

# **Religare Enterprises Limited**

Q1FY16 Results





Religare Enterprises
Overview



### **REL Overview**

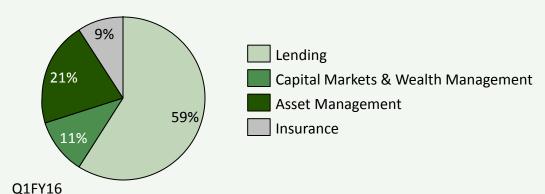
### REL is an investment holding company that has built an integrated financial services platform



#### **Business Overview**

- Religare Enterprises Limited (REL) is an investment holding company that has built an integrated financial services platform through its portfolio companies
- Portfolio companies service over 1.50\* mn. clients from 1,644 locations with more than 8,100\* employees in India and abroad
- Consolidated net worth of ₹39.91 bn. (USD 627 mn.) as of 30-Jun-2015. Consolidated revenue of ₹10.61 bn. (USD 168 mn.) in Q1FY16
- Listed on NSE and BSE: market capitalization of ₹57.04 bn. (~USD 896 mn.) as of 30-Jun-2015

### Portfolio Companies' Business Lines and Revenue Split by Verticals





<sup>\*</sup>Clients and employees including of joint ventures

### **Portfolio Functions Overview**

REL's primary objective is to ensure that its portfolio companies create equity value



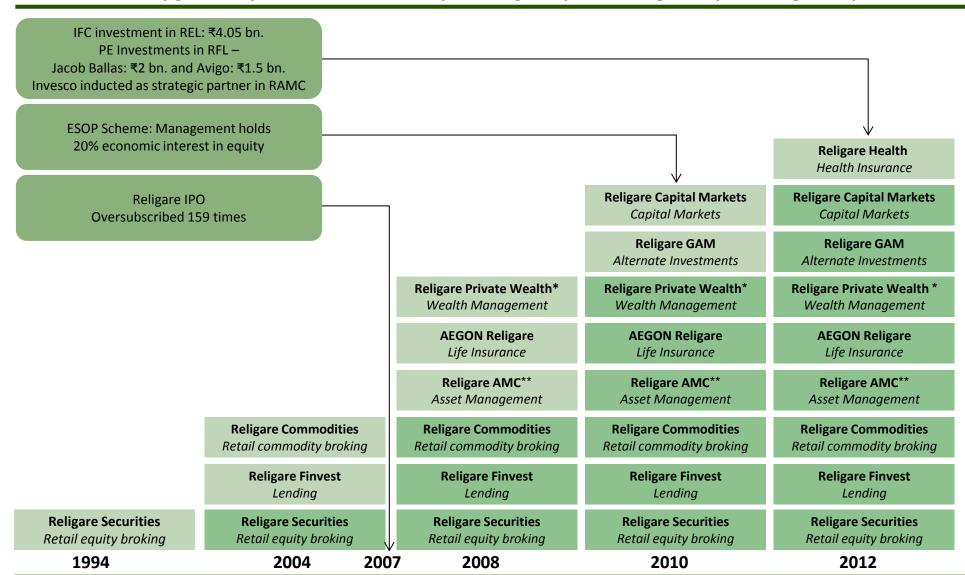
### **REL Structure and Functions**

- Religare Enterprises Limited (REL) is an Investment Holding Company managed by a set of professionals and supervised by a majority-independent Board
- The businesses are operated out of its portfolio companies which are structured as subsidiaries or joint ventures
- Portfolio companies are managed by their CEOs and management teams on a day-to-day basis
- REL's objective is to ensure that the portfolio companies create equity value
- To that end, REL
  - Provides capital to the portfolio companies
  - Ensures that the Brand and Group Ethos are safeguarded
  - Determines the Governance Structures, Risk Management and Control mechanisms for the portfolio companies
  - Undertakes performance management



### **Growth in Portfolio**

REL has consistently grown its portfolio of businesses by investing in adjacencies organically and inorganically



<sup>\*</sup>Formerly known as Religare Macquarie Wealth Management; Religare has acquired Macquarie's interest in the JV



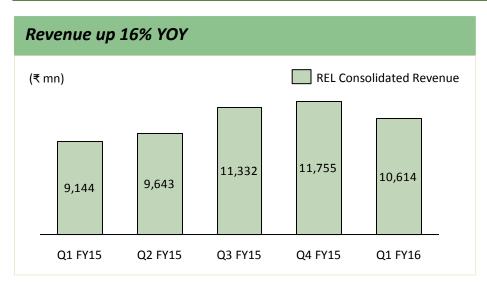
<sup>\*\*</sup>Now known as Religare Invesco AMC

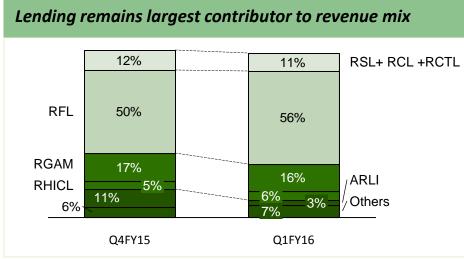


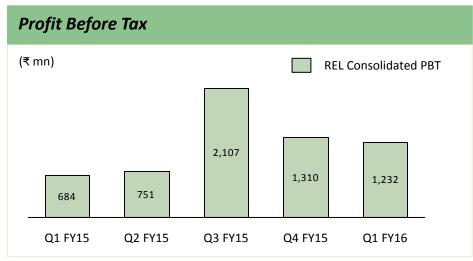
**Consolidated Performance** 

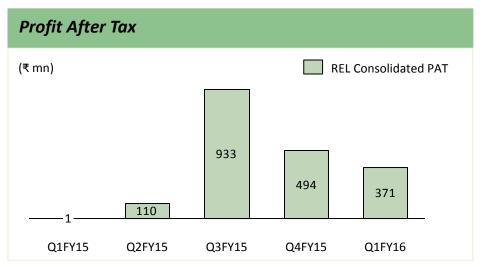


# **Key financial indicators – Q1 FY16**











# **Consolidated Income Statement – Q1 FY16**

		QOQ Change			YOY Change	
(₹ mn)	Q1FY16	Q4FY15	(%)	Q1FY15	(%)	
Total Income	10,614	11,755	-10%	9,144	16%	
Personnel Expenses	2,209	2,113	5%	1,806	22%	
Operating and Admin Expenses	2,875	4,168	-31%	2,723	6%	
Interest and Finance Charges	4,418	4,188	5%	3,983	11%	
Depreciation	87	104	-16%	94	-7%	
Less: Net Exp. of JV Recoverable	(207)	(128)	nm	(146)	nm	
Total Expenses	9,382	10,445	-10%	8,459	11%	
PBT	1,232	1,310	-6%	684	80%	
Provision for Tax	445	328	36%	321	38%	
Corporate Dividend Tax	146	2	nm	108	35%	
Minority Interest and Share in Associates	270	486	-44%	254	6%	
PAT after Minority Interest	371	494	-25%	1	nm	



# **Consolidated Balance Sheet**

(₹ mn)	As at June 30, 2015	As at March 31, 2015
Owners' Funds	39,908	39,088
Share Capital	2,033	2,033
Reserves and Surplus	37,874	37,055
Minority Interest	2,014	2,196
Non-Current Liabilities	100,991	111,099
Current Liabilities	112,841	102,008
Total Liabilities	255,754	254,390
Non-Current Assets	164,019	151,361
Fixed Assets	21,878	21,322
Non-Current Investments	14,540	21,436
Deferred Tax Assets (net)	916	804
Long-Term Loans and Advances	118,247	100,255
Other Non-Current Assets	8,438	7,545
Current Assets	91,735	103,029
Current investments	16,772	22,190
Inventories	3,182	627
Trade Receivables	5,119	5,887
Cash and Bank Balances	18,028	15,755
Short-Term Loans and Advances	47,119	56,692
Other Current Assets	1,515	1,878
Total Assets	255,754	254,390





Performance of Portfolio Companies



**Religare Finvest** Limited

One of India's largest **Non-Banking Financial Companies**, focusing on the **SME** segment



**Business** Highlights



Net worth of ₹24.52 bn.

Lending book of ₹138.9 bn.

**56%** of REL's consolidated revenue (as of/q.e. 30-Jun-2015)





Improve **ROE** 

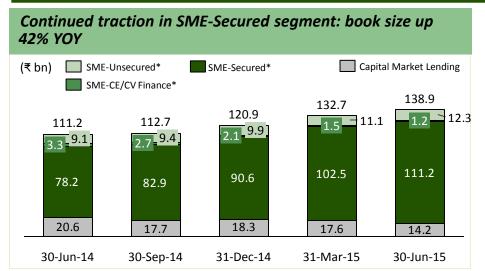
**Continuous Growth** in Book

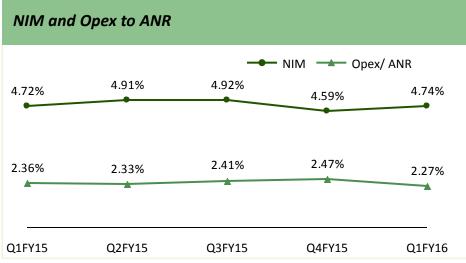
Ensure Low NPAs

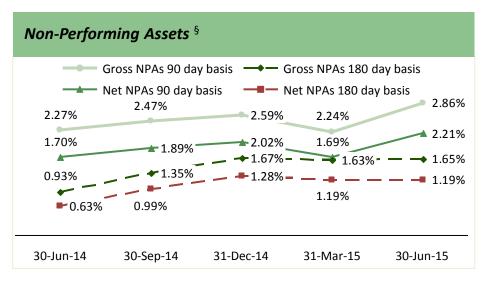


# Lending

### SME-Secured drives growth in book size







Donoung progre		a zy sap	erior rutings	
Instrument	Rating by ICRA		Rating by India Ratings	Amount (₹ mn)
Commercial Paper	ICRA A1+	27,000	IND A1+	30,000
ST Debt	ICRA A1+	10,000		
ST Bank Loans	ICRA A1+	6,000	IND A1+	30,000
LT Debt	ICRA AA- (stable)	34,000	IND AA - (stable)	15,000
LT Bank Loans	ICRA AA- (stable)	114,000	IND AA - (stable)	100,000
Tier-2 Sub. Debt			IND AA- (stable)	7,500
Market-Linked Deb.	ICRA pp-MLD AA-	1,000		
Additionally obtained	Long Term rating o	f 'CARE AA	λ-' [₹14,000 mn]	

Borrowing programme supported by superior ratings

<sup>§</sup> NPAs are recognised at 90 days since Oct 2011 whereas regulations require transitioning from 180-day NPA recognition to 90-day recognition by 31-Mar-2018



<sup>\*</sup> Net of portfolio assigned to other lenders

# Lending

### **Financial Performance**

## RFL Abridged Income Statement

		q	QOQ Change		OY Change
(₹ mn)	Q1FY16	Q4FY15	(%)	Q1FY15	(%)
Total Income	5,993	5,928	1%	4,986	20%
Operating and Administrative Expenses	774	1,092	-29%	726	7%
Personnel Expenses	363	287	26%	272	33%
Interest and Finance Charges	3,705	3,526	5%	3,126	19%
Depreciation	15	32	-53%	19	-21%
Total Expenses	4,856	4,937	-2%	4,143	17%
РВТ	1,137	991	15%	842	35%
PAT	751	648	16%	559	34%



Religare Securities
Limited

Religare Commodities
Limited

Religare Comtrade Limited

A formidable retail
broking platform with
extensive distribution
capabilities







Market share of
1.5% in equities
and 3.1% in
commodities
11% of REL's
consolidated
revenue

(q.e. 30-Jun-2015)





Increase

Distribution

Network

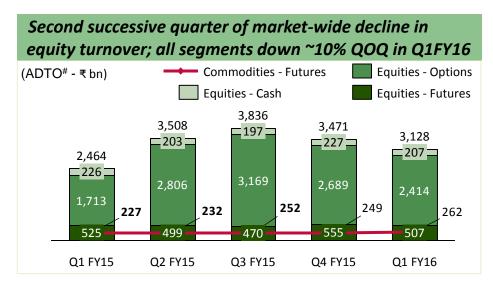
productivity

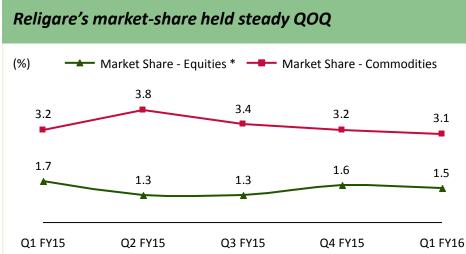
Generate Superior **ROE** 

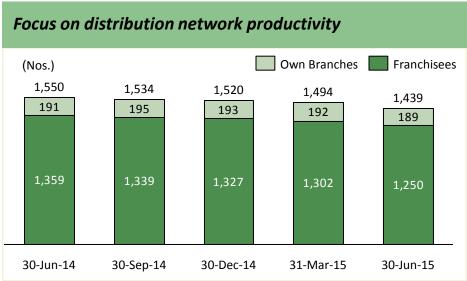


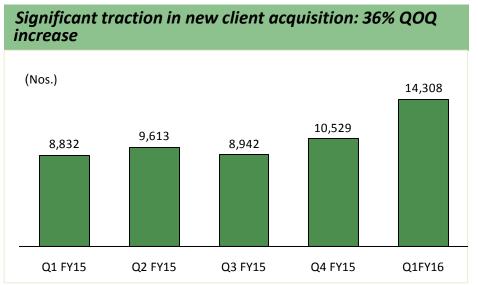
## **Retail Broking**

#### Performance muted as market-wide turnover declines











<sup>#</sup> Average Daily Turnover. Source: NSE, BSE

<sup>\*</sup>Methodology aligned with market practices; past data restated accordingly

# **Retail Broking**

#### **Financial Performance**

## RSL, RCL & RCTL Combined Abridged Income Statement\*

			QOQ Change		YOY Change	
(₹ mn)	Q1FY16	Q4FY15	(%)	Q1FY15	(%)	
Total Income	1,133	1,382	-18%	1,060	7%	
Operating and Administrative Expenses	542	778	-30%	534	2%	
Personnel Expenses	329	298	10%	284	16%	
Interest and Finance Charges	304	277	10%	202	50%	
Depreciation	15	13	14%	20	-26%	
Total Expenses	1,189	1,367	-13%	1,041	14%	
PBT	(56)	16	nm	20	nm	
PAT	(33)	115	nm	20	nm	



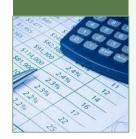
<sup>\*</sup>The combined abridged income statement has been drawn by line by line addition and is not as per AS-21 issued by ICAI.

Religare Wealth Management Limited

An open architecture platform targeting growing affluence



Business Highlights



AUM of **₹39.5 bn.** 

Customer base of over **4,500** 

(as of 30-Jun-2015)

Strategic Priorities



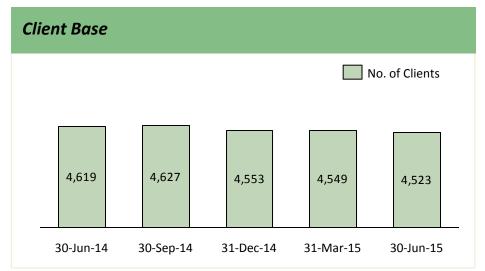
Increase **Yield on AUM** 

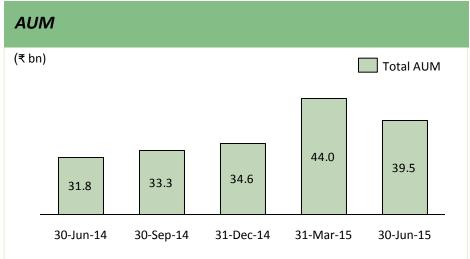
Increase Annuity
Income

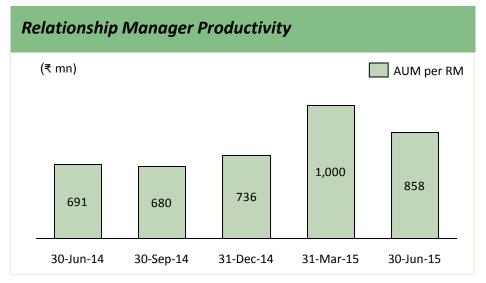


## **Wealth Management**

### Differentiating through a focused idea-driven approach







#### **Business update**

- Traction building up in PMS and Alternatives (AIF/VCF/RE)
   even as traditional offerings continue to do well
- Rigorous AUM garnering efforts planned, with heightened activity around new acquisitions
- Talent nurtured in-house supplemented with high quality lateral inductions; Products and Advisory team a key differentiator for Religare as clients look for holistic solutions



# **Wealth Management**

#### **Financial Performance**

## **RWM Abridged Income Statement**

			QOQ Change		
(₹ mn)	Q1FY16	Q4FY15	(%)	Q1FY15	(%)
Total Income	41	123	-67%	50	-18%
Operating and Administrative Expenses	15	32	-53%	16	-6%
Personnel Expenses	63	86	-27%	49	29%
Interest and Finance Charges	-	-	-	-	-
Depreciation	1	1	0%	2	-50%
Total Expenses	79	118	-33%	67	18%
РВТ	(38)	5	nm	(17)	nm
PAT	(38)	5	nm	(17)	nm



Religare Capital Markets Limited

Asia-focussed
Institutional Equities
and Investment
Banking platform





India IE cash market share of 1%

Empanelled with 482 clients globally

(as of/q.e. 30-Jun-2015)



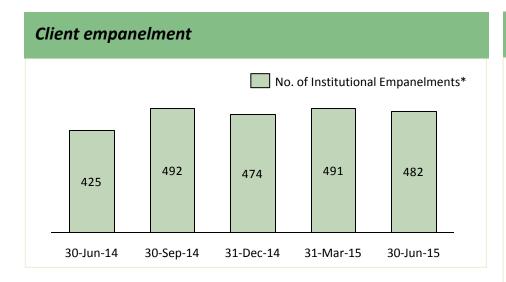
Increase Market Share

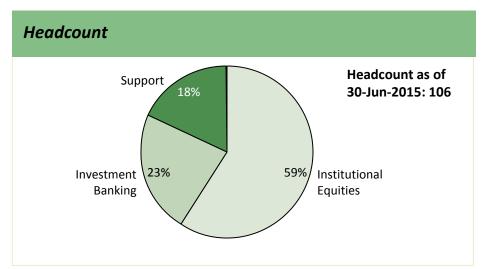
Attain **Profitability** 



## **Capital Markets**

#### Creating a sustainable platform





#### **Business update**

- India platform continues to deliver following focus on investing in our areas of strength and resource building: successful in converting the robust investment banking pipeline and enhancing capabilities in Futures & Options to drive growth
- International business continues to expand reach through partnerships with regional securities and advisory firms

#### IBD update - deals completed

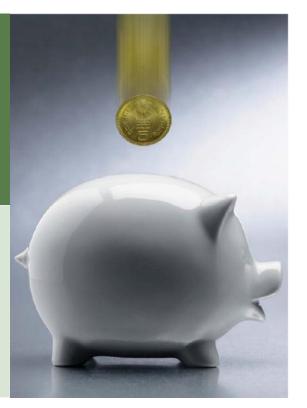
- Successfully priced and placed an ₹4 billion (USD 64.5mn) QIP offering for SeQuent Scientific Limited, one of the largest pharma companies in the animal health segment in India
- Financial adviser to Advance Technology Holding Ltd. for its Mandatory General Cash Offer of SGD 25 mn. for Sinotel Technologies Limited

<sup>\*</sup> In compliance with the requirements of the Securities and Futures Commission (Hong Kong) and the Monetary Authority of Singapore, clients that were inactive for a period of 18 months have been excluded from the list of clients starting 31-Dec-2013



Religare Invesco Asset Management Co. Pvt. Ltd.

Entering the **next phase**of growth





Q1FY16 Average AUM of ₹195 bn.

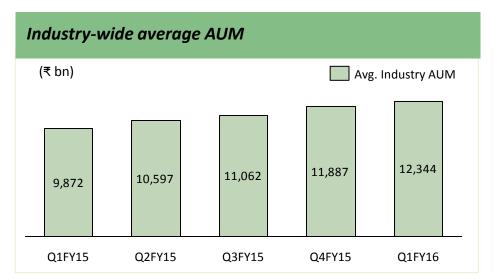


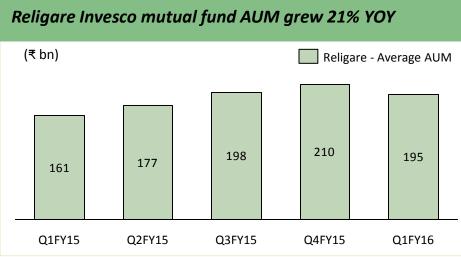
Profitable AUM Growth

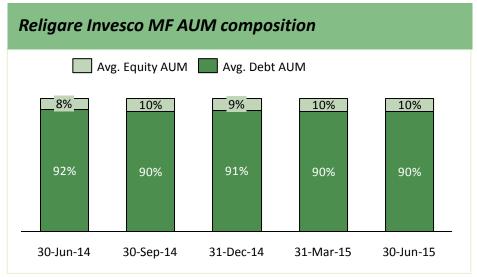


## **Asset Management**

### Entering the next phase of growth with Invesco's induction as JV partner







#### **Business update**

- AUM marginally lower in Q1 due to a drop in AUM in liquid funds
- Continue to see traction in retail interest growth in retail folios and SIPs
- Focus on equity AUM growth continues



# **Asset Management**

#### **Financial Performance**

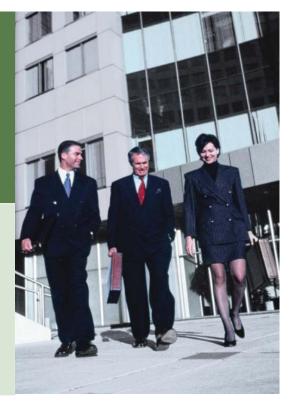
## RIAMC Abridged Income Statement

			QOQ Change		
(₹ mn)	Q1FY16	Q4FY15	(%)	Q1FY15	(%)
Total Income	245	239	3%	190	29%
Operating and Administrative Expenses	113	130	-13%	94	20%
Personnel Expenses	125	49	155%	114	10%
Interest and Finance Charges	-	-	-	-	-
Depreciation	2	2	-4%	2	0%
Total Expenses	240	182	32%	210	14%
РВТ	5	57	-91%	(20)	nm
PAT	5	57	-91%	(20)	nm
PAT After Minority Interest	3	29	-91%	(10)	nm



Religare Global Asset Management

Building a multiboutique Alternative Asset Manager



Business Highlights



**AUM of** 

\$20.1 bn.

(as of 30-Jun-2015)

Strategic Priorities



**AUM Growth** in existing affiliates

Launch of **organic affiliates** 



# **Global Asset Management**

#### **Financial Performance**

## RGAM Inc. Abridged Consolidated Income Statement

		Q	OQ Change		YOY Change
(₹ mn)	Q1FY16	Q4FY15	(%)	Q1FY15	(%)
Total Income	1,748	1,964	-11%	1,552	13%
Operating and Administrative Expenses	260	246	5%	174	49%
Personnel Expenses	817	880	-7%	699	17%
Interest and Finance Charges	183	192	-4%	174	5%
Depreciation	11	10	10%	9	22%
Total Expenses	1,271	1,328	-4%	1,056	-20%
РВТ	477	636	-25%	495	-4%
PAT	473	633	-25%	493	-4%
PAT After Minority Interest and Share of Associate	193	276	-30%	211	-9%



Religare Health
Insurance Co. Limited

Positioned to capture significant **Group** synergies





**GWP** of **₹1,240 mn.** in Q1FY16

**4,532 hospitals** in provider network

(as of 30-Jun-2015)

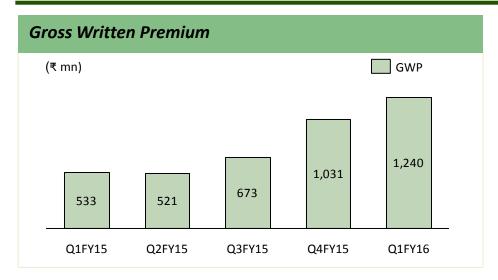


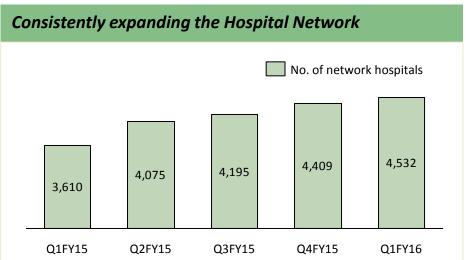
**Grow GWP** with efficient use of **Capital** 



### **Health Insurance**

#### Robust distribution aiding in rapidly achieving scale





### **Business Update**

- Gross Written Premium (GWP) of ₹1.2 billion in Q1FY16
- Total Paid-up Share Capital at ₹3.50 billion
- Pan-India coverage through 51 offices and 1,900+ employees
- Multi-channel distribution strategy through Agency,
   Brokers, Corporate Agents, Online and Bancassurance
- New Product 'Student Explore' approved by IRDA
  - Student Explore provides travel insurance to students going abroad for studies
  - Total number of product offerings increases to nine
- Care Comprehensive
   Health Insurance rated as
   'Best Health Insurance Plan'
   by Mint Mediclaim Ratings
   (July 2015)





## **Health Insurance**

### **Financial Performance**

## RHICL Abridged Income Statement

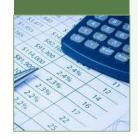
			QOQ Change		YOY Change
<u>(₹ mn)</u>	Q1FY16	Q4FY15	(%)	Q1FY15	(%)
Gross Written Premium	1,240	1,031	20%	533	132%
Net Written Premium	892	819	9%	487	83%
Net Earned Premium	596	501	19%	295	102%
Net Claims Incurred	331	324	2%	196	69%
Net Commission	(15)	33	nm	44	nm
Operating & Administrative Expenses	298	252	18%	153	95%
Personnel Expenses	259	218	19%	173	50%
Total Expenses	874	827	6%	566	54%
Underwriting Profit/(Loss)	(278)	(326)	nm	(270)	nm
Investment & Other Income	73	64	14%	44	67%
РВТ	(205)	(262)	nm	(227)	nm
PAT	(205)	(262)	nm	(227)	nm
PAT After Minority Interest	(184)	(236)	nm	(204)	nm

**AEGON Religare Life Insurance Co. Limited** 

Pioneer in **Online Distribution** 



Business Highlights



Approx. **391,000** lives covered

**₹5.8 bn.** capital invested by REL

(as of 30-Jun-2015)

Strategic Priorities



Efficient use of

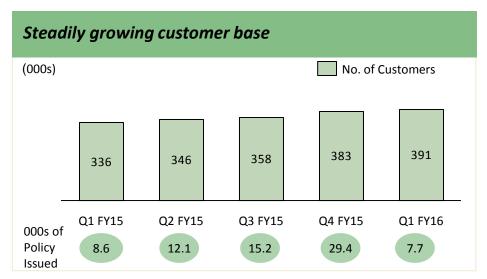
**Capital** 

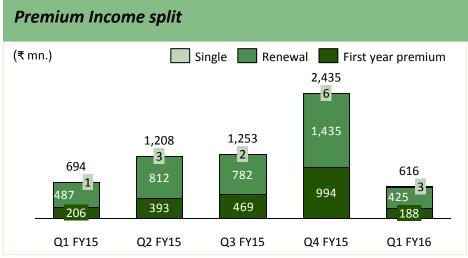
Achieve **Breakeven** 

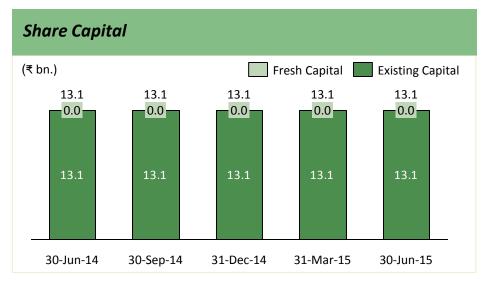


### Life Insurance

### Acknowledged leader in use of technology







### **Business update**

- Providing life cover to nearly 4 lakh lives
- Continued focus on judicious utilization of capital
- Winner of the 'E-Business Leader Award' for the third year running at the Indian Insurance Awards 2015





## Life Insurance

#### **Financial Performance**

## ARLI Abridged Income Statement\*

		c	QOQ Change		
(₹ mn)	Q1FY16	Q4FY15	(%)	Q1FY15	(%)
Premiums Earned (Net)	546	2,364	-77%	635	-14%
Investment Income and Other Income	114	461	-75%	1,111	-90%
Total Income	660	2,825	-77%	1,746	-62%
Commission	19	165	-89%	28	-33%
Operating Expenses (incl. provisions other than tax)	680	1,079	-37%	652	4%
Benefits Paid (Net)	341	546	-38%	593	-42%
Change in valuation of liability in respect of life policies (net)	75	1,308	-94%	793	-91%
Depreciation	16	18	-8%	12	35%
Total Expenses	1,131	3,116	-64%	2,078	-46%
РВТ	(471)	(291)	nm	(332)	nm
PAT	(471)	(291)	nm	(332)	nm

<sup>\*</sup> Financials represent the aggregate of Revenue (Technical) Account and Profit & Loss (Shareholders) Account, and reflect 100% of the company





# Appendix:

Portfolio Companies' Balance Sheets



# Portfolio Companies' Balance Sheets (1/4)

## RFL Abridged Balance Sheet

# RSL, RCL & RCTL Combined Abridged Balance Sheet

(₹ mn)	As at June 30, 2015	(₹ mn)	As at June 30, 2015
Owners' Funds	24,518	Owners' Funds	5,138
Share Capital	2,200	Share Capital	345
Reserves and Surplus	22,318	Reserves and Surplus	4,793
Non - Current Liabilities	79,696	Non - Current Liabilities	282
Current Liabilities	71,524	Current Liabilities	16,525
Total Liabilities	175,738	Total Liabilities	21,946
Non-Current Assets	117,943	Non-Current Assets	4,230
Fixed Assets	347	Fixed Assets	161
Non - Current Investments	3,284	Non - Current Investments	1,695
Deferred Tax Assets (net)	742	Deferred Tax Assets (net)	192
Long - Term Loans and Advances	112,987	Long - Term Loans and Advances	569
Other Non - Current Assets	582	Other Non - Current Assets	1,613
Current Assets	57,795	Current Assets	17,716
Current Investments	6,932	Current investments	1,747
Inventories	358	Inventories	2,825
Trade Receivables	239	Trade Receivables	4,672
Cash and Bank Balances	10,982	Cash and Bank Balances	4,836
Short - Term Loans and Advances	38,449	Short - Term Loans and Advances	3,086
Other Current Assets	835	Other Current Assets	551
Total Assets	175,738	Total Assets	21,946



# Portfolio Companies' Balance Sheets (2/4)

## RWM Abridged Balance Sheet

(₹ mn)	As at June 30, 2015 (₹ m	n)
Owners' Funds	29 Owi	ners' Funds
Share Capital	1,280 Sha	re Capital
Reserves and Surplus	(1,251) Reso	erves and Sur
Non - Current Liabilities	8 Non	- Current Lial
Current Liabilities	53 Curr	ent Liabilities
Total Liabilities	90 Tota	l Liabilities
	Non	- Current Ass
Non - Current Assets	<b>48</b> Fixed	d Assets
Fixed Assets	Non 6	- Current Inve
Long - Term Loans and Advances	Long 42	; - Term Loans
Long Term Louris and Advances	Othe	er Non - Curre
<b>Current Assets</b>	42	
Current Investments	-	rent Assets
Trade Receivables	21	ent investmer
Cash and Bank Balances	17	e Receivables
Cash and Bank Balances	Cash	and Bank Bal
Short - Term Loans and Advances	Snor 4	t - Term Loan
SHOLL - TELLII LOGHS GHU AUVGHLES		er Current Ass
Total Assets	90 Tota	l Assets

# RIAMC Abridged Balance Sheet\*

(₹ mn)	As at June 30, 2015
Owners' Funds	710
Share Capital	785
Reserves and Surplus	(75)
Non - Current Liabilities	48
Current Liabilities	102
Total Liabilities	859
Non - Current Assets	81
Fixed Assets	14
Non - Current Investments	1
Long - Term Loans and Advances	63
Other Non - Current Assets	4
Current Assets	778
Current investments	490
Trade Receivables	109
Cash and Bank Balances	9
Short - Term Loans and Advances	168
Other Current Assets	1
Total Assets	859



<sup>\*</sup> Financials reflect 100% of the company

# **Portfolio Companies' Balance Sheets (3/4)**

## RGAM Inc. Abridged Consolidated Balance Sheet

(₹ mn)	As at June 30, 2015
Owners' Funds	13,076
Share Capital	0
Reserves and Surplus	13,076
Minority Interest	794
Non - Current Liabilities	1,297
Current Liabilities	10,100
Total Liabilities	25,267
Non - Current Assets	22,004
Fixed Assets	20,112
Non - Current Investments	1,715
Long - Term Loans and Advances	177
Other Non - Current Assets	-
<b>Current Assets</b>	3,263
Cash and Bank Balances	1,582
Short - Term Loans and Advances	1,681
Other Current Assets	-
Total Assets	25,267

## RHICL Abridged Balance Sheet\*

(₹ mn)	As at June 30, 2015
Owners' Funds	1,281
Share Capital	3,500
Reserves and Surplus	(2,457)
Share Application Money	238
Non - Current Liabilities	3
Current Liabilities	3,123
Total Liabilities	4,407
Non - Current Assets	3,442
Fixed Assets	322
Non - Current Investments	2,374
Long - Term Loans and Advances	20
Other Non - Current Assets	726
<b>Current Assets</b>	965
Current investments	489
Trade Receivables	168
Cash and Bank Balances	93
Short - Term Loans and Advances	75
Other Current Assets	140
Total Assets	4,407



<sup>\*</sup> Financials reflect 100% of the company

# Portfolio Companies' Balance Sheets (4/4)

# ARLI Abridged Balance Sheet\*

(₹ mn)	As at June 30, 2015
Owners' Funds	1,825
Share Capital	13,118
Reserves and Surplus	(11,293)
Policyholders' Funds (including funds for discontinued policies and future appropriation)	16,002
Current Liabilities	810
Total Liabilities	18,637
Investments	17,364
Shareholders' Investments	1,134
Policyholders' Investments	4,567
Assets held to cover Linked Liabilities	11,663
Non - Current Assets	468
Fixed Assets	142
Long - Term Loans and Advances	326
Current Assets	805
Cash and Bank Balances	108
Short - Term Loans and Advances	131
Other Current Assets	566
Total Assets	18,637

 $<sup>\</sup>ensuremath{^*}$  Financials reflect 100% of the company





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