

Results for the quarter ended September 30, 2008

Investor Presentation
October 31, 2008

Agenda

- ❑ *Financial Performance*
- ❑ *Business Performance*
 - Reliance Asset Management
 - Reliance Life Insurance
 - Reliance General Insurance
 - Reliance Money
 - Reliance Consumer Finance
 - Finance & Investments
 - Update on other businesses
- ❑ *Human Capital*
- ❑ *Shareholding pattern as on September 30, 2008*

Performance Highlights – Consolidated

Six months ended September 30, 2008

- ❑ Total Operating Income of Rs. 28.6 billion (US \$ 668 million), against Rs. 21.3 billion in the corresponding period, an increase of 34%
- ❑ Net Profit of Rs. 5.7 billion (US \$ 134 million), against Rs. 5.3 billion in the corresponding period, an increase of 9%
- ❑ Net worth of Rs. 70.7 billion (US \$ 1.5 billion) as on September 30, 2008
- ❑ Total assets of Rs. 221.3 billion (US \$ 4.7 billion) as on September 30, 2008

Profit & Loss Highlights (Consolidated) – Q2 FY09

(Rs. million)

	Q2FY09	Q2FY08	FY08
Total operating income	13,130.8	9,527.1	49,139.9
Staff costs	1,386.7	876.7	4,032.2
Other expenditure	2,686.1	2,550.6	13,318.7
Reinsurance premium ceded	1,369.2	1,535.5	7,665.0
Claims incurred	1,856.1	1,543.1	7,506.8
Interest & financial charges	2,920.5	535.2	4,099.7
Depreciation	129.6	74.7	412.1
Profit before tax	2,877.2	2,411.3	12,157.4
Profit after tax	2,314.9	1,957.8	10,102.4
Net Profit after Minority Interest & share of profit of associates	2,294.2	2,000.7	10,090.6
Diluted EPS (Rs.)	9.34	8.13	41.08

Segmental Performance (Consolidated) - Q2 FY09

(Rs. million)

	Q2FY09	Q2FY08	FY08
Finance & Investments			
Revenue	3,690.1	3,373.2	16,852.1
Profit before tax	2,311.9	2,503.2	11,895.8
Capital employed	72,492.3	57,479.7	68,741.0
Asset Management			
Revenue	1,077.6	812.7	4,557.9
Profit before tax	362.7	277.1	1,931.0
Capital employed	1,082.7	580.2	677.2

Segmental Performance (Consolidated) - Q2 FY09

(Rs. million)

	Q2FY09	Q2FY08	FY08
General Insurance			
Revenue	4,745.0	4,765.2	23,461.2
Profit before tax	58.3	(220.6)	(1,628.4)
Capital employed	4,834.0	2,990.1	4,938.5
Consumer Finance			
Revenue	3,185.6	555.6	3,945.8
Profit before tax	143.1	59.7	58.6
Capital employed	390.4	92.1	58.6
Others			
Revenue	527.1	20.6	746.8
Profit before tax	32.8	(208.0)	140.4
Capital employed	2,342.6	158.0	222.5

Profit & Loss Highlights (Consolidated) – H1 FY09

(Rs. million)

	H1FY09	H1FY08	FY08
Total operating income	28,563.1	21,277.0	49,139.9
Staff costs	2,833.7	1,581.8	4,032.2
Other expenditure	5,953.3	6,184.4	13,318.7
Reinsurance premium ceded	3,312.9	3,716.4	7,665.0
Claims incurred	4,230.3	2,578.1	7,506.8
Interest & financial charges	5,266.2	910.1	4,099.7
Depreciation	243.3	126.4	412.1
Profit before tax	6,831.3	6,191.8	12,157.4
Profit after tax	5,767.9	5,206.6	10,102.4
Net Profit after Minority Interest & share of profit of associates	5,724.9	5,253.4	10,090.6
Diluted EPS (Rs.)	23.31	21.20	41.08

Segmental Performance (Consolidated) – H1 FY09

(Rs. million)

	H1FY09	H1FY08	FY08
Finance & Investments			
Revenue	9,020.5	8,451.4	16,852.1
Profit before tax	5,942.5	6,000.8	11,895.8
Capital employed	72,492.3	57,479.7	68,741.0
Asset Management			
Revenue	2,240.7	1,466.6	4,557.9
Profit before tax	775.6	568.4	1,931.0
Capital employed	1,082.7	580.2	677.2

Segmental Performance (Consolidated) – H1 FY09

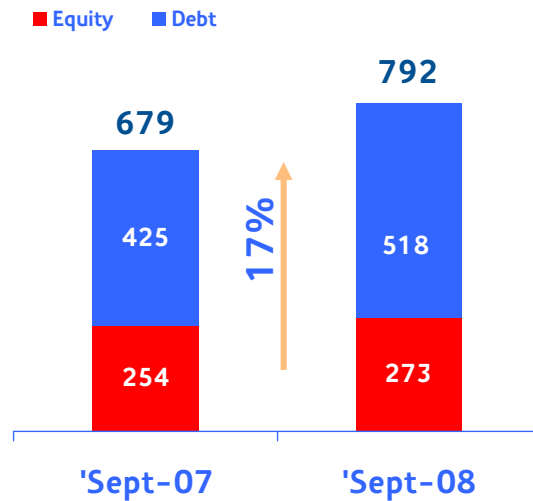
(Rs. million)

	H1FY09	H1FY08	FY08
General Insurance			
Revenue	10,947.7	10,686.1	23,461.2
Profit before tax	(84.1)	(203.0)	(1,628.4)
Capital employed	4,834.0	2,990.1	4,938.5
Consumer Finance			
Revenue	5,807.8	626.7	3,945.8
Profit before tax	208.9	55.2	58.6
Capital employed	390.4	92.1	58.6
Others			
Revenue	654.3	63.3	746.8
Profit before tax	51.7	(84.6)	140.4
Capital employed	2,342.6	158.0	222.5

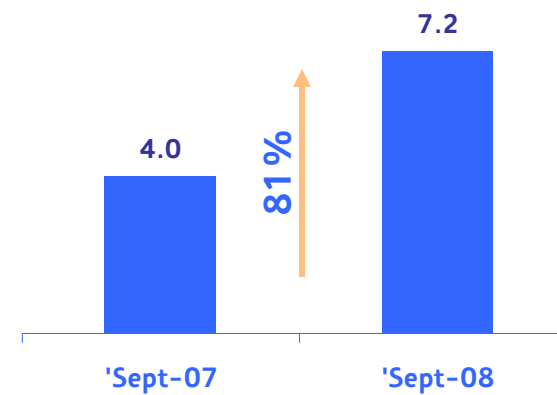
RELIANCE Mutual Fund

India's no.1 Mutual Fund

AUM (Rs. billion)



No. of investors (million)



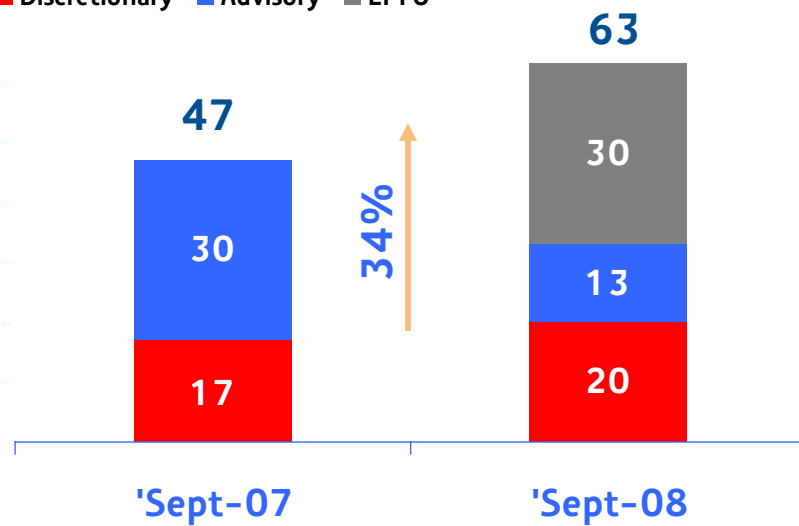
- ❑ SIP Investors cross the 1 million mark
- ❑ Appointed as one of fund managers by Employee Provident Fund Organization

Asset Management

Portfolio Management Services

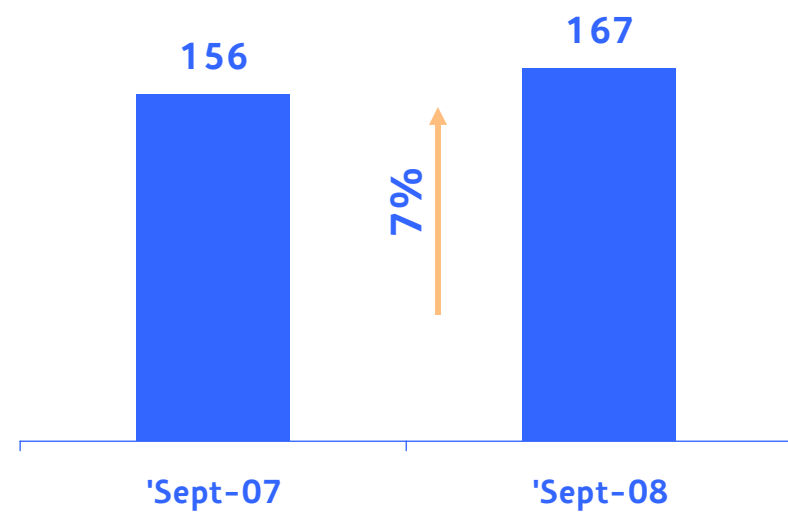
AUM (Rs. billion)

■ Discretionary ■ Advisory ■ EPFO



Offshore funds

US\$ million



RCAM (consolidated) financial performance

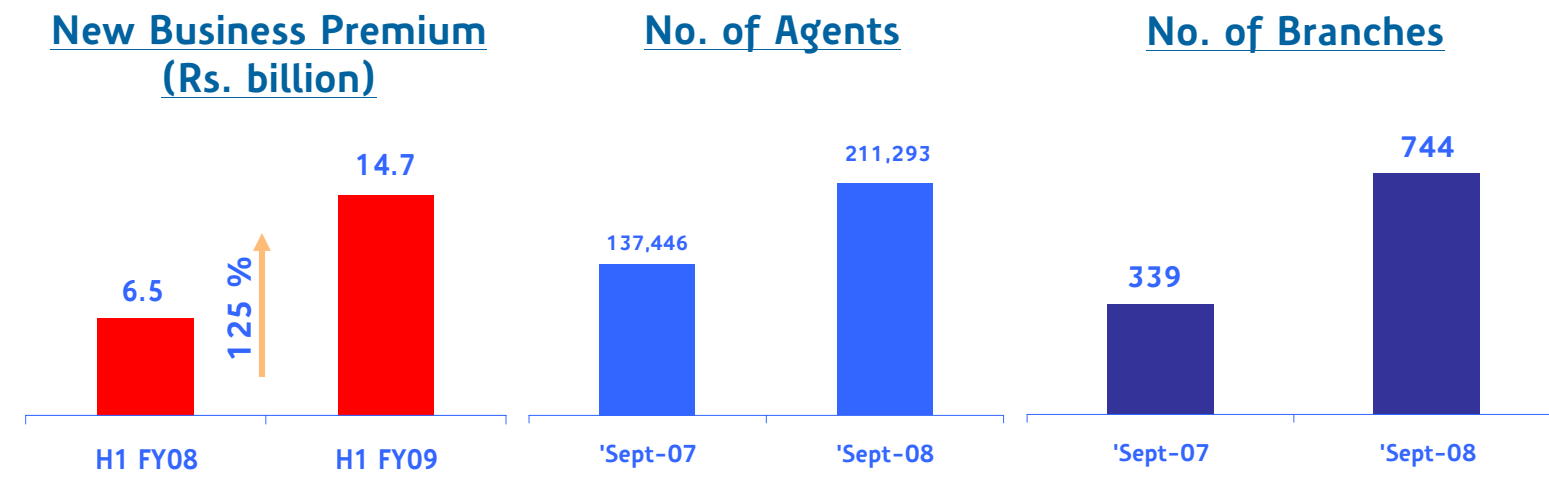
(Rs. Million)

	Q2FY09	Q2FY08	H1FY09	H1FY08	FY08
Income	1,172.5	801.0	2,436.7	1,466.6	4,741.3
Personnel costs	306.9	147.8	621.1	289.3	872.7
Marketing expenses	195.1	192.5	411.6	290.8	1,059.6
Administration & other expenses	247.3	195.1	466.7	318.1	754.7
Profit before tax	423.2	265.6	937.3	568.4	2,054.3
Profit after tax	335.5	178.9	663.4	375.5	1,496.9

- Growth in Q2 Net Profit (YoY) – 87%

RELIANCE Life Insurance

Growing premium & expanding reach



- ❑ Q2 FY09- New Business Premium – Rs. 9.2 billion – Up 104%
- ❑ Received IRDA approval for opening additional 400 branches in October 2008 – Current branch strength: 1,144

RELIANCE Life Insurance

Financial performance

(Rs. Million)

	Q2FY09	Q2FY08	H1FY09	H1FY08	FY08
First year premium	7,843.0	3,290.5	11,893.9	4,846.6	18,439.8
Single premium	1,314.5	1,189.5	2,837.3	1,693.0	9,070.8
Total New business premium	9,157.5	4,480.0	14,731.2	6,539.6	27,510.6
Total premium	11,612.3	5,135.4	19,089.3	7,748.9	32,132.7
No of policies issued	475,301	171,785	763,727	277,511	1,073,715
Funds under management	47,568.7	20,153.5	47,568.7	20,153.5	37,767.5

- Rs. 3.6 billion of capital infused during Q2 FY09
- Rs. 22 billion invested till date

RELIANCE General Insurance

Financial performance

(Rs. Million)

	Q2FY09	Q2FY08	H1FY09	H1FY08	FY08
Gross Written Premium	4,297.8	4,174.0	9,862.2	9,464.4	19,464.2
Net Written Premium	2,921.5	2,001.4	6,124.2	3,717.3	9,600.3
Underwriting result (accounting)	(37.1)	(366.8)	(278.9)	(420.4)	(2,060.8)
Profit before tax	58.3	(212.3)	(84.1)	(194.6)	(1,628.4)
Investment book	12,492.3	9,033.1	12,392.2	9,033.1	13,107.3
Networth	4,834.0	2,987.7	4,834.0	2,987.7	4,938.5
Combined ratio (accounting)	107%	127%	110%	118%	129%
No of branches	200	85	200	85	218
No of policies issued (in millions)	0.5	0.8	1.3	1.7	3.7
No of claims handled	127,110	101,067	211,650	144,643	315,900

- Improved combined ratio - from 129% to 107%
- Q2 FY09 – PBT – Rs. 58 million as against loss of Rs. 212 million in corresponding previous period

RELIANCE General Insurance

Sector-wise premium contribution

	H1FY09	H1FY08	FY08
Motor	55%	60%	65%
Health	21%	16%	14%
Fire	8%	9%	7%
Engineering	5%	6%	5%
Others	11%	10%	9%
Total	100%	100%	100%

RELIANCE Money

India's largest broker & distributor of financial products & services

- ❑ **Over 20,000 touch points across India; 10,052 outlets in 5,165 locations**
- ❑ **2.7 million customers; 970,000 broking accounts**
- ❑ **Daily average turnover on stock exchanges - Rs. 22 billion**
- ❑ **Established presence in Ireland to reach out to over 2 millions NRIs & PIOs based in Europe**

RELIANCE Money

India's largest broker & distributor of financial products & services

- ❑ Partnered with optionsXpress Holdings Inc – to provide customers access to US markets
- ❑ Received SEBI approval to commence investment banking – to focus on small & mid sized companies
- ❑ Acquires stake in National Multi- Commodity Exchange of India
- ❑ Tie up with India Post – for gold coin retailing

RELIANCE Money

Financial performance

(Rs. Million)

	Q2FY09	Q2FY08	H1FY09	H1FY08	FY08
Broking Income	484.2	143.2	892.1	204.0	1,112.0
Distribution Income	247.9	94.9	519.8	152.6	1,062.0
Other Income	199.6	170.5	301.7	181.5	211.0
Total Income	931.7	408.6	1,713.6	538.1	2,385.0
Sub brokerage	99.2	39.0	230.0	71.0	440.0
Personnel costs	316.1	137.0	560.0	262.0	602.0
Other expenses	284.8	360.7	580.0	382.7	1,342.0
Profit before tax	231.6	(128.1)	343.6	(177.6)	1.0
Profit after tax	191.6	(128.1)	253.6	(177.6)	1.0

- **Growth in Q2 FY09 Revenues (YoY) – 128%**

RELIANCE Consumer Finance

Type of Loan	Loan Book as on September 30, 2008 (Rs. Bn)	% of total	Loan Book as on September 30, 2008 (Rs. Bn)	% of total
Mortgages	30.7	32%	5.7	25%
Auto Loans	18.6	20%	3.8	17%
CV Loans	15.4	16%	2.3	10%
SME Loans	17.9	19%	6.6	29%
Personal Loans	12.5	13%	4.3	19 %
TOTAL	95.1	100%	22.7	100%

- Well diversified and balanced loan portfolio

RELIANCE Consumer Finance

Financial performance[#]

(Rs. Million)

	Q2FY09	Q2FY08	H1FY09	H1FY08	FY08
Interest Income	2,991.9	363.3	5,479.6	417.3	3,371.3
Other Income	193.7	185.1	328.2	202.1	574.6
Total Income	3,185.6	548.3	5,807.8	619.4	3,945.8
Personnel costs	251.6	103.9	511.5	163.4	629.3
Interest expenses	1,986.5	187.4	3,614.2	221.5	2,016.8
Other expenses	501.5	197.5	983.5	179.3	1,172.1
Provisions	302.8	0.0	489.8	0.0	69.0
Profit before tax	143.1	59.6	208.9	55.1	58.6

- Decline in cost to income ratio– 63% in Q2 FY09 as against 93% in FY08

[#] The above P&L does not include the impact of allocation of equity funding

Finance & Investments – standalone

(Rs. Million)

	Q2FY09	Q2FY08	H1FY09	H1FY08	FY08
Interest & finance income	1,300.5	1,049.3	2,745.9	2,133.0	5,524.9
Profit on sale (net) investments	2,162.7	2,278.6	5,847.8	5,903.0	11,233.0
Other income	132.1	36.6	23.08	395.0	531.8
Total	3,595.3	3,364.4	8,824.5	8,431.0	16,852.1
Profit before tax	2,251.4	2,349.4	5,780.8	5,835.4	11,895.8

Update on other businesses

□ Reliance Capital Services

- cross sell Reliance Capital products & services to internal customers of Reliance ADA Group
- commenced operations
- 1,000 employees & associates across 25 locations in India

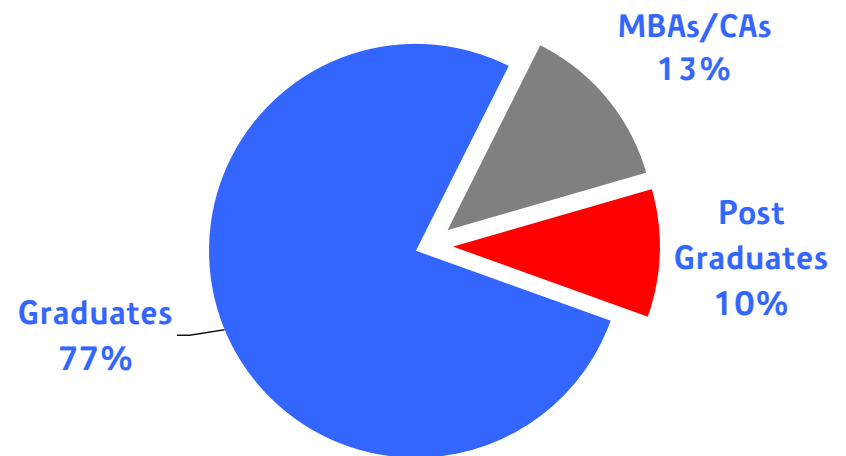
□ Reliance Equities International

- has commenced institutional broking business in the cash segment of NSE & BSE

Human Capital

Business operation	No. of employees
Asset Management	1,178
General Insurance	2,519
Life Insurance	28,670
Reliance Money	2,968
Consumer Finance	1,372
Other Businesses	573
Reliance Capital	97
Total	37,377

Qualification profile



- Average age of 29 years with over 90% employees below the age of 35 years

Shareholding pattern as on September 30, 2008

Category	No. of shares	Shareholding
Reliance Anil Dhirubhai Ambani group	13,13,82,274	53.49%
Foreign investors – FIIs, GDRs, NRIs, and others	6,21,72,979	25.31%
Domestic institutions/ Banks / Mutual funds	86,29,659	3.51%
Indian public	4,34,47,888	17.69%
Total	24,56,32,800	100.0%

- Market cap as at October 30, 2008 – Rs. 16 billion (US\$ 3 billion)

Thank you

October 31, 2008