

# MEDIA RELEASE

FY16 TOTAL INCOME OF RS. 9,998 CRORE (US\$ 1.5 BILLION) - UP 12%

FY16 NET PROFIT OF RS. 1,101 CRORE (US\$ 167 MILLION) - AN INCREASE OF 10%

Q4 FY16 TOTAL INCOME OF RS. 2,828 CRORE (US\$ 428 MILLION) - UP 11%

Q4 FY16 NET PROFIT, PRIOR TO ONE-OFF CREATION OF RESERVES IN RELIANCE LIFE INSURANCE, AT RS. 526 CRORE (US\$ 80 MILLION) - UP 29%

Q4 FY16 NET PROFIT, AFTER ONE-OFF CREATION OF RESERVES, AT RS. 415 CRORE (US\$ 63 MILLION)

NET WORTH OF RS. 15,390 CRORE (US\$ 2.3 BILLION) - AN INCREASE OF 12%

TOTAL ASSETS OF RS. 67,112 CRORE (US\$ 10.2 BILLION) - AN INCREASE OF 41%

COMPLETED SALE OF ADDITIONAL 23% STAKE IN RELIANCE LIFE INSURANCE TO NIPPON LIFE INSURANCE FOR RS. 2,265 CRORE (US\$ 348 MILLION)

COMPLETED TRANSACTION FOR SALE OF ADDITIONAL 14% STAKE IN RELIANCE CAPITAL ASSET MANAGEMENT TO NIPPON LIFE INSURANCE FOR APPROX. RS. 1,200 CRORE (US\$ 180 MILLION)

NIPPON LIFE'S INVESTMENTS REPRESENT THE LARGEST FDI IN THE LIFE INSURANCE AND MUTUAL FUND SECTORS TILL DATE

BOARD APPROVED TRANSFER OF COMMERCIAL FINANCE DIVISION INTO A SEPARATE WHOLLY OWNED SUBSIDIARY - EFFECTIVE APRIL 1, 2016

**PROPOSED DIVIDEND OF RS. 10 PER SHARE** 

# BUSINESSES

RELIANCE COMMERCIAL FINANCE - ASSETS UNDER MANAGEMENT AT RS. 15,157 CRORE (US\$ 2.3 BILLION) - UP 7%

**RELIANCE COMMERCIAL FINANCE - PBT AT RS. 312 CRORE (US\$ 47 MILLION)** 

RELIANCE HOME FINANCE - ASSETS UNDER MANAGEMENT AT RS. 7,358 CRORE (US\$ 1.1 BILLION) - UP 27%

RELIANCE HOME FINANCE - PBT AT RS. 137 CRORE (US\$ 21 MILLION) - UP 29%

**RELIANCE HOME FINANCE - RETURN ON EQUITY ROSE FROM 13.9% TO 16.5%** 

RCAM MANAGES RS. 2,87,431 CRORE (US\$ 43.6 BILLION) ACROSS MUTUAL FUNDS, PENSION FUNDS, MANAGED ACCOUNTS AND OFFSHORE FUNDS

RELIANCE MUTUAL FUND AAUM RS. 1,58,408 CRORE (US\$ 24.0 BILLION) - UP 16%



# RCAM FY16 PBT AT RS. 502 CRORE (US\$ 76 MILLION) - UP 10%

# RELIANCE LIFE INSURANCE - TOTAL PREMIUM OF RS. 4,371 CRORE (US\$ 662 MILLION)

# RELIANCE LIFE INSURANCE - RENEWAL PREMIUM AT RS. 2,840 CRORE (US\$ 430 MILLION) - UP 11%

# RELIANCE LIFE INSURANCE - NBAP MARGIN AT 28.8% AS AGAINST 27.7% IN FY15 -HIGHEST IN THE LIFE INSURANCE SECTOR

# RELIANCE GENERAL INSURANCE - GROSS WRITTEN PREMIUM AT RS. 2,868 CRORE (US\$ 435 MILLION) - UP 4%

RELIANCE GENERAL INSURANCE - NET PROFIT AT RS. 99 CRORE (US\$ 15 MILLION) - UP 22%

# BROKING - AVERAGE DAILY TURNOVER ROSE TO Rs. 2,230 CRORE (US\$ 338 MILLION) - UP 10%

**Mumbai, May 6, 2016:** Reliance Capital Limited (RCL) today announced its financial results for the year and quarter ended March 31, 2016. The performance highlights are:

#### Consolidated results - Year and Quarter ended March 31, 2016

• FY16 Total income of Rs. 9,998 crore (US\$ 1.5 billion), as against Rs. 8,929 crore in the corresponding previous period - an increase of 12%

Q4 FY16 Total income of Rs. 2,828 crore (US\$ 428 million), as against Rs. 2,542 crore in the corresponding previous period - an increase of 11%

• FY16 Net profit of Rs. 1,101 crore (US\$ 167 million), as against Rs. 1,001 crore in the corresponding previous period - an increase of 10%

Q4 FY16 Net profit, prior to one-off creation of reserves in Reliance Life Insurance, at Rs. 526 crore (US\$ 80 million) - an increase of 29%

Q4 FY16 Net profit, after one-off creation of reserves, of Rs. 415 crore (US\$ 63 million), as against Rs. 407 crore in the corresponding previous period - an increase of 2%

• FY16 Earnings per share of Rs. 43.6 (US\$ 0.66) - an increase of 7%

#### Net Worth:

As on March 31, 2016, the **net worth** of the Company stood at **Rs. 15,390 crore (US\$ 2.3 billion) - an increase of 12%.** 

# Credit Rating:

The Company had a net debt equity ratio of 1.55 as on March 31, 2016. It continues to enjoy 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.



# **Operational Review:**

As on March 31, 2016, the total assets of the Company stood at Rs. 67,112 crore (US\$ 10.2 billion) - an increase of 41%.

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

# Group Companies:

# **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 March 31, 2016, **100% of the loan book was secured**
- The disbursements for the year ended March 31, 2016, were Rs. 8,138 crore (US\$ 1.2 billion) a YoY increase of 17%
- As on March 31, 2016, the assets under management (including securitized portfolio) was **Rs. 15,157 crore (US\$ 2.3 billion)** a YoY increase of 7%
- The outstanding loan book as on March 31, 2016, was Rs. 10,940 crore (US\$ 1.7 billion) a YoY increase of 6%. This loan book is spread across 55,600 customers from top 44 Indian cities
- The gross NPA ratio was 3.1% as on March 31, 2016 (on 90 dpd basis)
- The total income for the year ended March 31, 2016, remained stable at **Rs. 1,839 crore** (US\$ 279 million)
- The net interest margin rose from 5.9% to 6.4% for the year ended March 31, 2016
- The profit before tax for the year was Rs. 312 crore (US\$ 47 million)

# **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 year ended March 31, 2016, were Rs. 3,922 crore (US\$ 594 million) a YoY increase of 13%
- As on March 31, 2016, the assets under management (including securitized portfolio) was Rs. 7,358 crore (US\$ 1.1 billion) a YoY increase of 27%
- The outstanding loan book as on March 31, 2016, was Rs. 6,792 crore (US\$ 1.0 billion) a YoY increase of 34%. As on March 31, 2016, 100% of the loan book was secured. This loan book is spread across 18,200 customers from top 43 Indian cities
- The gross NPA ratio was stable at 0.9% as on March 31, 2016 (on 90 dpd basis)



- The total income for the year ended March 31, 2016, was Rs. 815 crore (US\$ 124 million) a YoY increase of 59%
- The net interest margin remained stable at 4.4% for the year ended March 31, 2016
- The profit before tax for the year ended March 31, 2016, was Rs. 137 crore (US\$ 21 million) a YoY increase of 29%

# Reliance Capital Asset Management Reliance Mutual Fund

- Reliance Capital Asset Management (RCAM) managed **Rs. 2,87,431 crore (US\$ 43.6 billion)** as on March 31, 2016, across mutual funds, pension funds, managed accounts and offshore funds
- **Reliance Mutual Fund** (RMF) is amongst the top mutual funds in India, in terms of AUM, with **market share** of 11.7%
- RMF's average assets under management (AAUM), for the quarter ended March 31, 2016, were Rs. 1,58,408 crore (US\$ 24.0 billion) a YoY increase of 16%
- RMF had a wide distribution network with nearly **170 branches and more than 48,000** empanelled distributors across India, as on March 31, 2016
- As on March 31, 2016, there were total **241 schemes** comprising **34** equity oriented schemes, **198** debt oriented schemes, **8** exchange traded funds and **1** Fund of funds
- RCAM's income from its operations was Rs. 1,314 crore (US\$ 199 million) for the year ended March 31, 2016 a YoY increase of 38%
- The profit before tax of RCAM was Rs. 502 crore (US\$ 76 million) for the year ended March 31, 2016 a YoY increase of 10%

# Reliance Life Insurance

- Reliance Life Insurance (RLI) is amongst the **leading private sector life insurance companies in terms of new business premium** with a **market share of 4%** of the private sector life insurance industry (as on February 28, 2016)
- The New Business Premium was Rs. 1,558 crore (US\$ 236 million) for the year ended March 31, 2016
- The Renewal Premium was Rs. 2,840 crore (US\$ 430 million) for the year ended March 31, 2016 a YoY increase of 11%
- The Total Premium (net of reinsurance) was Rs. 4,371 crore (US\$ 662 million) for the year ended March 31, 2016
- The business profitability was affected due to one time exceptional increase in reserves
- The NBAP margin was at 28.8% for the year ended March 31, 2016 as against 27.7% in the corresponding previous period



- The total funds under management as on March 31, 2016, stood at Rs. 15,970 crore (US\$ 2.4 billion)
- As on March 31, 2016, the distribution network stood at over 800 offices and approx. 140,000 customer touch points

# 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 year ended March 31, 2016, was Rs. 2,868 crore (US\$ 435 million) a YoY increase of 4%
- The profit for the year ended March 31, 2016, was Rs. 99 crore (US\$ 15 million) a YoY increase of 22%
- At the end of March 31, 2016, the **investment book** stood at **Rs. 5,381 crore (US\$ 815** million) a YoY increase of 7%
- The total capital invested in the business, is Rs. 1,837 crore (US\$ 278 million)
- RGI had a distribution network of over 125 branches and 20,500 agents, as on March 31, 2016

# Broking businesses

- Reliance Capital's broking business, 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 key focus is on equity and commodity broking, and wealth management businesses
- In equity broking, as on March 31, 2016, there were nearly 7,75,000 broking accounts, an increase of 3%, with an average daily equities turnover of approx. Rs. 1,900 crore (US\$ 287 million) a YoY increase of 9%
- In commodity broking, as on March 31, 2016, the commodity broking accounts rose by 18% to over 64,200, with average daily commodities turnover of Rs. 336 crore (US\$ 51 million) - a YoY increase of 17%
- In wealth management, the AUMs as on March 31, 2016, increased to Rs. 2,552 crore (US\$ 387 million) - a YoY increase of 87%
- The business had **revenues** of **Rs. 187 crore (US\$ 28 million)** for the year ended March 31, 2016



# Distribution business

- 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, insurance products and other financial products
- Reliance Money is amongst the **leading domestic distributors of financial products** with a pan India presence with over **150 branches**
- The business generated **revenues** of **Rs. 66 crore (US\$ 10 million)** for the year ended March 31, 2016

# Shareholding Pattern as on March 31, 2016:

Category	No. of Shares	Shareholding
Promoters	131,382,303	52.0%
Foreign Investors - FIIs, NRIs and others	45,453,333	17.2%
Domestic institutions / Banks / Mutual Funds	30,811,526	12.2%
Indian Public and others	46,985,638	18.6%
TOTAL - 10 lakh shareholders	252,632,800	100.0%

# **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 Nifty Junior 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.

# For Media Queries

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