MEDIA RELEASE

Q4 FY14 NET PROFIT OF RS. 267 CRORE (US$ 43 MILLION) - AN INCREASE OF 1%

Q4 FY14 TOTAL INCOME OF RS. 1,848 CRORE (US$ 299 MILLION) - UP 9%

FY14 NET PROFIT OF RS. 747 CRORE (US$ 123 MILLION) - AN INCREASE OF 59%
(EXCLUDING ONE TIME CAPITAL GAINS ON STAKE SALE IN RCAM LAST YEAR)

FY14 TOTAL INCOME OF RS. 7,544 CRORE (US$ 1.2 BILLION) - UP 14%
(EXCLUDING ONE TIME CAPITAL GAINS ON STAKE SALE IN RCAM LAST YEAR)

NET WORTH OF RS. 12,483 CRORE (US$ 2.1 BILLION) - AN INCREASE OF 4%

BOOK VALUE INCREASED TO RS. 508 PER SHARE AT THE END OF FY14

TOTAL ASSETS OF RS. 45,528 CRORE (US$ 7.6 BILLION) - AN INCREASE OF 12%

PROPOSED DIVIDEND OF RS. 8.50 PER SHARE

BUSINESSES

RELIANCE LIFE INSURANCE - FY14 TOTAL PREMIUM OF RS. 4,257 CRORE (US$ 704 MILLION) - UP 6%

RELIANCE LIFE INSURANCE - NEW BUSINESS PREMIUM AT RS. 1,934 CRORE (US$ 320 MILLION) - UP 40%

RELIANCE LIFE INSURANCE - NBAP MARGIN AT 23.8% AS AGAINST 20.2% IN FY13

RELIANCE LIFE INSURANCE - NET PROFIT AT RS. 359 CRORE (US$ 59 MILLION)

RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 2,442 CRORE (US$ 404 MILLION) - UP 20%

RELIANCE GENERAL INSURANCE - 1st FULL YEAR OF PROFITABILITY NET PROFIT AT RS. 64 CRORE (US$ 11 MILLION)

RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT RS. 17,348 CRORE (US$ 2.9 BILLION) - UP 6%

RELIANCE COMMERCIAL FINANCE - NET INTEREST MARGIN IMPROVED TO 5.5% AS AGAINST 4.3% IN FY13

RELIANCE COMMERCIAL FINANCE - NET PROFIT AT RS. 430 CRORE (US$ 71 MILLION) - UP 26%

RCAM MANAGES RS. 1,93,620 CRORE (US$ 31.3 BILLION) ACROSS MUTUAL FUNDS, PENSION FUNDS, MANAGED ACCOUNTS AND OFFSHORE FUNDS

RELIANCE MUTUAL FUND AAUM RS. 1,03,542 CRORE (US$ 16.8 BILLION) - UP 9%

RCAM PROFIT AT RS. 352 CRORE (US$ 58 MILLION) - UP 22%

Mumbai, May 2, 2014: Reliance Capital Limited (RCL) today announced its audited financial results for the year ended March 31, 2014. The performance highlights are:

Consolidated results - Year and Quarter ended March 31, 2014

- **FY14 Total income** of **Rs. 7,544 crore (US$ 1.2 billion)**, as against Rs. **6,636 crore** in the corresponding previous period (excluding one-time capital gains on stake sale in RCAM in FY13) - **an increase of 14%**

  Q4 FY14 Total income of **Rs. 1,848 crore (US$ 299 million)**, as against Rs. **1,691 crore** in the corresponding previous period - **an increase of 9%**

- **FY14 Net profit** of **Rs. 747 crore (US$ 123 million)**, as against **Rs. 470 crore** in the corresponding previous period (excluding one-time capital gains on stake sale in RCAM in FY13) - **an increase of 59%**

  Q4 FY14 Net profit of **Rs. 267 crore (US$ 43 million)**, as against **Rs. 265 crore** in the corresponding previous period - **an increase of 1%**

- **FY14 Earnings per share** of **Rs. 30.4 (US$ 0.50)**

Net Worth:

As on March 31, 2014, **the net worth** of the Company stood at **Rs. 12,483 crore (US$ 2.1 billion) - an increase of 4%.**

Credit Rating:

The Company had a net debt equity ratio of 1.82 as on March 31, 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 March 31, 2014, the **total assets of the Company stood at Rs. 45,528 crore (US$ 7.6 billion) - an increase of 12%.**

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 7%** of the private sector life insurance industry (as on March 31, 2014)

- The **New Business Premium** was **Rs. 1,934 crore (US$ 320 million)** for the year ended March 31, 2014 - **a YoY increase of 40%**

- The **Total Premium (net of reinsurance)** was **Rs. 4,257 crore (US$ 704 million)** for the year ended March 31, 2014 - **a YoY increase of 6%**

- The **NBAP margin** for the year ended March 31, 2014 **was 23.8% as against 20.2%** for the corresponding previous period

- RLI achieved a **profit of Rs. 359 crore (US$ 59 million)** for the year ended March 31, 2014. The declared results of Reliance Capital include consolidation of 48% stake in Reliance Life Insurance

- The **total funds under management** as on March 31, 2014 **stood at Rs. 18,328 crore (US$ 3.0 billion) - a YoY increase of 1%**

- **The distribution network** stood at over **900 offices** as on March 31, 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 7.5%**, in terms of gross written premium, of the Indian private sector general insurance industry

- The **Gross Written Premium** for the year ended March 31, 2014 was **Rs. 2,442 crore (US$ 404 million)** - **a YoY increase of 20%**

- The **profit for the year was Rs. 64 crore (US$ 11 million)**

- RGI **sold nearly 37 lakh policies** during the year - **a YoY increase of 27%**

- At the end of March 31, 2014, the **investment book** stood at **Rs. 3,843 crore (US$ 639 million) - a YoY increase of 18%**

- The **total capital invested** in the business, is **Rs. 1,747 crore (US$ 291 million)**

- RGI had a **distribution network of 127 branches** and over **15,500 intermediaries**, as on March 31, 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 March 31, 2014, **100% of the loan book was secured**

- The **disbursements** for the year ended March 31, 2014 **were over Rs. 9,800 crore (US$ 1.6 billion) - a YoY increase of 12%**

- As on March 31, 2014, the assets under management (including securitized portfolio) was **Rs. 17,348 crore (US$ 2.9 billion)** - **a YoY increase of 6%**

- The outstanding **loan book** as on March 31, 2014 was at **Rs. 13,667 crore (US$ 2.3 billion)**. This loan book is spread **across 66,000 customers** from top **37** Indian cities

- During the year, RCF securitised loans of **Rs. 2,783 crore (US$ 460 million) - a YoY increase of 28%**

- The total income for the year ended March 31, 2014 was **Rs. 2,210 crore (US$ 365 million) - a YoY increase of 4%**

- The **net interest margin** for the year ended March 31, 2014 **was 5.5%, as against 4.3%** for the corresponding previous period

- RCF achieved a **profit before tax** of **Rs. 430 crore (US$ 71 million)** for the year, as against **Rs. 342 crore** for the corresponding previous period - **a YoY increase of 26%**

Reliance Capital Asset Management
Reliance Mutual Fund

- Reliance Capital Asset Management (RCAM) managed **Rs. 1,93,620 crore (US$ 31.3 billion)** as on March 31, 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 11.4**%**

- The **average assets under management** (AAUM) of RMF, for the quarter ended March 31, 2014 were **Rs. 1,03,542 crore (US$ 16.8 billion)** - **a YoY increase of 9%**

- RMF had a wide distribution network with over **170 branches and more than 42,500 empanelled distributors** across India, as on March 31, 2014

- As on March 31, 2014, there were total of **55 schemes** comprising **21** equity oriented schemes, **29** debt oriented schemes, **4** exchange traded funds and **1** Fund of funds

- RCAM's **income from its operations was Rs. 775 crore (US$ 128 million)** for the year ended March 31, 2014 - **a YoY increase of 5%**

- The **profit before tax of RCAM was Rs. 352 crore (US$ 58 million)** for the year ended March 31, 2014 - **a YoY increase of 22%**

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 March 31, 2014, there were nearly **7,30,000 broking accounts, an increase of 2%,** with an **average daily equities turnover of over Rs. 2,100 crore (US$ 351 million)**

- In **commodity broking,** as on March 31, 2014, the **commodity broking accounts rose by 21%** to over **48,000**, with **average daily commodities turnover at Rs. 500 crore (US$ 83 million)**

- In **wealth management**, the **AUMs** as on March 31, 2014, increased to nearly **Rs. 2,050 crore (US$ 341 million)** - **a YoY increase of 102%**

- The business had **revenues** of **Rs. 205 crore (US$ 34 million)** for the year ended March 31, 2014

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, money transfer and currency exchange

- Reliance Money is amongst the **leading domestic distributors of financial products** with a pan India presence with over **7,000 outlets**

- Reliance Money, **one of the largest private sector partners for Western Union Money Transfer** handled **over 28 lakh money transfer transactions** during the year **- a YoY increase of 15%**

- The business generated **revenues** of **Rs. 145 crore (US$ 24 million)** for the year ended March 31, 2014 - **a YoY increase of 21%**

- **The business achieved a profit of Rs. 3 crore** for the year ended March 31, 2014

Shareholding Pattern as on March 31, 2014:

Category	No. of Shares	Shareholding
Promoters	**132,982,303**	**54.1%**
Foreign Investors - FIIs, NRIs and others	**51,721,716**	**21.1%**
Domestic institutions/ Banks / Mutual Funds	**13,187,912**	**5.4%**
Indian Public	**47,740,869**	**19.4%**
TOTAL - 1.1 million shareholders	**245,632,800**	**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 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; wealth management services; distribution of financial products; private equity; asset reconstruction; proprietary investments and other activities in financial services.