MEDIA RELEASE FOR CONSOLIDATED Q2 FY 14

NET PROFIT OF RS. 181 CRORE (US$ 29 MILLION) - AN INCREASE OF 201%
(EXCLUDING ONE TIME CAPITAL GAINS ON STAKE SALE IN RCAM LAST YEAR)

TOTAL INCOME OF RS. 1,869 CRORE (US$ 299 MILLION) - AN INCREASE OF 20%
(EXCLUDING ONE TIME CAPITAL GAINS ON STAKE SALE IN RCAM LAST YEAR)

NET WORTH OF RS. 12,373 CRORE (US$ 2.0 BILLION) - AN INCREASE OF 6%

BOOK VALUE INCREASED TO RS. 504 PER SHARE AT THE END OF Q2 FY14

TOTAL ASSETS OF RS. 41,721 CRORE (US$ 6.7 BILLION) - AN INCREASE OF 7%

BUSINESSES

RELIANCE LIFE INSURANCE - NEW BUSINESS PREMIUM AT RS. 509 CRORE (US$ 81 MILLION) - UP 58%

RELIANCE LIFE INSURANCE - NET PROFIT OF RS. 136 CRORE (US$ 22 MILLION) - UP 338%

RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 583 CRORE (US$ 93 MILLION) - UP 19%

RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 16 CRORE (US$ 3 MILLION) AGAINST LOSS OF RS. 105 CRORE IN Q2 FY13

RELIANCE COMMERCIAL FINANCE - NET PROFIT AT RS. 91 CRORE (US$ 14 MILLION) - UP 27%

RELIANCE COMMERCIAL FINANCE - NET INTEREST MARGIN IMPROVED TO 5.3% AS AGAINST 4.1% IN Q2 FY13

RCAM MANAGES RS. 1,76,089 CRORE (US$ 28.2 BILLION) ACROSS MUTUAL FUNDS, PENSION FUNDS, MANAGED ACCOUNTS AND OFFSHORE FUNDS

RELIANCE MUTUAL FUND AAUM RS. 93,249 CRORE (US$ 14.9 BILLION) - UP 8%

RCAM PROFIT AT RS. 67 CRORE (US$ 11 MILLION) - UP 16%

Mumbai, November 12, 2013: Reliance Capital Limited (RCL) today announced its financial results for the quarter ended September 30, 2013. The performance highlights are:

Consolidated results - Quarter ended September 30, 2013

- **Q2 FY14 Total income** of **Rs. 1,869 crore (US$ 299 million)**, as against Rs. **1,554 crore** in the corresponding previous period (excluding one-time capital gains on stake sale in RCAM last year) - **an increase of 20%**

- **Q2 FY14 Net profit** of **Rs. 181 crore (US$ 29 million)**, as against **Rs. 60 crore** in the corresponding previous period (excluding one-time capital gains on stake sale in RCAM last year) - **an increase of 201%**

- **Q2 FY14 Earnings per share** of **Rs. 7.4 (US$ 0.12)**

Net Worth:

As on September 30, 2013, **the net worth** of the Company stood at **Rs. 12,373 crore (US$ 2.0 billion) - an increase of 6%.**

Credit Rating:

The Company had a net debt equity ratio of 1.80 as on September 30, 2013. 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, 2013, the **total assets of the Company stood at Rs. 41,721 crore (US$ 6.7 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 7%** of the private sector life insurance industry

- The **New Business Premium** was **Rs. 509 crore (US$ 81 million)** for the quarter ended September 30, 2013 - **a YoY increase of 58%**

- The **Total Premium (net of reinsurance)** was **Rs. 1,077 crore (US$ 172 million)** for the quarter ended September 30, 2013 - **a YoY increase of 7%**

- RLI achieved a **profit of Rs. 136 crore (US$ 22 million)** for the quarter ended September 30, 2013 - **a YoY increase of 338%**. The declared results of Reliance Capital include consolidation of 48% stake in Reliance Life Insurance

- The **total funds under management** as on September 30, 2013 **stood at Rs. 17,525 crore (US$ 2.8 billion)**

- **The distribution network** stood at over **1,000 offices** as on September 30, 2013

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 September 30, 2013 was **Rs. 583 crore (US$ 93 million)** - **a YoY increase of 19%**

- The **profit for the quarter was Rs. 16 crore (US$ 3 million) as against a loss of Rs. 105 crore** for the quarter ended September 30, 2012

- RGI **sold over 8 lakh policies** during the quarter - **a YoY increase of 25%**

- At the end of September 30, 2013, the **investment book** stood at **Rs. 3,671 crore (US$ 587 million) - a YoY increase of 18%**

- The **total capital invested** in the business, is **Rs. 1,747 crore (US$ 280 million)**

- RGI had a **distribution network of 127 branches** and over **13,000 intermediaries**, as on September 30, 2013

Reliance Commercial Finance

- Reliance Commercial Finance (RCF) offers a wide range of products which include Home loans, Loans against property, SME loans, 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, 2013, **100% of the loan book was secured**

- The **disbursements** for the quarter ended September 30, 2013 **were over Rs. 2,000 crore (US$ 322 million)**

- As on September 30, 2013, the assets under management (including securitized portfolio) was **Rs. 16,097 crore (US$ 2.6 billion)** - **a YoY increase of 3%**

- The outstanding **loan book** as on September 30, 2013 was at **Rs. 13,202 crore (US$ 2.1 billion)**. This loan book is spread **across 70,000 customers** from top **37** Indian cities

- During the quarter, RCF securitised loans of **Rs. 1,027 crore (US$ 164 million) - a YoY increase of 293%**

- The total income for the quarter ended September 30, 2013 was **Rs. 536 crore (US$ 86 million)**

- RCF achieved a **profit before tax** of **Rs. 91 crore (US$ 14 million)** for the quarter, as against **Rs. 72 crore** for the corresponding previous period - **a YoY increase of 27%**

Reliance Capital Asset Management
Reliance Mutual Fund

- Reliance Capital Asset Management (RCAM) managed **Rs. 1,76,089 crore (US$ 28.2 billion)** as on September 30, 2013, across mutual funds, pension funds, managed accounts and offshore funds

- **Reliance Mutual Fund** (RMF) is amongst 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 quarter ended September 30, 2013 were **Rs. 93,249 crore (US$ 14.9 billion)** - **a YoY increase of 8%**

- The Systematic Investment Plan (**SIP**) and Systematic Transfer Plan (**STP**) investor accounts stood at 12 lakh - the highest in the industry

- RMF had a wide distribution network with over **200 branches and more than 41,000 empanelled distributors** across India, as on September 30, 2013

- As on September 30, 2013, there were total of **49 schemes** comprising **20** equity oriented schemes, **25** debt oriented schemes, **3** exchange traded funds and **1** Fund of funds

- RCAM's **income from its operations was Rs. 187 crore (US$ 30 million)** for the quarter ended September 30, 2013 - **a YoY increase of 17%**

- The **profit before tax of RCAM was Rs. 67 crore (US$ 11 million)** for the quarter ended September 30, 2013 - **a YoY increase of 16%**

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, 2013, the business had nearly **7,24,000 broking accounts, an increase of 3%,** with an **average daily equities turnover of over Rs. 2,200 crore (US$ 353 million)**

- In **commodity broking,** as on September 30, 2013, the **commodity broking accounts increased 10%** to over **41,000**, with **average daily commodities turnover at Rs. 324 crore (US$ 52 million)**

- In **wealth management**, the **AUMs** as on September 30, 2013 increased to **Rs. 1,403 crore (US$ 225 million)** - **a YoY increase of 75%**

- The business had **revenues** of **Rs. 50 crore (US$ 8 million)** for the quarter ended September 30, 2013

- The business was profitable for the quarter ended September 30, 2013

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 **6,700 outlets**

- Reliance Money, **one of the largest private sector partners for Western Union Money Transfer** handled **nearly 8 lakh money transfer transactions** during the quarter**, an increase of 25%**

- The business generated **revenues** of **Rs. 35 crore (US$ 6 million)** for the quarter ended September 30, 2013 - **a YoY increase of 25%**

Shareholding Pattern as on September 30, 2013:

Category	No. of Shares	Shareholding
Promoters	**132,982,272**	**54.1%**
Foreign Investors - FIIs, NRIs and others	**51,778,741**	**21.1%**
Domestic institutions/ Banks / Mutual Funds	**12,650,210**	**5.2%**
Indian Public	**48,221,577**	**19.6%**
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.