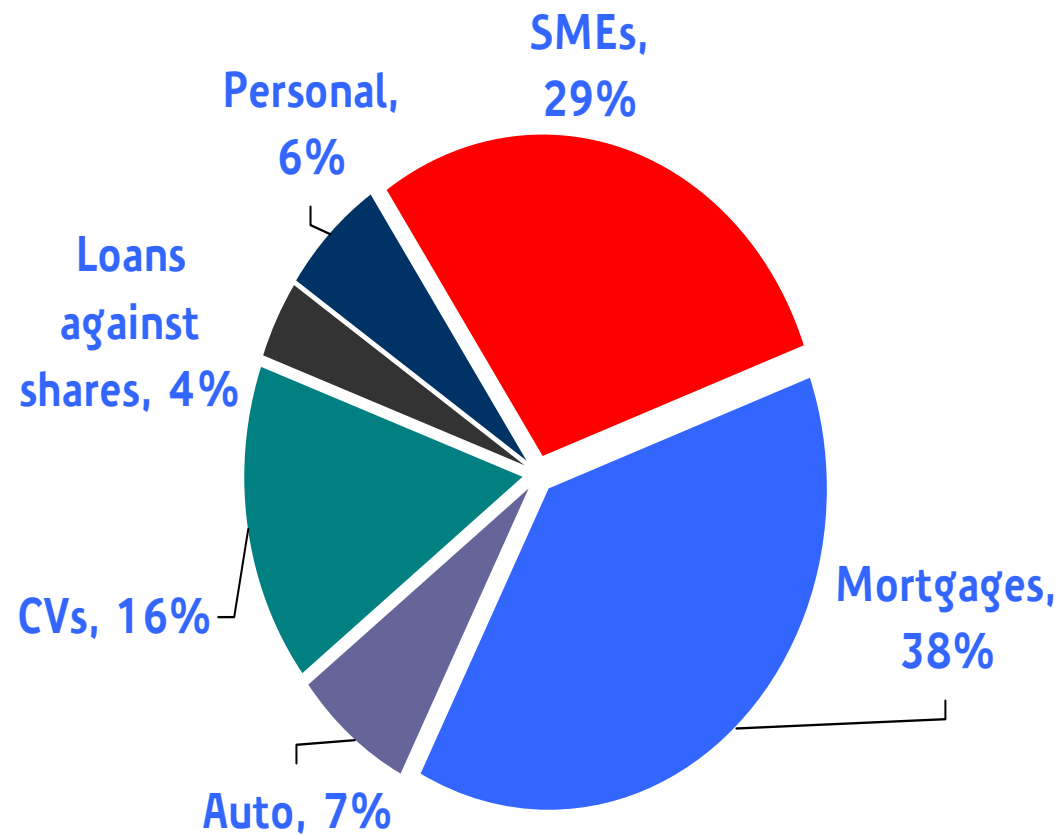
- ❑ Amongst leading lenders in Indian non banking finance sector
- ❑ 47% YoY increase in disbursements at Rs. 58 billion (US\$ 497 million)
- ❑ Focus on secured lending and creating good quality loan portfolio
- ❑ Disbursals only in secured asset backed loans and winding down unsecured loan portfolio; 88% of book secured v/s 75% in FY09
- ❑ Brought down personal loan book from 12% to 6% YoY

RELIANCE Consumer Finance

- ❑ **Outstanding loan book at Rs. 92 billion (US\$ 1.9 billion) – YoY increase of 7%**
- ❑ **Securitization of Rs. 25 billion (US\$ 528 million) in FY10**
- ❑ **1,17,955 customers**
- ❑ **Presence in 16 cities**

RELIANCE Consumer Finance

Loan Book Composition as on March 31, 2010



RELIANCE Consumer Finance Financial performance

- ❑ Total income at Rs. 13 billion (US\$ 271 million) – YoY increase of 7%
- ❑ Profit before tax at Rs. 1.4 billion (US\$ 28 million) – YoY increase of 48%
- ❑ Significant YoY decrease in cost to income ratio – from 55% to 39%
- ❑ 6% YoY increase in average NIMs at 5.6%
- ❑ 11% decline in average cost of borrowing at 9.3%

RELIANCE Consumer Finance Home Finance

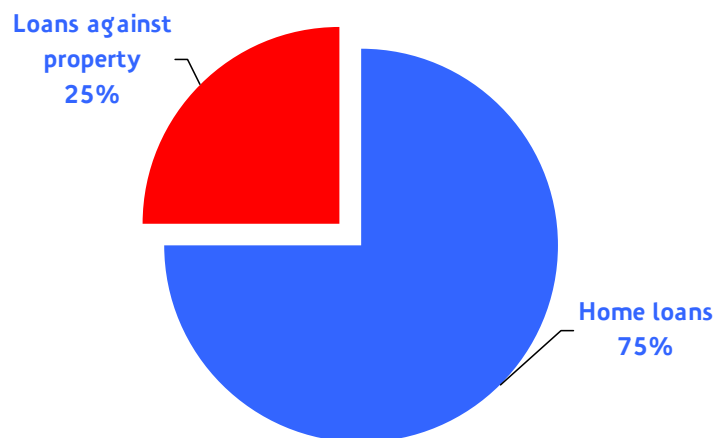
- ❑ Outstanding home finance loan book at Rs. 24 billion (US\$ 533 million)
- ❑ Total income at Rs. 3.6 billion (US\$ 77 million) – YoY increase of 44% YoY
- ❑ Profit before tax of Rs. 1.6 billion (US\$ 33 million) – YoY increase of 364% YoY
- ❑ Significant decrease in cost to income ratio – from 51% to 19% YoY

Home Finance

Financial performance

(Rs. Million)

Home Finance book
(Rs. 24 billion)



	Q4FY10	Q4FY09	FY10	FY09
Interest Income	662.1	682.8	2,731.3	2,405.9
Other Income	405.5	26.7	901.1	124.2
Total Income	1,067.6	709.5	3,632.4	2,530.1
Personnel costs	66.6	37.6	185.5	173.8
Interest expenses	382.5	472.2	1,666.4	1,653.8
Other expenses	69.1	59.0	179.4	277.0
Provisions	(5.3)	79.3	28.2	87.5
Profit before tax	554.7	61.3	1,569.5	338.0

RELIANCE Consumer Finance Asset Finance

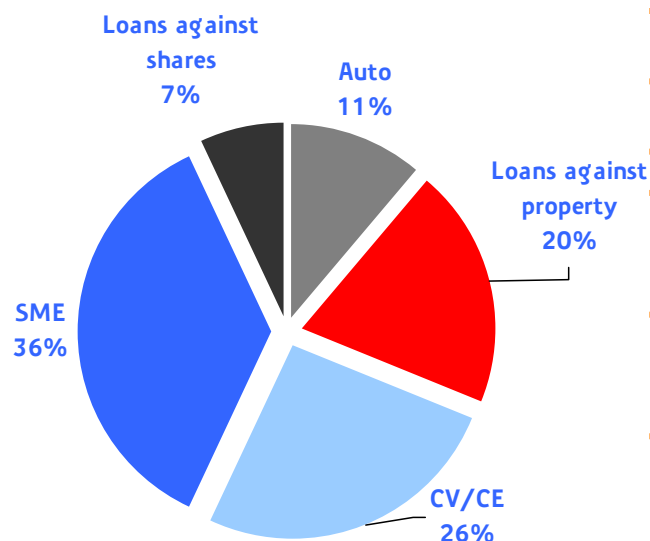
- ❑ **Outstanding asset finance loan book at Rs. 56 billion (US\$ 1.2 billion)**
- ❑ **Total income at Rs. 6.5 billion (US\$ 138 million) – YoY increase of 22% YoY**
- ❑ **Profit before tax of Rs. 1.5 billion (US\$ 32 million) – YoY increase of 278% YoY**
- ❑ **Significant decrease in cost to income ratio – from 64% to 43% YoY**

Asset Finance

Financial performance

(Rs. Million)

Asset Finance book
(Rs. 56 billion)



	Q4FY10	Q4FY09	FY10	FY09
Interest Income	1,454.7	1,346.4	5,418.3	5,255.1
Other Income	227.2	15.1	1,119.5	92.5
Total Income	1,681.8	1,361.4	6,537.7	5,347.5
Personnel costs	158.3	82.2	488.0	355.3
Interest expenses	747.0	926.6	3,192.9	3,528.0
Other expenses	118.2	214.7	957.1	806.0
Provisions	257.1	62.3	391.3	259.6
Profit before tax	401.2	75.7	1,508.5	398.6

RELIANCE Consumer Finance Unsecured loan book

- ❑ **Outstanding unsecured loan book at Rs. 11 billion
(US\$ 252 million) – 47% YoY decline**
- ❑ **De-emphasize unsecured lending**
- ❑ **Significant decrease in cost to income ratio in Q4
– from 60% to 50% YoY**

Unsecured loan book

Financial performance

(Rs. Million)

	Q4FY10	Q4FY09	FY10	FY09
Interest Income	477.3	902.1	2,575.3	3,924.7
Other Income	28.4	23.8	122.8	199.6
Total Income	505.7	925.9	2,698.1	4,124.3
Personnel costs	44.3	76.5	239.5	334.4
Interest expenses	202.7	481.7	1,270.6	1,851.8
Other expenses	106.1	190.9	576.5	802.4
Provisions	456.8	299.2	2,339.3	960.8
Profit before tax	(304.2)	(122.4)	(1,727.9)	174.9

RELIANCE Money

Retail Broking

- Equity & Commodity
- Direct & Franchisees
- On-line & Call N Trade
- Research & Advisory



- Urban & Semi-Urban class
- Mass affluent & Traders
- HNI Segment
- SMEs, Corporate & UHNW



Investment Banking

- Issue management
- Debt syndication
- Distribution



- SMEs
- Corporates
- UHNW



Wealth Management

- PMS
- Structured Notes
- NRI Market



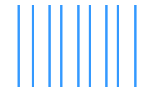
- HNI Segment



Distribution

Gold/Insur etc MTS/FFMC

- Insurance
- Mutual Fund
- FDs & IPOs



- Rural India
- Urban & Semi-Urban class



footprint • Distribution



- Rural India
- Urban & Semi-Urban class



RELIANCE Money

- ❑ One of India's leading brokerage and distributor of financial products
- ❑ Pan India presence with over 5,000 outlets
- ❑ Multiple access points to ensure effective, anytime – anywhere transactions
- ❑ Focus on broking, distribution (3rd party & in-house), wealth management and investment banking

RELIANCE Money

Broking:

- ❑ Focus on equity broking, commodities, and derivatives
- ❑ 640,000 broking accounts
- ❑ Rising daily average turnover on stock exchanges at Rs. 22 billion
- ❑ Daily average commodities broking turnover – Rs. 2.5 billion

RELIANCE Money

Distribution – third party & in-house

- **Third party**
 - manufacturer agnostic
 - distributor of mutual funds, life & general insurance products, loans and precious metal retailing
- **In- house**
 - leveraging on cross sell opportunity with in-house distribution business
 - 150,000 customers – over 200% YoY increase
 - strong presence through 75 locations – across 48 cities in India
 - largest distributor for Reliance General Insurance and among top 5 for Reliance Life Insurance

RELIANCE Money

Wealth Management

- ❑ **New initiative of Reliance Money**
- ❑ **Wealth Management – to address financial needs & create investment opportunities for HNIs and the average retail investor**
 - ❑ **team put in place in Q4FY10**
 - ❑ **AUM as on Mar 31, 2010 increased to Rs. 900 million from Rs. 750 million as on Dec 31, 2009 – an increase of 20%**

RELIANCE Money

Investment Banking

- ❑ **New initiative of Reliance Money**
- ❑ **Investment Banking – to address capital requirements of an enterprise through IPOs, private placements, bond offerings, M&A etc**
- ❑ **In advanced stages of finalizing Investment Banking plan**

RELIANCE Money

Financial performance

- ❑ Total income of Rs. 2.6 billion (US\$ 55 million)
- ❑ Profit before tax of Rs. 149 million (US\$ 3 million)
- ❑ In FY10 – significant restructuring to create robust and sustainable business model
- ❑ Exercise is now complete

RELIANCE Money

Financial performance

(Rs. Million)

	Q4FY10	Q4FY09	FY10	FY09
Total Income	757.5	652.3	2,585.4	3,520.4
Sub brokerage	98.9	88.9	230.9	420.9
Personnel costs	270.3	432.9	991.8	1,150.1
Other expenses	387.6	186.9	1,213.3	1,368.7
Profit before tax	0.7	(56.4)	149.4	580.7

Finance & Investments – standalone

(Rs. Million)

	Q4FY10	Q4FY09	FY10	FY09
Interest & finance income	1,565	1,583	6,298	5,610
Profit on sale (net) investments	670	3,875	4,845	11,416
Other income	69	379	314	753
Total	2,304	5,837	11,457	17,779
Profit before tax	557	3,524	3,048	9,865

Updates on other businesses

□ Reliance Equities International

- institutional broking
- plans to take a majority stake in Quant Capital Group – subject to regulatory approvals
- will integrate operations to achieve full benefits of business synergies, cost optimization and increased scale of operations

□ Reliance Spot Exchange

- new initiative for setting up modern exchanges in various segments
- launched Reliance Spot Exchange in Oct 2009 – commenced e-auction in metals & subsequently added spices contract
- successfully completed 3 auctions in metals & pepper
- aims to bring different markets together on national electronic platform – create transparency, efficiency & infrastructure for spot markets across India

Updates on other businesses contd..

□ Reliance Equity Advisors

- private equity fund
- 1st round of fund raising completed and in advanced discussions to close 2nd round
- fund raising to commence for international fund – Reliance Alternative Investment Fund 1 LLC
 - Will co-invest with domestic fund
 - Target investors from International LPs and NRIs
- invest in sunrise and growth sectors
 - first investment in promising sector of education – Pathways World School

□ Reliance Asset Reconstruction

- acquisition, resolution and management of distressed debt
- current asset base of over Rs. 170 million (US\$ 4 million)

Updates on other businesses contd..

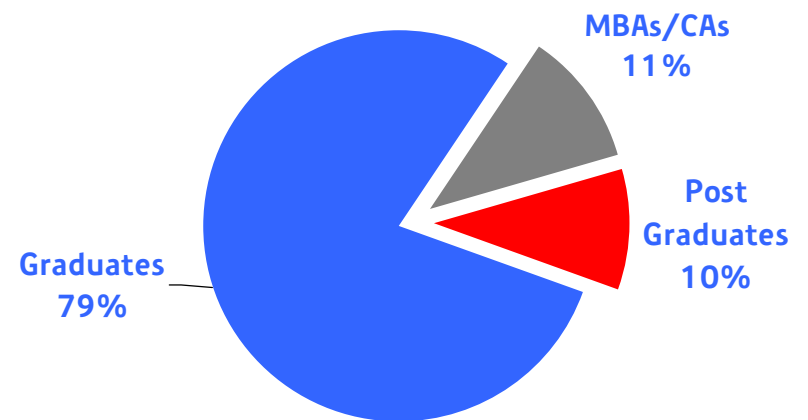
□ Reliance Venture Asset Management (RVAM)

- Venture capital arm of Reliance ADA Group
- AUM – Rs. 1.2 billion (US\$ 26 million)
- Stage, sector and geography agnostic
- Ranked 30th in reputed US based Red Herring Top 100 Global Venture firms in 2009 – only Indian Corporate Venture Capital to feature in this list
- Spawned companies like:
 - Yatra.com – India's largest online travel website
 - Savidhaa
 - MIT and Stanford start ups – exclusive India partners for MIT & Stanford's entrepreneurship & business competitions VAM invest in sunrise and growth sectors

Human Capital

Business operation	No. of employees As on Mar 31, 2010
Asset Management	1,024
General Insurance	1,803
Life Insurance	17,169
Reliance Money	1,582
Consumer Finance	833
Other Businesses	152
Reliance Capital	56
Total	22,619

Qualification profile



- Average age of 33 years with over 99% employees below the age of 35 years

Shareholding pattern as on March 31, 2010

Category	No. of shares	Shareholding
Reliance Anil Dhirubhai Ambani group	132,482,274	53.9%
Foreign investors – FIIs, GDRs, NRIs, and others	53,597,135	21.8%
Domestic institutions/ Banks / Mutual funds	11,716,876	4.8%
Indian public	47,836,515	19.5%
Total	245,632,800	100%

- ❑ Market cap as at April 29, 2010 – Rs. 179 billion (US\$ 4.0 billion)
- ❑ Stock beta for FY10 – 1.405

Thank you

April 30, 2010