



MEDIA RELEASE

**Q4 CONSOLIDATED TOTAL INCOME OF RS. 2,002 CRORE (US\$ 398 MILLION)
AN INCREASE OF 25%**

**Q4 CONSOLIDATED NET PROFIT OF RS. 329 CRORE (US\$ 65 MILLION)
AS AGAINST LOSS OF RS. 6 CRORE IN Q4FY11**

**Q4 CONSOLIDATED NET PROFIT AT RS. 507 CRORE (US\$ 101 MILLION)
BEFORE ONE TIME PROVISIONING FOR THIRD PARTY MOTOR CLAIMS RESERVE**

**FY12 CONSOLIDATED TOTAL INCOME OF RS. 6,627 CRORE (US\$ 1.4 BILLION)
AN INCREASE OF 20%**

**FY12 CONSOLIDATED NET PROFIT OF RS. 458 CRORE (US\$ 95 MILLION)
AN INCREASE OF 57%**

**NET WORTH OF RS. 11,696 CRORE (US\$ 2.3 BILLION) - YOY GROWTH OF 50%
RANKS No. 1 AMONGST INDIAN FINANCIAL SERVICES COMPANIES**

NET DEBT TO EQUITY AT 1.56 - IMPROVED BY 27% FROM 2.14 AT THE END OF FY11

TOTAL ASSETS OF RS. 35,344 CRORE (US\$ 6.9 BILLION) - INCREASE OF 10%

**NIPPON LIFE SIGNED DEFINITIVE AGREEMENTS TO ACQUIRE 26% STAKE IN RCAM FOR
RS. 1,450 CRORE (US\$ 283 MILLION) - TRANSACTION EXPECTED TO CLOSE SHORTLY**

PROPOSED DIVIDEND OF RS. 7.50 PER SHARE

BUSINESSES

**RCAM MANAGED RS. 1,40,853 CRORE (US\$ 27.5 BILLION), ACROSS MUTUAL FUNDS,
PENSION FUNDS, MANAGED ACCOUNTS AND HEDGE FUNDS**

RCAM FY12 PROFIT BEFORE TAX AT RS. 308 CRORE (US\$ 64 MILLION) - UP 5%

**RELIANCE MUTUAL FUND IS THE MOST PROFITABLE MF IN INDIA
FOR THE SECOND CONSECUTIVE YEAR**

**RELIANCE LIFE INSURANCE - FIRST FULL YEAR OF PROFITABILITY -
PROFIT OF RS. 373 CRORE (US\$ 78 MILLION) AGAINST LOSS OF RS. 129 CRORE IN FY11**

**RELIANCE LIFE INSURANCE - TOTAL FUNDS UNDER MANAGEMENT AT
RS. 18,767 CRORE (US\$ 3.7 BILLION)**

**RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT
AT RS. 15,078 CRORE (US\$ 2.9 BILLION) - UP 9%**

**RELIANCE COMMERCIAL FINANCE - TOTAL INCOME
AT RS. 1,945 CRORE (US\$ 406 MILLION) - UP 42%**

**RELIANCE COMMERCIAL FINANCE - PROFIT AT RS. 254 CRORE (US\$ 53 MILLION)
- DECREASE OF ONLY 6%, DESPITE 87% INCREASE IN INTEREST COSTS**



Mumbai, May 19, 2012: Reliance Capital Limited (RCL) today announced its audited financial results for the year ended March 31, 2012. The performance highlights are:

Consolidated - Year and Quarter ended March 31, 2012

- **FY12 Total income of Rs. 6,627 crore (US\$ 1.4 billion)**, against Rs. **5,536 crore** in the corresponding previous period - **an increase of 20%**. This was mainly on account of sale of stake in the Life Insurance business, and increase in topline of Commercial Finance and Broking & Distribution businesses

Q4FY12 Total income of Rs. 2,002 crore (US\$ 398 million), against Rs. **1,600 crore** in the corresponding previous period - **an increase of 25%**

- **FY12 Net profit of Rs. 458 crore (US\$ 95 million)**, against Rs. **291 crore** in the corresponding previous period - **an increase of 57%**

FY12 Consolidated Net profit of Rs. 635 Crore (US\$ 132 million) before one time provisioning for third party motor claims reserve in General Insurance

Q4FY12 Net profit of Rs. 329 crore (US\$ 65 million), against loss of Rs. **6 crore** in the corresponding previous period

- **FY12 Earnings per share of Rs. 18.64 (US\$ 0.39)** against Rs. **11.85** in the corresponding previous period, **an increase of 57%**

Q4FY12 Earnings per share of Rs. 13.41 (US\$ 0.27) as against loss per share of **Rs. 0.26** in the corresponding previous period

Net worth:

As on March 31, 2012, the **net worth** of the Company stood at **Rs. 11,696 crore (US\$ 2.3 billion)** - **an increase of 50%**.

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

Credit Rating:

The Company had a net debt equity ratio of 1.56 as on March 31, 2012, as against 2.14 as on March 31, 2011 - **an improvement of 27%**. 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 March 31, 2012, the **total assets of the Company stood at Rs. 35,344 crore (US\$ 6.9 billion)** - **an increase of 10%**.

The investment portfolio of listed equities as on March 31, 2012, amounted to **Rs. 1,912 crore (US\$ 374 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. 1,40,853 crore (US\$ 27.5 billion)** as on March 31, 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 nearly 12%
- The **average assets under management (AAUM)** of RMF, for the period ended March 31, 2012 stood at **Rs. 78,112 crore (US\$ 15.3 billion)**
- The Systematic Investment Plan (**SIP**) and Systematic Transfer Plan (**STP**) investor accounts stood at 16.7 lakh - the highest in the industry
- The unique retail Gold Savings Fund launched by RMF in February 2011, crossed **Rs. 2,650 crore (US\$ 518 million)** in AAUMs for the year ended March 31, 2012, **YoY increase of 511%**, capturing a healthy **market share of 28%** in the gold fund category
- RMF had a wide distribution network with over **250 branches** across India, as on March 31, 2012
- As on March 31, 2012, there were total of **44 schemes** comprising **21** equity oriented schemes, **20** debt oriented schemes, **2** exchange traded funds and **1** Fund of funds
- RCAM's **income from its operations was Rs. 665 crore (US\$ 139 million)** for the year ended March 31, 2012, as against Rs. **733** crore for the corresponding previous period - **a decrease of 9%**
- The **profit before tax of RCAM was Rs. 308 crore (US\$ 64 million)** for the year ended March 31, 2012, an increase of 5% over the corresponding previous period
- Achievements:
 - Nippon Life, largest private life insurer in Asia, signed final agreements to acquire a 26% stake in RCAM, subject to regulatory approvals
 - This is the largest FDI in Indian Mutual Fund Sector till date and the largest investment in any Indian AMC
 - Nippon Life is a 122 year old Global Fortune 100 company, and manages over Rs. 30 lakh crore (over US\$ 600 billion) in assets, amongst the largest total assets in the world for any life insurer
 - The transaction pegs RCAM valuation at approximately **Rs. 5,600 crore (US\$ 1.1 billion)**, translating to **7% of AAUMs**
 - Nippon Life to invest **Rs. 1,450 crore (US\$ 272 million)** for 26% stake



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 over 5.5%** of the private sector life insurance industry
- The **Total Premium (net of reinsurance)** was **Rs. 5,470 crore (US\$ 1.1 billion)** for the year ended March 31, 2012
- RLI achieved a **profit of Rs. 373 crore (US\$ 77.7 million)** for the year ended March 31, 2012. The declared results of Reliance Capital include consolidation of 38% stake in Reliance Life Insurance
- RLI is **leader** in terms of number of **individual premium policies sold** in the private sector - nearly 1.1 million policies in FY12
- The **total funds under management** as on March 31, 2012 **stood at Rs. 18,767 crore (US\$ 3.7 billion)**
- **The distribution network** stood at **1,230 offices** as on March 31, 2012
- **The number of agents** as on March 31, 2012 were **1,50,590, a YoY planned decline of 20%**, in line with the focus on productivity and performance of agents

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 nearly 8%**, in terms of gross written premium, of the Indian private sector general insurance industry
- The **Gross Written Premium** for the year ended March 31, 2012 was **Rs. 1,713 crore (US\$ 357 million)** as against Rs. **1,655 crore** for the year ended March 31, 2011
- The **Loss for the year was Rs. 342 crore (US\$ 71 million)**, mainly on account of strengthening the third party motor claims reserves
- During the year, **Rs. 443 crore (US\$ 87 million)** was infused into the business. The **total capital invested** in the business, is **Rs. 1,592 crore (US\$ 311 million)**
- At the end of March 31, 2012, the **investment book** stood at **Rs. 2,702 crore (US\$ 528 million), an increase of 26%**
- RGI had a **distribution network of 151 branches** and over **6,500 intermediaries**, as on March 31, 2012

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, Loans for Construction equipment, Car 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 de-emphasise unsecured loans. As on March 31, 2012, nearly **100% of the loan book was secured**, as against **97%** as on March 31, 2011
- The **disbursements** for the year ended March 31, 2012 **were Rs. 7,937 crore (US\$ 1.6 billion)** as against Rs. **8,782** crore for corresponding previous period, **a decline of 10%**
- As on March 31, 2012, the assets under management (including securitized portfolio) was Rs. **15,078 crore (US\$ 2.9 billion)** as against Rs. **13,785** crore as on March 31, 2011 - **increase of 9%**
- The outstanding **loan book** as on March 31, 2012 was at **Rs. 13,239 crore (US\$ 2.6 billion)**, against Rs. **12,290** crore as on March 31, 2011, **an increase of 8%**. This loan book is spread **across 94,202 customers** from top **18** Indian metros
- During the year ended March 31, 2012, RCF **securitised loans of Rs. 1,294 crore (US\$ 253 million)**
- The total income for the year ended March 31, 2012 was **Rs. 1,945 crore (US\$ 406 million)** as against **Rs. 1,374** crore for the corresponding previous period, **an increase of 42%**
- RCF achieved a **profit before tax of Rs. 254 crore (US\$ 53 million)** for the year, as against Rs. **269** crore for the corresponding previous period, **a decrease of 6%**, despite 87% increase in interest costs

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 March 31, 2012, the business had nearly **6,85,000 broking accounts, an increase of 3%**, with an **average daily equities turnover of Rs. 1,282 crore (US\$ 267 million)**
- In **commodity broking**, as on March 31, 2012, the **commodity broking accounts increased by 4%** to over **35,450**, with an **average daily commodities turnover at Rs. 982 crore (US\$ 205 million), an increase of 195%**
- In **wealth management**, the **AUMs** as on March 31, 2012 increased to **Rs. 578 crore (US\$ 113 million), a YoY increase of 152%**
- The business had **revenues of Rs. 360 crore (US\$ 75 million)** for the year ended March 31, 2012, **an increase of 43%**
- **Profit before tax** stood at **Rs. 32 crore (US\$ 7 million)** for the year ended March 31, 2012, **rising by 54%**



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 **6,000 outlets**
- In the **gold coin business**, through its pan India presence, Reliance Money has sold **over 2.2 tons of gold** in FY12, **an increase of 54%**
- Reliance Money, **largest private sector partner for Western Union Money Transfer** handled **over 22 lakh money transfer transactions** during the year, **an increase of 12%**
- The business generated **revenues of Rs. 106 crore (US\$ 22 million)** for the year ended March 31, 2012, as against Rs. **59 crore** for the corresponding previous period, **an increase of 81%**
- **Profit before tax** achieved for the year ended March 31, 2012 was **Rs. 23 crore (US\$ 5 million)**, **an increase of 88%**

Shareholding Pattern as on March 31, 2012:

Category	No. of Shares	Shareholding (%)
Promoters	13,29,82,272	54.14%
Foreign Investors - FIIs, NRIs and others	5,36,10,688	21.83%
Domestic institutions/ Banks / Mutual Funds	1,31,67,909	5.36%
Indian Public	4,58,71,931	18.67%
TOTAL - 1.2 million shareholders	24,56,32,800	100.00%

Background:

Reliance Capital Limited is a part of the Reliance Group and is one of India’s leading private sector financial services companies. It is a constituent of CNX Nifty Junior and MSCI India.

Reliance Group is amongst India’s leading business houses with over 230 million customers. It 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 finance; equities and commodities broking; investment banking; wealth management services; distribution of financial products; exchanges; private equity; asset reconstruction; proprietary investments and other activities in financial services.