RELIANCE

MEDIA RELEASE

Q3 FY15 NET PROFIT OF RS. 213 CRORE (US$ 34 MILLION) - AN INCREASE OF 28%

Q3 FY15 TOTAL INCOME OF RS. 2,105 CRORE (US$ 340 MILLION) - UP 11%

NET WORTH OF RS. 13,156 CRORE (US$ 2.1 BILLION) - AN INCREASE OF 5%

BOOK VALUE INCREASED TO RS. 536 PER SHARE AT THE END OF Q3 FY15

TOTAL ASSETS OF RS. 45,077 CRORE (US$ 7.1 BILLION) - AN INCREASE OF 2%

SHAREHOLDERS APPROVED PREFERENTIAL ALLOTMENT OF 2.8% STAKE IN RELIANCE CAPITAL TO SUMITOMO MITSUI TRUST BANK FOR RS. 371 CRORE (US$ 58 MILLION) IN JANUARY 2015

NIPPON LIFE TO ACQUIRE 9% STAKE IN RELIANCE CAPITAL ASSET MANAGEMENT FOR RS. 657 CRORE (US$ 108 MILLION) AND RAISE STAKE TO 35% - TRANSACTION EXPECTED TO CLOSE BY MARCH 2015

BUSINESSES

RELIANCE LIFE INSURANCE - Q3 FY15 TOTAL PREMIUM OF RS. 1,052 CRORE (US$ 170 MILLION) - UP 8%

RELIANCE LIFE INSURANCE - NEW BUSINESS PREMIUM AT RS. 432 CRORE (US$ 70 MILLION) - UP 8%

RELIANCE LIFE INSURANCE - NET PROFIT AT RS. 40 CRORE (US$ 6 MILLION) - UP 45%

RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 658 CRORE (US$ 106 MILLION) - UP 10%

RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 15 CRORE (US$ 2 MILLION) - UP 37%

RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT RS. 18,500 CRORE (US$ 2.9 BILLION) - UP 13%

RELIANCE COMMERCIAL FINANCE - NET INTEREST MARGIN IMPROVED TO 5.8% AS AGAINST 5.6% IN Q3 FY14

RELIANCE COMMERCIAL FINANCE - PROFIT AT RS. 111 CRORE (US$ 18 MILLION) - UP 6%

RCAM MANAGES RS. 2,29,060 CRORE (US$ 36.9 BILLION) ACROSS MUTUAL FUNDS, PENSION FUNDS, MANAGED ACCOUNTS AND OFFSHORE FUNDS

RELIANCE MUTUAL FUND AAUM RS. 1,26,069 CRORE (US$ 20.3 BILLION) - UP 23%

RCAM PROFIT AT RS. 126 CRORE (US$ 20 MILLION) - UP 49%

Mumbai, February 12, 2015: Reliance Capital Limited (RCL) today announced its financial results for the quarter ended December 31, 2014. The performance highlights are:

Consolidated results - Quarter ended December 31, 2014

- **Q3 FY15 Total income** of **Rs. 2,105 crore (US$ 340 million)**, as against Rs. **1,889 crore** in the corresponding previous period - **an increase of 11%**
- **Q3 FY15 Net profit** of **Rs. 213 crore (US$ 34 million)**, as against **Rs. 166 crore** in the corresponding previous period - **an increase of 28%**
- **Q3 FY15 Earnings per share** of **Rs. 8.7 (US$ 0.14)**

Net Worth:

As on December 31, 2014, **the net worth** of the Company stood at **Rs. 13,156 crore (US$ 2.1 billion) - an increase of 5%.**

Credit Rating:

The Company had a net debt equity ratio of 1.78 as on December 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 December 31, 2014, the **total assets of the Company stood at Rs. 45,077 crore (US$ 7.1 billion) - an increase of 2%.**

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 5%** of the private sector life insurance industry (as on December 31, 2014)
- The **New Business Premium** was **Rs. 432 crore (US$ 70 million)** for the quarter ended December 31, 2014 - **a YoY increase of 8%**
- The **Renewal Premium** was **Rs. 624 crore (US$ 101 million)** for the quarter ended December 31, 2014 - **a YoY increase of 9%**
- The **Total Premium (net of reinsurance)** was **Rs. 1,052 crore (US$ 170 million)** for the quarter ended December 31, 2014 - **a YoY increase of 8%**
- RLI achieved a **profit of Rs. 40 crore (US$ 6 million)** for the quarter ended December 31, 2014 - **a YoY increase of 45%**. The declared results of Reliance Capital include consolidation of 48% stake in Reliance Life Insurance
- The **total funds under management** as on December 31, 2014 **stood at Rs. 18,599 crore (US$ 2.9 billion) - a YoY increase of 3%**

- As on December 31, 2014, **the distribution network** stood at over **900 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 written premium, of the Indian private sector general insurance industry
- The **Gross Written Premium** for the quarter ended December 31, 2014 was **Rs. 658 crore (US$ 106 million) - a YoY increase of 10%**
- The **profit for the quarter was Rs. 15 crore (US$ 2 million) - a YoY increase of 37%**
- RGI **sold nearly 12 lakh policies** during the quarter - **a YoY increase of 24%**
- At the end of December 31, 2014, the **investment book** stood at **Rs. 4,940 crore (US$ 780 million) - a YoY increase of 32%**
- The **total capital invested** in the business, is **Rs. 1,797 crore (US$ 284 million)**
- RGI had a **distribution network of over 125 branches** and over **16,400 intermediaries**, as on December 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 December 31, 2014, **100% of the loan book was secured**
- The **disbursements** for the quarter ended December 31, 2014 **were Rs. 2,351 crore (US$ 379 million)**
- As on December 31, 2014, the assets under management (including securitized portfolio) was **Rs. 18,500 crore (US$ 2.9 billion) - a YoY increase of 13%**
- The outstanding **loan book** as on December 31, 2014 rose to **Rs. 13,781 crore (US$ 2.2 billion)**. This loan book is spread **across 69,400 customers** from top **43** Indian cities
- During the quarter, RCF securitised loans of **Rs. 779 crore (US$ 126 million)**
- The total income for the quarter ended December 31, 2014 was **Rs. 577 crore (US$ 93 million) - a YoY increase of 2%**
- The **net interest margin** for the quarter ended December 31, 2014 **was 5.8%, as against 5.6%** for the corresponding previous period
- RCF achieved a **profit before tax** of **Rs. 111 crore (US$ 18 million)** for the quarter **- a YoY increase of 6%**

Reliance Capital Asset Management
Reliance Mutual Fund

- Reliance Capital Asset Management (RCAM) managed **Rs. 2,29,060 crore (US$ 36.9 billion)** as on December 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%

- RMF's **average assets under management** (AAUM), for the quarter ended December 31, 2014 were **Rs. 1,26,069 crore (US$ 20.3 billion)** - **a YoY increase of 23%**

- RMF had a wide distribution network with over **170 branches and more than 45,000 empanelled distributors** across India, as on December 31, 2014

- As on December 31, 2014, there were total **60 schemes** comprising **24** equity oriented schemes, **28** debt oriented schemes, **7** exchange traded funds and **1** Fund of funds

- RCAM's **income from its operations was Rs. 250 crore (US$ 40 million)** for the quarter ended December 31, 2014 - **a YoY increase of 33%**

- The **profit before tax of RCAM was Rs. 126 crore (US$ 20 million)** for the quarter ended December 31, 2014 - **a YoY increase of 49%**

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 December 31, 2014, there were over **7,45,000 broking accounts, an increase of 3%,** with an **average daily equities turnover of over Rs. 1,450 crore (US$ 235 million) - a YoY increase of 15%**

- In **commodity broking,** as on December 31, 2014, the **commodity broking accounts rose by 16%** to over **48,600**, with **average daily commodities turnover at Rs. 276 crore (US$ 45 million)**

- The business had **revenues** of **Rs. 50 crore (US$ 8 million)** for the quarter ended December 31, 2014 **- a YoY increase of 92%**

- The **profit before tax was Rs. 1 crore** for the quarter ended December 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 and other financial products

- Reliance Money is amongst the **leading domestic distributors of financial products** with a pan India presence with over **170 branches**

- In **wealth management**, the **AUMs** as on December 31, 2014, increased to over **Rs. 1,150 crore (US$ 182 million) - a YoY increase of 152%**

- The business generated **revenues** of **Rs. 23 crore (US$ 4 million)** for the quarter ended December 31, 2014

Shareholding Pattern as on December 31, 2014:

Category	No. of Shares	Shareholding
Promoters	132,982,303	54.1%
Foreign Investors - FIIs, NRIs and others	44,402,239	18.1%
Domestic institutions / Banks / Mutual Funds	24,134,267	9.8%
Indian Public	44,113,991	18.0%
TOTAL - 1.0 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 Global Small Cap Index.

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.