

Reliance Capital Limited

**Review report on the results for the quarter ended
December 31, 2012 (un-audited)**

January 29, 2013

Safe Harbor

This report and the discussion that follows may contain “forward looking statements” by Reliance Capital Limited (“RCL”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operation, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the directors and management of RCL about the business, industry and markets in which RCL operates. These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond RCL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of RCL. In particular, such statements should not be regarded as a projection of future performance of RCL. It should be noted that the actual performance or achievements of RCL may vary significantly from such statements.

General Risk

Investment in equity and equity related securities involve a degree of risk and investors should not invest any funds in this Company unless they can afford to take the risk of losing their investment. For taking an investment decision, investors must rely on their own examination of RCL including the risks involved.

Convenience translation

We publish our financial statements in Indian Rupees. All references herein to “Indian Rupees” and “Rs.” are to Indian Rupees and all references herein to “US dollars” and “US\$” are to United States dollars. All translations from Indian Rupees to United States dollars were made (unless otherwise indicated) using the rate of Rs. 54.14 = US\$ 1.00 for Q3 FY13 profit and loss items and the rate of Rs. 54.78 = US\$ 1.00 for balance sheet items as on December 31, 2012. All amounts translated into United States dollars as described above are provided solely for the convenience of the reader, and no representation is made that the Indian Rupees or United States dollar amounts referred to herein could have been or could be converted into United States dollars or Indian Rupees respectively, as the case may be, at any particular rate, the above rates or at all. Any discrepancies in any table between totals and sums of the amounts listed are due to rounding off.

We also use the international convention of presenting financial information in millions or billions of rupees. Note: One million rupees is equal to ten lakh rupees. Ten million rupees is equal to one crore rupees. One billion rupees is equal to one hundred crore rupees.

Table of contents

Section 1 - Reliance Capital at a glance

Section 2 - An overview

Section 3 - Financial and operating highlights

Section 4 - Stock market highlights

SECTION 1
RELIANCE CAPITAL - PERFORMANCE AT A GLANCE

(Rs. Million)

Particulars	2010	2011	2012	Quarter ended December 31, 2012
Reliance Capital Limited (Consolidated)				
Total Revenues	61,406	55,359	66,269	17,158
Profit After Tax	4,345	2,912	4,578	1,008
Net worth	77,125	78,097	116,963	118,191
Total Assets	254,438	319,939	353,436	397,531
Reliance Capital Asset Management (Consolidated)				
Total Revenues	6,817	7,330	6,647	2,276
Profit Before Tax	2,680	2,943	3,076	583
Reliance Life Insurance				
Total Premium (Net)	65,883	65,479	54,702	9,302
Profit Before Tax / (Loss)	(2,838)	(1,293)	3,726	402
Reliance Commercial Finance				
Total Revenues	13,252	13,741	19,450	5,248
Profit Before Tax	1350	2,693	2,537	841
Broking & Distribution businesses				
Total Revenues	2,585	3,109	4,661	988
Profit Before Tax	149	332	554	92
Reliance General Insurance				
Gross Written Premium	19,797	16,838	17,479	5,027
Profit Before Tax / (Loss)	(905)	(3,098)	(3,416)	156

Particulars	Year ended March 31,			Quarter ended December 31, 2012*
	2010 ⁺	2011 ⁺	2012 ⁺	
Reliance Mutual Fund				
Average Asset under Management (Rs. billion)	1,144	1,016	781	906
Reliance Life Insurance				
New business premium	39,208	30,349	18,093	3,391
Reliance General Insurance				
Combined Ratio (%)	116%	140%	145%	112%
Reliance Commercial Finance				
Loan book size	91,658	122,900	132,386	137,644
Broking				
Broking Accounts (Nos.)	640,000	663,900	684,900	709,000

⁺ All the financial highlights given are based on consolidated audited results

^{*} Financial highlights are based on un-audited consolidated results

SECTION 2

AN OVERVIEW

Introduction:

Reliance Capital is one of India's leading private sector financial services companies and ranks No. 1 among financial services companies, in terms of net worth.

Reliance Capital is a part of the Reliance Group and 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.

Reliance Capital Asset Management

- Reliance Capital Asset Management (RCAM) managed Rs. 1.6 trillion (US\$ 30.4 billion) as on December 31, 2012 across:
 - mutual funds* - Rs. 906.4 billion (US\$ 16.7 billion)
 - pension funds - Rs. 667.5 billion (US\$ 12.3 billion)
 - managed accounts - Rs. 15.9 billion (US\$ 294.1 million) and
 - hedge funds - Rs. 58.1 billion (US\$ 1.1 billion)

** - average assets under management for the quarter ended December 31, 2012*

- RCAM continues to be the largest asset manager in the country
- RCAM's income from its operations for the quarter ended December 31, 2012 was at Rs. 2.3 billion (US\$ 42.0 million) - a YoY increase of 47%
- RCAM's total expenditure from its operations for the quarter ended December 31, 2012 was at Rs. 1.7 billion (US\$ 31.3 million) - a YoY increase of 99%
- Profit before tax for the quarter ended December 31, 2012 was Rs. 582.8 million (US\$ 10.8 million) - a YoY decrease of 17%

- PBT margins declined from 45.2% in Q3 FY12 to 25.6% in Q3 FY13 due to increase in marketing and other expenses
- Highlights for the quarter:
 - Retail debt forms 33% of overall debt AUMs
 - Launched the PMS Yield Maximizer Fund (high revenue fund)
 - Continue to build on retail assets through expanding our distribution base and penetrating emerging markets

Reliance Mutual Fund

- Reliance Mutual Fund (RMF) is amongst the top 2 mutual funds in India in terms of Assets under Management, with a market share of 12%
- The AAUM for the quarter ended December 31, 2012 was at Rs. 906.4 billion (US\$ 16.7 billion) as against Rs. 823.1 billion for the corresponding previous period - a YoY increase of 10%
- Continued focus on the untapped retail opportunity
 - Reliance Mutual Fund had launched an unique retail Gold Savings Fund NFO in February 2011
 - This fund is the largest Gold fund in India
 - The ETF + FoF was Rs. 30.4 billion (US\$ 561.6 million) in AAUM for the quarter ended December 31, 2012 - a YoY growth of 20%
 - RMF had a 25% market share in gold AUMs as on December 31, 2012
- The Systematic Investment Plan (SIP) & Systematic Transfer Plan (STP) investor accounts at the end of the quarter, were approx. 1.4 million
- As on December 31, 2012, there were total of 43 schemes - 21 Equity oriented schemes, 19 debt oriented schemes, 2 exchange traded schemes and 1 fund of funds scheme
- At the end of Q3 FY13, RCAM had a wide distribution network spanning 231 offices across India

Reliance Life Insurance

- Reliance Life Insurance (RLI) offers products that fulfill savings and protection needs of customers. Reliance Life offers 28 products, of which 22 are targeted at individuals and 6 at group business
- Reliance Life Insurance has 16 optional rider offerings to provide comprehensive risk protection to customers. Of these, 13 are for Individual Business Segment and the rest for the Employee Benefits Business Segment
- Reliance Life is committed to emerge as a transnational Life Insurer of global scale and standard and attaining leadership rankings in the industry within the next few years
- RLI is amongst the leading Indian private sector insurers in terms of new business premium with a private sector market share of 4.9%. (Source: November 2012 data, IRDA website)
- Total premium (Net of Reinsurance) for the quarter was Rs. 9.3 billion (US\$ 171.8 million)
- Renewal premium for the quarter was Rs. 6.0 billion (US\$ 110.1 million)
- New business premium for the quarter ended December 31, 2012, was Rs. 3.4 billion (US\$ 62.6 million). Nearly 80% of the new business individual premium was contributed by traditional products
- RLI achieved a profit before tax of Rs. 401.8 million (US\$ 7.4 million), for the quarter ended December 31, 2012 - a YoY increase of 296%. The declared results of Reliance Capital include consolidation of 38% stake of RLI
- During Q3 FY13, net surplus arising from non-participating business amounted to Rs. 867.5 million (US\$ 16.0 million). This surplus has not been included in the Q3 pretax profit
- The total funds under management were at Rs. 193.7 billion (US\$ 3.5 billion) as on December 31, 2012 - a YoY increase of 17%
- The distribution network stood at 1,230 offices across India and the number of agents as on December 31, 2012 were over 109,000

- Achievements and initiatives:
 - Brickworks Ratings reaffirmed the BWR AAA^{efs} rating for Reliance Life Insurance, indicating the highest degree of Enterprise wide Risk Management Capabilities and Financial Strength
 - Launched two new products - Reliance Life e-Term Plan and Reliance Life Insurance Super Endowment Plan
 - Initiated the following programs for increased distribution efficiency and reach:
 - Career Agent model commenced in Tier III and IV cities
 - Face-to-face distribution channel launched in Tier I and II cities. Initiative includes servicing existing customers, fostering better relationships and performing need-based selling through newly recruited agents, primarily female financial consultants
 - Life Plaza offices have been set up in Tier II and III cities to enhance distribution reach and achieve transactions with higher ticket size

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 sector. The focus in this business continues to be on asset backed lending and productive asset creation. In line with this, the Company has been disbursing only secured asset backed loans and has wound down the unsecured loans portfolio
- As on December 31, 2012, nearly 100% of the outstanding book was secured, as against 99% as on December 31, 2011
- The disbursements for the quarter ended December 31, 2012 were Rs. 23.1 billion (US\$ 427.1 million) as against Rs. 19.9 billion for the corresponding previous period - a YoY increase of 16%

- As on December 31, 2012, the assets under management (including securitized portfolio) was Rs. 159.5 billion (US\$ 2.9 billion) as against Rs. 152.9 billion as on December 31, 2011 - a YoY increase of 4%
- As on December 31, 2012, the outstanding loan book was Rs. 137.6 billion (US\$ 2.5 billion) as against Rs. 142.5 billion as on December 31, 2011 - a YoY decrease of 3%. This loan book is spread across over 72,400 customers from top 18 Indian metros
- During the quarter, RCF securitized loans of Rs. 10.0 billion (US\$ 184.7 million), as against Rs. 1.4 billion in the corresponding previous period - a YoY increase of 612%
- Total income stood at Rs. 5.2 billion (US\$ 96.9 million) in Q3 FY13 as against Rs. 5.0 billion in the corresponding previous period - a YoY increase of 5%
- The Net Interest Income for the quarter ended December 31, 2012 was Rs. 1.4 billion (US\$ 26.4 million) as against Rs. 1.2 billion in the corresponding previous period - a YoY increase of 15%
- RCF achieved a profit before tax of Rs. 840.5 million (US\$ 15.5 million) - a YoY increase of 29%, driven by higher yields and improved cost efficiencies

Broking business

- Reliance Capital's broking business consists of Reliance Securities, one of the leading retail broking houses in India, that provides customers with access to equities, equity options and commodities futures, wealth management, portfolio management services, mutual funds, IPOs and investment banking, and Quant Capital, which caters to wholesale client segment of the capital markets, including foreign and domestic institutions, corporations and ultra high net worth individuals
- The focus is on the key business verticals of broking, wealth management and investment banking
- Equity Broking:
 - It has over 709,000 retail broking accounts as on December 31, 2012 - a YoY increase of 4%
 - Daily average stock exchange turnover stood at Rs. 22.8 billion (US\$ 421.9 million) - a YoY decrease of 7%

- Wealth Management:
 - In wealth management, client needs are assessed to create customized financial investment opportunities. Customized individual portfolios are based on their diverse investment needs and risk profiles
 - The AUM as on December 31, 2012 has increased to Rs. 7.7 billion (US\$ 140.3 million) from Rs. 4.8 billion as on December 31, 2011 - an increase of 59%
- Investment Banking:
 - In investment banking, the capital requirements of enterprises are addressed through various instruments - IPOs, private placements, M&A etc.
- Commodity Broking:
 - It has over 38,600 commodity broking accounts as on December 31, 2012
 - The average daily commodities broking turnover was Rs. 8.3 billion (US\$ 152.7 million)
- Revenues of the broking business stood at Rs. 631.5 million (US\$ 11.7 million) for the quarter ended December 31, 2012 - a YoY decrease of 8%
- The business achieved a profit before tax of Rs. 96.0 million (US\$ 1.8 million) for the quarter ended December 31, 2012 - a YoY increase of 65% driven by improved cost efficiencies
- Achievements and initiatives:
 - Launched MyGold Plan, in association with World Gold Council
 - 'Launched 'Reliance Pure Gold' promotion campaign in over 1,200 India Post outlets

Distribution business - 'Reliance Money'

- 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, life and general insurance products, money transfer, currency exchange, loans, gold coins and premium products

- As on December 31, 2012, Reliance Money had a pan India distribution network of over 6,500 outlets
- Reliance Money is manufacturer agnostic and distributes mutual funds, life & general insurance products, loans and precious metal retailing
 - Reliance Money sold over 550 kgs. of gold in the quarter ended December 31, 2012
 - Reliance Money remains as the largest private sector partner for Western Union Money Transfer in India - nearly 600,000 money transfer transactions handled during the quarter
- Reliance Money achieved revenues of Rs. 356.5 million (US\$ 6.6 million) for the quarter ended December 31, 2012 - a YoY increase of 6%
- The business had a loss of Rs. 3.9 million (US\$ 0.1 million) for the quarter ended December 31, 2012

Reliance General Insurance

- Reliance General Insurance (RGI) offers insurance solutions for auto, health, home, property, travel, marine, commercial and other specialty products
- RGI is the amongst the leading private sector general insurance players in India with a private sector market share of 7.1%
- Gross Written Premium for the quarter ended December 31, 2012 was Rs. 5.0 billion (US\$ 92.9 million) as against Rs. 4.2 billion for the corresponding previous period - a YoY increase of 21%
- Number of policies sold in the quarter rose by 15% to 7.4 lakhs
- The combined ratio (including 3rd party motor pool) was 112% as against 130% for the corresponding previous period
- The profit was at Rs. 156.0 million (US\$ 2.9 million) for the quarter ended December 31, 2012 as against a loss of Rs. 344.1 million in the corresponding previous period
- The focus at RGI is on writing profitable business and improving the combined ratio. In line with this, the company is optimizing its product portfolio mix and is increasing

its commercial lines of business. During the quarter, RGI realized a gross written premium of Rs. 878.7 million (US\$ 16.2 million) from commercial lines of business

- The total capital invested continues at Rs. 17.5 billion (US\$ 318.9 million)
- The distribution network composed of 126 branches and over 9,900 intermediaries as on December 31, 2012

Reliance ExchangeNext Ltd.

- Reliance ExchangeNext Limited (R Next), is an initiative of Reliance Capital in the exchange space to set up modern exchanges, in various segments
- R Next has a 26% stake in Indian Commodity Exchange Ltd. (ICEX), as an anchor investor, a screen based online derivative exchange for commodities
 - ICEX offers a comprehensive range of integrated products. ICEX will enable physical delivery to its members while RSX members can hedge their positions, creating immense benefit for the members of both exchanges and upgrade the existing ecosystem

Quant Capital

- Quant Capital focuses on the wholesale client segment of the capital markets which includes foreign and domestic institutions, corporations and ultra high net worth individuals. Apart from traditional fundamental research, it also combines quantitative and behavioral research to forecast trends and inflection points for global currencies, commodities, and equities
- Quant has been extensively featured in the Asia Money polls 2011. In the Overall Prime Broking Services category across Asia, Quant is the only Indian firm to have been featured in the list. In the Overall Hedge Fund Services category across Asia, Quant is only one of two Indian firms that have qualified in the top 30 list

Reliance Equity Advisors (India) Limited (REAL)

- Reliance Equity Advisors was formed in 2008-09 with the aim of bringing third party investments into sunrise industries offering rapid growth opportunities in India. Reliance Equity Advisors manages the Reliance Alternative Investments Fund - Private Equity Scheme I, a private equity fund raised in 2009-10 which makes late stage investments in mid-sized Indian companies

- The fund has three key themes: consumption demand, infrastructure allied and skilled human capital, and has thus far made six investments in diverse companies in sectors like education, infrastructure materials, FMCG, consumer durables, and others. The Fund has deployed ~75% thus far, and continues to look for and evaluate opportunities in sectors that fit within its investment thesis. The fund continues to have an attractive deal pipeline and is evaluating companies in healthcare, IT and other consumption led industries
- All the Fund's existing investments have performed up to expectations, and the fund continues to be closely involved in working and monitoring the growth of the investee companies

Reliance Asset Reconstruction

- Reliance Asset Reconstruction Ltd. (Reliance ARC) is in the business of acquisition, management and resolution of distressed debt / assets
- The assets under management as on December 31, 2012 were Rs. 606.8 million (US\$ 11.1 million). The company's own investment in NPAs declined from Rs. 162.1 million as on September 30, 2012 to Rs. 140.1 million (US\$ 2.6 million) as on December 31, 2012

Reliance Venture Asset Management (RVAM)

- Reliance Venture Asset Management, wholly owned subsidiary of Reliance Capital, is the venture capital arm of the Reliance Group with an investment mandate to incubate or invest into high-growth, new business ideas and is stage, sector and geography agnostic
- RVAM currently manages assets of Rs. 2.0 billion (US\$ 36.2 million) as on December 31, 2012

SECTION 3

FINANCIAL AND OPERATING HIGHLIGHTS

Key Highlights for the quarter ended December 31, 2012

- Total income of Rs. 17.2 billion (US\$ 316.9 million) against Rs. 16.0 billion in the corresponding previous period - an increase of 7%, driven by increase in topline of General Insurance, Commercial Finance and Reliance Capital Asset Management
- Net profit of Rs. 1.0 billion (US\$ 18.6 million) - a growth of 68% as compared to the corresponding previous period
- Net debt to equity improved by 27% to 1.65 as on December 31, 2012, as compared to 2.27 at the end of Q3 FY12

Summary of Consolidated Financial Statements

(Rs. Million)

	Q3 FY13	Q3 FY12	Q2 FY13	FY12
Total income	17,158	15,998	24,373	66,269
Staff costs	1,334	1,337	1,673	5,478
Other expenditure	4,118	2,913	6,657	12,380
Reinsurance premium ceded	1,216	1,842	1,219	7,515
Claims incurred	2,977	2,853	3,454	12,659
Interest & financial charges	5,956	5,895	5,802	22,501
Depreciation	142	133	137	544
Profit before tax	1,413	1,033	5,428	5,192
Net Profit after Minority Interest & share of profit of associates	1,008	602	4,005	4,578
Diluted EPS (Rs.)	4.10	2.45	16.27	18.64

Total income:

RCL's consolidated income from operations for the quarter ended December 31, 2012 was Rs. 17.2 billion (US\$ 316.9 million) against Rs. 16.0 billion in the corresponding previous period - an increase of 7%, driven by increase in topline of General Insurance, Commercial Finance and Reliance Capital Asset Management.

Operating expenses:

Staff costs for the quarter ended December 31, 2012 were Rs. 1.3 billion (US\$ 24.6 million) as against Rs. 1.3 billion in the corresponding previous period.

Selling, general & administrative expenses for the quarter ended December 31, 2012 were Rs. 4.1 billion (US\$ 76.1 million) as against Rs. 2.9 billion in the corresponding previous period - an increase of 41%.

Finance cost and Net profit from operations:

Interest & finance charges for the quarter were Rs. 6.0 billion (US \$ 110.0 million) - a marginal increase of 1% as against the corresponding previous period.

Depreciation for the quarter was Rs. 141.8 million (US\$ 2.6 million) - an increase of 7% as against the corresponding previous period.

Profit after tax, minority interest and share of profit of associates for the quarter ended December 31, 2012 was Rs. 1.0 billion (US\$ 18.6 million) - an increase of 68% as against the corresponding previous period.

Balance sheet

As on December 31, 2012, the company had total assets of Rs. 397.5 billion (US\$ 7.3 billion) - an increase of 26%. The company had a net worth of Rs. 118.2 billion (US\$ 2.2 billion). This resulted in net debt to equity ratio of 1.65, as against 2.27 as on December 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.

BUSINESS WISE PERFORMANCE

RELIANCE CAPITAL ASSET MANAGEMENT

FINANCIAL PERFORMANCE

	(Rs. Million)			
	Q3 FY13	Q3 FY12	Q2 FY13	FY12
Total Income	2,276	1,550	1,602	6,647
Total Expenses	1,693	849	1,025	3,571
Profit before tax	583	700	576	3,076

Discussion of financial performance

- RCAM's income from its operations for the quarter ended December 31, 2012 was at Rs. 2.3 billion (US\$ 42.0 million) - a YoY increase of 47%
- RCAM's total expenditure from its operations for the quarter ended December 31, 2012 was at Rs. 1.7 billion (US\$ 31.3 million) - a YoY increase of 99%
- Profit before tax for the quarter ended December 31, 2012 was Rs. 582.8 million (US\$ 10.8 million) - a YoY decrease of 17%

RELIANCE LIFE INSURANCE

- *Amongst leading private sector life insurers in India with private sector market share of 4.9% in terms of new business premium*

FINANCIAL PERFORMANCE

(Rs. Million)

	Q3 FY13	Q3 FY12	Q2 FY13	FY12
First year premium	2,860	3,125	2,871	14,364
Single premium	531	851	343	3,729
Total new business premium	3,391	3,976	3,214	18,093
Renewal premium	5,963	7,804	6,926	36,883
Total premium (Net of Reinsurance)	9,302	11,732	10,030	54,702
Profit before tax	402	101	309	3,726*
Operating Costs (excl. commission)	2,897	3,186	2,920	12,935
Total Funds under management	193,659	165,549	194,172	187,666
Capital infused	-	3,000	-	3,000

* Including policyholder's surplus transferred to shareholders' account

	Q3 FY13	Q3 FY12	Q2 FY13	FY12
No. of offices	1,230	1,252	1,230	1,230
No. of agents	109,055	153,467	115,947	150,590

- Total premium (net of reinsurance) in Q3 FY13 was Rs. 9.3 billion (US\$ 171.8 million)
- Renewal premium for the quarter was Rs. 6.0 billion (US\$ 110.1 million)
- New Business Premium Income was Rs. 3.4 billion (US\$ 62.6 million) for the quarter. Nearly 80% of new individual business premium was contributed by traditional products
- RLI achieved a profit before tax of Rs. 401.8 million (US\$ 7.4 million) for the quarter ended December 31, 2012, a YoY increase of 296%.
- During the quarter, net surplus arising from non-participating business amounted to Rs. 867.5 million (US\$ 16.0 million). The Q3 profit before tax figures does not include this surplus

- Operating costs (excluding commission) were at Rs. 2.9 billion (US\$ 53.5 million) for the quarter ended December 31, 2012 - a YoY decline of 9%. This is in line with the focus to achieve leaner cost structure
- The total funds under management were at Rs. 193.7 billion (US\$ 3.5 billion) as on December 31, 2012 - a YoY increase of 17%
- The distribution network stood at 1,230 offices at the end of Q3 FY13
- The number of agents as on December 31, 2012 were at 109,055 as against 153,467 agents as on December 31, 2011

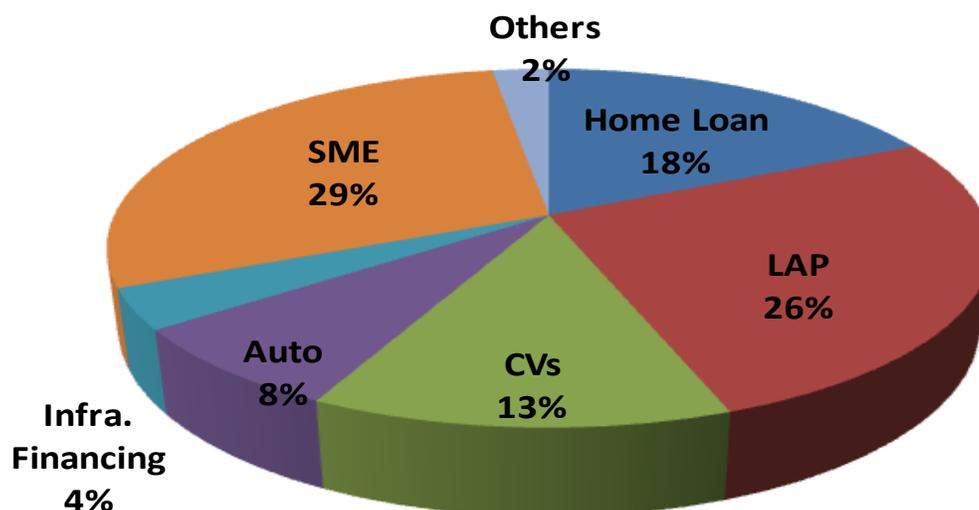
RELIANCE COMMERCIAL FINANCE

Discussion of financial performance

- Reliance Commercial Finance disbursed Rs. 23.1 billion (US\$ 427.1 million) of secured loans during the quarter, as against Rs. 19.9 billion for the corresponding previous period - a YoY increase of 16%
- As on December 31, 2012, the assets under management (including securitized portfolio) was Rs. 159.5 billion (US\$ 2.9 billion) as against Rs. 152.9 billion as on December 31, 2011 - a YoY increase of 4%
- As on December 31, 2012 the outstanding loan book was Rs. 137.6 billion (US\$ 2.5 billion) as against Rs. 142.5 billion as on December 31, 2011 - a YoY decrease of 3%. This loan book is spread across over 72,400 customers from top 18 Indian metros
- As on December 31, 2012, nearly 100% of the outstanding book was secured, as against 99% as on December 31, 2011
- Personal loans proportion brought down to miniscule 0.1% of the outstanding loan book at the end of the quarter as against 0.4% at the end of the corresponding previous period

LOAN BOOK MIX - as on December 31, 2012

Outstanding Loan book - Rs. 137.6 billion



FINANCIAL PERFORMANCE
(Rs. Million)

	Q3 FY13	Q3 FY12	Q2 FY13	FY12
Disbursements	23,124	19,916	22,823	79,373
Net Interest Income	1,432	1,242	1,376	5,104
Total Income	5,248	4,992	5,342	19,450
Interest expenses	3,553	3,491	3,465	12,801
Other expenses	716	764	875	3,150
Provisions	139	86	286	963
Profit before tax	841	651	715	2,537

- Total income stood at Rs. 5.2 billion (US\$ 96.9 million) for the quarter as against Rs. 5.0 billion for the corresponding previous period - a YoY increase of 5%
- The Net Interest Income for the quarter ended December 31, 2012 was Rs. 1.4 billion (US\$ 26.4 million) as against Rs. 1.2 billion for the corresponding previous period - a YoY increase of 15%
- The profit before tax for the quarter ended December 31, 2012 was Rs. 840.5 million (US\$ 15.5 million) as against Rs. 651.3 million for the corresponding previous period - a YoY increase of 29% driven by higher yields and improved cost efficiencies
- The cost to income ratio for the quarter improved to 13.6% as against 15.3% for Q3 FY12
- Average NIMs for the quarter ended December 31, 2012, rose to 4.2% as against 4.0% for the corresponding previous period
- Gross NPLs were 1.9% of outstanding AUMs at Rs. 3.1 billion (US\$ 56.6 million) as against 1.4% at Rs. 2.1 billion as on December 31, 2011
- The coverage ratio (including write-offs) stood at 66% as on December 31, 2012. Excluding write-offs, the ratio was at 28%

BROKING BUSINESSES

FINANCIAL PERFORMANCE

(Rs. Million)

	Q3 FY13	Q3 FY12	Q2 FY13	FY12
Total Income	631	690	648	2,749
Total Expenditure	536	632	549	2,430
Profit before tax	96	58	99	320

Discussion of financial performance

- The total income stood at Rs. 631.5 million (US\$ 11.7 million) for the quarter ended December 31, 2012 - a YoY decrease of 8%
- The business achieved a profit before tax of Rs. 96.0 million (US\$ 1.8 million) for the quarter ended December 31, 2012 - a YoY increase of 65% driven by improved cost efficiencies

DISTRIBUTION BUSINESS - 'RELIANCE MONEY'

FINANCIAL PERFORMANCE

(Rs. Million)

	Q3 FY13	Q3 FY12	Q2 FY13	FY12
Total Income	356	337	281	1,060
Total Expenditure	360	252	288	826
Profit before tax	(4)	84	(7)	234

Discussion of financial performance

- Total income stood at Rs. 356.5 million (US\$ 6.6 million) for the quarter ended December 31, 2012 as against Rs. 336.5 million for the corresponding previous period - a YoY increase of 6%
- The business had a loss of Rs. 3.9 million (US\$ 0.1 million) for the quarter ended December 31, 2012 as against a profit of Rs. 84.3 million for the corresponding previous period

RELIANCE GENERAL INSURANCE

- *Amongst leading private sector general insurers in India with private sector market share of 7.1%*

FINANCIAL PERFORMANCE

(Rs. Million)

	Q3 FY13	Q3 FY12	Q2 FY13	FY12
Gross Written Premium	5,027	4,163	4,898	17,479
Profit before Tax/ (Loss)	156	(344)	(1,053)	(3,416)
Combined ratio with pool	112%	130%	140%	145%
Capital infusion	-	560	1,550	4,430
Investment book	32,550	23,807	31,064	27,021
No. of policies issued (millions)	0.7	0.6	0.7	2.6
No. of branches	126	152	131	151
No. of intermediaries	9,902	5,818	8,740	6,569

SEGMENT WISE BREAK UP

- Premium contribution

Particulars	Q3 FY13	Q3 FY12	Q2 FY13
Motor	65%	64%	68%
Health	16%	12%	11%
Fire & Engineering	12%	15%	13%
Marine	1%	2%	1%
Others	6%	7%	7%
Total	100%	100%	100%

Discussion of financial performance

- Gross Written Premium for the quarter ended December 31, 2012 was Rs. 5.0 billion (US\$ 92.9 million) - a YoY growth of 21%
- Number of policies sold in the quarter rose by 15% to 7.4 lakhs
- The combined ratio (including third party motor pool) was 112% in the quarter, as against 130% for Q3 FY12
- The profit was at Rs. 156.0 million (US\$ 2.9 million) for the quarter ended December 31, 2012 as against a loss of Rs. 344.1 million in the corresponding previous period
- The focus at RGI is on writing profitable business and improving the combined ratio. In line with this, the Company is optimizing its product portfolio mix and is increasing its commercial lines of business. During the quarter, RGI realized a gross written premium of Rs. 878.7 million (US\$ 16.2 million) from commercial lines of business
- The total capital invested is Rs. 17.5 billion (US\$ 318.9 million)
- The distribution network composed of 126 branches and over 9,900 intermediaries as on December 31, 2012

SECTION 4

STOCK MARKET HIGHLIGHTS

General information

Shareholding and Financial data as on December 31, 2012	
Code/ Exchange	500111 / BSE RELCAPITAL / NSE
Bloomberg/ Reuters	RCAPT.IN
No of share outstanding (December 31, 2012)	245,632,800
Closing market price (Rs.) (December 31, 2012)	479.80
Combined volume (NSE & BSE) (for the quarter) (No. in million / day)	4.5
Combined value (NSE & BSE) (for the quarter) (Rs. billion / day)	2.0
F & O volume (NSE - for the quarter) (No. in million / day)	25.9
F & O value (NSE - for the quarter) (Rs. in billion / day)	5.9
Stock Beta (for quarter ended December 31, 2012)	1.74
Market capitalization as on December 31, 2012 (Rs. billion)	117.9
Market capitalization as on December 31, 2012 (US\$ billion)	2.2
Book value per equity share (Rs.)	481.2

Summarized shareholding pattern as of December 31, 2012

Category	No. of shares	Shareholding
Promoters	132,982,272	54.1%
Foreign investors - FIIs, NRIs and others	50,928,632	20.7%
Domestic institutions/ Banks / Mutual funds	16,188,947	6.6%
Indian public	45,532,949	18.5%
Total	245,632,800	100.0%