

## MEDIA RELEASE FOR CONSOLIDATED Q3 FY 14

NET PROFIT OF RS. 166 CRORE (US\$ 27 MILLION) - AN INCREASE OF 65%  
TOTAL INCOME OF RS. 1,889 CRORE (US\$ 305 MILLION) - AN INCREASE OF 10%  
NET WORTH OF RS. 12,563 CRORE (US\$ 2.0 BILLION) - AN INCREASE OF 6%  
BOOK VALUE INCREASED TO RS. 511 PER SHARE AT THE END OF Q3 FY14  
TOTAL ASSETS OF RS. 44,048 CRORE (US\$ 7.1 BILLION) - AN INCREASE OF 11%

### BUSINESSES

RELIANCE LIFE INSURANCE - NEW BUSINESS PREMIUM AT RS. 401 CRORE  
(US\$ 65 MILLION) - UP 18%

RELIANCE LIFE INSURANCE - TOTAL PREMIUM OF RS. 971 CRORE  
(US\$ 157 MILLION) - UP 4%

RELIANCE LIFE INSURANCE - NET PROFIT AT RS. 27 CRORE (US\$ 4 MILLION) AND  
SURPLUS IN NON-PARTICIPATING BUSINESS AT RS. 74 CRORE (US\$ 12 MILLION)

RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 599 CRORE  
(US\$ 97 MILLION) - UP 21%

RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 11 CRORE (US\$ 2 MILLION)

RELIANCE COMMERCIAL FINANCE - NET PROFIT AT RS. 105 CRORE  
(US\$ 17 MILLION) - UP 24%

RELIANCE COMMERCIAL FINANCE - NET INTEREST MARGIN IMPROVED TO 5.6%  
AS AGAINST 4.2% IN Q3 FY13

RCAM MANAGES RS. 1,87,825 CRORE (US\$ 30.3 BILLION) ACROSS MUTUAL FUNDS,  
PENSION FUNDS, MANAGED ACCOUNTS AND OFFSHORE FUNDS

RELIANCE MUTUAL FUND AAUM RS. 1,02,487 CRORE (US\$ 16.5 BILLION) - UP 13%

RCAM PROFIT AT RS. 84 CRORE (US\$ 14 MILLION) - UP 45%

**Mumbai, February 7, 2014:** Reliance Capital Limited (RCL) today announced its financial results for the quarter ended December 31, 2013. The performance highlights are:

### Consolidated results - Quarter ended December 31, 2013

- Q3 FY14 Total income of Rs. 1,889 crore (US\$ 305 million), as against Rs. 1,716 crore in the corresponding previous period - an increase of 10%
- Q3 FY14 Net profit of Rs. 166 crore (US\$ 27 million), as against Rs. 101 crore in the corresponding previous period - an increase of 65%
- Q3 FY14 Earnings per share of Rs. 6.8 (US\$ 0.11)

## Net Worth:

As on December 31, 2013, the **net worth** of the Company stood at **Rs. 12,563 crore (US\$ 2.0 billion)** - an increase of 6%.

## Credit Rating:

The Company had a **net debt equity ratio of 1.83** as on December 31, 2013. It continues to enjoy the **highest ratings of 'A1+' by ICRA and CRISIL**, for its short term borrowing program and **'CARE AAA' by CARE** for its long term borrowing program.

## Operational Review:

As on December 31, 2013, the **total assets of the Company stood at Rs. 44,048 crore (US\$ 7.1 billion)** - an increase of 11%.

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

## Group Companies:

### **Reliance Life Insurance**

- Reliance Life Insurance (RLI) is amongst the **leading private sector life insurance companies in terms of new business premium** with a **market share of 8%** of the private sector life insurance industry (as on December 31, 2013)
- The **New Business Premium** was **Rs. 401 crore (US\$ 65 million)** for the quarter ended December 31, 2013 - a **YoY increase of 18%**
- The **Total Premium (net of reinsurance)** was **Rs. 971 crore (US\$ 157 million)** for the quarter ended December 31, 2013 - a **YoY increase of 4%**
- RLI achieved a **profit of Rs. 27 crore (US\$ 4 million)** for the quarter ended December 31, 2013. Further, **surplus arising from non-participating business was at Rs. 74 crore (US\$ 12 million)**. The declared results of Reliance Capital include consolidation of 48% stake in Reliance Life Insurance
- The **total funds under management** as on December 31, 2013 **stood at Rs. 18,073 crore (US\$ 2.9 billion)** - a **QoQ increase of 3%**
- The **distribution network** stood at over **900 offices** as on December 31, 2013

### **Reliance General Insurance**

- Reliance General Insurance (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%**, in terms of gross written premium, of the Indian private sector general insurance industry
- The **Gross Written Premium** for the quarter ended December 31, 2013 was **Rs. 599 crore (US\$ 97 million)** - a **YoY increase of 21%**

- The profit for the quarter was **Rs. 11 crore (US\$ 2 million)**
- RGI sold over **9 lakh policies** during the quarter - a YoY increase of **26%**
- At the end of December 31, 2013, the **investment book** stood at **Rs. 3,732 crore (US\$ 602 million)** - a YoY increase of **15%**
- The **total capital invested** in the business, is **Rs. 1,747 crore (US\$ 282 million)**
- RGI had a **distribution network of 127 branches** and nearly **14,500 intermediaries**, as on December 31, 2013

## Reliance Commercial Finance

- Reliance Commercial Finance (RCF) offers a wide range of products which include Home loans, Loans against property, SME loans, Commercial vehicle loans, and Infrastructure financing
- RCF is amongst the leading lenders in the Indian non banking finance space. The focus in this business continues to be on asset backed lending and productive asset creation. As on December 31, 2013, **100% of the loan book was secured**
- The **disbursements** for the quarter ended December 31, 2013 were over **Rs. 2,400 crore (US\$ 390 million)** - a YoY increase of **5%**
- As on December 31, 2013, the assets under management (including securitized portfolio) was **Rs. 16,406 crore (US\$ 2.6 billion)** - a YoY increase of **3%**
- The outstanding **loan book** as on December 31, 2013 was at **Rs. 13,691 crore (US\$ 2.2 billion)**. This loan book is spread across **71,000 customers** from top 37 Indian cities
- During the quarter, RCF securitised loans of **Rs. 240 crore (US\$ 39 million)**
- The total income for the quarter ended December 31, 2013 was **Rs. 563 crore (US\$ 91 million)** - a YoY increase of **6%**
- RCF achieved a **profit before tax of Rs. 105 crore (US\$ 17 million)** for the quarter, as against **Rs. 84 crore** for the corresponding previous period - a YoY increase of **24%**

## Reliance Capital Asset Management Reliance Mutual Fund

- Reliance Capital Asset Management (RCAM) managed **Rs. 1,87,825 crore (US\$ 30.3 billion)** as on December 31, 2013, across mutual funds, pension funds, managed accounts and offshore funds
- **Reliance Mutual Fund (RMF)** is amongst the top two mutual funds in India, in terms of AUM, with **market share of 12%**
- The **average assets under management (AAUM)** of RMF, for the quarter ended December 31, 2013 were **Rs. 1,02,487 crore (US\$ 16.5 billion)** - a YoY increase of **13%**

- RMF had a wide distribution network with over **170 branches and more than 42,000 empanelled distributors** across India, as on December 31, 2013
- As on December 31, 2013, there were total of **52 schemes** comprising **21** equity oriented schemes, **26** debt oriented schemes, **4** exchange traded funds and **1** Fund of funds
- RCAM's **income from its operations was Rs. 188 crore (US\$ 30 million)** for the quarter ended December 31, 2013
- The **profit before tax of RCAM was Rs. 84 crore (US\$ 14 million)** for the quarter ended December 31, 2013 - a YoY increase of **45%**

## Broking businesses

- Reliance Capital's broking business, one of the leading retail broking houses in India, provides a varied customer base with access to equities, equity options, wealth management solutions and mutual funds
- The key focus is on the business verticals of equity and commodity broking, and wealth management
- In **equity broking**, as on December 31, 2013, the business had over **7,27,000 broking accounts, an increase of 3%**, with an **average daily equities turnover of over Rs. 1,700 crore (US\$ 286 million)**
- In **commodity broking**, as on December 31, 2013, the **commodity broking accounts increased 8%** to over **41,800**, with **average daily commodities turnover at Rs. 355 crore (US\$ 57 million)**
- In **wealth management**, the **AUMs** as on December 31, 2013 increased to **Rs. 1,157 crore (US\$ 187 million)** - a YoY increase of **33%**
- The business had **revenues of Rs. 52 crore (US\$ 8 million)** for the quarter ended December 31, 2013

## Distribution business

- The distribution business of Reliance Capital, branded as 'Reliance Money' is a comprehensive financial services and solutions provider, providing customers with access to mutual funds, insurance products, money transfer and currency exchange
- Reliance Money is amongst the **leading domestic distributors of financial products** with a pan India presence with over **6,600 outlets**
- Reliance Money, **one of the largest private sector partners for Western Union Money Transfer** handled over **7 lakh money transfer transactions** during the quarter - a YoY increase of **17%**
- The business generated **revenues of Rs. 36 crore (US\$ 6 million)** for the quarter ended December 31, 2013

## Shareholding Pattern as on December 31, 2013:

Category	No. of Shares	Shareholding
Promoters	132,982,303	54.1%
Foreign Investors - FIIs, NRIs and others	52,989,959	21.6%
Domestic institutions/ Banks / Mutual Funds	13,102,984	5.3%
Indian Public	46,557,554	19.0%
<b>TOTAL - 1.1 million shareholders</b>	<b>245,632,800</b>	<b>100.0%</b>

## Background

Reliance Capital, 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 CNX Nifty Junior and MSCI India.

Reliance Group is amongst India's leading business houses with over 230 million customers. The Group has a strong presence across a wide array of high growth consumer-facing businesses of financial services, telecom, energy, power, infrastructure and media and entertainment.

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