



## MEDIA RELEASE

**Q2 FY17 TOTAL INCOME OF RS. 4,926 CRORE (US\$ 735 MILLION) - UP 108%**

**Q2 FY17 NET PROFIT AT RS. 327 CRORE (US\$ 49 MILLION) - UP 31%  
(PRIOR TO STRENGTHENING OF RESERVES IN RELIANCE GENERAL INSURANCE)**

**Q2 FY17 NET PROFIT AT RS. 253 CRORE (US\$ 38 MILLION) - UP 1%  
(POST STRENGTHENING OF RESERVES BY RS. 74 CRORE IN RELIANCE GENERAL INSURANCE)**

**NET WORTH OF RS. 15,913 CRORE (US\$ 2.4 BILLION) - AN INCREASE OF 11%**

**BOOK VALUE INCREASED TO RS. 630 PER SHARE AT THE END OF Q2 FY17**

**TOTAL ASSETS OF RS. 72,523 CRORE (US\$ 10.8 BILLION) - AN INCREASE OF 47%**

**RELIANCE CAPITAL BOARD APPROVES PLAN TO INDEPENDENTLY LIST  
HOME FINANCE BUSINESS ON STOCK EXCHANGES**

## BUSINESSES

**RELIANCE NIPPON LIFE ASSET MANAGEMENT (RNLAM) MANAGES  
RS. 3,21,608 CRORE (US\$ 48.0 BILLION) ACROSS MUTUAL FUNDS, PENSION FUNDS,  
MANAGED ACCOUNTS, OFFSHORE FUNDS AND AIF**

**RELIANCE MUTUAL FUND AAUM RS. 1,83,129 CRORE (US\$ 27.3 BILLION) - UP 20%**

**RNLAM PBT AT RS. 147 CRORE (US\$ 22 MILLION) - UP 21%**

**RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT  
RS. 15,741 CRORE (US\$ 2.3 BILLION) - UP 9%**

**RELIANCE COMMERCIAL FINANCE - PBT AT RS. 74 CRORE (US\$ 11 MILLION) - UP 4%**

**RELIANCE HOME FINANCE - ASSETS UNDER MANAGEMENT AT RS. 9,217 CRORE  
(US\$ 1.4 BILLION) - UP 42%**

**RELIANCE HOME FINANCE - PBT AT RS. 32 CRORE (US\$ 5 MILLION) - UP 4%**

**RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT  
RS. 1,452 CRORE (US\$ 217 MILLION) - UP 116%**

**RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 33 CRORE  
(US\$ 5 MILLION) - UP 11%**

**RELIANCE NIPPON LIFE INSURANCE - TOTAL PREMIUM OF RS. 1,064 CRORE  
(US\$ 159 MILLION)**

**RELIANCE NIPPON LIFE INSURANCE - EMBEDDED VALUE AT RS. 3,074 CRORE  
(US\$ 459 MILLION) - UP 12% SINCE MARCH 2016**

**BROKING AND DISTRIBUTION - SIGNIFICANT IMPROVEMENT IN PROFITABILITY -  
PBT AT RS. 21 CRORE (US\$ 3 MILLION)**



**Mumbai, October 24, 2016:** Reliance Capital Limited (RCL) today announced its financial results for the quarter ended September 30, 2016. The performance highlights are:

**Consolidated results - Quarter ended September 30, 2016**

- **Q2 FY17 Total income of Rs. 4,926 crore (US\$ 735 million)**, as against **Rs. 2,372 crore** in the corresponding previous period - **an increase of 108%**
- **Q2 FY17 Net profit of Rs. 327 crore (US\$ 49 million)** (prior to strengthening of reserves in Reliance General Insurance) - **an increase of 31%**
- **Q2 FY17 Net profit of Rs. 253 crore (US\$ 38 million)** (post strengthening of reserves by Rs. 74 crore in Reliance General Insurance) - **an increase of 1%**
- **Q2 FY17 Earnings per share of Rs. 10.0 (US\$ 0.15)**

**Net Worth:**

As on September 30, 2016, the **net worth** of the Company stood at **Rs. 15,913 crore (US\$ 2.4 billion)** - **an increase of 11%**.

**Credit Rating:**

The Company had a **net debt equity ratio of 1.71** as on September 30, 2016. It continues to enjoy the **highest ratings of 'A1+' by ICRA** for its short term borrowing program and **'CARE AAA' by CARE** for its long term borrowing program.

**Operational Review:**

As on September 30, 2016, the **total assets of the Company stood at Rs. 72,523 crore (US\$ 10.8 billion)** - **an increase of 47%**.

The Company has **not raised any fixed deposits** from the public.

**Group Companies:**

**Reliance Nippon Life Asset Management  
Reliance Mutual Fund**

- Reliance Nippon Life Asset Management (RNLAM) managed **Rs. 3,21,608 crore (US\$ 48.0 billion)** as on September 30, 2016, across mutual funds, pension funds, managed accounts, offshore funds and alternative investment funds
- **Reliance Mutual Fund (RMF)** is amongst the top mutual funds in India, in terms of AAUM, with **market share** of 11.2%
- RMF's **average assets under management (AAUM)**, for the quarter ended September 30, 2016, were **Rs. 1,83,129 crore (US\$ 27.3 billion)** - **a YoY increase of 20%**
- RMF had a wide distribution network with nearly **170 branches and more than 51,300 empanelled distributors** across India, as on September 30, 2016
- As on September 30, 2016, there were total **242 schemes** comprising **34** equity oriented schemes, **199** debt oriented schemes, **8** exchange traded funds and **1** Fund of funds



- RNLAM's **income from its operations** was **Rs. 361 crore (US\$ 54 million)** for the quarter ended September 30, 2016 - a **YoY increase of 14%**
- The **profit before tax of RNLAM** was **Rs. 147 crore (US\$ 22 million)** for the quarter ended September 30, 2016 - a **YoY increase of 21%**

### Reliance Commercial Finance

- Reliance Commercial Finance (RCF) offers a wide range of products which include SME loans, Loans against property (LAP), Infrastructure financing, Agriculture loans and Supply chain financing
- 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 September 30, 2016, **100% of the loan book was secured**
- The **disbursements** for the quarter ended September 30, 2016, were **Rs. 1,611 crore (US\$ 240 million)**
- As on September 30, 2016, the assets under management (including securitized portfolio) was **Rs. 15,741 crore (US\$ 2.3 billion)** - a **YoY increase of 9%**
- The outstanding **loan book** as on September 30, 2016, was **Rs. 11,285 crore (US\$ 1.7 billion)** - a **YoY increase of 10%**. This loan book is spread **across 51,500 customers** from top **44** Indian cities
- The total income for the quarter ended September 30, 2016, was **Rs. 496 crore (US\$ 74 million)** - a **YoY increase of 8%**
- The **net interest margin** rose from **6.3%** in Q2 FY16 to **6.5%** in Q2 FY17
- The **profit before tax** for the quarter was **Rs. 74 crore (US\$ 11 million)** - a **YoY increase of 4%**

### Reliance Home Finance

- **Reliance Home Finance Limited (RHFL)**, a 100% subsidiary of Reliance Capital, provides a wide range of loan solutions like **home loans, LAP, Construction finance, flexi LAP, and Affordable housing**. RHFL also provides property solutions' services that help customers find their dream homes / property, along with financing
- The **disbursements** for the quarter ended September 30, 2016, were **Rs. 1,593 crore (US\$ 238 million)** - a **YoY increase of 109%**
- As on September 30, 2016, the **assets under management** (including securitized portfolio) was **Rs. 9,217 crore (US\$ 1.4 billion)** - a **YoY increase of 42%**
- The **outstanding loan book** as on September 30, 2016, was **Rs. 7,928 crore (US\$ 1.2 billion)** - a **YoY increase of 35%**. 100% of the loan book continued to be secured. This loan book is spread **across 22,900 customers** from top **43** Indian cities
- The total income for the quarter ended September 30, 2016, was **Rs. 266 crore (US\$ 40 million)** - a **YoY increase of 33%**
- The **profit before tax** for the quarter was **Rs. 32 crore (US\$ 5 million)** - a **YoY increase of 4%**



## 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 7%**, in terms of gross premium, of the private sector general insurance industry
- The **Gross Written Premium** for the quarter ended September 30, 2016, was **Rs. 1,452 crore (US\$ 217 million)** - a YoY increase of **116%**
- The **profit** for the quarter ended September 30, 2016, was **Rs. 33 crore (US\$ 5 million)** - a YoY increase of **11%**
- At the end of September 30, 2016, the **investment book** stood at **Rs. 6,284 crore (US\$ 938 million)** - a YoY increase of **18%**
- The **net worth** of the business was **Rs. 1,183 crore (US\$ 177 million)** - a YoY increase of **11%**
- RGI had a **distribution network of 125 branches** and over **22,500 agents**, as on September 30, 2016

## Reliance Nippon Life Insurance

- Reliance Nippon Life Insurance (RNLI) is amongst the **leading private sector life insurance companies in terms of new business premium** with a **market share of 3%** of the private sector life insurance industry (as on September 30, 2016)
- The **New Business Premium** was **Rs. 329 crore (US\$ 49 million)** for the quarter ended September 30, 2016
- The **Renewal Premium** was **Rs. 742 crore (US\$ 111 million)** for the quarter ended September 30, 2016 - a YoY increase of **10%**
- The **Total Premium (net of reinsurance)** was **Rs. 1,064 crore (US\$ 159 million)** for the quarter ended September 30, 2016
- The business made a marginal profit in the quarter ended September 30, 2016
- The **Embedded Value** of the business was **Rs. 3,074 crore (US\$ 459 million)** - an **increase of 12%** as against March 31, 2016
- The **total funds under management** as on September 30, 2016, **stood at Rs. 16,271 crore (US\$ 2.4 billion)** - a YoY increase of **5%**
- As on September 30, 2016, **the distribution network** stood at over **760 offices and approx. 79,000 active advisors** across India

## Broking and Distribution businesses

- The Broking segment, **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 Distribution business is a **comprehensive financial services and solutions provider**, assisting customers with access to mutual funds, insurance products and other financial products, **with a pan India presence with approx. 80 branches**
- In **equity broking**, as on September 30, 2016, there were over **7,86,800 broking accounts, an increase of 3%**, with an **average daily equities turnover of over Rs. 2,600 crore (US\$ 389 million) - a YoY increase of 50%**
- In **commodity broking**, as on September 30, 2016, the **commodity broking accounts rose by 11%** to over **68,100**, with **average daily commodities turnover of over Rs. 460 crore (US\$ 69 million) - a YoY increase of 13%**
- In **wealth management**, the **AUMs** as on September 30, 2016, increased to **Rs. 3,190 crore (US\$ 476 million) - a YoY increase of 65%**
- The business had **revenues of Rs. 79 crore (US\$ 12 million)** for the quarter ended September 30, 2016 - **a YoY increase of 5%**
- The **profit** for the quarter ended September 30, 2016, was **Rs. 21 crore (US\$ 3 million)**, as against marginal profits in the corresponding previous period

#### **Shareholding Pattern as on September 30, 2016:**

<b>Category</b>	<b>No. of Shares</b>	<b>Shareholding</b>
Promoters	13,13,82,303	52.0%
Foreign Investors - FIIs, NRIs and others	5,03,23,024	19.9%
Domestic institutions / Banks / Mutual Funds	2,66,51,205	10.5%
Indian Public and others	4,42,76,268	17.5%
<b>TOTAL - 10 lakh shareholders</b>	<b>252,632,800</b>	<b>100.0%</b>

#### **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 Midcap 50 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.