RELIANCE

MEDIA RELEASE

Q2 CONSOLIDATED NET PROFIT ROSE TO RS. 401 CRORE (US$ 73 MILLION) AN INCREASE OF 1,100%

Q2 CONSOLIDATED TOTAL INCOME OF RS. 2,437 CRORE (US$ 441 MILLION) AN INCREASE OF 55%

NET WORTH OF RS. 11,712 CRORE (US$ 2.2 BILLION) - YOY GROWTH OF 49% RANKS No. 1 AMONGST INDIAN FINANCIAL SERVICES COMPANIES

NET DEBT TO EQUITY IMPROVED TO 1.67 FROM 2.57 AT THE END OF Q2 FY12

TOTAL ASSETS OF RS. 39,007 CRORE (US$ 7.4 BILLION) - INCREASE OF 16%

Q2 CONSOLIDATED PROFIT BEFORE TAX WAS RS. 543 CRORE (US$ 98 MILLION) AN INCREASE OF 650%

BUSINESSES

RCAM MANAGED RS. 1,55,214 CRORE (US$ 28.1 BILLION), ACROSS MUTUAL FUNDS, PENSION FUNDS, MANAGED ACCOUNTS AND HEDGE FUNDS

RCAM Q2 PROFIT BEFORE TAX AT RS. 58 CRORE (US$ 10 MILLION) AGAINST PROFIT OF RS. 66 CRORE IN Q2 FY12

RELIANCE LIFE INSURANCE - PROFIT OF RS. 31 CRORE (US$ 6 MILLION) AGAINST PROFIT OF RS. 8 CRORE IN Q2 FY12 - UP 276%

RELIANCE LIFE INSURANCE - FURTHER SURPLUS ARISING FROM NON-PARTICIPATING BUSINESS AT RS. 105 CRORE (US$ 19 MILLION) IN Q2 FY13

RELIANCE LIFE INSURANCE - TOTAL FUNDS UNDER MANAGEMENT AT RS. 19,417 CRORE (US$ 3.7 BILLION) - UP 16%

RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT RS. 15,630 CRORE (US$ 3.0 BILLION) - UP 4%

RELIANCE COMMERCIAL FINANCE - PROFIT AT RS. 72 CRORE (US$ 13 MILLION) - UP 31%, DRIVEN BY HIGHER YIELDS

RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 490 CRORE (US$ 89 MILLION) - UP 31%

Mumbai, November 6, 2012: Reliance Capital Limited (RCL) today announced its financial results for the quarter ended September 30, 2012. The performance highlights are:

Consolidated - Quarter ended September 30, 2012

- **Q2 FY13 Total income** of **Rs. 2,437 crore (US$ 441 million)**, against Rs. **1,573 crore** in the corresponding previous period - **an increase of 55%,** driven by increase in topline of

Commercial Finance and gains accrued from the stake sale in Reliance Capital Asset Management

- **Q2 FY13 Consolidated Net profit** of **Rs. 401 crore (US$ 73 million)**, against profit of Rs. **33 crore** in the corresponding previous period
- **Q2 FY13 Consolidated Profit before tax was Rs. 543 crore (US$ 98 million),** against profit before tax of **Rs. 72 crore** in the corresponding previous period
- **Q2 FY13 Earnings per share** of **Rs. 16.27 (US$ 0.29)** as against EPS of **Rs. 1.36** in the corresponding previous period

Net worth:

As on September 30, 2012, **the net worth** of the Company stood at **Rs. 11,712 crore (US$ 2.2 billion) - an increase of 49%.**

The company ranks No. 1 amongst Indian financial services companies in terms of net worth.

Credit Rating:

The Company's net debt equity ratio improved to 1.67 as on September 30, 2012, as against 2.57 as on September 30, 2011. It enjoys 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, 2012, the **total assets of the Company stood at Rs. 39,007 crore (US$ 7.4 billion) - an increase of 16%.**

The investment portfolio of listed equities as on September 30, 2012, amounted to **Rs. 1,474 crore (US$ 280 million)**, at cost.

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. 1,55,214 crore (US$ 28.1 billion)** as on September 30, 2012, across mutual funds, pension funds, managed accounts and hedge funds
- **Reliance Mutual Fund** (RMF) is among the top two mutual funds in India, in terms of AUM, with **market share** of 12%

- The **average assets under management** (AAUM) of RMF, for the period ended September 30, 2012 stood at **Rs. 86,327 crore (US$ 15.6 billion)**

- The Systematic Investment Plan (**SIP**) and Systematic Transfer Plan (**STP**) investor accounts stood at 14.4 lakh - the highest in the industry

- The unique retail Gold Savings Fund launched by RMF in February 2011, garnered nearly **Rs. 2,900 crore (US$ 525 million)** in AAUMs for the quarter ended September 30, 2012, a **YoY increase of 51%**, capturing a healthy **market share of 27%** in the gold fund category

- RMF had a wide distribution network with **235 branches** across India, as on September 30, 2012

- As on September 30, 2012, there were total of **43 schemes** comprising **21** equity oriented schemes, **19** debt oriented schemes, **2** exchange traded funds and **1** Fund of funds

- RCAM's **income from its operations was Rs. 160 crore (US$ 29 million)** for the quarter ended September 30, 2012, as against Rs. 163 crore for the corresponding previous period - a decrease of 2%

- The **profit before tax of RCAM was Rs. 58 crore (US$ 10 million)** for the quarter ended September 30, 2012, a decrease of 12% over the corresponding previous period, as MF AAUMs fell by 5%, in line with the diminution in the industry

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 4.8%** of the private sector life insurance industry

- The **Total Premium (net of reinsurance)** was **Rs. 1,003 crore (US$ 182 million)** for the quarter ended September 30, 2012

- RLI achieved a **profit of Rs. 31 crore (US$ 6 million)** for the quarter ended September 30, 2012, an increase of 276% over the corresponding previous period. The declared results of Reliance Capital include consolidation of 38% stake in Reliance Life Insurance

- The **total funds under management,** as on September 30, 2012, **stood at Rs. 19,417 crore (US$ 3.7 billion), an increase of 16%**

- **The distribution network** stood at **1,230 offices** as on September 30, 2012, while **the number of agents** were approximately **1,16,000**

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, 2012 was **Rs. 490 crore (US$ 89 million)** as against Rs. **373** crore for the quarter ended September 30, 2011

- The **Loss for the quarter was Rs. 105 crore (US$ 19 million)**, as the full impact of the FY13 provisioning for the third party motor claims reserves has been taken in this quarter

- The **total capital invested** in the business, is **Rs. 1,747 crore (US$ 332 million)**

- At the end of June 30, 2012, the **investment book** stood at **Rs. 3,106 crore (US$ 589 million), an increase of 36%**

- RGI had a **distribution network of 131 branches** and over **8,700 intermediaries**, as on September 30, 2012

Reliance Commercial Finance

- Reliance Commercial Finance (RCF) offers a wide range of products which include Home loans, Loans against property, SME loans, Vehicle loans, Loans for Construction equipment, 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, 2012, nearly **100% of the loan book was secured**, as against **99%** as on September 30, 2011

- The **disbursements** for the quarter ended September 30, 2012 **were Rs. 2,282 crore (US$ 413 million)** as against Rs. **2,344** crore for corresponding previous period

- As on September 30, 2012, the assets under management (including securitized portfolio) was Rs. **15,630 crore (US$ 3.0 billion)** as against Rs. **15,035** crore as on September 30, 2011, **an increase of 4%**

- The outstanding **loan book** as on September 30, 2012 was at **Rs. 14,145 crore (US$ 2.7 billion)**, against Rs. **13,927** crore as on September 30, 2011, **an increase of 2%**. This loan book is spread **across nearly 78,500 customers** from top **18** Indian metros

- The total income for the quarter ended September 30, 2012 was **Rs. 534 crore (US$ 97 million)** as against **Rs. 498** crore for the corresponding previous period, **an increase of 7%**

- RCF achieved a **profit before tax** of **Rs. 72 crore (US$ 13 million)** for the quarter, as against Rs. **55** crore for the corresponding previous period, **an increase of 31%**, driven by higher yields

Broking businesses

- Reliance Capital's broking business consists of Reliance Securities, one of the leading retail broking houses in India, that provides retail customers with access to equities, equity options, wealth management, mutual funds, IPOs and investment banking, and Quant Capital, which caters to the wholesale client segment, including foreign and domestic institutions, corporations and ultra high net worth individuals

- The key focus is on the business verticals of broking, wealth management and investment banking

- In **equity broking**, as on September 30, 2012, the business had **7,00,000 broking accounts, an increase of 4%,** with an **average daily equities turnover of Rs. 2,491 crore (US$ 451 million), an increase of 7%**

- In **commodity broking,** as on September 30, 2012, the **commodity broking accounts increased by 2%** to nearly **37,500**, with an **average daily commodities turnover at Rs. 1,140 crore (US$ 206 million), an increase of 44%**

- In **wealth management**, the **AUMs** as on September 30, 2012 increased to **Rs. 704 crore (US$ 134 million), an increase of 116%**

- The business had **revenues** of **Rs. 65 crore (US$ 12 million)** for the quarter ended September 30, 2012, **an increase of 12%**

- **Profit before tax** stood at **Rs. 10 crore (US$ 2 million)** for the quarter ended September 30, 2012, as against a loss of Rs. 3 crore for the corresponding previous period

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, gold coins, money transfer and currency exchange

- Reliance Money is amongst the **leading domestic distributors of financial products** with a pan India presence with over **6,350 outlets**

- In the **gold coin business**, through its pan India presence, Reliance Money has sold over **200 kgs. of gold** in Q2 FY13

- Reliance Money, **largest private sector partner for Western Union Money Transfer** handled **nearly 6 lakh money transfer transactions** during the quarter

- The business generated **revenues** of **Rs. 28 crore (US$ 5 million)** for the quarter ended September 30, 2012, as against Rs. **22** crore for the corresponding previous period, **an increase of 31%**

Shareholding Pattern as on September 30, 2012:

Category	No. of Shares	Shareholding (%)
Promoters	132,982,272	54.1%
Foreign Investors - FIIs, NRIs and others	53,139,672	21.6%
Domestic institutions/ Banks / Mutual Funds	13,940,277	5.7%
Indian Public	45,570,579	18.6%
TOTAL - 1.2 million shareholders	245,632,800	100.0%

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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 four 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; investment banking; wealth management services; distribution of financial products; exchanges; private equity; asset reconstruction; proprietary investments and other activities in financial services.