

# **Religare Enterprises Limited**

Q2FY16 Results





Religare Enterprises
Overview



#### **REL Overview**

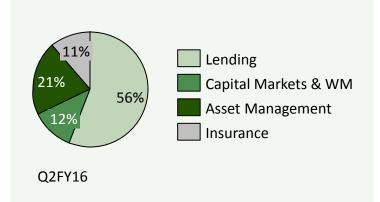
#### REL is an investment holding company that has built an integrated financial services platform



#### **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 1.53\* mn. clients from over 1,575\* locations with more than 8,700\* employees in India and abroad
- Consolidated net worth of ₹41.34 bn. (USD 625 mn.) as of 30-Sep-2015.
   Consolidated revenue of ₹11.54 bn. (USD 178 mn.) in Q2FY16
- Listed on NSE and BSE: market capitalization of ₹51.60 bn. (~USD 780 mn.) as of 30-Sep-2015

#### **Revenue Split by Verticals**



#### Key awards and accolades



Brand Religare was recognised as a 'Delhi NCR Hot 50 Brand - 2015' 'CEO of the Year' at the 'Asia BFSI Excellence Awards – 2015' for REL Group CEO





'FICCI Healthcare Excellence Award -2015' for Religare Health Insurance



<sup>\*</sup>Clients, locations and employees include those 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

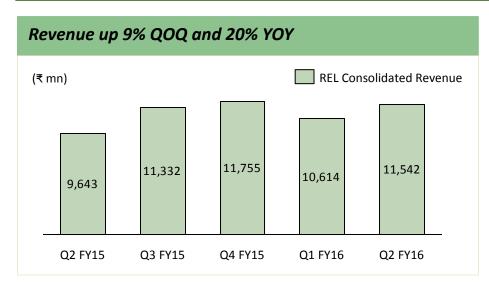


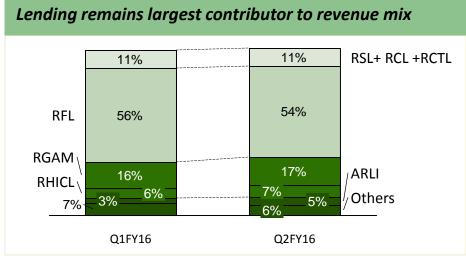


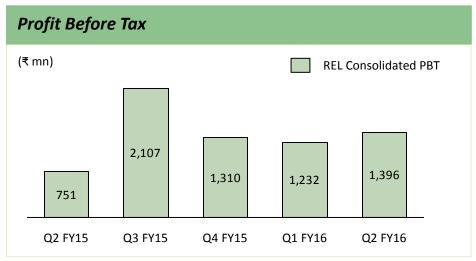
**Consolidated Performance** 

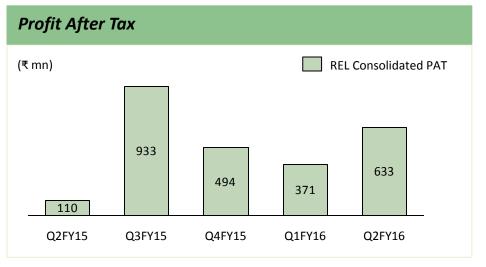


## **Key financial indicators – Q2 FY16**











# **Consolidated Income Statement – Q2 FY16**

			QOQ Change		YOY Change
(₹ mn)	Q2FY16	Q1FY16	(%)	Q2FY15	(%)
Total Income	11,542	10,614	9%	9,643	20%
Personnel Expenses	2,353	2,209	7%	1,828	29%
Operating and Admin Expenses	3,312	2,875	15%	2,760	20%
Interest and Finance Charges	4,535	4,418	3%	4,337	5%
Depreciation	89	87	2%	83	8%
Less: Net Exp. of JV Recoverable	(143)	(207)	nm	(116)	nm
Total Expenses	10,146	9,382	8%	8,892	14%
РВТ	1,396	1,232	13%	751	86%
Provision for Tax	467	445	5%	400	17%
Corporate Dividend Tax	-	146	nm	-	-
Minority Interest and Share in Associates	296	270	10%	241	23%
PAT after Minority Interest	633	371	70%	110	475%



# **Consolidated Balance Sheet**

(₹ mn)	As at September 30, 2015	As at June 30, 2015
Owners' Funds	41,335	39,908
Share Capital	2,033	2,033
Reserves and Surplus	39,302	37,874
Minority Interest	1,738	2,014
Non-Current Liabilities	107,033	100,991
Current Liabilities	118,773	112,841
Total Liabilities	268,879	255,754
Non-Current Assets	168,731	164,019
Fixed Assets	22,747	21,878
Non-Current Investments	15,006	14,540
Deferred Tax Assets (net)	953	916
Long-Term Loans and Advances	122,112	118,247
Other Non-Current Assets	7,913	8,438
Current Assets	100,147	91,735
Current investments	15,830	16,772
Inventories	2,855	3,182
Trade Receivables	6,039	5,119
Cash and Bank Balances	19,214	18,028
Short-Term Loans and Advances	49,378	47,119
Other Current Assets	6,832	1,515
Total Assets	268,879	255,754





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 **₹25.16 bn.** 

Lending book of

₹146.31 bn.

**54%** of REL's consolidated revenue (as of/q.e. 30-Sep-2015)





Improve **ROE** 

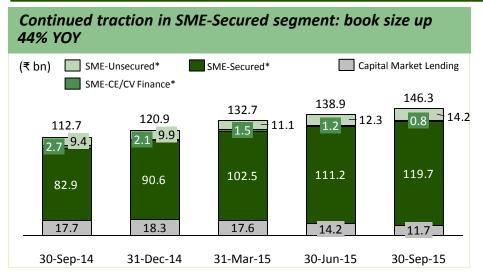
Continuous
Growth in Book

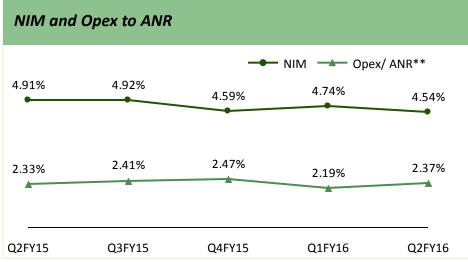
Ensure Low NPAs

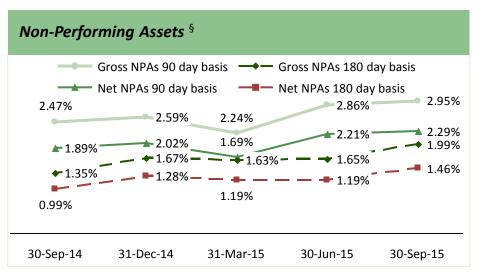


## Lending

#### SME-Secured drives growth in book size







		,,				
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)	30,000		
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 of 'CARE AA-' [₹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.

<sup>\*\*</sup>Excludes one-off items; number restated where necessary to align methodology

# Lending

### **Financial Performance**

## RFL Abridged Income Statement

		QOQ Change YOY			OY Change
(₹ mn)	Q2FY16	Q1FY16	(%)	Q2FY15	(%)
Total Income	6,204	5,993	4%	5,268	18%
Operating and Administrative Expenses	935	774	21%	739	26%
Personnel Expenses	401	363	11%	266	51%
Interest and Finance Charges	3,889	3,705	5%	3,206	21%
Depreciation	17	15	15%	20	-15%
Total Expenses	5,242	4,856	8%	4,232	24%
РВТ	961	1,137	-15%	1,036	-7%
PAT	637	751	-15%	679	-6%

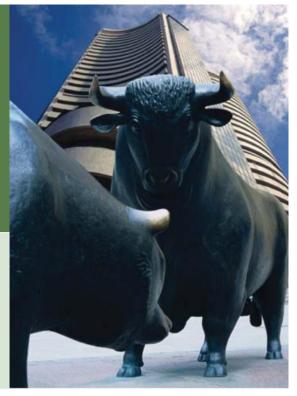


Religare Securities
Limited

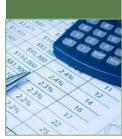
Religare Commodities
Limited

Religare Comtrade Limited

A formidable **retail broking platform** with extensive **distribution capabilities** 







Market share of
1.3% in equities
and 2.9% in
commodities
11% of REL's
consolidated
revenue

(q.e. 30-Sep-2015)



Increase

Distribution

Network

productivity

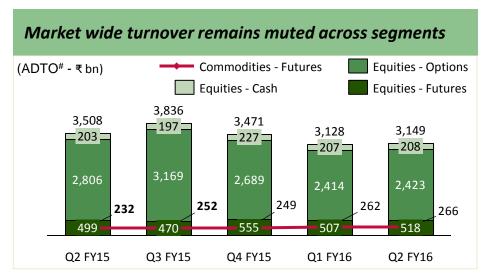
Generate Superior

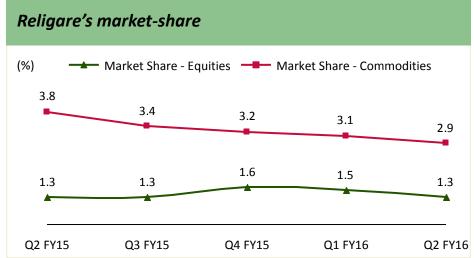
ROE

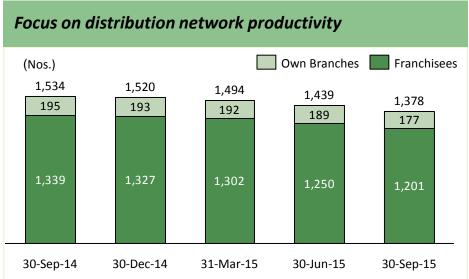


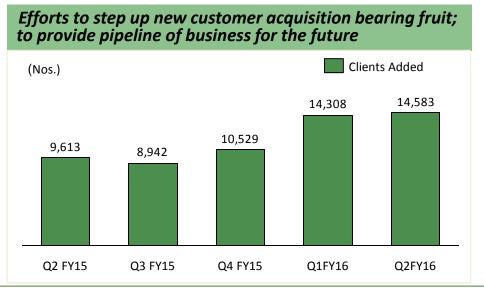
## **Retail Broking**

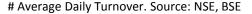
#### Improving performance in the face of muted conditions













# **Retail Broking**

#### **Financial Performance**

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

(₹ mn)	Q2FY16	Q1FY16	QOQ Change (%)	Q2FY15	YOY Change (%)
Total Income	1,294	1,133	14%	1,223	6%
Operating and Administrative Expenses	507	542	-6%	557	-9%
Personnel Expenses	326	329	-1%	292	12%
Interest and Finance Charges	261	304	-14%	226	15%
Depreciation	15	15	0%	9	67%
Total Expenses	1,109	1,189	-7%	1,084	2%
PBT	185	(56)	nm	138	34%
PAT	116	(33)	nm	131	-11%



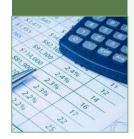
<sup>\*</sup>The combined abridged income statement has been drawn by line by line addition and is not as per AS-21 issued by ICAI.

Religare Wealth Management Limited

An open architecture platform targeting growing affluence



Business Highlights



AUM of **₹40.29 bn.** 

Customer base of over **4,500** 

(as of 30-Sep-2015)

Strategic Priorities



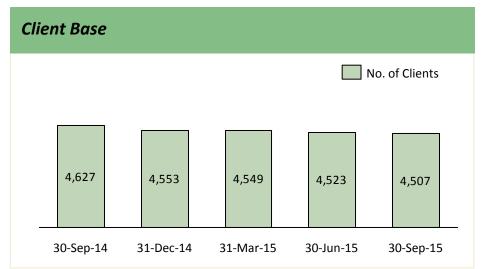
Increase **Yield on AUM** 

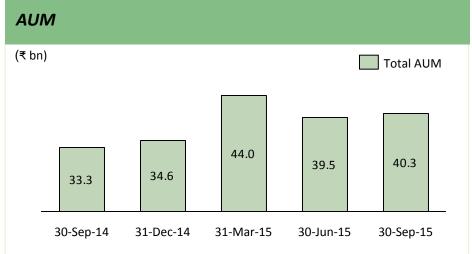
Increase Annuity
Income

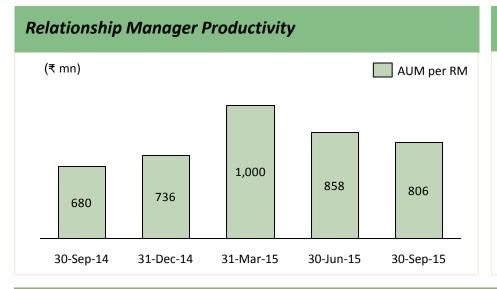


### **Wealth Management**

### Differentiating through a focused idea-driven approach







#### **Business update**

- Traction in equity PMS has sustained with increasing penetration across clients
- Taken multiple steps towards ease of execution for clients in line with client-centricity philosophy
- Enhanced capability in Structured Products and Fixed
   Income



# **Wealth Management**

#### **Financial Performance**

## **RWM Abridged Income Statement**

(₹ mn)	Q2FY16	Q1FY16	QOQ Change (%)	Q2FY15	YOY Change (%)
Total Income	77	41	87%	67	14%
Operating and Administrative Expenses	19	15	25%	21	-10%
Personnel Expenses	64	63	2%	53	21%
Interest and Finance Charges	1	-	nm	-	nm
Depreciation	1	1	0%	0	nm
Total Expenses	85	79	7%	74	15%
PBT	(8)	(38)	nm	(7)	nm
PAT	(8)	(38)	nm	(7)	nm



Religare Capital Markets Limited

Asia-focussed
Institutional Equities
and Investment
Banking platform





India IE cash market share of **1.1%**Empanelled with

Empanelled with

457 clients

globally

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



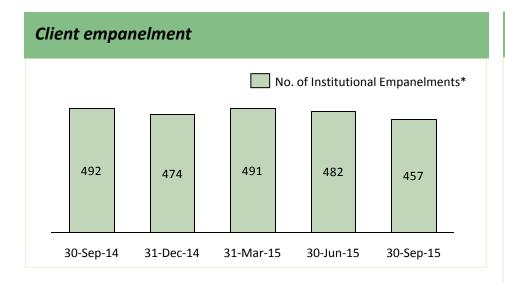
Increase Market Share

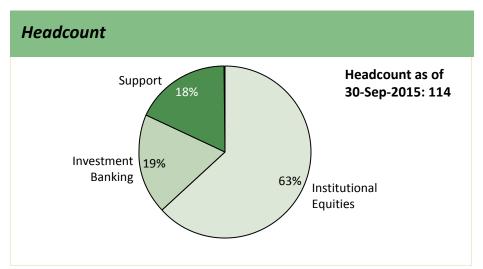
Attain **Profitability** 



### **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

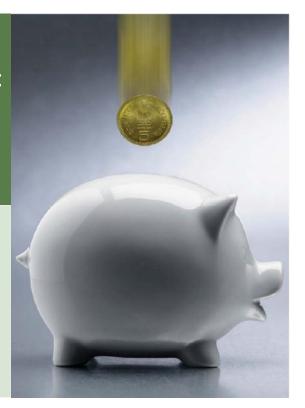
#### **IBD** update

- Successfully raised ₹513 mn. from private equity for Satin Credit Care Network Limited in a composite equity and warrants issue
- Syndicated multiple debt issues, including for Shanders (₹700 mn), Umang (₹1,000 mn), Belstar (₹150 mn) and ESAF Microfinance (₹150 mn)
- Momentum created through successful execution of ECM transactions continues to bolster RCM positioning with clients



Religare Invesco Asset Management Co. Pvt. Ltd.

Entering the **next phase**of growth





Q2FY16 Average AUM of ₹216 bn.

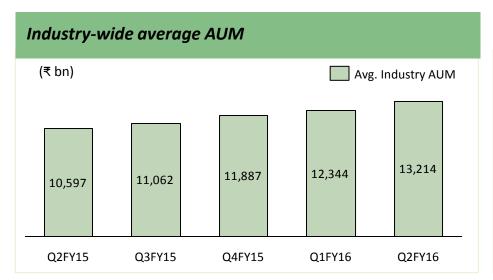


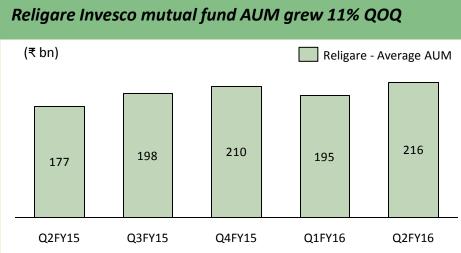
Profitable AUM Growth

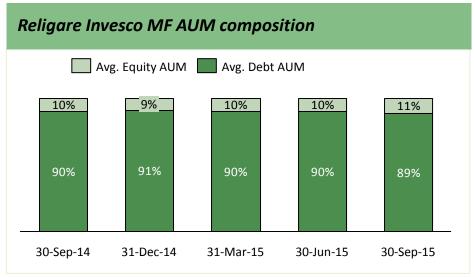


## **Asset Management**

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







#### **Business update**

- Retail interest in equity schemes continues despite recent volatility in the market; sustained momentum in SIP mobilisation reflects long-term view of investors and stable nature of AUM
- Increase in Debt AUM on expectations of rate cuts



# **Asset Management**

#### **Financial Performance**

### RIAMC Abridged Income Statement

		QOQ Change			QOQ Change			YOY Change
(₹ mn)	Q2FY16	Q1FY16	(%)	Q2FY15	(%)			
Total Income	253	245	3%	183	38%			
Operating and Administrative Expenses	131	113	16%	60	118%			
Personnel Expenses	122	125	-2%	114	7%			
Interest and Finance Charges	-	-	-	-	-			
Depreciation	2	2	0%	2	0%			
Total Expenses	255	240	6%	176	45%			
РВТ	(2)	5	nm	7	nm			
PAT	(2)	5	nm	7	nm			
PAT After Minority Interest	(1)	3	nm	4	nm			



Religare Global Asset Management

Building a multiboutique Alternative Asset Manager



Business Highlights



**AUM of** 

\$20.54 bn.

(as of 30-Sep-2015)





**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
<b>(</b> ₹ mn)	Q2FY16	Q1FY16	(%)	Q2FY15	(%)
Total Income	1,924	1,748	10%	1,512	27%
Operating and Administrative Expenses	289	260	11%	175	65%
Personnel Expenses	850	817	4%	693	23%
Interest and Finance Charges	201	183	10%	168	20%
Depreciation	11	11	0%	9	22%
Total Expenses	1,351	1,271	6%	1,045	29%
РВТ	573	477	20%	467	23%
PAT	571	473	21%	461	24%
PAT After Minority Interest and Share of Associate	253	193	31%	203	25%



Religare Health
Insurance Co. Limited

Positioned to capture significant **Group** synergies





**GWP** of **₹1,065 mn.** in Q2FY16

**4,630 hospitals** in provider network

(as of 30-Sep-2015)

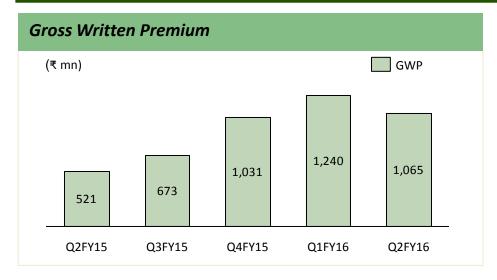


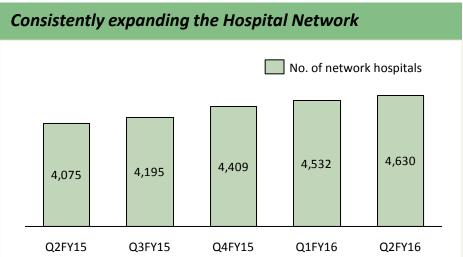
Grow GWP with efficient use of Capital



### **Health Insurance**

#### Robust distribution aiding in rapidly achieving scale





### **Business Update**

- Gross Written Premium (GWP) of ₹1.1 billion in Q2FY16; GWP growth is 105% as compare to previous year
- Total Paid-up Share Capital at ₹4 billion
- Pan-India coverage through 56 offices
- Multi-channel distribution strategy through Agency,
   Brokers, Corporate Agents, Online and Bancassurance
- Bouquet of 10 products covering health, personal accident, critical illness and travel
- Received the 'Healthcare Excellence Award - 2015' under the category 'Innovations in Insurance Products' from FICCI





## **Health Insurance**

### **Financial Performance**

## RHICL Abridged Income Statement

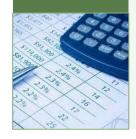
			QOQ Change		YOY Change
(₹ mn)	Q2FY16	Q1FY16	(%)	Q2FY15	(%)
Gross Written Premium	1,065	1,240	-14%	521	105%
Net Written Premium	772	892	-13%	381	102%
Net Earned Premium	692	596	16%	307	125%
Net Claims Incurred	416	331	26%	184	127%
Net Commission	(48)	(15)	nm	41	-219%
Operating & Administrative Expenses	343	298	15%	206	67%
Personnel Expenses	279	259	8%	176	59%
Total Expenses	990	874	13%	606	63%
Underwriting Profit/(Loss)	(298)	(278)	nm	(299)	nm
Investment & Other Income	82	73	12%	49	69%
РВТ	(216)	(205)	nm	(250)	nm
PAT	(216)	(205)	nm	(250)	nm
PAT After Minority Interest	(194)	(184)	nm	(225)	nm

**AEGON Religare Life Insurance Co. Limited** 

Pioneer in **Online Distribution** 



Business Highlights



Approx. 403,000 lives covered

**₹5.8 bn.** capital invested by REL

(as of 30-Sep-2015)

Strategic Priorities



Efficient use of

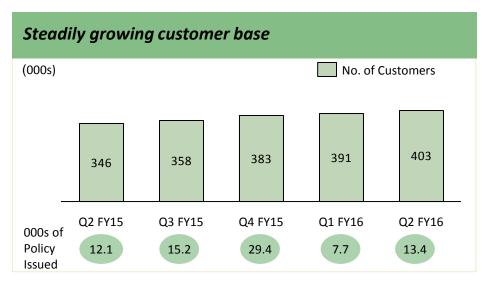
**Capital** 

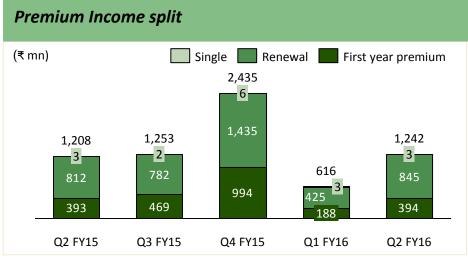
Achieve **Breakeven** 

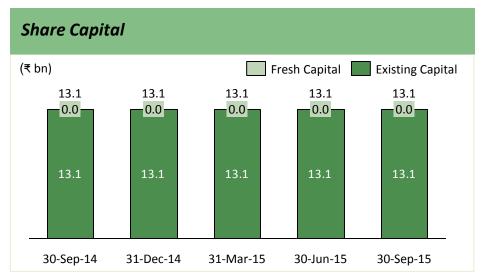


### Life Insurance

### Acknowledged leader in use of technology







### **Business update**

- New products ilncome Insurance Plan, iSpouse
   Insurance Plan and iCancer Insurance Plan launched on the online platform
- With these new plans, the online channel has a comprehensive suite of products catering to protection, savings and investment needs of customers



### Life Insurance

#### **Financial Performance**

### ARLI Abridged Income Statement\*

			QOQ Change		YOY Change
(₹ mn)	Q2FY16	Q1FY16	(%)	Q2FY15	(%)
Premiums Earned (Net)	1,156	546	112%	1,146	1%
Investment Income and Other Income	35	114	-70%	547	-94%
Total Income	1,191	660	80%	1,693	-30%
Commission	63	19	238%	70	-10%
Operating Expenses (incl. provisions other than tax)	738	680	8%	709	4%
Benefits Paid (Net)	485	341	42%	539	-10%
Change in valuation of liability in respect of life policies (net)	211	75	183%	622	-66%
Depreciation	20	16	19%	17	14%
Total Expenses	1,517	1,131	34%	1,957	-23%
РВТ	(326)	(471)	nm	(264)	nm
PAT	(326)	(471)	nm	(264)	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 September 30, 2015	(₹ mn)	As at September 30, 2015
Owners' Funds	25,155	Owners' Funds	5,254
Share Capital	2,200	Share Capital	345
Reserves and Surplus	22,955	Reserves and Surplus	4,909
Non - Current Liabilities	85,616	Non - Current Liabilities	288
Current Liabilities	76,733	Current Liabilities	14,543
Total Liabilities	187,504	Total Liabilities	20,085
Non-Current Assets	120,837	Non-Current Assets	3,537
Fixed Assets	362	Fixed Assets	152
Non - Current Investments	2,960	Non - Current Investments	1,715
Deferred Tax Assets (net)	783	Deferred Tax Assets (net)	182
Long - Term Loans and Advances	116,151	Long - Term Loans and Advances	526
Other Non - Current Assets	581	Other Non - Current Assets	962
Current Assets	66,667	Current Assets	16,549
Current Investments	6,442	Current investments	1,517
Inventories	· -	Inventories	2,855
Trade Receivables	2	Trade Receivables	5,487
Cash and Bank Balances	11,226	Cash and Bank Balances	5,151
Short - Term Loans and Advances	42,943	Short - Term Loans and Advances	877
Other Current Assets	6,054	Other Current Assets	663
Total Assets	187,504	Total Assets	20,085



# Portfolio Companies' Balance Sheets (2/4)

### RWM Abridged Balance Sheet

(₹ mn)

Owners' Funds	41	Owners' Funds
Share Capital	1,300	Share Capital
Reserves and Surplus	(1,259)	Reserves and Sur
Non - Current Liabilities	9	Non - Current Lia
Current Liabilities	52	Current Liabilities
Total Liabilities	102	Total Liabilities
Non - Current Assets	46	Non - Current Ass
Fixed Assets	5	Fixed Assets
Long - Term Loans and Advances	41	Non - Current Inv
Long Term Louis and Advances	71	Long - Term Loan
<b>Current Assets</b>	56	Other Non - Curre
Current Investments	-	
Trade Receivables	37	<b>Current Assets</b>
		Current investme
Cash and Bank Balances	13	Trade Receivable
		Cash and Bank Ba
Short - Term Loans and Advances	6	Short - Term Loar
		Other Current Ass
Total Assets	102	Total Assets

As at September 30, 2015

### RIAMC Abridged Balance Sheet\*

(₹ mn)	As at September 30, 2015
Owners' Funds	599
Share Capital	765
Reserves and Surplus	(166)
Non - Current Liabilities	14
Current Liabilities	124
Total Liabilities	737
Non - Current Assets	75
Fixed Assets	16
Non - Current Investments	1
Long - Term Loans and Advances	51
Other Non - Current Assets	7
Current Assets	661
Current investments	509
Trade Receivables	49
Cash and Bank Balances	12
Short - Term Loans and Advances	91
Short - Term Loans and Advances	



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

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

### RGAM Inc. Abridged Consolidated Balance Sheet

(₹ mn)	As at September 30, 2015
Owners' Funds	13,839
Share Capital	0
Reserves and Surplus	13,839
Minority Interest	569
Non - Current Liabilities	185
<b>Current Liabilities</b>	11,769
Total Liabilities	26,362
Non - Current Assets	23,126
Fixed Assets	20,883
Non - Current Investments	2,050
Long - Term Loans and Advances	193
Other Non - Current Assets	-
<b>Current Assets</b>	3,236
Cash and Bank Balances	1,567
Short - Term Loans and Advances	1,669
Other Current Assets	-
Total Assets	26,362

## RHICL Abridged Balance Sheet\*

(₹ mn)	As at September 30, 2015
Owners' Funds	1,327
Share Capital	4,000
Reserves and Surplus	(2,673)
Share Application Money	-
Non - Current Liabilities	17
Current Liabilities	3,495
Total Liabilities	4,839
Non - Current Assets	3,938
Fixed Assets	339
Non - Current Investments	2,825
Long - Term Loans and Advances	26
Other Non - Current Assets	748
Current Assets	901
Current investments	419
Trade Receivables	150
Cash and Bank Balances	87
Short - Term Loans and Advances	98
Other Current Assets	147
Total Assets	4,839



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

# Portfolio Companies' Balance Sheets (4/4)

## ARLI Abridged Balance Sheet\*

(₹ mn)	As at September 30, 2015
Owners' Funds	2,003
Share Capital	13,130
Reserves and Surplus	(11,127)
Policyholders' Funds (including funds for discontinued policies and future appropriation)	16,192
Current Liabilities	958
Total Liabilities	19,153
Investments	17,757
Shareholders' Investments	1,396
Policyholders' Investments	4,921
Assets held to cover Linked Liabilities	11,440
Non - Current Assets	474
Fixed Assets	138
Long - Term Loans and Advances	336
Current Assets	922
Cash and Bank Balances	131
Short - Term Loans and Advances	196
Other Current Assets	595
Total Assets	19,153

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





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