

MEDIA RELEASE

**Q3 CONSOLIDATED NET PROFIT ROSE TO RS. 101 CRORE (US\$ 19 MILLION)
AN INCREASE OF 68%**

**Q3 CONSOLIDATED TOTAL INCOME OF RS. 1,716 CRORE (US\$ 317 MILLION)
AN INCREASE OF 7%**

**NET WORTH OF RS. 11,819 CRORE (US\$ 2.2 BILLION) - YOY GROWTH OF 50%
RANKS No. 1 AMONGST INDIAN FINANCIAL SERVICES COMPANIES**

NET DEBT TO EQUITY IMPROVED TO 1.65 FROM 2.27 AT THE END OF Q3 FY12

TOTAL ASSETS OF RS. 39,753 CRORE (US\$ 7.3 BILLION) - INCREASE OF 26%

BUSINESSES

**RCAM MANAGED RS. 1,64,785 CRORE (US\$ 30.4 BILLION), ACROSS MUTUAL FUNDS,
PENSION FUNDS, MANAGED ACCOUNTS AND HEDGE FUNDS**

**RELIANCE LIFE INSURANCE - PROFIT OF RS. 40 CRORE (US\$ 7 MILLION) AGAINST
PROFIT OF RS. 10 CRORE IN Q3 FY12 - UP 296%**

**RELIANCE LIFE INSURANCE - FURTHER SURPLUS ARISING FROM NON-PARTICIPATING
BUSINESS AT RS. 87 CRORE (US\$ 16 MILLION) IN Q3 FY13**

**RELIANCE LIFE INSURANCE - TOTAL FUNDS UNDER MANAGEMENT AT
RS. 19,366 CRORE (US\$ 3.5 BILLION) - UP 17%**

**RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT
AT RS. 15,953 CRORE (US\$ 2.9 BILLION) - UP 4%**

**RELIANCE COMMERCIAL FINANCE - PROFIT AT RS. 84 CRORE (US\$ 16 MILLION)
- UP 29%**

**RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 503 CRORE
(US\$ 93 MILLION) - UP 21%**

**RELIANCE GENERAL INSURANCE - PROFIT AT RS. 16 CRORE (US\$ 3 MILLION) - AS
AGAINST A LOSS OF RS. 34 CRORE IN Q3 FY12**

Mumbai, January 29, 2013: Reliance Capital Limited (RCL) today announced its financial results for the quarter ended December 31, 2012. The performance highlights are:

Consolidated - Quarter ended December 31, 2012

- **Q3 FY13 Total income of Rs. 1,716 crore (US\$ 317 million)**, against Rs. **1,600 crore** in the corresponding previous period - **an increase of 7%**, driven by increase in topline of General Insurance, Commercial Finance and Reliance Capital Asset Management
- **Q3 FY13 Consolidated Net profit of Rs. 101 crore (US\$ 19 million)**, against profit of Rs. **60 crore** in the corresponding previous period - an increase of 68%

- **Q3 FY13 Earnings per share** of **Rs. 4.10 (US\$ 0.08)** as against EPS of **Rs. 2.45** in the corresponding previous period

Net worth:

As on December 31, 2012, the **net worth** of the Company stood at **Rs. 11,819 crore (US\$ 2.2 billion)** - an increase of **50%**.

The company ranks **No. 1** amongst Indian financial services companies in terms of net worth.

Credit Rating:

The Company's **net debt equity ratio** improved to **1.65** as on December 31, 2012, as against 2.27 as on December 31, 2011. It enjoys 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, 2012, the **total assets of the Company** stood at **Rs. 39,753 crore (US\$ 7.3 billion)** - an increase of **26%**.

The investment portfolio of listed equities as on December 31, 2012, amounted to **Rs. 1,489 crore (US\$ 272 million)**, at cost.

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

Group Companies:

Reliance Capital Asset Management Reliance Mutual Fund

- Reliance Capital Asset Management (RCAM) managed **Rs. 1,64,785 crore (US\$ 30.4 billion)** as on December 31, 2012, across mutual funds, pension funds, managed accounts and hedge funds
- **Reliance Mutual Fund (RMF)** is among 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 period ended December 31, 2012 stood at **Rs. 90,636 crore (US\$ 16.7 billion)**, a **YoY increase of 10%**
- The Systematic Investment Plan (**SIP**) and Systematic Transfer Plan (**STP**) investor accounts stood at 13.8 lakh - the highest in the industry
- The unique retail Gold Savings Fund launched by RMF in February 2011, has garnered over **Rs. 3,000 crore (US\$ 562 million)** in AUMs as on December 31, 2012, a **YoY increase of 20%**, and retains a healthy **market share of over 25%** in the gold fund category
- RMF had a wide distribution network with **231 branches** across India, as on December 31, 2012

- As on December 31, 2012, there were total of **43 schemes** comprising **21** equity oriented schemes, **19** debt oriented schemes, **2** exchange traded funds and **1** Fund of funds
- RCAM's **income from its operations was Rs. 228 crore (US\$ 42 million)** for the quarter ended December 31, 2012, as against Rs. 155 crore for the corresponding previous period - an increase of 47%
- The **profit before tax of RCAM was Rs. 58 crore (US\$ 11 million)** for the quarter ended December 31, 2012, a decrease of 17% over the corresponding previous period

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 4.9%** of the private sector life insurance industry
- The **Total Premium (net of reinsurance) was Rs. 930 crore (US\$ 172 million)** for the quarter ended December 31, 2012
- RLI achieved a **profit of Rs. 40 crore (US\$ 7 million)** for the quarter ended December 31, 2012, an increase of 296% over the corresponding previous period. The declared results of Reliance Capital include consolidation of 38% stake in Reliance Life Insurance
- The **total funds under management**, as on December 31, 2012, **stood at Rs. 19,366 crore (US\$ 3.5 billion), an increase of 17%**
- The **distribution network** stood at **1,230 offices** as on December 31, 2012, while the **number of agents** were over **1,09,000**

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 7%**, in terms of gross written premium, of the Indian private sector general insurance industry
- The **Gross Written Premium** for the quarter ended December 31, 2012 was **Rs. 503 crore (US\$ 93 million)** as against Rs. 416 crore for the quarter ended December 31, 2011, **an increase of 21%**
- **RGI achieved a profit of Rs. 16 crore (US\$ 3 million) for the quarter ended December 31, 2012, as against a loss of Rs. 34 crore for the corresponding previous period**
- The **total capital invested** in the business, is **Rs. 1,747 crore (US\$ 319 million)**
- At the end of December 31, 2012, the **investment book** stood at **Rs. 3,255 crore (US\$ 594 million), an increase of 37%**
- RGI had a **distribution network of 126 branches** and over **9,900 intermediaries**, as on December 31, 2012

Reliance Commercial Finance

- Reliance Commercial Finance (RCF) offers a wide range of products which include Home loans, Loans against property, SME loans, Vehicle loans, Loans for Construction equipment, 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, 2012, nearly **100% of the loan book was secured**, as against **99%** as on December 31, 2011
- The **disbursements** for the quarter ended December 31, 2012 **were Rs. 2,312 crore (US\$ 427 million)** as against Rs. 1,992 crore for corresponding previous period, **an increase of 16%**
- As on December 31, 2012, the assets under management (including securitized portfolio) was Rs. **15,953 crore (US\$ 2.9 billion)** as against Rs. 15,286 crore as on December 31, 2011, **an increase of 4%**
- The outstanding **loan book** as on December 31, 2012 was at **Rs. 13,764 crore (US\$ 2.5 billion)**, against Rs. 14,252 crore as on December 31, 2011. This loan book is spread **across 72,400 customers** from top **18** Indian metros
- The total income for the quarter ended December 31, 2012 was **Rs. 525 crore (US\$ 97 million)** as against **Rs. 499** crore for the corresponding previous period, **an increase of 5%**
- RCF achieved a **profit before tax of Rs. 84 crore (US\$ 16 million)** for the quarter, as against Rs. 65 crore for the corresponding previous period, **an increase of 29%**, driven by higher yields and improved cost efficiencies

Broking businesses

- Reliance Capital's broking business consists of Reliance Securities, one of the leading retail broking houses in India, that provides retail customers with access to equities, equity options, wealth management, mutual funds, IPOs and investment banking, and Quant Capital, which caters to the wholesale client segment, including foreign and domestic institutions, corporations and ultra high net worth individuals
- The key focus is on the business verticals of broking, wealth management and investment banking
- In **equity broking**, as on December 31, 2012, the business had over **7,09,000 broking accounts, an increase of 4%**, with an **average daily equities turnover of Rs. 2,284 crore (US\$ 422 million)**
- In **commodity broking**, as on December 31, 2012, the **commodity broking accounts rose sequentially by 3%** to over **38,600**, with an **average daily commodities turnover at Rs. 827 crore (US\$ 153 million)**
- In **wealth management**, the **AUMs** as on December 31, 2012 increased to **Rs. 769 crore (US\$ 140 million)**, **an increase of 59%**
- The business had **revenues of Rs. 63 crore (US\$ 12 million)** for the quarter ended December 31, 2012

- **Profit before tax** stood at **Rs. 10 crore (US\$ 2 million)** for the quarter ended December 31, 2012, **an increase of 65%**

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, gold coins, money transfer and currency exchange
- Reliance Money is amongst the **leading domestic distributors of financial products** with a pan India presence with over **6,500 outlets**
- In the **gold coin business**, through its pan India presence, Reliance Money has sold over **550 kgs. of gold** in Q3 FY13
- Reliance Money, **largest private sector partner for Western Union Money Transfer** handled **nearly 6 lakh money transfer transactions** during the quarter
- The business generated **revenues of Rs. 36 crore (US\$ 7 million)** for the quarter ended December 31, 2012, **an increase of 6%**

Shareholding Pattern as on December 31, 2012:

Category	No. of Shares	Shareholding (%)
Promoters	13 29 82 272	54.1%
Foreign Investors - FIIs, NRIs and others	5 09 28 632	20.7%
Domestic institutions/ Banks / Mutual Funds	1 61 88 947	6.6%
Indian Public	4 55 32 949	18.5%
TOTAL - 1.2 million shareholders	24 56 32 800	100.0%

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 four 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; investment banking; wealth management services; distribution of financial products; exchanges; private equity; asset reconstruction; proprietary investments and other activities in financial services.