

MEDIA RELEASE

**IND AS FOR NBFCs APPLICABLE FROM FY19
(HENCE PREVIOUS PERIOD NUMBERS ARE NOT COMPARABLE)**

Q3 FY19 NET PROFIT ROSE TO RS. 213 CRORE (US\$ 30 MILLION)

Q3 FY19 TOTAL INCOME OF RS. 5,016 CRORE (US\$ 717 MILLION)

TOTAL ASSETS OF RS. 89,400 CRORE (US\$ 12.8 BILLION)

BUSINESSES - Q3 FY19 HIGHLIGHTS

**RELIANCE NIPPON LIFE ASSET MANAGEMENT (RNAM) IS INDIA'S LARGEST ASSET
MANAGER WITH AUM OF RS. 4,14,362 CRORE (US\$ 59.2 BILLION) - UP 7%**

RNAM PAT AT RS. 110 CRORE (US\$ 16 MILLION)

**RELIANCE COMMERCIAL FINANCE - OUTSTANDING LOAN BOOK AT
RS. 15,527 CRORE (US\$ 2.2 BILLION) - UP 5%**

RELIANCE COMMERCIAL FINANCE - PBT AT RS. 69 CRORE (US\$ 10 MILLION) - UP 12%

**RELIANCE COMMERCIAL FINANCE - GROSS NPA RATIO IMPROVED TO 2.9%
AS AGAINST 4.4% IN DECEMBER 2017**

**RELIANCE HOME FINANCE - ASSETS UNDER MANAGEMENT AT RS. 18,288 CRORE
(US\$ 2.6 BILLION) - UP 24%**

RELIANCE HOME FINANCE - PBT AT RS. 88 CRORE (US\$ 13 MILLION) - UP 30%

**RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT
RS. 1,316 CRORE (US\$ 188 MILLION) - UP 22%**

RELIANCE GENERAL INSURANCE - PBT AT RS. 34 CRORE (US\$ 5 MILLION) - UP 20%

**RELIANCE NIPPON LIFE INSURANCE (RNLI) - INDIVIDUAL WEIGHTED RECEIVED
PREMIUM AT RS. 220 CRORE (US\$ 31 MILLION) - UP 34%**

RNLI - 13th MONTH PERSISTENCY ROSE TO 75% AS AGAINST 69% IN DEC 2017

BROKING AND DISTRIBUTION - PAT AT RS. 7 CRORE (US\$ 1 MILLION)

Mumbai, February 13, 2019: Reliance Capital Limited (RCL) today announced its financial results for the quarter ended December 31, 2018. The performance highlights are:

Consolidated results - quarter ended December 31, 2018

- **Q3 FY19 Total income of Rs. 5,016 crore (US\$ 717 million)**, as against **Rs. 5,386 crore** in the corresponding previous period
- **Q3 FY19 Net profit at Rs. 213 crore (US\$ 30 million)**, as against a profit of **Rs. 6 crore** in the corresponding previous period
- **Q3 FY19 Earnings per share of Rs. 8.5 (US\$ 0.12)**

Credit Rating:

As on December 31, 2018, the Company had a **net debt equity ratio of 5.7**. It continues to enjoy the **highest rating of 'A1+' by ICRA** for its short term borrowing program, and **'CARE AA'** by **CARE** for its long term borrowing program.

Operational Review:

As on December 31, 2018, the **total assets of the Company stood at Rs. 89,400 crore (US\$ 12.8 billion) - an increase of 7%**.

The Company has **not raised any fixed deposits** from the public.

The consolidated results have been prepared in line with Ind AS. Insurance companies are not covered under Ind AS. Accordingly, **the standalone results of Reliance General Insurance and Reliance Nippon Life Insurance have been disclosed on the basis of IRDAI reporting.**

Businesses:

Reliance Nippon Life Asset Management (RNAM)

- RNAM is India's largest asset manager, with **assets under management (AUM)**, as on December 31, 2018, at **Rs. 4,14,362 crore (US\$ 59.2 billion) - a YoY increase of 7%**
- For the quarter ended December 31, 2018, the **income from operations was Rs. 404 crore (US\$ 58 million)**
- For the quarter ended December 31, 2018, **profit after tax was Rs. 110 crore (US\$ 16 million)**
- As on December 31, 2018, Reliance Mutual Fund had a wide distribution network across approx. **300 locations and over 72,500 empanelled distributors** across India

Reliance Commercial Finance ("Reliance Money")

- Reliance Money is amongst the leading SME lenders in the Indian non banking finance space, with a focus on transforming itself into a diversified and new-age finance solutions provider, both in the commercial and consumer finance space

- Reliance Money offers a wide range of products which include **SME Loans, Microfinance, Loans Against Property (LAP), Infrastructure Finance, Agriculture Loans, Supply Chain Finance, Two-wheeler Financing and Used Car Loans**
- As on December 31, 2018, the **assets under management** (including securitized portfolio) was **Rs. 17,257 crore (US\$ 2.5 billion)**
- As on December 31, 2018, the **outstanding loan book** was **Rs. 15,527 crore (US\$ 2.2 billion)** - a YoY increase of 5%
- For the quarter ended December 31, 2018, the **total income** rose to **Rs. 525 crore (US\$ 75 million)**
- For the quarter ended December 31, 2018, **profit before tax** was **Rs. 69 crore (US\$ 10 million)** - a YoY increase of 12%
- As on December 31, 2018, the **gross NPA ratio improved to 2.9%** as against 4.4% as on December 31, 2017

Reliance Home Finance (RHF)

- RHF provides a wide range of loan solutions like **Home Loans, Affordable Housing Loans, LAP and Construction Finance**. RHF also provides property services that help customers find their dream homes / properties
- As on December 31, 2018, the **assets under management** (including securitized portfolio) was **Rs. 18,288 crore (US\$ 2.6 billion)** - a YoY increase of 24%
- As on December 31, 2018, the **outstanding loan book** was **Rs. 16,160 crore (US\$ 2.3 billion)** - a YoY increase of 26%
- For the quarter ended December 31, 2018, the **total income** was **Rs. 516 crore (US\$ 74 million)** - a YoY increase of 22%
- For the quarter ended December 31, 2018, the **profit before tax** was **Rs. 88 crore (US\$ 13 million)** - a YoY increase of 30%

Reliance General Insurance (RGI)

- RGI offers insurance solutions for auto, health, home, property, travel, marine, commercial and other speciality products
- RGI is amongst the leading private sector general insurance companies in India. It has a **private sector market share of 8.2%**, in terms of gross premium, of the private sector general insurance industry (for the quarter ended December 31, 2018)
- For the quarter ended December 31, 2018, the **Gross Written Premium** was **Rs. 1,316 crore (US\$ 188 million)** - a YoY increase of 22%
- For the quarter ended December 31, 2018, the **profit before tax** was **Rs. 34 crore (US\$ 5 million)** - a YoY increase of 20%
- As on December 31, 2018, the **investment book** stood at **Rs. 9,839 crore (US\$ 1.4 billion)** - a YoY increase of 30%

- As on December 31, 2018, the **net worth** was **Rs. 1,537 crore (US\$ 220 million)** - a **YoY increase of 13%**
- As on December 31, 2018, RGI had a **distribution network of over 130 branches** and approx. **29,600 agents**

Reliance Nippon Life Insurance (RNLI)

- RNLI is amongst the **leading private sector life insurance companies in terms of new business premium** with a **market share of 1.4%** of the private sector life insurance industry (for the quarter ended December 31, 2018)
- For the quarter ended December 31, 2018, the **New Business Premium** was **Rs. 243 crore (US\$ 35 million)** - a **YoY increase of 13%**
- For the quarter ended December 31, 2018, the **Renewal Premium** was **Rs. 793 crore (US\$ 113 million)**
- For the quarter ended December 31, 2018, the **Total Premium (net of reinsurance)** increased to **Rs. 1,030 crore (US\$ 147 million)** - a **YoY increase of 3%**
- The **13th month persistency** improved to **75% as on December 31, 2018**, as against 69% as on December 31, 2017
- As on December 31, 2018, the **total funds under management** stood at **Rs. 20,202 crore (US\$ 2.9 billion)** - a **YoY increase of 7%**
- The business made a marginal profit in the quarter ended December 31, 2018
- As on December 31, 2018, the **distribution network** stood at over **725 offices and over 59,200 active advisors** across India

Broking and Distribution businesses

- Reliance Securities, **one of the leading retail broking houses in India**, provides a varied customer base with access to equities, equity options and wealth management solutions
- The Distribution business is a **comprehensive financial services and solutions provider**, assisting customers with access to mutual funds, insurance products and other financial products, and has a **pan India presence** with over 1,300 customer touch points
- In **equity broking**, as on December 31, 2018, there were over **8,83,000 broking accounts**, an **increase of 4%**, with an **average daily stock exchange turnover** of **Rs. 5,122 crore (US\$ 732 million)** - a **YoY increase of 13%**
- In **commodity broking**, as on December 31, 2018, the **commodity broking accounts** rose by **9%** to approx. **1,07,000**, with **average daily commodities turnover** of over **Rs. 335 crore (US\$ 48 million)** - a **YoY increase of 24%**
- As on December 31, 2018, **wealth management AUMs** was over **Rs. 3,750 crore (US\$ 537 million)**

- For the quarter ended December 31, 2018, the **total income** was **Rs. 84 crore (US\$ 12 million) - a YoY increase of 25%**
- For the quarter ended December 31, 2018, the **profit after tax** was **Rs. 7 crore (US\$ 1 million)**

Shareholding Pattern as on December 31, 2018:

Category	No. of Shares	Shareholding
Promoters	13,13,82,303	52.0%
Foreign Investors - FIIs, NRIs and others	4,33,27,704	17.1%
Domestic institutions / Banks / Mutual Funds	2,18,77,755	8.7%
Indian Public and others	5,61,21,140	22.2%
Total - 7.6 lakh shareholders	25,27,08,902	100.0%

About Reliance Capital

www.reliancecapital.co.in

Reliance Capital Limited, a part of the Reliance Group, is one of India's leading private sector financial services companies. It ranks amongst the top private sector financial services and banking groups, in terms of net worth. The Company is a constituent of MSCI Global Small Cap Index.


Reliance Capital has interests in asset management and mutual funds, pension funds, life, health and general insurance, commercial and home finance, stock broking, wealth management services, distribution of financial products, asset reconstruction, proprietary investments and other activities in financial services.

For media queries, please contact:

Arijit De

Arijit.De@relianceada.com

+91 8291112119

 /RelianceCapital

 /RelianceMutualFund

 /RelianceCF

 /RelianceHF

 /RelianceGeneralIN

 /RelianceNipponLifeInsurance

 /RSmartMoney

 @RelianceCapital

 @Reliance_MF

 @RelianceCF

 @RelianceHF

 @RelianceGenIn

 @relnipponlife

 @RSmartMoney