



MEDIA RELEASE

Q3 FY16 NET PROFIT OF RS. 235 CRORE (US\$ 36 MILLION) - AN INCREASE OF 10%

Q3 FY16 TOTAL INCOME OF RS. 2,318 CRORE (US\$ 351 MILLION) - UP 10%

NET WORTH OF RS. 14,451 CRORE (US\$ 2.2 BILLION) - AN INCREASE OF 10%

BOOK VALUE INCREASED TO RS. 572 PER SHARE AT THE END OF Q3 FY16

TOTAL ASSETS OF RS. 50,072 CRORE (US\$ 7.6 BILLION) - AN INCREASE OF 11%

**NIPPON LIFE TO RAISE STAKE IN RELIANCE LIFE INSURANCE TO 49% BY
ACQUIRING 23% STAKE FOR RS. 2,265 CRORE (US\$ 348 MILLION) -
TRANSACTION EXPECTED TO CLOSE BY MARCH 2016**

**DEAL VALUES RELIANCE LIFE AT APPROX. RS. 10,000 CRORE (US\$ 1.5 BILLION) -
IMPLIED EV MULTIPLE OF OVER 3 TIMES - HIGHEST IN THE INDUSTRY TILL DATE**

**RCAM TO ACQUIRE GOLDMAN SACHS' ONSHORE ASSET MANAGEMENT BUSINESS
IN INDIA FOR RS. 243 CRORE (US\$ 38 MILLION)**

BUSINESSES

**RCAM MANAGES RS. 2,61,424 CRORE (US\$ 39.6 BILLION) ACROSS MUTUAL FUNDS,
PENSION FUNDS, MANAGED ACCOUNTS AND OFFSHORE FUNDS**

RELIANCE MUTUAL FUND AAUM RS. 1,56,948 CRORE (US\$ 23.8 BILLION) - UP 24%

RCAM Q3 FY16 PBT AT RS. 141 CRORE (US\$ 21 MILLION) - UP 12%

**RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT
RS. 21,938 CRORE (US\$ 3.3 BILLION) - UP 19%**

RELIANCE COMMERCIAL FINANCE - PBT AT RS. 112 CRORE (US\$ 17 MILLION) - UP 1%

RELIANCE COMMERCIAL FINANCE - RETURN ON EQUITY ROSE FROM 16.3% TO 17.0%

RELIANCE LIFE INSURANCE - TOTAL PREMIUM OF RS. 986 CRORE (US\$ 149 MILLION)

**RELIANCE LIFE INSURANCE - RENEWAL PREMIUM AT RS. 706 CRORE
(US\$ 107 MILLION) - UP 13%**

**RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 668 CRORE
(US\$ 101 MILLION) - UP 1%**

**RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 15 CRORE
(US\$ 2 MILLION) - UP 5%**

**BROKING - AVERAGE DAILY TURNOVER ROSE TO Rs. 1,950 CRORE
(US\$ 295 MILLION) - UP 13%**



Mumbai, January 21, 2016: Reliance Capital Limited (RCL) today announced its financial results for the quarter ended December 31, 2015. The performance highlights are:

Consolidated results - Quarter ended December 31, 2015

- **Q3 FY16 Total income** of Rs. 2,318 crore (US\$ 351 million), as against Rs. 2,106 crore in the corresponding previous period - **an increase of 10%**
- **Q3 FY16 Net profit** of Rs. 235 crore (US\$ 36 million), as against Rs. 213 crore in the corresponding previous period - **an increase of 10%**
- **Q3 FY16 Earnings per share** of Rs. 9.3 (US\$ 0.14) - **an increase of 7%**

Net Worth:

As on December 31, 2015, the **net worth** of the Company stood at **Rs. 14,451 crore (US\$ 2.2 billion)** - **an increase of 10%**.

Credit Rating:

The Company had a **net debt equity ratio of 1.77** as on December 31, 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 December 31, 2015, the **total assets of the Company stood at Rs. 50,072 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. 2,61,424 crore (US\$ 39.6 billion)** as on December 31, 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 11.7%
- RMF's **average assets under management (AAUM)**, for the quarter ended December 31, 2015, were **Rs. 1,56,948 crore (US\$ 23.8 billion)** - **a YoY increase of 24%**
- RMF had a wide distribution network with nearly **170 branches and 48,000 empanelled distributors** across India, as on December 31, 2015
- As on December 31, 2015, there were total **223 schemes** comprising **34** equity oriented schemes, **180** debt oriented schemes, **8** exchange traded funds and **1** Fund of funds



- RCAM's **income from its operations** was **Rs. 340 crore (US\$ 51 million)** for the quarter ended December 31, 2015 - a **YoY increase of 36%**
- The **profit before tax of RCAM** was **Rs. 141 crore (US\$ 21 million)** for the quarter ended December 31, 2015 - a **YoY increase of 12%**

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 December 31, 2015, **100% of the loan book was secured**
- The **disbursements** for the quarter ended December 31, 2015, were **Rs. 3,119 crore (US\$ 473 million)** - a **YoY increase of 33%**. It includes **RHFL's disbursements of Rs. 922 crore (US\$ 140 million)** - a **YoY increase of 23%**
- As on December 31, 2015, the assets under management (including securitized portfolio) was **Rs. 21,938 crore (US\$ 3.3 billion)** - a **YoY increase of 19%**. It includes **RHFL's AUM of Rs. 6,889 crore (US\$ 1.0 billion)** - a **YoY increase of 62%**
- The outstanding **loan book** as on December 31, 2015, was **Rs. 16,914 crore (US\$ 2.6 billion)** - a **YoY increase of 23%**. This loan book is spread **across 72,400 customers** from top **44 Indian cities**
- The **gross NPA ratio** was **2.6%** as on December 31, 2015 (**on 90 dpd basis**)
- The total income for the quarter ended December 31, 2015, was **Rs. 665 crore (US\$ 101 million)** - a **YoY increase of 15%**. It includes **RHFL's income of Rs. 209 crore (US\$ 32 million)** - a **YoY increase of 77%**
- The **net interest margin** remained stable at **5.7%** for the quarter ended December 31, 2015
- The **profit before tax** for the quarter ended December 31, 2015, was **Rs. 112 crore (US\$ 17 million)** - a **YoY increase of 1%**. It includes **RHFL's profit of Rs. 33 crore (US\$ 5 million)** - a **YoY increase of 35%**

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%** of the private sector life insurance industry (as on December 31, 2015)
- The **New Business Premium** was **Rs. 285 crore (US\$ 43 million)** for the quarter ended December 31, 2015
- The **Renewal Premium** was **Rs. 706 crore (US\$ 107 million)** for the quarter ended December 31, 2015 - a **YoY increase of 13%**
- The **Total Premium (net of reinsurance)** was **Rs. 986 crore (US\$ 149 million)** for the quarter ended December 31, 2015



- RLI achieved a **profit of Rs. 8 crore (US\$ 1 million)** for the quarter ended December 31, 2015. The declared results of Reliance Capital include consolidation of 48% stake in Reliance Life Insurance
- The **total funds under management** as on December 31, 2015, **stood at Rs. 16,038 crore (US\$ 2.4 billion)**
- As on December 31, 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 private sector general insurance industry
- The **Gross Written Premium** for the quarter ended December 31, 2015, was **Rs. 668 crore (US\$ 101 million) - a YoY increase of 1%**
- The **profit** for the quarter ended December 31, 2015, was **Rs. 15 crore (US\$ 2 million) - a YoY increase of 5%**
- At the end of December 31, 2015, the **investment book** stood at **Rs. 5,380 crore (US\$ 815 million) - a YoY increase of 9%**
- The **total capital invested** in the business, is **Rs. 1,837 crore (US\$ 278 million)**
- RGI had a **distribution network of over 125 branches** and **19,300 agents**, as on December 31, 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 December 31, 2015, there were nearly **7,68,000 broking accounts, an increase of 3%**, with an **average daily equities turnover of over Rs. 1,600 crore (US\$ 244 million) - a YoY increase of 11%**
- In **commodity broking**, as on December 31, 2015, the **commodity broking accounts rose by 29%** to over **62,700**, with **average daily commodities turnover of over Rs. 340 crore (US\$ 52 million) - a YoY increase of 24%**
- In **wealth management**, the **AUMs** as on December 31, 2015, increased to **Rs. 2,138 crore (US\$ 324 million) - a YoY increase of 86%**
- The business had **revenues of Rs. 54 crore (US\$ 8 million)** for the quarter ended December 31, 2015 - **a YoY increase of 7%**
- The **profit** for the quarter ended December 31, 2015, was **Rs. 1 crore - a YoY increase of 74%**



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 **150 branches**
- The business generated **revenues of Rs. 14 crore (US\$ 2 million)** for the quarter ended December 31, 2015

Shareholding Pattern as on December 31, 2015:

Category	No. of Shares	Shareholding
Promoters	131,382,303	52.0%
Foreign Investors - FIIs, NRIs and others	45,337,314	17.9%
Domestic institutions / Banks / Mutual Funds	29,523,697	11.7%
Indian Public and others	46,389,486	18.4%
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.