



## MEDIA RELEASE

**Q1 CONSOLIDATED TOTAL INCOME OF RS. 1,676 CRORE (US\$ 309 MILLION)  
AN INCREASE OF 12%**

**Q1 CONSOLIDATED NET PROFIT OF RS. 45 CRORE (US\$ 8 MILLION)  
AN INCREASE OF 30%**

**Q1 CONSOLIDATED NET PROFIT AT RS. 66 CRORE (US\$ 12 MILLION)  
BEFORE PROVISIONING FOR THIRD PARTY MOTOR CLAIMS RESERVE**

**NET WORTH OF RS. 11,754 CRORE (US\$ 2.1 BILLION) - YOY GROWTH OF 50%  
RANKS No. 1 AMONGST INDIAN FINANCIAL SERVICES COMPANIES**

**NET DEBT TO EQUITY AT 1.64 - IMPROVED BY 35% FROM 2.55 AT THE END OF Q1 FY12**

**TOTAL ASSETS OF RS. 37,555 CRORE (US\$ 6.7 BILLION) - INCREASE OF 15%**

**TRANSACTION FOR SALE OF 26% STAKE IN RCAM TO NIPPON LIFE RECEIVED ALL  
REGULATORY APPROVALS**

**NIPPON LIFE TO ACQUIRE 26% STAKE FOR RS. 1,450 CRORE (US\$ 258 MILLION) -  
TRANSACTION EXPECTED TO CLOSE IN AUGUST 2012**

## BUSINESSES

**RCAM MANAGED RS. 1,46,262 CRORE (US\$ 26.0 BILLION), ACROSS MUTUAL FUNDS,  
PENSION FUNDS, MANAGED ACCOUNTS AND HEDGE FUNDS**

**RCAM Q1 PROFIT BEFORE TAX AT RS. 59 CRORE (US\$ 11 MILLION) AGAINST PROFIT  
OF RS. 71 CRORE IN Q1 FY12**

**RELIANCE LIFE INSURANCE - PROFIT OF RS. 19 CRORE (US\$ 4 MILLION) AGAINST  
PROFIT OF RS. 8 CRORE IN Q1 FY12 - UP 140%**

**RELIANCE LIFE INSURANCE - FURTHER SURPLUS ARISING FROM NON-PARTICIPATING  
BUSINESS AT RS. 90 CRORE (US\$ 17 MILLION) IN Q1 FY13**

**RELIANCE LIFE INSURANCE - TOTAL FUNDS UNDER MANAGEMENT AT  
RS. 18,586 CRORE (US\$ 3.3 BILLION)**

**RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT  
AT RS. 15,111 CRORE (US\$ 2.7 BILLION) - UP 6%**

**RELIANCE COMMERCIAL FINANCE - PROFIT AT RS. 66 CRORE (US\$ 12 MILLION) - UP  
13%, DRIVEN BY HIGHER YIELDS**

**Mumbai, August 11, 2012:** Reliance Capital Limited (RCL) today announced its financial results for the quarter ended June 30, 2012. The performance highlights are:

## Consolidated - Quarter ended June 30, 2012

- **Q1 FY13 Total income of Rs. 1,676 crore (US\$ 309 million)**, against Rs. **1,492 crore** in the corresponding previous period - **an increase of 12%**, primarily driven by increase in topline of Commercial Finance and General Insurance businesses
  - **Q1 FY13 Consolidated Net profit of Rs. 45 crore (US\$ 8 million)**, against profit of Rs. **35 crore** in the corresponding previous period
- Q1 FY13 Consolidated Net profit of Rs. 66 Crore (US\$ 12 million)** before provisioning for third party motor claims reserve in General Insurance
- **Q1 FY13 Earnings per share of Rs. 1.84 (US\$ 0.03)** as against EPS of **Rs. 1.42** in the corresponding previous period

## Net worth:

As on June 30, 2012, **the net worth** of the Company stood at **Rs. 11,754 crore (US\$ 2.1 billion)** - **an increase of 50%**.

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

## Credit Rating:

**The Company had a net debt equity ratio of 1.64** as on June 30, 2012, as against 2.55 as on June 30, 2011 - **an improvement of 35%**. 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 June 30, 2012, the **total assets of the Company stood at Rs. 37,555 crore (US\$ 6.7 billion)** - **an increase of 15%**.

The investment portfolio of listed equities as on June 30, 2012, amounted to **Rs. 1,839 crore (US\$ 327 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. 1,46,262 crore (US\$ 26.0 billion)** as on June 30, 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 nearly 12%

- The **average assets under management (AAUM)** of RMF, for the period ended June 30, 2012 stood at **Rs. 80,694 crore (US\$ 14.3 billion)**
- The Systematic Investment Plan (**SIP**) and Systematic Transfer Plan (**STP**) investor accounts stood at 15.8 lakh - the highest in the industry
- The unique retail Gold Savings Fund launched by RMF in February 2011, touched **Rs. 2,778 crore (US\$ 493 million)** in AAUMs for the quarter ended June 30, 2012, a **YoY increase of 145%**, capturing a healthy **market share of 28%** in the gold fund category
- RMF had a wide distribution network with **240 branches** across India, as on June 30, 2012
- As on June 30, 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. 152 crore (US\$ 28 million)** for the quarter ended June 30, 2012 , as against Rs. 167 crore for the corresponding previous period - a decrease of 9%
- The **profit before tax of RCAM was Rs. 59 crore (US\$ 11 million)** for the quarter ended June 30, 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 5.0%** of the private sector life insurance industry
- The **Total Premium (net of reinsurance)** was **Rs. 810 crore (US\$ 149 million)** for the quarter ended June 30, 2012
- RLI achieved a **profit of Rs. 19 crore (US\$ 4 million)** for the quarter ended June 30, 2012. The declared results of Reliance Capital include consolidation of 38% stake in Reliance Life Insurance
- The **total funds under management** as on June 30, 2012 **stood at Rs. 18,586 crore (US\$ 3.3 billion)**
- **The distribution network** stood at **1,230 offices** as on June 30, 2012
- **The number of agents** as on June 30, 2012 were approximately **1,20,000**, a **planned YoY decline of 33%**, in line with the focus on productivity and performance of agents

## 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 over 8%**, in terms of gross written premium, of the Indian private sector general insurance industry

- The **Gross Written Premium** for the quarter ended June 30, 2012 was **Rs. 564 crore (US\$ 104 million)** as against Rs. **526** crore for the quarter ended June 30, 2011
- The **Loss for the quarter was Rs. 20 crore (US\$ 4 million)**, on account of provisioning for the third party motor claims reserves
- The **total capital invested** in the business, is **Rs. 1,592 crore (US\$ 283 million)**
- At the end of June 30, 2012, the **investment book** stood at **Rs. 2,869 crore (US\$ 509 million)**, an increase of **22%**
- RGI had a **distribution network of 148 branches** and over **7,600 intermediaries**, as on June 30, 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 June 30, 2012, nearly **100% of the loan book was secured**, as against **98%** as on June 30, 2011
- The **disbursements** for the quarter ended June 30, 2012 were **Rs. 1,702 crore (US\$ 314 million)** as against Rs. **2,010** crore for corresponding previous period, a **decline of 15%**
- As on June 30, 2012, the assets under management (including securitized portfolio) was **Rs. 15,111 crore (US\$ 2.7 billion)** as against Rs. **14,258** crore as on June 30, 2011 - **increase of 6%**
- The outstanding **loan book** as on June 30, 2012 was at **Rs. 13,594 crore (US\$ 2.4 billion)**, against Rs. **13,030** crore as on June 30, 2011, an **increase of 4%**. This loan book is spread **across nearly 91,500 customers** from top **18** Indian metros
- The total income for the quarter ended June 30, 2012 was **Rs. 495 crore (US\$ 91 million)** as against **Rs. 418** crore for the corresponding previous period, an **increase of 19%**
- RCF achieved a **profit before tax** of **Rs. 66 crore (US\$ 12 million)** for the quarter, as against Rs. **58** crore for the corresponding previous period, an **increase of 13%**, driven by 21% increase in interest income

## 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 June 30, 2012, the business had over **6,93,100 broking accounts, an increase of 4%**, with an **average daily equities turnover of Rs. 2,577 crore (US\$ 475 million), an increase of 20%**
- In **commodity broking**, as on June 30, 2012, the **commodity broking accounts increased by 3%** to over **37,450**, with an **average daily commodities turnover at Rs. 1,047 crore (US\$ 193 million), an increase of 61%**
- In **wealth management**, the **AUMs** as on June 30, 2012 increased to **Rs. 646 crore (US\$ 115 million), a YoY increase of 109%**
- The business had **revenues of Rs. 58 crore (US\$ 11 million)** for the quarter ended June 30, 2012, **an increase of 3%**
- **Profit before tax** stood at **Rs. 5 crore (US\$ 1 million)** for the quarter ended June 30, 2012, **rising by 26%**

## 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 **5,800 outlets**
- In the **gold coin business**, through its pan India presence, Reliance Money has sold **590 kgs. of gold** in Q1 FY13, **an increase of 36%**
- Reliance Money, **largest private sector partner for Western Union Money Transfer** handled **nearly 6 lakh money transfer transactions** during the quarter, **an increase of 10%**
- The business generated **revenues of Rs. 15 crore (US\$ 3 million)** for the quarter ended June 30, 2012, as against Rs. **16 crore** for the corresponding previous period, **a decrease of 6%**
- **Profit before tax** achieved for the quarter ended June 30, 2012 was **Rs. 3 crore, a decline of 2%**

## Shareholding Pattern as on June 30, 2012:

Category	No. of Shares	Shareholding (%)
Promoters	<b>132,982,272</b>	<b>54.1%</b>
Foreign Investors - FIIs, NRIs and others	<b>50,741,423</b>	<b>20.7%</b>
Domestic institutions/ Banks / Mutual Funds	<b>14,091,409</b>	<b>5.7%</b>
Indian Public	<b>47,817,696</b>	<b>19.5%</b>
<b>TOTAL - 1.2 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 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.