RELIANCE CAPITAL

Reliance Capital Limited
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February 4, 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),

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 REPORTED STRONG PERSISTENCY AND PREMIUM GROWTH IN Q3 FY19

13th MONTH PERSISTENCY ROSE FROM 69% TO 75% IN DECEMBER 2018

INDIVIDUAL WEIGHTED RECEIVED PREMIUM AT RS. 220 CRORE (US$ 31 MILLION) - UP 34%

TOTAL PREMIUM (NET OF REINSURANCE) AT RS. 1,030 CRORE (US$ 147 MILLION) - UP 3%

AVERAGE TICKET SIZE IMPROVED TO OVER RS. 40,700 - UP 15%

ASSETS UNDER MANAGEMENT AT RS. 20,202 CRORE (US$ 2.9 BILLION) - UP 7%

WIDE DISTRIBUTION NETWORK WITH OVER 725 BRANCHES AND 59,200 ACTIVE ADVISORS ACROSS INDIA

Mumbai, February 4, 2018: Reliance Nippon Life Insurance Company Ltd., a subsidiary of Reliance Capital Ltd., announced its financial results for the **quarter ended December 31, 2018**. The key performance highlights are:

- **Individual WRP** was **Rs. 220 crore** (US$ 31 million) **- a YoY increase of 34%**
- **Total premium increased to Rs. 1,030 crore** (US$ 147 million) **- a YoY increase of 3%**
- **Renewal premium was at Rs. 793 crore** (US$ 113 million)
- **The business made a marginal profit in Q3 FY19** vis-à-vis a loss in Q3 FY18
- As on December 31, 2018, **assets under management** stood at **Rs. 20,202 crores** (US$ 2.9 billion) **- a YoY increase of 7%**
- As on December 31, 2018, there were **approx. 3 million policies in force** with a **total sum assured of over Rs. 74,500 crore**

"Our focussed efforts have resulted in a significantly faster than industry growth, besides sharp improvements across customer retention and persistency measures. We will continue to drive momentum towards profitable growth in the last quarter", 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 over 725 branches and 59,200 active advisors as on December 31, 2018. The company's individual Claim Settlement Ratio, at 96.5% as on December 31, 2018, is amongst the best in the industry. The digital log-ins for the company stands at 73% as of December 31, 2018 as against 50% same time last year, clearly indicating the heavy digitisation focus.

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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