



RELIGARE ENTERPRISES LIMITED

ANNUAL REPORT 2017-18



Religare is a Latin word that means ‘to bind together’

We chose this name to reflect the integrated nature of our services. Our 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.



Each leaf of the Religare clover has a special meaning. It is a symbol of Hope, Trust, Care and Good Fortune.



The first leaf of the clover represents **HOPE**

The aspirations to succeed. The dream of becoming. Of new possibilities. It is the beginning of every step and the foundation on which a person reaches for the stars.



The second leaf of the clover represents **TRUST**

The ability to place one's own faith in another. To have a relationship as partners in a team. To accomplish a given goal with the balance that brings satisfaction to **all**, not in the binding, but in the bond that is built.



The third leaf of the clover represents **CARE**

The secret ingredient that is the cement in every relationship. The truth of feeling that underlines sincerity and the triumph of diligence in every aspect. From it springs true warmth of service and the ability to adapt to evolving environments with consideration to **all**.



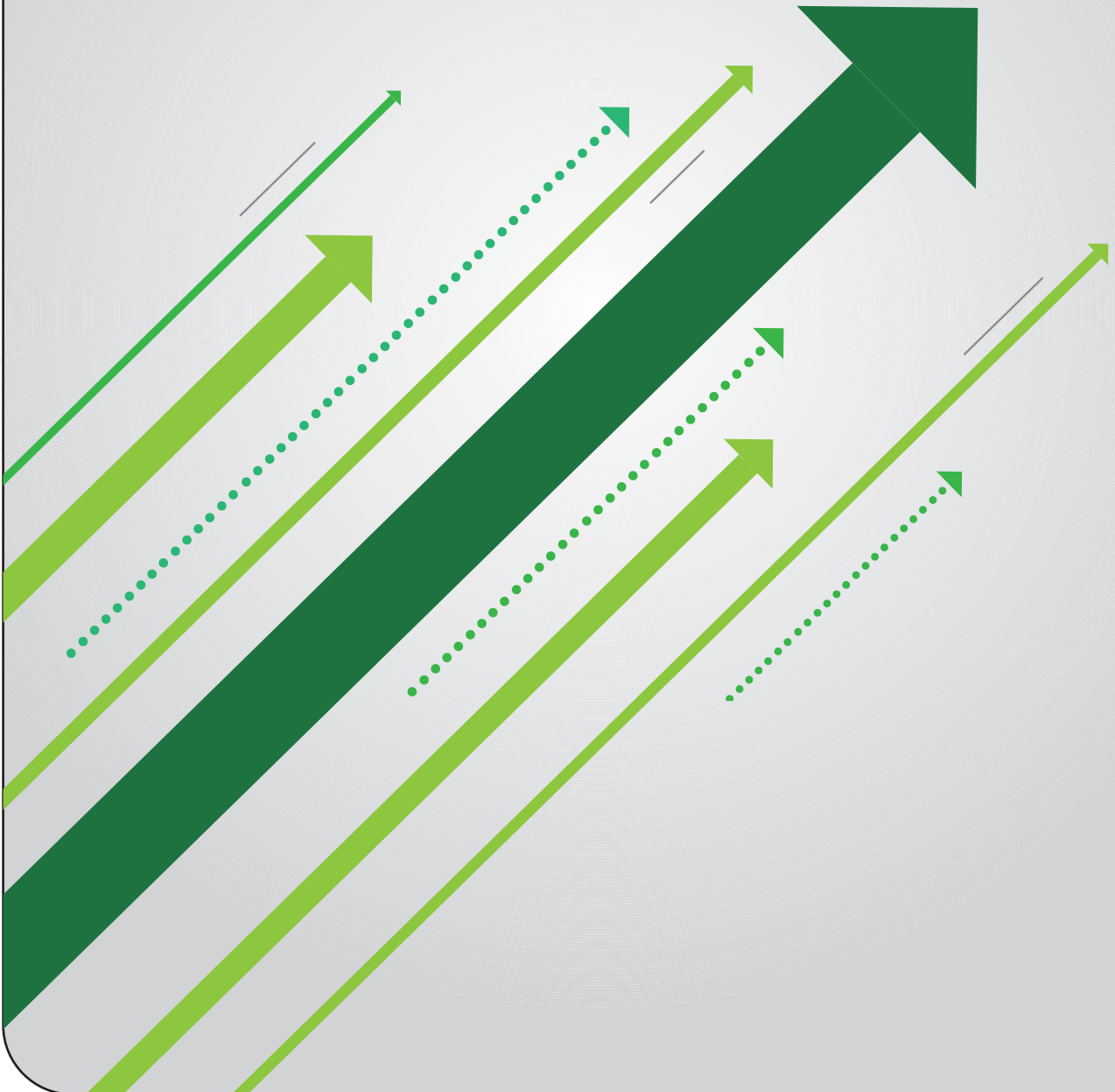
The fourth and final leaf of the clover represents **GOOD FORTUNE**

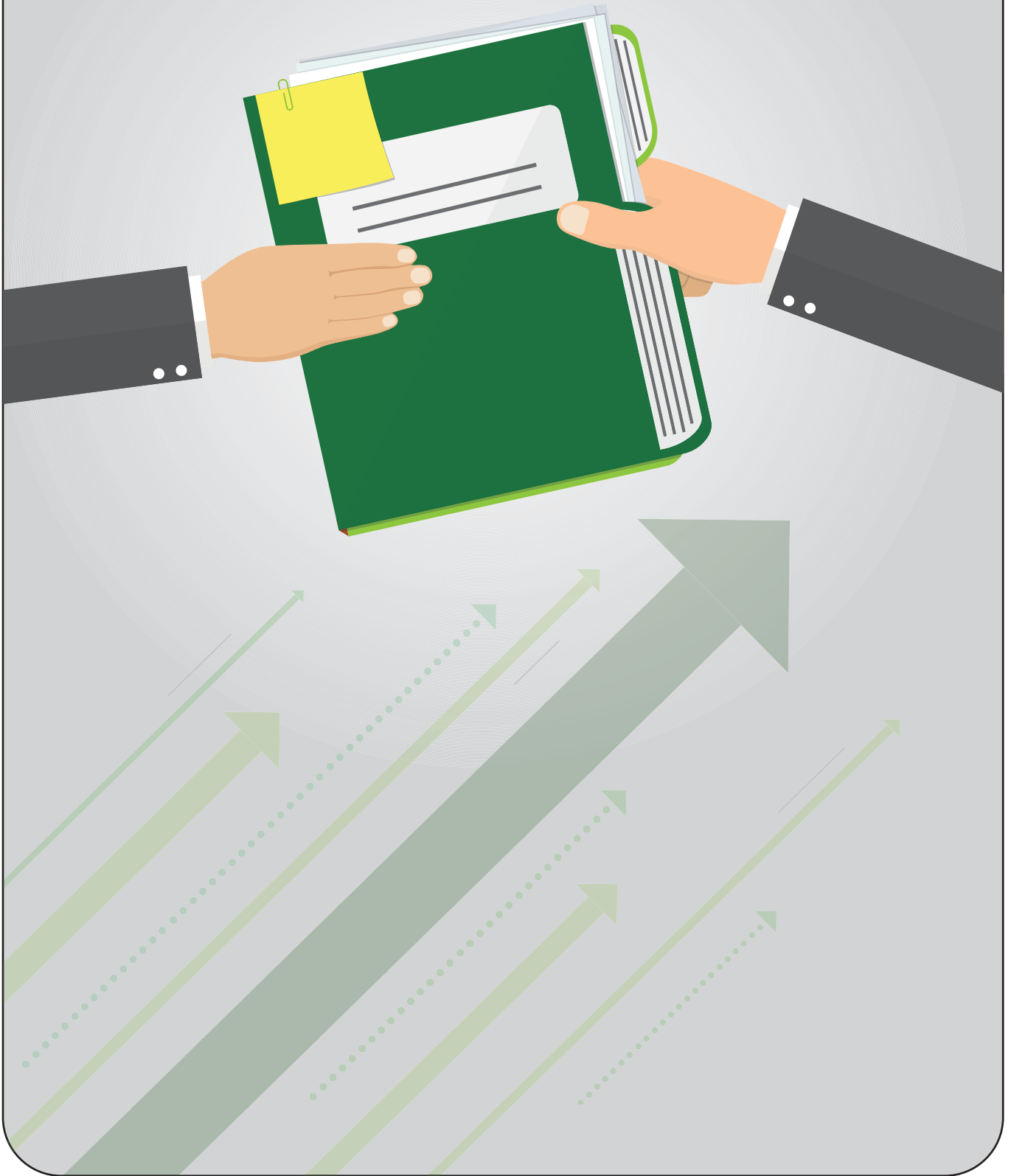
Signifying that rare ability to meld opportunity and planning with circumstance to generate those often looked for remunerative moments of success.



• Company Information	2-5
• Our Businesses	
Lending	8
Health Insurance	9
Retail Broking	9
• Board of Directors	10-13
• Awards and Recognitions	14-17
• Financial Declaration	
Directors' Report	20-44
Business Responsibility Report	45-50
Management Discussion and Analysis	51-62
Report on Corporate Governance	63-91
• Consolidated Financials	
Auditors' Report	94-100
Balance Sheet	101
Profit and Loss Account	102
Cash Flow Statement	103-104
Schedules forming part of the Balance Sheet and Profit & Loss Account	105-189
• Standalone Financials	
Auditors' Report	192-198
Balance Sheet	199
Profit and Loss Account	200
Cash Flow Statement	201-202
Schedules forming part of the Balance Sheet and Profit & Loss Account	203-251

COMPANY INFORMATION







Noida Corporate Office

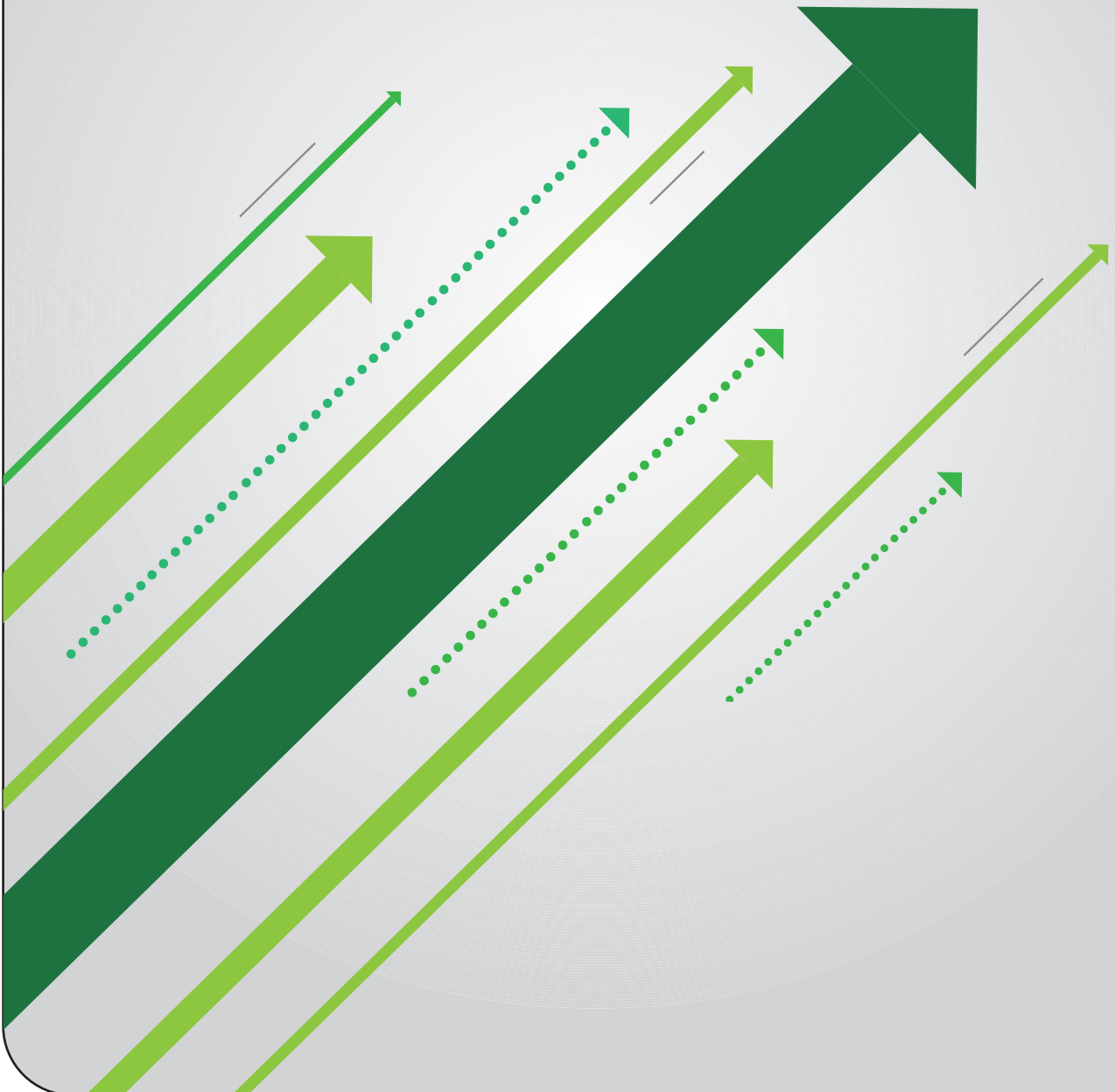


Gurugram Office Reception Area



BOARD OF DIRECTORS	: Mr. Vikram Talwar (Independent Director) Mr. Malay Kumar Sinha (Independent Director) Mr. Sushil Chandra Tripathi (Independent Director) Mrs. Vijayalakshmi Rajaram Iyer (Independent Director) Mrs. Sabina Vaisoha (Independent Director) Mr. Krishnan Subramanian (Whole-Time Director)
COMPANY SECRETARY	: Mrs. Reena Jayara
REGISTERED OFFICE	: 2 nd Floor, Rajlok Building, 24, Nehru Place, New Delhi – 110 019
CIN	: L74899DL1984PLC146935
Phone	: +91– 11– 4627 2400
E-mail	: investorservices@religare.com
Website	: www.religare.com
BANKERS TO THE COMPANY	: HDFC Bank Limited Axis Bank Limited Standard Chartered Bank
AUDITORS	: M/s. S.S. Kothari Mehta & Co., Chartered Accountants Plot No. 68, Okhla Industrial Area, Phase -III, New Delhi - 110020
REGISTRAR & SHARE TRANSFER AGENT	: Karvy Computershare Private Limited Karvy Selenium Tower B, Plot 31–32, Gachibowli, Financial District, Nanakramguda, Hyderabad – 500 032

OUR BUSINESSES







Our Structure and Portfolio of Businesses

Religare Enterprises Limited (REL) is a Core Investment Company that has seeded, nurtured and built businesses across the financial services spectrum. The individual businesses within the Religare portfolio are operated out of subsidiaries that are independently managed by the most distinguished professionals hand-picked by REL for running the businesses. On its part, REL has a four-fold role to play in ensuring the success of the businesses:

- Allocating **Capital** – a key factor of production for any enterprise, and indeed, the raw material for financial services businesses – to the operating companies
- Ensuring that the **Brand and Group Ethos** are safeguarded – our portfolio companies carry the Religare brand in their names and the businesses are required to operate in a manner that upholds the values that Religare stands for
- Determining **Governance Structures and Risk Management & Control** mechanisms – such that there are checks and balances at every level and the businesses are safeguarded against undue perils
- Undertaking **Performance Management** – to ensure that the capital invested is being deployed in a manner that furthers REL's ultimate objective

Our portfolio companies operate across three verticals within financial services, viz., Lending (SME Finance and Affordable Housing Finance), Health Insurance and Retail Broking.

Lending

Religare Finvest Limited (RFL) is a Non-Banking Financial Company (NBFC) that focusses on providing debt capital to help Small and Medium Enterprises (SMEs) augment their productive capacity.

RFL is in the business of supporting SMEs by providing debt financing for capacity creation ("SME-Secured" loans, typically secured by a mortgage on residential or commercial property) as well as capacity utilisation ("SME-Unsecured" loans, offered for enhancing working capital). In addition to the core focus on SME lending, RFL has been providing financing against shares and securities, both to retail customers and to promoters of listed companies, ESOP financing and IPO financing (collectively referred to as Capital Market Lending). As a founding philosophy, RFL's focus is on loans that have enhancement of productive capacity rather than consumption as their end-use and undertakes a rigorous credit assessment based on cash-flow forecasts. Given the challenges in the business in the recent past, Reserve Bank of India has placed RFL under a Corrective Action Plan which entails a prohibition on expansion of its credit/investment portfolio other than investment in government securities. RFL is working towards resolving all issues and restoring normalcy in its business operations at the earliest.

RFL's subsidiary, Religare Housing Development Finance Corporation Limited (RHDFC) provides home loans with a focus on the affordable housing segment. RHDFC has established a robust platform to the enormous funding opportunity in the affordable housing segment.



Committed to helping realise the dreams of India's entrepreneurs, Religare Finvest Limited is a Non-Banking Financial Company that provides debt capital to power the growth of the Small and Medium Enterprises, the backbone of India's economy.