



## **MEDIA RELEASE**

**Q3 FY17 TOTAL INCOME OF RS. 3,964 CRORE (US\$ 583 MILLION) - UP 68%**

**Q3 FY17 NET PROFIT AT RS. 252 CRORE (US\$ 37 MILLION) - UP 8%  
(PRIOR TO STRENGTHENING OF RESERVES IN RELIANCE GENERAL INSURANCE)**

**PROFIT UP IN ALL OPERATING BUSINESSES;  
NO CAPITAL GAINS BOOKED IN THE QUARTER**

**NET WORTH OF RS. 16,149 CRORE (US\$ 2.4 BILLION) - AN INCREASE OF 10%**

**BOOK VALUE INCREASED TO RS. 639 PER SHARE AT THE END OF Q3 FY17**

**TOTAL ASSETS OF RS. 78,304 CRORE (US\$ 11.5 BILLION) - AN INCREASE OF 56%**

## **BUSINESSES**

**RELIANCE NIPPON LIFE ASSET MANAGEMENT (RNLAM) MANAGES  
RS. 3,35,987 CRORE (US\$ 49.4 BILLION) ACROSS MUTUAL FUNDS, PENSION FUNDS,  
MANAGED ACCOUNTS, OFFSHORE FUNDS AND AIF**

**RELIANCE MUTUAL FUND AAUM RS. 1,95,845 CRORE (US\$ 28.8 BILLION) - UP 25%**

**RNLAM PBT AT RS. 152 CRORE (US\$ 22 MILLION) - UP 8%**

**RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT  
RS. 16,191 CRORE (US\$ 2.4 BILLION) - UP 8%**

**RELIANCE COMMERCIAL FINANCE - PBT AT RS. 80 CRORE (US\$ 12 MILLION) - UP 2%**

**RELIANCE HOME FINANCE - ASSETS UNDER MANAGEMENT AT RS. 9,656 CRORE  
(US\$ 1.4 BILLION) - UP 40%**

**RELIANCE HOME FINANCE - PBT AT RS. 35 CRORE (US\$ 5 MILLION) - UP 3%**

**RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT  
RS. 855 CRORE (US\$ 126 MILLION) - UP 28%**

**RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 18 CRORE  
(US\$ 3 MILLION) - UP 20%**

**RELIANCE NIPPON LIFE INSURANCE - TOTAL PREMIUM OF RS. 981 CRORE  
(US\$ 144 MILLION)**

**RELIANCE NIPPON LIFE INSURANCE - PERSISTENCY AT 61% AS AGAINST 57% AS  
ON DECEMBER 2015**

**BROKING AND DISTRIBUTION - SIGNIFICANT IMPROVEMENT IN PROFITABILITY -  
PBT AT RS. 14 CRORE (US\$ 2 MILLION)**



**Mumbai, February 10, 2017:** Reliance Capital Limited (RCL) today announced its financial results for the quarter ended December 31, 2016. The performance highlights are:

**Consolidated results - Quarter ended December 31, 2016**

- **Q3 FY17 Total income of Rs. 3,964 crore (US\$ 583 million)**, as against **Rs. 2,353 crore** in the corresponding previous period - **an increase of 68%**
- **Q3 FY17 Net profit of Rs. 252 crore (US\$ 37 million)** (prior to strengthening of reserves in Reliance General Insurance) - **an increase of 8%**
- **Q3 FY17 Net profit of Rs. 209 crore (US\$ 31 million)** (post strengthening of reserves by Rs. 43 crore in Reliance General Insurance)
- **Q3 FY17 Earnings per share of Rs. 8.3 (US\$ 0.12)**

**Net Worth:**

As on December 31, 2016, the **net worth** of the Company stood at **Rs. 16,149 crore (US\$ 2.4 billion)** - **an increase of 10%**.

**Credit Rating:**

The Company had a **net debt equity ratio of 1.74** as on December 31, 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 December 31, 2016, the **total assets of the Company stood at Rs. 78,304 crore (US\$ 11.5 billion)** - **an increase of 56%**.

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. 3,35,987 crore (US\$ 49.4 billion)** as on December 31, 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 11.6%
- RMF's **average assets under management (AAUM)**, for the quarter ended December 31, 2016, were **Rs. 1,95,845 crore (US\$ 28.8 billion)** - **a YoY increase of 25%**
- RMF had a wide distribution network with nearly **170 branches and more than 52,600 empanelled distributors** across India, as on December 31, 2016
- As on December 31, 2016, there were total **246 schemes** comprising **34** equity oriented schemes, **196** debt oriented schemes, **15** exchange traded funds and **1** Fund of funds



- RNLAM's **income from its operations** was **Rs. 358 crore (US\$ 53 million)** for the quarter ended December 31, 2016 - **a YoY increase of 5%**
- The **profit before tax of RNLAM** was **Rs. 152 crore (US\$ 22 million)** for the quarter ended December 31, 2016 - **a YoY increase of 8%**

### 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 December 31, 2016, **100% of the loan book was secured**
- The **disbursements** for the quarter ended December 31, 2016, were **Rs. 1,726 crore (US\$ 254 million)**
- As on December 31, 2016, the assets under management (including securitized portfolio) was **Rs. 16,191 crore (US\$ 2.4 billion)** - **a YoY increase of 8%**
- The outstanding **loan book** as on December 31, 2016, was **Rs. 12,114 crore (US\$ 1.8 billion)** - **a YoY increase of 14%**. This loan book is spread **across 53,500 customers** from top **44** Indian cities
- The total income for the quarter ended December 31, 2016, was **Rs. 482 crore (US\$ 71 million)** - **a YoY increase of 6%**
- The **profit before tax** for the quarter was **Rs. 80 crore (US\$ 12 million)** - **a YoY increase of 2%**

### 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 December 31, 2016, were **Rs. 1,203 crore (US\$ 177 million)** - **a YoY increase of 31%**
- As on December 31, 2016, the **assets under management** (including securitized portfolio) was **Rs. 9,656 crore (US\$ 1.4 billion)** - **a YoY increase of 40%**
- The **outstanding loan book** as on December 31, 2016, was **Rs. 8,459 crore (US\$ 1.2 billion)** - **a YoY increase of 34%**. 100% of the loan book continued to be secured. This loan book is spread **across 28,200 customers** from top **43** Indian cities
- The total income for the quarter ended December 31, 2016, was **Rs. 269 crore (US\$ 40 million)** - **a YoY increase of 29%**
- The **profit before tax** for the quarter was **Rs. 35 crore (US\$ 5 million)** - **a YoY increase of 3%**



## 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 8%**, in terms of gross premium, of the private sector general insurance industry
- The **Gross Written Premium** for the quarter ended December 31, 2016, was **Rs. 855 crore (US\$ 126 million) - a YoY increase of 28%**
- The **profit** for the quarter ended December 31, 2016, was **Rs. 18 crore (US\$ 3 million) - a YoY increase of 20%**
- At the end of December 31, 2016, the **investment book** stood at **Rs. 6,483 crore (US\$ 953 million) - a YoY increase of 20%**
- The **net worth** of the business was **Rs. 1,202 crore (US\$ 177 million) - a YoY increase of 11%**
- RGI had a **distribution network of 128 branches** and over **23,400 agents**, as on December 31, 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 2%** of the private sector life insurance industry (as on December 31, 2016)
- The **New Business Premium** was **Rs. 215 crore (US\$ 32 million)** for the quarter ended December 31, 2016
- The **Renewal Premium** was **Rs. 776 crore (US\$ 114 million)** for the quarter ended December 31, 2016 - a **YoY increase of 10%**
- The **Total Premium (net of reinsurance)** was **Rs. 981 crore (US\$ 144 million)** for the quarter ended December 31, 2016
- The business made a marginal profit in the quarter ended December 31, 2016
- The **persistence** of the business was **61%** as against 57% as on December 31, 2015
- The **total funds under management** as on December 31, 2016, **stood at Rs. 16,247 crore (US\$ 2.4 billion) - a YoY increase of 1%**
- As on December 31, 2016, **the distribution network** stood at over **770 offices and approx. 79,800 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 December 31, 2016, there were over **7,91,600 broking accounts, an increase of 3%**, with an **average daily equities turnover of approx. Rs. 2,600 crore (US\$ 382 million) - a YoY increase of 61%**
- In **commodity broking**, as on December 31, 2016, the **commodity broking accounts rose by 13%** to over **71,000**, with **average daily commodities turnover of over Rs. 250 crore (US\$ 37 million)**
- In **wealth management**, the **AUMs** as on December 31, 2016, increased to **Rs. 3,587 crore (US\$ 528 million) - a YoY increase of 68%**
- The business had **revenues of Rs. 81 crore (US\$ 12 million)** for the quarter ended December 31, 2016 - **a YoY increase of 19%**
- The **profit** for the quarter ended December 31, 2016, was **Rs. 14 crore (US\$ 2 million)**, as against marginal profits in the corresponding previous period

#### **Shareholding Pattern as on December 31, 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	4,63,44,789	18.3%
Domestic institutions / Banks / Mutual Funds	2,95,28,242	11.7%
Indian Public and others	4,53,77,466	18.0%
<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.