RELIANCE CAPITAL

Reliance Capital Limited
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July 24, 2018

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),

Sub.: MEDIA RELEASE

We enclose herewith the media release which is self-explanatory.

Kindly inform your members accordingly.

Thanking you.

Yours faithfully,
For **Reliance Capital Limited**

Atul Tandon
Company Secretary & Compliance Officer

Encl.: As Above.

MEDIA RELEASE

RELIANCE NIPPON LIFE INSURANCE REPORTS STRONG PERSISTENCY AND PREMIUM GROWTH IN Q1 FY19

13th MONTH PERSISTENCY ROSE FROM 66% TO 71% IN JUNE 2018

INDIVIDUAL WEIGHTED RECEIVED PREMIUM AT RS. 171 CRORE (US$ 25 MILLION) - UP 23%

TOTAL PREMIUM (NET OF REINSURANCE) AT RS. 755 CRORE (US$ 111 MILLION) - UP 8%

AVERAGE TICKET SIZE IMPROVED TO OVER RS. 38,900 - UP 22%

ASSETS UNDER MANAGEMENT AT RS. 19,335 CRORE (US$ 2.8 BILLION) - UP 11%

WIDE DISTRIBUTION NETWORK WITH APPROX. 750 BRANCHES AND 52,000 ACTIVE ADVISORS ACROSS INDIA

Mumbai, July 24, 2018: Reliance Nippon Life Insurance Company Limited, a subsidiary of Reliance Capital Ltd., announced its financial results for the **quarter ended June 30, 2018**. The key performance highlights are:

- **Total premium increased to Rs. 755 crore** (US$ 111 million) **- a YoY increase of 8%**
- **Renewal premium rose to Rs. 552 crore** (US$ 81 million) **- a YoY increase of 6%**
- **Individual WRP** was **Rs. 171 crore** (US$ 25 million) **- a YoY increase of 23%**
- **The business made a profit in Q1 FY19** vis-à-vis a loss in Q1 FY18
- As on June 30, 2018, **assets under management** stood at **Rs. 19,335 crores** (US$ 2.8 billion) **- a YoY increase of 11%**
- As on March 31, 2018, **Embedded Value** was **at Rs. 3,220 crore** (US$ 474 million)
- As on June 30, 2018, there were **approx. 3 million policies in force** with a **total sum assured of over Rs. 96,000 crore**

"Our journey of quality and profitability continues with the rise in **persistency as well as NBAP**, led by origination control and, systemic process enhancements towards customer engagement. In this path of transformation, **digital will continue to play an important role** and our target is to improve the qualitative parameters further, and thereby grow the embedded value", said **Mr. Ashish Vohra, ED & CEO, Reliance Nippon Life Insurance Co. Ltd.**

About Reliance Nippon Life Insurance
http://www.reliancenipponlife.com

Reliance Nippon Life Insurance Company is amongst the leading private sector life insurance companies in India in terms of individual WRP (weighted received premium) and new business WRP. The company is one of the largest non-bank supported private life insurers with over 10 million policyholders, a strong distribution network of approx. 750 branches and 52,000 active advisors as on June 30, 2018. The company's individual Claim Settlement Ratio, at 96.5% as on June 30, 2018 is amongst the best in the industry.

Having won several awards for its marquee digital initiatives at international forums (Asian Banking and Finance Awards in Singapore, and Emerging Asia Insurance Conclave and Award in Thailand) in May-June 2018, the company's vision is "To be a company people are proud of, trust in and grow with; providing financial independence to every life we touch." With this in mind, Reliance Nippon Life caters to five distinct segments, namely Protection, Child, Retirement, Saving & Investment, and Health; for individuals as well as Groups/Corporate entities.

/RelianceNipponLifeInsurance @relnipponlife

For any other queries, please contact:

Customer Care Number: 1800-102-1010
Email: rnlife.customerservice@relianceada.com

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, 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.

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