



## MEDIA RELEASE

**Q2 FY15 NET PROFIT OF RS. 217 CRORE (US\$ 36 MILLION) - AN INCREASE OF 20%**

**Q2 FY15 TOTAL INCOME OF RS. 2,084 CRORE (US\$ 344 MILLION) - UP 12%**

**NET WORTH OF RS. 12,904 CRORE (US\$ 2.1 BILLION) - AN INCREASE OF 4%**

**BOOK VALUE INCREASED TO RS. 525 PER SHARE AT THE END OF Q2 FY15**

**TOTAL ASSETS OF RS. 44,594 CRORE (US\$ 7.2 BILLION) - AN INCREASE OF 7%**

## BUSINESSES

**RELIANCE LIFE INSURANCE - Q2 FY15 TOTAL PREMIUM OF RS. 1,198 CRORE  
(US\$ 198 MILLION) - UP 11%**

**RELIANCE LIFE INSURANCE - NEW BUSINESS PREMIUM AT RS. 586 CRORE  
(US\$ 97 MILLION) - UP 15%**

**RELIANCE LIFE INSURANCE - NET PROFIT AT RS. 53 CRORE (US\$ 9 MILLION)**

**RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 648 CRORE  
(US\$ 107 MILLION) - UP 11%**

**RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 25 CRORE  
(US\$ 4 MILLION) - UP 53%**

**RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT RS. 18,736  
CRORE (US\$ 3.0 BILLION) - UP 16%**

**RELIANCE COMMERCIAL FINANCE - NET INTEREST MARGIN IMPROVED TO 5.5%  
AS AGAINST 5.3% IN Q2 FY14**

**RELIANCE COMMERCIAL FINANCE - PROFIT AT RS. 95 CRORE  
(US\$ 16 MILLION) - UP 5%**

**RCAM MANAGES RS. 2,18,338 CRORE (US\$ 36.0 BILLION) ACROSS MUTUAL FUNDS,  
PENSION FUNDS, MANAGED ACCOUNTS AND OFFSHORE FUNDS**

**RELIANCE MUTUAL FUND AAUM RS. 1,22,068 CRORE (US\$ 20.1 BILLION) - UP 31%**

**RCAM PROFIT AT RS. 114 CRORE (US\$ 19 MILLION) - UP 71%**

**Mumbai, November 14, 2014:** Reliance Capital Limited (RCL) today announced its financial results for the quarter ended September 30, 2014. The performance highlights are:

### Consolidated results - Quarter ended September 30, 2014

- **Q2 FY15 Total income of Rs. 2,084 crore (US\$ 344 million), as against Rs. 1,869 crore in the corresponding previous period - an increase of 12%**



- **Q2 FY15 Net profit of Rs. 217 crore (US\$ 36 million), as against Rs. 181 crore in the corresponding previous period - an increase of 20%**
- **Q2 FY15 Earnings per share of Rs. 8.9 (US\$ 0.15)**

#### **Net Worth:**

As on September 30, 2014, **the net worth of the Company stood at Rs. 12,904 crore (US\$ 2.1 billion) - an increase of 4%.**

#### **Credit Rating:**

**The Company had a net debt equity ratio of 1.81** as on September 30, 2014. 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 September 30, 2014, **the total assets of the Company stood at Rs. 44,594 crore (US\$ 7.2 billion) - an increase of 7%.**

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 September 30, 2014)
- The **New Business Premium was Rs. 586 crore (US\$ 97 million)** for the quarter ended September 30, 2014 - **a YoY increase of 15%**
- The **Renewal Premium was Rs. 623 crore (US\$ 103 million)** for the quarter ended September 30, 2014 - **a YoY increase of 8%**
- The **Total Premium (net of reinsurance) was Rs. 1,198 crore (US\$ 198 million)** for the quarter ended September 30, 2014 - **a YoY increase of 11%**
- RLI achieved a **profit of Rs. 53 crore (US\$ 9 million)** for the quarter ended September 30, 2014. The declared results of Reliance Capital include consolidation of 48% stake in Reliance Life Insurance
- The **total funds under management** as on September 30, 2014 **stood at Rs. 18,897 crore (US\$ 3.1 billion) - a YoY increase of 8%**
- **The distribution network** stood at over **900 offices** as on September 30, 2014

##### **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 September 30, 2014 was **Rs. 648 crore (US\$ 107 million)** - a YoY increase of 11%
- The **profit for the quarter** was **Rs. 25 crore (US\$ 4 million)** - a YoY increase of 53%
- RGI sold nearly **11 lakh policies** during the quarter - a YoY increase of 29%
- At the end of September 30, 2014, the **investment book** stood at **Rs. 4,734 crore (US\$ 769 million)** - a YoY increase of 29%
- The **total capital invested** in the business, is **Rs. 1,762 crore (US\$ 286 million)**
- RGI had a **distribution network of over 125 branches** and over **16,000 intermediaries**, as on September 30, 2014

## 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 September 30, 2014, **100% of the loan book was secured**
- The **disbursements** for the quarter ended September 30, 2014 were **Rs. 2,639 crore (US\$ 435 million)** - a YoY increase of 31%
- As on September 30, 2014, the assets under management (including securitized portfolio) was **Rs. 18,736 crore (US\$ 3.0 billion)** - a YoY increase of 16%
- The outstanding **loan book** as on September 30, 2014 was at **Rs. 14,050 crore (US\$ 2.3 billion)** - a YoY increase of 6%. This loan book is spread across **69,000 customers** from top **42 Indian cities**
- During the quarter, RCF securitised loans of **Rs. 1,773 crore (US\$ 293 million)**
- The total income for the quarter ended September 30, 2014 was **Rs. 580 crore (US\$ 96 million)** - a YoY increase of 8%
- The **net interest margin** for the quarter ended September 30, 2014 was **5.5%**, as against **5.3%** for the corresponding previous period
- RCF achieved a **profit before tax** of **Rs. 95 crore (US\$ 16 million)** for the quarter - a YoY increase of 5%



## Reliance Capital Asset Management Reliance Mutual Fund

- Reliance Capital Asset Management (RCAM) managed **Rs. 2,18,338 crore (US\$ 36.0 billion)** as on September 30, 2014, across mutual funds, pension funds, managed accounts and offshore funds
- **Reliance Mutual Fund (RMF)** is amongst the top mutual funds in India, in terms of AUM, with **market share** of 12%
- RMF's **average assets under management (AAUM)**, for the quarter ended September 30, 2014 were **Rs. 1,22,068 crore (US\$ 20.1 billion)** - a **YoY increase of 31%**
- RMF had a wide distribution network with over **170 branches and more than 43,500 empanelled distributors** across India, as on September 30, 2014
- As on September 30, 2014, there were total **63 schemes** comprising **26** equity oriented schemes, **29** debt oriented schemes, **7** exchange traded funds and **1** Fund of funds
- RCAM's **income from its operations** was **Rs. 223 crore (US\$ 37 million)** for the quarter ended September 30, 2014 - a **YoY increase of 20%**
- The **profit before tax of RCAM** was **Rs. 114 crore (US\$ 19 million)** for the quarter ended September 30, 2014 - a **YoY increase of 71%**

## 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 September 30, 2014, there were over **7,35,600 broking accounts**, an **increase of 2%**, with an **average daily equities turnover of over Rs. 1,750 crore (US\$ 291 million)** - a **YoY increase of 28%**
- In **commodity broking**, as on September 30, 2014, the **commodity broking accounts rose by 18%** to over **48,500**, with **average daily commodities turnover at Rs. 332 crore (US\$ 55 million)** - a **YoY increase of 5%**
- The business had **revenues of Rs. 46 crore (US\$ 8 million)** for the quarter ended September 30, 2014 - a **YoY increase of 25%**
- The **profit before tax** was **Rs. 5 crore (US\$ 1 million)** for the quarter ended September 30, 2014 - a **YoY increase of 115%**

## 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 and currency exchange



- Reliance Money is amongst the **leading domestic distributors of financial products** with a pan India presence with over **4,600 outlets**
- In **wealth management**, the **AUMs** as on September 30, 2014, increased to over **Rs. 960 crore (US\$ 157 million) - a YoY increase of 32%**
- The business generated **revenues of Rs. 26 crore (US\$ 4 million)** for the quarter ended September 30, 2014

**Shareholding Pattern as on September 30, 2014:**

<b>Category</b>	<b>No. of Shares</b>	<b>Shareholding</b>
Promoters	132,982,303	54.1%
Foreign Investors - FIIs, NRIs and others	49,704,194	20.2%
Domestic institutions / Banks / Mutual Funds	18,976,255	7.7%
Indian Public	43,970,048	17.9%
<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 200 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; asset reconstruction; proprietary investments and other activities in financial services.