

✿ EXPLORING A WORLD OF OPPORTUNITIES ✿





## Exploring a World of Opportunities

When the financial world was going through uncertainty and when almost all were hamstrung by skepticism, Religare fuelled by its ambition to build a global financial services organization remained diligently focused. We not just rapidly consolidated our leadership position in India but also explored multiple opportunities globally.

Through the year, we have consistently taken affirmative action and steps to deliver superlative value to our stakeholders. Based on the foundation of our excellent track record, strong and empowered best of breed management teams driven by a spirited and innovative approach we marched ahead and ventured into newer and exciting realms, both organically and inorganically.

We are thankful to you for the trust you have placed in us, all along driving us to set bigger benchmarks and achieve greater heights.



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## ✿ Message from the Chairman and Managing Director

Dear Shareholders,

Fiscal year 2010 was an extremely challenging one – the global economic downturn continued to linger in the early part of the year and the subsequent recovery has remained tentative and fragile. Yet, Religare has emerged stronger than before and has made significant progress in building its position in both domestic and international markets.

In the Indian market, Religare has grown into a leading financial services brand with a presence across the financial services spectrum. We have diversified our customer base as also our income streams and this diversification, backed by solid execution, has helped create a resilient business model that withstood the challenges of the fiscal year gone by. Given the diversity of our product mix, a truly pan-India reach and the investments we have made in our infrastructure, we are well-placed to exploit the opportunities that will present themselves as India continues on its growth path.

The increasing inter-dependence amongst various economies of the world and the growing importance of emerging markets as drivers of global growth made us realise early on in the Religare journey that there existed a significant opportunity to build an investment bank combining a global vision with the knowledge and agility of a local player. We also foresaw a real step-up in cross-border investment flows, between emerging and developed markets. To capture these opportunities, we decided to go beyond the Indian boundaries and create the first true pan-Emerging Markets Investment Bank and a Global Multi-Boutique Asset Management platform. In the last year, we have made significant strides in making this vision a reality and have put in place, the key building blocks to execute this vision. We believe that this strategy will pay rich dividends and establish Religare as a globally respected financial services brand.

At the heart of Religare's capabilities is an outstanding team of professionals, robust processes and cutting-edge technology and infrastructure. All of these have ceaselessly contributed to our vision and we continue investing in them to build capabilities for the future. All our actions continue to be underpinned by our core values of transparency and diligence.

Thank you for reposing your trust in your company's management team and employees. We are excited about the next phase of our growth and remain individually and collectively committed to delivering value to all our stakeholders.



With Best Wishes,  
Sunil Godhwani  
Chairman and MD





## Message from the Group Chief Executive Officer

Dear Shareholders,

The year 2009-10 was one of all-round growth for Religare despite the headwinds from the global economic downturn. These challenges brought with them opportunities and we left no stone unturned in pursuing them.

In India, we have emerged as one of the leading retail financial services networks. During the year, we added 239 new locations in 54 towns and cities, giving us a presence in 2,092 locations in 557 towns and cities across the length and breadth of the country. We continue to add innovative products and services to our offerings, ensuring that we cater to the evolving demands of our customers. The Religare brand has become more visible as we continue our brand-building exercise and reach out to an ever larger number of people.

In the equity broking business, we clocked average daily volume in excess of Rs. 34.2 bn., a growth of 56% year-on-year. Our client base increased 22% during the year to cross 687,000 and we remain a leading player in the market. Similarly, in commodities broking, volumes grew 48% during the year with a 91% increase in the client base, resulting in further consolidation of our position in the market. We scaled up the lending business significantly – the Asset Financing book grew four-fold to reach Rs. 17.7 bn. and the Equity Financing (Loan Against Shares) book grew 78% during the year – all of which was done maintaining the quality of the portfolio at all times. The average Assets Under Management with Religare Mutual Fund for the month of March 2010 stood at Rs. 129.45 bn., 115% higher than the earlier year. Consequently, Religare Mutual Fund was ranked at no. 14 in India in terms of AUM out of a total of 38 players. This position has been achieved in a short span of less than one-and-a-half years. In summary, all the major businesses have seen significant growth and strengthening of their competitive position in the market.

Globally, the challenges and discontinuities in the developed economies presented Religare with the opportunity to accelerate the process of building the first truly pan-Emerging Markets Investment Bank from India. Across our key markets, we have hired exceptional talent and accelerated the build out of our execution infrastructure. During the year, we announced the acquisition of a controlling stake in Northgate Capital, a Private Equity and Venture Capital Fund-of-Funds, with approximately USD 3 billion of assets under management, furthering the vision of building a Global Multi-Boutique Asset Management platform.

On a consolidated basis, we clocked revenues of Rs. 16.8 bn., reflecting year-on-year growth of 40%. We reported EBITDA of Rs. 5.5 bn, and a net profit of Rs. 969 m. In the pages that follow, you will find our financial statements and a detailed analysis of the factors that contributed to the results.

During the year, we concluded our rights issue, raising a total of Rs. 18.1 bn. This infusion of capital has ensured that we are well funded to meet our near-term growth ambitions. We also paid a dividend of Rs. 2 per equity share, reflecting our philosophy of sharing our success with our shareholders.

Your company's management team is poised to take the organisation to new heights. We look forward to your continued trust and support.



With Best Wishes,  
Shachindra Nath  
Group CEO

# 360 Degree Financial Services Conglomerate

## FY 2002

We started as a broking company to create a strong hold in retail market. Emphasis at this stage was on establishing infrastructure & reach.

Institutional Broking

Depository Services

Retail Broking

## FY 2006

We changed our name to Religare Enterprises Pvt. Ltd. in 2006, & with our reach firmly established, started adding lines of businesses such as lending, PMS services. In 2007, we formed our first JV with Aegon for Life Insurance. We also came out with an award winning IPO in 2007, winning "Best New Listing" in the same year, from Outlook Money.

PMS

Lending Business

Institutional Broking

Depository Services

Retail Broking

## FY 2010

In a short span of time pursuant to entrenchment of our core business we have now expanded to become a diversified financial services company with a pan India and global presence. We offer a comprehensive suite of customer-focused financial products and services across the retail, institutional and high net worth spectrum. Diversified product portfolio with individually focused management team help create optimum balance and results. Religare is well poised to now take this growth to a global level.

Insurance Manufacturing

Global Asset Management

Private Equity

Investment Banking

Domestic Asset Management

Wealth Management

Insurance Broking

Online Trading

Distribution Business

PMS

Lending Business

Institutional Broking

Depository Services

Retail Broking



Key Financials FY08-FY10



## Our Ethos and Philosophy

### Our Vision

To be a leading global financial services player from the emerging markets, driven by innovation focused on delivering exceptional value to stakeholders

### Our Identity

Religare is a Latin word that translates as 'to bind together'. This reflects the integrated nature of the financial services the company offers. The name is paired with the symbol of a four-leaf clover, a rare mutation of the common three-leaf clover. 'Hope - Trust - Care - Good Fortune', are all elements that perfectly combine the emblematic and rare, four-leaf clover to visually symbolize the values that bind together and form the core of the Religare vision.



### Clover Philosophy

The Religare name is paired with the symbol of a four-leaf clover. Traditionally, it is considered good fortune to find a four-leaf clover as there is only one four-leaf clover for every 10,000 three-leaf clovers found.

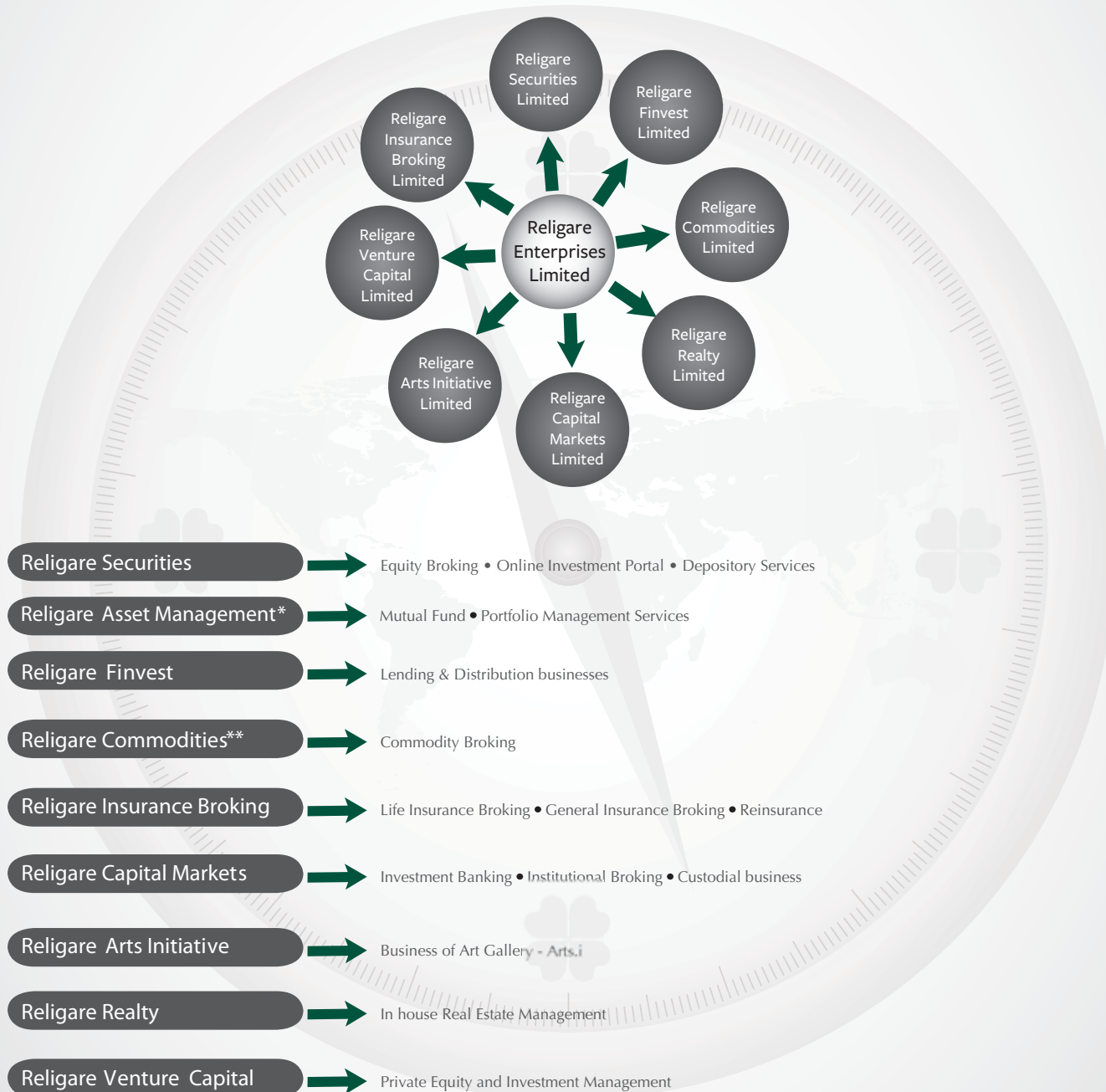
For us, each leaf of the clover has a special meaning. It is a symbol of Hope. Trust. Care. Good Fortune.

For the world, it is the symbol of Religare.



## ✿ Religare Enterprises Limited: Major Subsidiaries

Structurally, our businesses are operated through various subsidiaries and joint ventures.



\*structured as a wholly owned subsidiary of Religare Securities Limited - Religare Asset Management Company Limited

\*\*W.e.f May 31, 2010 Religare Commodities Limited has become a wholly owned subsidiary of Religare Securities Limited.





## Key Performance Highlights

### BROKING

#### EQUITY

- Revenue of Rs. 4,027 mn
- Market share of 3.74%
- Over 685,000 Clients
- Average number of trades exceeding 519, 200 per day (for the month of March 2010)

#### COMMODITY

- Revenue of Rs. 581 mn
- Total turnover of Rs. 3493 bn in FY 10
- Present in over 600 locations across India, in addition to over 80 Mandi (rural locations) locations
- Over 107, 000 Clients

### LENDING

#### CAPITAL MARKETS FINANCE

- Revenue of Rs.1,214 mn
- Book size of Rs. 10.15 bn as at 31st March 2010
- Nearly 2,100 Clients

#### ASSET FINANCE

- Revenue of Rs. 1,749 mn
- Loan book of Rs. 17.66 bn as at 31st March 2010
- Over 10,700 clients



## ASSET MANAGEMENT

- AUM of Rs.129.45 bn.\*
- Over 230,000 investor folios
- Nearly 14,000 empanelled distributors
- Present in 58 locations across 55 cities in India

## DISTRIBUTION

### INSURANCE BROKING

- Revenues of Rs. 191 mn
- Presence in the Life and Non-Life segments
- Alliances with many leading Insurance providers

### MUTUAL FUND

- Revenues of Rs. 89 mn