MEDIA RELEASE

Q2 FY16 NET PROFIT OF RS. 250 CRORE (US$ 38 MILLION) - AN INCREASE OF 15%

Q2 FY16 TOTAL INCOME OF RS. 2,361 CRORE (US$ 363 MILLION) - UP 13%

NET WORTH OF RS. 14,175 CRORE (US$ 2.2 BILLION) - AN INCREASE OF 10%

BOOK VALUE INCREASED TO RS. 561 PER SHARE AT THE END OF Q2 FY16

TOTAL ASSETS OF RS. 49,420 CRORE (US$ 7.6 BILLION) - AN INCREASE OF 11%

NIPPON LIFE TO RAISE STAKE IN RELIANCE CAPITAL ASSET MANAGEMENT TO 49% BY ACQUIRING 14% STAKE FOR RS. 1,196 CRORE (US$ 184 MILLION) - TRANSACTION EXPECTED TO CLOSE BY MARCH 2016

RELIANCE CAPITAL ASSET MANAGEMENT TO ACQUIRE GOLDMAN SACHS' ONSHORE ASSET MANAGEMENT BUSINESS FOR RS. 243 CRORE (US$ 38 MILLION) - TRANSACTION EXPECTED TO BE COMPLETED IN FY16 SUBJECT TO NECESSARY REGULATORY APPROVALS

BUSINESSES

RCAM MANAGES RS. 2,54,607 CRORE (US$ 39.2 BILLION) ACROSS MUTUAL FUNDS, PENSION FUNDS, MANAGED ACCOUNTS AND OFFSHORE FUNDS

RELIANCE MUTUAL FUND AAUM RS. 1,52,919 CRORE (US$ 23.5 BILLION) - UP 25%

RCAM Q2 FY16 PBT AT RS. 122 CRORE (US$ 19 MILLION) - UP 7%

RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT RS. 20,933 CRORE (US$ 3.2 BILLION) - UP 12%

RELIANCE COMMERCIAL FINANCE - PBT AT RS. 101 CRORE (US$ 16 MILLION) - UP 6%

RELIANCE LIFE INSURANCE - TOTAL PREMIUM OF RS. 1,263 CRORE (US$ 194 MILLION) - UP 5%

RELIANCE LIFE INSURANCE - NEW BUSINESS PREMIUM AT RS. 601 CRORE (US$ 92 MILLION) - UP 2%

RELIANCE LIFE INSURANCE - NET PROFIT AT RS. 15 CRORE (US$ 2 MILLION)

RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 671 CRORE (US$ 103 MILLION) - UP 3%

RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 30 CRORE (US$ 5 MILLION) - UP 21%

Mumbai, November 2, 2015: Reliance Capital Limited (RCL) today announced its financial results for the quarter ended September 30, 2015. The performance highlights are:

Consolidated results - Quarter ended September 30, 2015

- **Q2 FY16 Total income** of **Rs. 2,361 crore (US$ 363 million)**, as against **Rs. 2,084 crore** in the corresponding previous period - **an increase of 13%**
- **Q2 FY16 Net profit** of **Rs. 250 crore (US$ 38 million)**, as against **Rs. 217 crore** in the corresponding previous period - **an increase of 15%**
- **Q2 FY16 Earnings per share** of **Rs. 9.9 (US$ 0.15)** - **an increase of 11%**

Net Worth:

As on September 30, 2015, the **net worth** of the Company stood at **Rs. 14,175 crore (US$ 2.2 billion) - an increase of 10%.**

Credit Rating:

The Company had a net debt equity ratio of 1.76 as on September 30, 2015. 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, 2015, the **total assets of the Company stood at Rs. 49,420 crore (US$ 7.6 billion) - an increase of 11%.**

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. 2,54,607 crore (US$ 39.2 billion)** as on September 30, 2015, 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 11.6**%**
- RMF's **average assets under management** (AAUM), for the quarter ended September 30, 2015, were **Rs. 1,52,919 crore (US$ 23.5 billion)** - **a YoY increase of 25%**
- RMF had a wide distribution network with nearly **170 branches and more than 48,700 empanelled distributors** across India, as on September 30, 2015
- As on September 30, 2015, there were total **75 schemes** comprising **30** equity oriented schemes, **36** debt oriented schemes, **8** exchange traded funds and **1** Fund of funds

- RCAM's **income from its operations was Rs. 316 crore (US$ 49 million)** for the quarter ended September 30, 2015 - **a YoY increase of 41%**

- The **profit before tax of RCAM was Rs. 122 crore (US$ 19 million)** for the quarter ended September 30, 2015 - **a YoY increase of 7%**

Commercial Finance

- Reliance Commercial Finance (RCF) offers a wide range of products which includes SME loans, Commercial vehicle loans, Infrastructure financing and, caters to the mortgage sector through Reliance Home Finance Limited (RHFL), a 100% subsidiary of Reliance Capital

- RCF is amongst the leading SME 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, 2015, **100% of the loan book was secured**

- The **disbursements** for the quarter ended September 30, 2015, **were Rs. 2,892 crore (US$ 445 million) - a YoY increase of 10%.** It includes **RHFL's disbursements of Rs. 761 crore (US$ 117 million) - a YoY increase of 73%**

- As on September 30, 2015, the assets under management (including securitized portfolio) was **Rs. 20,933 crore (US$ 3.2 billion)** - **a YoY increase of 12%.** It includes **RHFL's AUM of Rs. 6,500 crore (US$ 1.0 billion) - a YoY increase of 65%**

- The outstanding **loan book** as on September 30, 2015, was **Rs. 16,098 crore (US$ 2.5 billion) - a YoY increase of 15%.** This loan book is spread **across 70,100 customers** from top **44** Indian cities

- The **gross NPA ratio** was **2.6%** as on September 30, 2015, as against **2.8%** as on June 30, 2015 **(on 90 dpd basis)**

- During the quarter, RCF securitised loans of **Rs. 1,085 crore (US$ 167 million)**

- The total income for the quarter ended September 30, 2015, was **Rs. 657 crore (US$ 101 million) - a YoY increase of 13%.** It includes **RHFL's income of Rs. 200 crore (US$ 31 million) - a YoY increase of 74%**

- The **net interest margin** for the quarter ended September 30, 2015, was **5.8%**, as against **5.5%** in the corresponding previous period

- The **profit before tax** for the quarter ended September 30, 2015, was **Rs. 101 crore (US$ 16 million) - a YoY increase of 6%.** It includes **RHFL's profit of Rs. 31 crore (US$ 5 million) - a YoY increase of 54%**

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 6%** of the private sector life insurance industry (as on September 30, 2015)

- The **New Business Premium** was **Rs. 601 crore (US$ 92 million)** for the quarter ended September 30, 2015 - **a YoY increase of 2%**

- The **Renewal Premium** was **Rs. 673 crore (US$ 104 million)** for the quarter ended September 30, 2015 - **a YoY increase of 8%**

- The **Total Premium (net of reinsurance)** was **Rs. 1,263 crore (US$ 194 million)** for the quarter ended September 30, 2015 - **a YoY increase of 5%**

- RLI achieved a **profit of Rs. 15 crore (US$ 2 million)** for the quarter ended September 30, 2015. The declared results of Reliance Capital include consolidation of 48% stake in Reliance Life Insurance

- The **total funds under management** as on September 30, 2015, **stood at Rs. 15,524 crore (US$ 2.4 billion)**

- As on September 30, 2015, **the distribution network** stood at over **800 offices**

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

- The **Gross Written Premium** for the quarter ended September 30, 2015, was **Rs. 671 crore (US$ 103 million)** - **a YoY increase of 3%**

- The **profit** for the quarter ended September 30, 2015, was **Rs. 30 crore (US$ 5 million) - a YoY increase of 21%**

- At the end of September 30, 2015, the **investment book** stood at **Rs. 5,344 crore (US$ 822 million) - a YoY increase of 13%**

- The **total capital invested** in the business, is **Rs. 1,837 crore (US$ 283 million)**

- RGI had a **distribution network of over 125 branches** and over **18,000 agents**, as on September 30, 2015

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 equity and commodity broking, and wealth management businesses

- In **equity broking**, as on September 30, 2015, there were nearly **7,62,600 broking accounts, an increase of 4%,** with an **average daily equities turnover of over Rs. 1,700 crore (US$ 268 million)**

- In **commodity broking,** as on September 30, 2015, the **commodity broking accounts rose by 26%** to over **61,100**, with **average daily commodities turnover of over Rs. 400 crore (US$ 63 million) - a YoY increase of 23%**

- In **wealth management**, the **AUMs** as on September 30, 2015, increased to **Rs. 1,938 crore (US$ 298 million) - a YoY increase of 101%**

- The business had **revenues** of **Rs. 54 crore (US$ 8 million)** for the quarter ended September 30, 2015 **- a YoY increase of 19%**

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 other financial products

- Reliance Money is amongst the **leading domestic distributors of financial products** with a pan India presence with nearly **150 branches**

- The business generated **revenues** of **Rs. 22 crore (US$ 3 million)** for the quarter ended September 30, 2015

Shareholding Pattern as on September 30, 2015:

Category	No. of Shares	Shareholding
Promoters	132,982,303	52.6%
Foreign Investors - FIIs, NRIs and others	38,989,069	15.4%
Domestic institutions / Banks / Mutual Funds	32,785,227	13.0%
Indian Public	47,876,201	19.0%
TOTAL - 10 lakh shareholders	**252,632,800**	**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 Global Small Cap Index.

Reliance Group is amongst India's leading business houses with over 250 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 Defence.

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.