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March 17, 2017

**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai 400 001  
**BSE Scrip Code: 500111**

**National Stock Exchange of India Limited**  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, G Block,  
Bandra Kurla Complex,  
Bandra (East), Mumbai 400 051  
**NSE Scrip Symbol: RELCAPITAL**

Dear Sir(s),

**Re: Analysts meet**

Further to our letter dated March 15, 2017, on the above, we wish to inform that an analysts meet was held yesterday to give update on the Company and its businesses.

The details of the presentation made at the meeting are enclosed and same will be uploaded on the website of the Company.

Thanking you.

Yours faithfully,  
For **Reliance Capital Limited**

**Atul Kumar Tandon**  
**Company Secretary & Compliance Officer**

Encl: as above

## **Reliance Capital Limited**

Reliance Capital held an Analysts' Meet on Thursday, March 16, 2017, in Mumbai. During the Meet, the Company discussed various aspects of its key businesses with respect to overall market opportunity, its digital transformation and initiatives to achieve profitable growth.

The key highlights of the said Meet are as below:

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- **India story - An unmatched growth story**

- In the last two and half years, India has moved from red tape to red carpet, reform to transform, Incredible India to Credible India for doing business
- Impact of demonetisation - with more money coming from parallel economy into real economy, there has been a huge surge in bank deposits and MF inflows. With investor preference moving away from gold to productive assets, there can be a dramatic change in India's growth trajectory
- All recent reforms viz. affordable housing, universal insurance, payment banking, technology platforms (Aadhaar, etc.) are key catalysts for growth of financial services in the country

- **"Go Digital"**

- India, and the domestic financial sector, is at an inflection point in terms of economic growth and demographics
- Reliance Capital, being the one of the largest financial services' company, is well placed to benefit from this change
- Reliance Capital aims to be amongst the top 3 players across all its businesses
- India and China are the largest digital markets in the world, and Reliance Capital intends to "Go Digital" in all its businesses to serve the new age customers

- **Asset Management - Mutual Fund Industry set for exponential growth in the future**

- Low penetration of financial services, small investor base and changing investor preferences towards financial assets, will drive industry growth
- With an AUM of approx. Rs. 3,50,000 crore, Reliance Nippon Life Asset Management (RNLAM) is India's largest asset manager. Also, it is the second most profitable asset management company
- A strong retail franchise has helped in better access to investors across the length and breadth of the country and build a stable asset base

- Reliance Mutual Fund has the highest SIP count in the industry with committed flows of approx. Rs. 5,000 crore per year
  - RMF has a 30% market share in the ETF category
    - The CPSE FFO in January 2017 was one of the largest initial offerings in the MF industry. As part of the issuance, RMF raised over Rs. 13,700 crore (over 3x the issue size) from more than 2.7 lakh investors
  - RNLAM has one of the most stable and experienced Management and Investment teams in the sector
  - Digital initiatives:
    - Focused approach in deploying technology in the gamut of B2B and B2C transactions
    - RMF is sourcing approx. 30% purchases from the Digital channel
  - RNLAM has a fast growing international distribution network with strategic tie-ups with Nippon Life Insurance and Samsung Asset Management
  - A robust retail presence, integrated digital infrastructure and strong focus on Alternative Investments are amongst the key drivers of RNLAM's future growth
- **General Insurance - A very successful turnaround story**
    - Reliance General Insurance (RGI) is a leading private sector insurer with a 5 year CAGR of 24%, and has become a highly profitable company
    - RGI has formed key alliances with over 20 firms including IndusInd Bank, Bank of India, Andhra Bank, Catholic Syrian Bank, City Union Bank, Paytm and Freecharge
    - RGI processes over 10 lakh claims annually and has the lowest 'complaint ratio' amongst peers
    - Digital has been at the centre of the entire transformation
      - RGI is the first general insurance company to be fully integrated with Aadhar
      - Presently, on an annual basis, RGI settles over 10 lakh claims using its digital architecture
    - A diversified growth model with focus on profitability, well-defined digital strategy, additional tie-ups with banks and other alliance partners, and reduction in the combined ratio are amongst the key drivers of RGI's future growth
  - **Health Insurance - Significant opportunity to create a high-growth and profitable business**
    - Retail Health Insurance is one of the most under-penetrated segments in the insurance space in India

- Reliance Health Insurance (RHI) will leverage on the strong work done by Reliance General Insurance to quickly establish its presence in the market
  - RHI has significant experience in managing the business and has the second highest reach amongst stand-alone health players
  - A “Digital First’ approach, value unlocking opportunities through strategic partnerships and focus on profitable growth in one of the fastest growing segments of Health Insurance, are amongst the key drivers of RHI’s future growth
- **Life Insurance - A 10 year-old business on the cusp of a significant transformation**
    - Reliance Nippon Life Insurance (RNLI) has a wide nationwide footprint with 770 offices and approx. 1 crore individual policies issued
    - Nippon Life Insurance is a very strong and committed partner. It holds a 49% stake in the company
      - Nippon Life has invested over Rs. 5000 crore, valuing the business at approx. Rs. 10,000 crore
    - RNLI’s focus has been on profitable and healthy growth. Over the last one year, it has weeded out unprofitable and poor quality business, resulting in right sizing the expense base and corresponding reduction in premium growth
    - The company has achieved a higher persistency of 61% in 9m-FY17 as against 56% in the corresponding period last year
    - RNLI has an Embedded Value of Rs. 3,074 crore as on Sept 2016, and AUM of Rs. 16,247 crore as on Dec 2016
    - The business intends to combine similar channels to leverage supervisory cost towards increasing efficiency, and grow proprietary channels
    - Open architecture in the bancassurance space, productivity enhancement, focus on improved persistency, emphasis on digitisation and a profitable product mix are amongst the key drivers of RNLI’s future growth
- **Home Finance - Tremendous macro opportunity driven by low penetration, favourable demographics and government’s push for affordable housing**
    - Reliance Home Finance (RHF) has crossed Rs. 10,000 crore in Assets under Management with a conservative Gross NPA ratio of 0.9%
    - RHF has a presence in 90 locations through a ‘hub and spoke’ model with over 28,200 customers, out of which approx. 18,000 relate to the affordable housing segment
    - RHF’s loan book is spread across segments of home loan, loan against property and construction finance
    - RHF employs a robust Analytics-based credit lifecycle management framework

- Credit score-based underwriting for Mortgage lending, and risk-based pricing
    - Delinquency Prediction, automation of NCL projection and Capacity Planning for Collections
    - Scientific Retention Strategy created at customer level
  - The sector has a very high growth potential driven by increased affordability with rising income and stable property prices
  - Focus on aggressive growth by tapping the salaried segment, potential for cross-selling and usage of modern analytical tools for collection efficiency are amongst the key drivers of RHF's future growth
- **Commercial Finance - 7-year vintage in SME lending**
    - Reliance Commercial Finance (RCF) was the first SME-focused NBFC in the country
    - The business philosophy revolves around productive asset creation for the self-employed segment
    - RCF has a 100% secured loan book, spread across 53,500 customers with presence in 44 cities
    - Till date, RCF has financed over Rs. 60,000 crore to over 1.25 lakh customers
    - RCF has attained significant expertise in providing customized products to suit borrowers' funding requirements in each SME cluster and deploys a robust risk management framework to identify stress early so that corrective action can be taken
    - RCF's AUM increased to Rs. 16,191 crore (+8%) as on Dec 2016, while the Gross NPA was 3.7% (at 90 dpd basis) as on Dec 2016 with adequate coverage
    - High growth in existing segments of the SME sector, targeting of new customer segments by distributing retail and personal finance products, and a strong focus on asset quality and profitability, are amongst the key drivers of RCF's future growth
  - **Broking & Distribution - Transformation in the last two years**
    - Huge market opportunity driven by very low penetration of equity culture in India
    - The business has key presence across verticals viz. retail equity and commodity broking, Privilege Client Group segment focused on large market clients, wealth management, mass affluent distribution and, margin financing and IPO funding
    - Industry First - The business has a fully digital model whereby 95% of the accounts are opened digitally and clients are able to trade on the same day
    - Digitisation and technology have played a big role in transforming the business
      - Mobile market share has increased from 5% to 13.5%
    - Improved broking yields through segment-based pricing, integration of broking and distribution on a single platform and continued focus on digital initiatives including

deploying a fully online digital acquisition model, are amongst the key drivers of RCF's future growth

- **Investment in ICEX (Commodity Exchange) - Huge potential**

- Daily average commodity volumes (% of GDP) are very low in India (0.2%) as compared to USA (26%) and China (0.8%)
- There is a huge latent market opportunity. Also, several favourable policy regulations are expected to drive the growth of commodity trading in India
- Reliance Capital holds 26% stake in ICEX
- ICEX will be the first exchange to launch Diamond Futures contract
  - Diamond futures have potential to generate a turnover of Rs. 5,000 crore per day
- ICEX plans to trade other commodities such as Gold, Crude, etc.

- **Summary - Financial Services is our core, high growth business**

- Reliance Capital is solely focused on Financial Services' businesses
- Profitable monetisation of all non-core investments is underway, and will be substantially completed by March 2018
- Several non-core investments in movie exhibition business, film and media services, and radio and TV have already been monetised
- Reliance Capital has a strong financial platform with networth at Rs. 16,000 crore
- The company enjoys a comfortable asset-liability position and top end ratings
- The Company is well poised for profitable and sustainable growth in each of its businesses

RELIANCE

CAPITAL

# Investor Meet

Corporate Presentation

March 16, 2017

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**Leadership** position across diverse range of **financial services'** businesses

**Robust financial platform with top-end ratings**

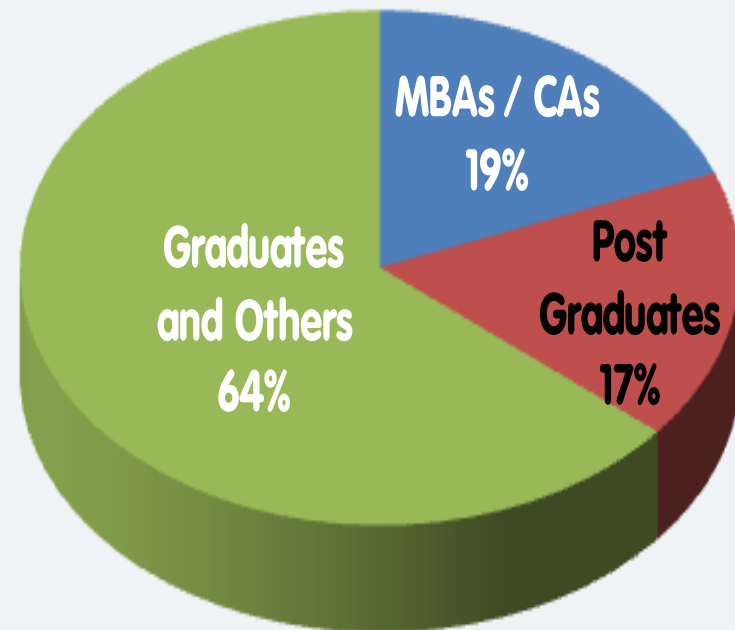
**Total networth of Rs. 16,000 crore and asset size of over Rs. 78,000 crore**

**Over 20 million customers and Rs. 4 lakh crore in AUM**

## Young & Vibrant Workforce - average age of 35 years

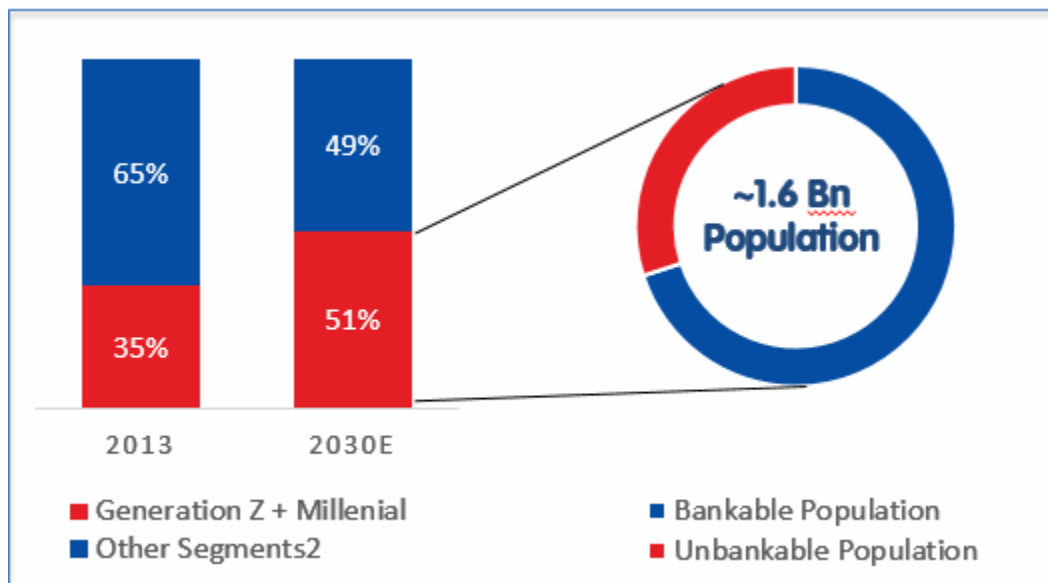
- 17,000 employees
- 76% in Customer Facing roles
- Young workforce
- Post Graduates and Professionals form 36% of the total workforce
- Approx. 2,000 women employees

### Qualification Profile



## India and China are the two largest Digital markets in the world

India will have ~1.2 billion customers (Generation Z and Millennial) as a bankable population by 2030



### India FS Digital Market (FY 2030 Estimates)

\$ 1 trillion  
Online  
Consumer  
Credit  
Market

\$ 6 trillion  
Online  
Deposit  
Market

\$ 0.7 trillion  
Online  
Mutual Fund  
Market

\$ 0.3 trillion  
Online  
Insurance  
Premium  
Market

### Common drivers of Digital transformation

1. **Superior & Seamless Customer Experience** across multiple contact points
2. Ecosystem of **physically and digitally connected entities**
3. **Agile new business models** driving larger no of use cases
4. Pushing productivity by providing **higher value at lower cost**
5. Moving beyond a back-end tool for the enterprise, **artificial intelligence will drive the UI**, backed by rich data analytics

## 'Being Digital' is different to 'Going Digital'

Go Digital



To remain an economically viable and sustainable brand, will require digitizing business models, both externally & internally

Reliance Capital 's strategy is to 'Go digital' in all 3 key components

## Key Success Factors

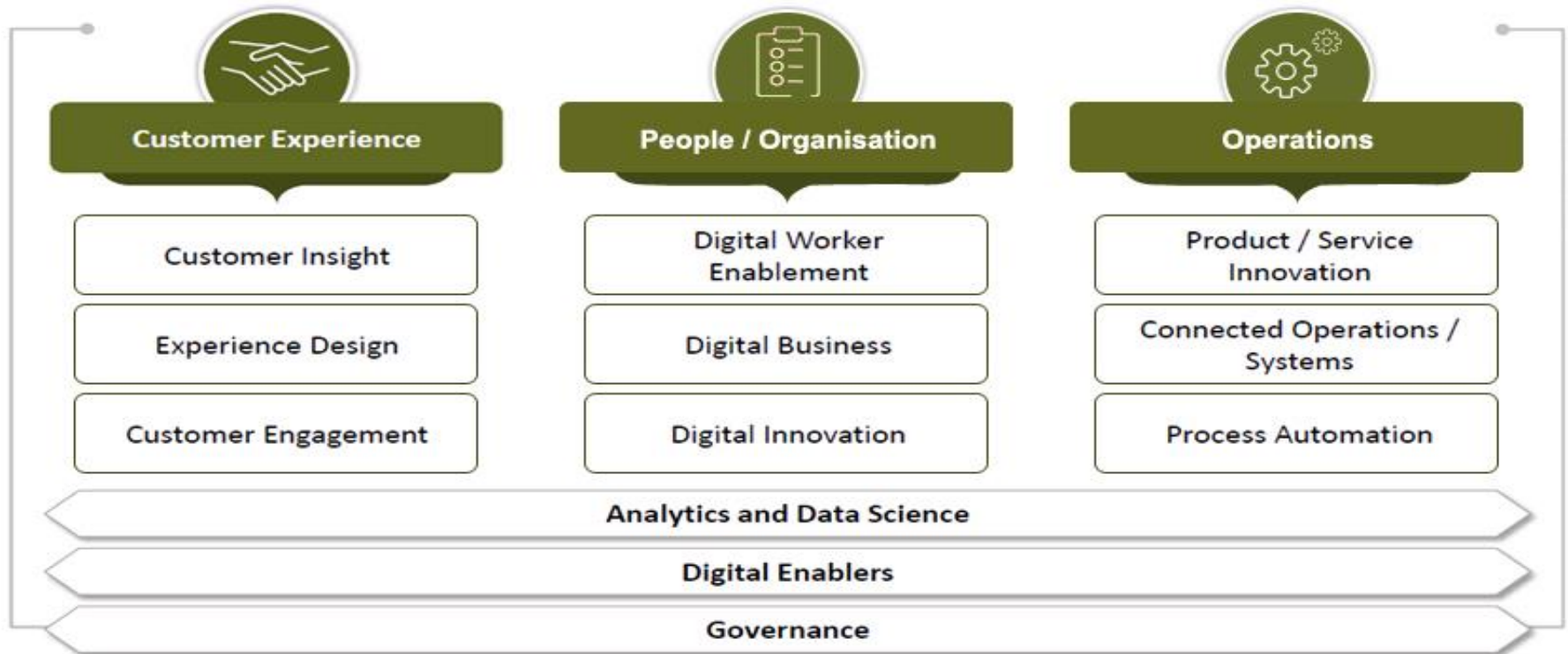
Customer Experience

Cost to Serve

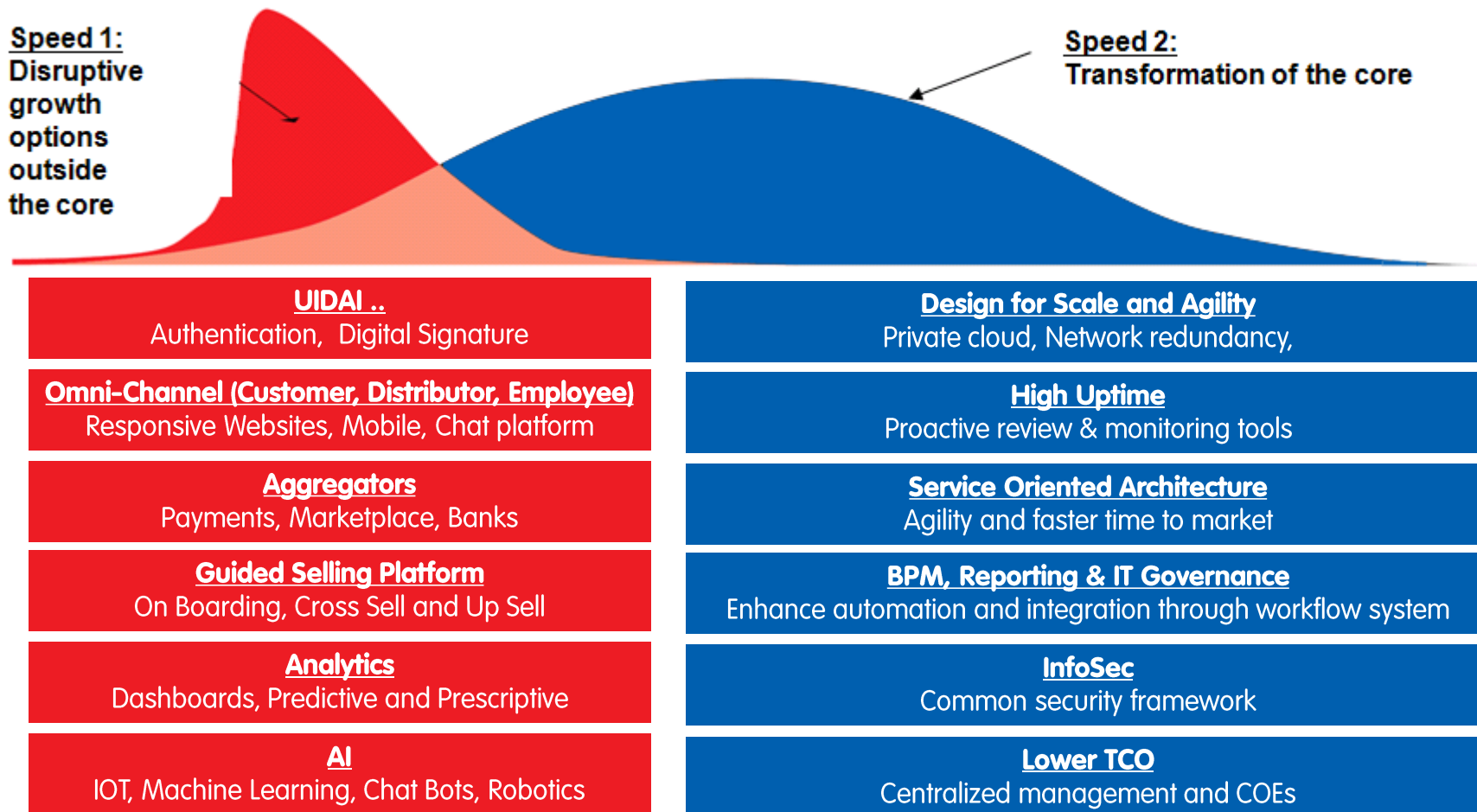
Cross Selling

Data Mining

## BUSINESS MODEL



## Technology opportunity: Synergy through common transformation levers across LOBs



**Partner Ecosystem - Microsoft, Oracle, Dell EMC, VMWare, Gartner, Accenture ...**

**Asset Management**

**General Insurance**

**Health Insurance**

**Life Insurance**

**Home Finance**

**Commercial Finance**

**Broking & Distribution**

# Reliance Nippon Life Asset Management

*- Presented by*



***Sundeep Sikka, ED & CEO***



## MF Industry set for exponential growth ahead

### Low penetration

- **Low AUM / GDP ratio:** India (10%), Brazil (38%), USA (91%), France (70%), Canada (53%)

### Small investor base

- **<4% of the Indian population** invests in Mutual Fund, across all asset categories

### Opportunity to change asset allocation

- **Bank Deposit size: 113 Lakh crore, Gold assets: 70 Lakh crore,** whereas MF AUM is 17 Lakh crore

- **India's largest AMC** managing AUM of approx. Rs. 3,50,000 crore
- **2<sup>nd</sup> most Profitable AMC** in the Industry (FY16 PBT: Rs. 502 crore)

### Strategic Partnership with Nippon Life Insurance

- 127 year-old company with **assets of over USD 600 billion**
- **No.1 private life insurer** in Asia and amongst the Top 10 insurers in the world
- Explore international markets together, to expand our reach

**RNLAM poised to capture incremental growth**

### Strong Retail Franchise

- **Deep market penetration:** highest AUM from smaller locations in India, among all private sector AMCs
- **Strong recurring flows:** Long-term **SIP** book has helped in building a stable asset base
  - Annual commitment of **Rs. 5,000+ crore**
  - SIP count among the highest in the Industry @ **16 Lakh SIPs per month**
- Amongst the highest **investor folios** at ~65 lakh
- Nearly 170 **branches** and 52,000+ empanelled distributors

## Leading player in the ETF market

- **30% Market share** in ETF category with comprehensive product range
- Mandate to manage Central Public Sector Enterprises ("**CPSE**") ETF
- **CPSE FFO in Jan 2017:**
  - One of the **largest initial offering** in MF industry
  - Raised over **Rs. 13,700 crore (over 3x the issue size)** from **2.7+ lakh investors**
- **CPSE ETF's second FFO to raise Rs. 2,500 crore across all investors category**
  - Anchor investors bid oversubscribed by over 7.5 times

## Stable Team

- **Most stable and experienced Management and Investment Team**

## Digital Business

### B2C – Retail & Corporate



Website

Mobile App

SMS

### B2B – Distributors



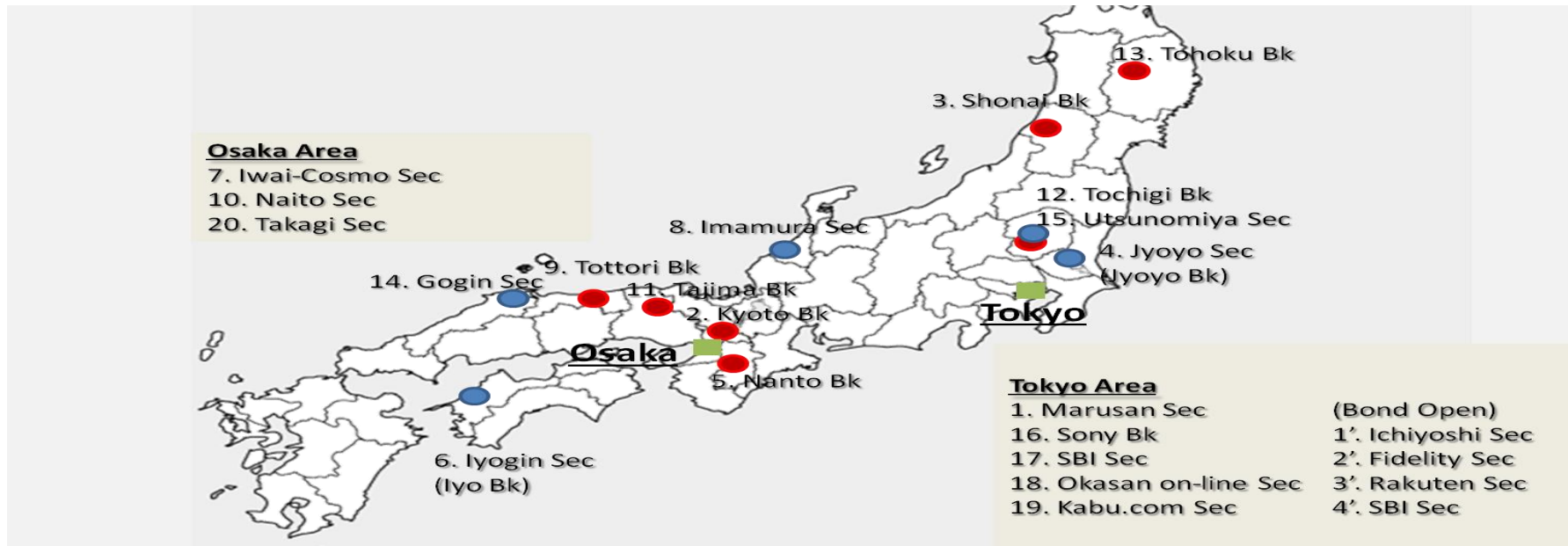
Distributor Website

Business Easy App

Simply Save App

RMF already sourcing ~30% purchases from Digital channel

## Managed and Advised assets of USD 2 billion



▪ **3 India focused funds** sold in Japan through **23 distributors** - **Rs. 6,000 crores** already raised

- **UCITS** Equity launched in Europe
- Strategic tie-up with **Samsung Asset Management**; Launched India focused fund
- On-ground presence in **Singapore, Mauritius** and **Dubai**

## Deepening of Retail Market

- Leverage on-ground presence
- **Increased SIP contribution**

## Digital

- India quickly moving towards Digital revolution
- **Most integrated Digital Infrastructure** in place, to capture new investors

## ETF

- Leverage growing potential in passive fund management
- **Focus on ETF offerings** to garner higher allocation from Institutions

## International Business

- Explore New Geographies to launch **India focused funds**
- Leverage our partner **Nippon Life's global network**

## AIF

- Strong focus on Alternative Investments through **PMS, AIF, REITs, InvITs**

# Reliance General Insurance

*- Presented by*



***Rakesh Jain, CEO***



**A captive insurance business initially; turned into a leading market player in the last 5 years with 24% CAGR**

(Rs. crore)

Key Indicators	FY 2012	9M-FY17
Gross Premium	1,713	3,215
Profit /(Loss) after Tax	(343)	88
AUM	2,702	6,481
Online Sales	-	40,000+ per month
Banca / Alliances	UCO Bank	IndusInd, BOI, Andhra, Catholic Syrian, CUB, Paytm, Freecharge
Motor OEM	General Motors	Mercedes, Audi, Hyundai, Volkswagen, Renault, Royal Enfield, TVS
Number of Agents	6,035	23,400

### Digital is the fulcrum to the entire transformation

- **Electronic policy issuance** reached to **98%** through website and portals
- **Online channel (9M-FY17)**: Premium **rose by 63%**; policies sold increased by 65%;  
current run rate 40,000 policies per month
- **First GI company** fully integrated with **AADHAR**, positioned to leverage cost and efficiency
- Settling **over 1 million claims** using **digital architecture**
  - Real time claim settlement through LIVE Video streaming

## Growth through diversification

- **Continued focus on growing profitable segments**
  - Property, Private Car, Liability, Agri and Govt. Health business

## Digital strategy

**Digital channel to grow much higher than company growth**

**Digital channel to contribute 15-20% of retail business**

## Expansion of Distribution network

- Double the agency channel in next 3-5 years
- Focus on building **more tie ups with Banks** and other alliance partners
  - **Banca sourcing target 15%** of the retail business

## Significant improvement in financial metrics

- Continued increase in market share
- **Reduction in adjusted combined ratio, in line with the best-in-the-industry**
- Improved **return on equity**

# Reliance Health Insurance

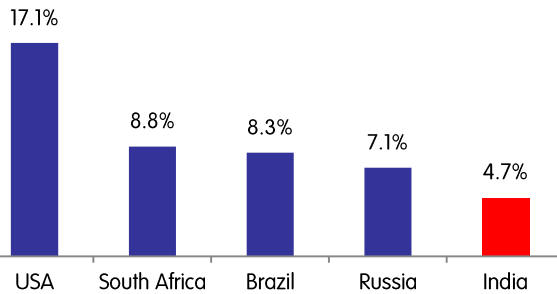
*- Presented by*



***Ravi Vishwanath, President***

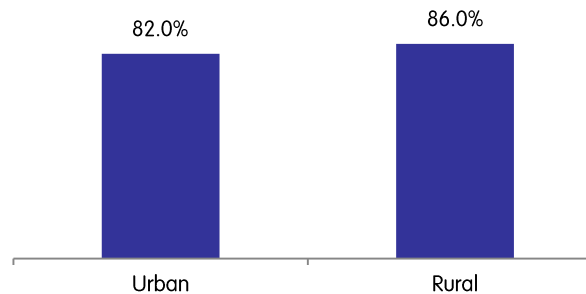
## One of the lowest spends in healthcare

Health Care Spend as % of GWP



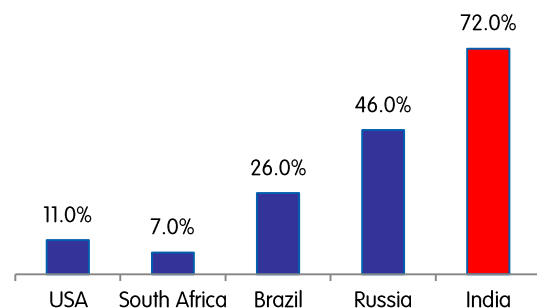
## High Share of Population Not Yet Covered

Population without Health Insurance (%)



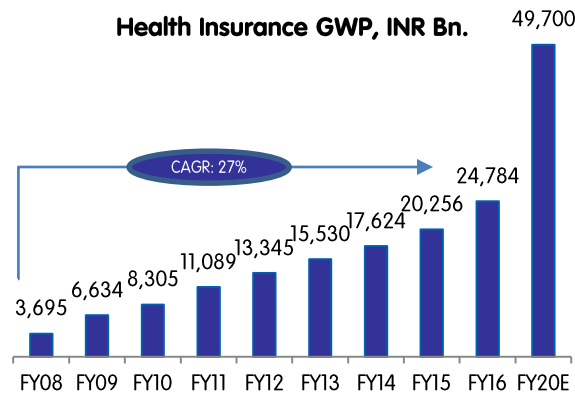
## One of the highest Out-Of-Pocket Share of Healthcare Expenses

Out-of-Pocket Expense (%)



## The Fastest Growing Sector in Insurance Industry

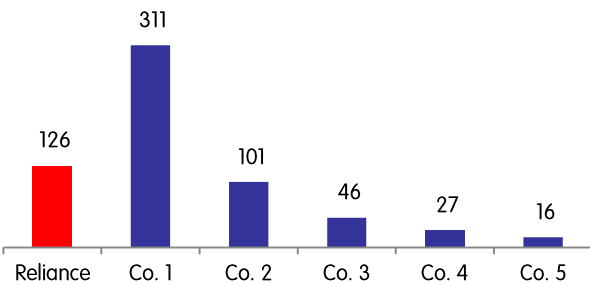
Health Insurance GWP, INR Bn.



Significant opportunity to create a scalable, profitable business

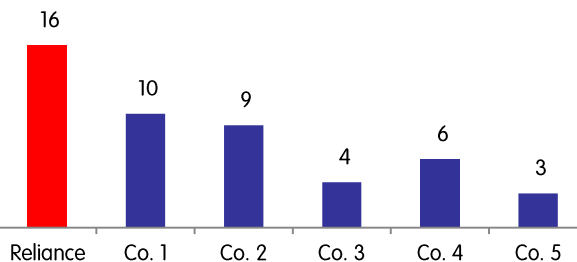
## Second Highest Reach compared to Stand-alone players

**National Presence - Branches**



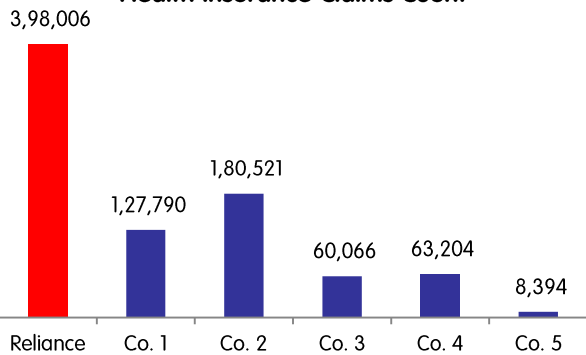
## Years of Experience in Health Insurance compared to Stand-alone players

**Years of Operation**



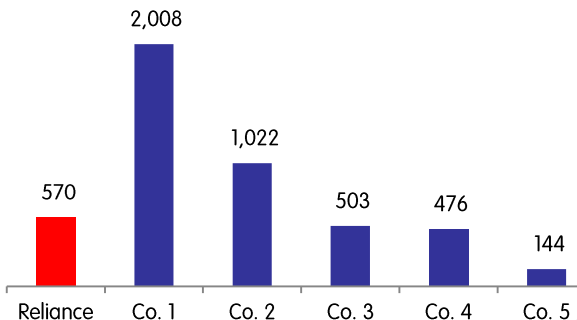
## Significant Health Insurance Claims Management Expertise compared to stand-alone players

**Health Insurance Claims Count**



## Experience managing a relevant health insurance book compared to stand-alone players

**GWP, INR Cr., FY 15-16**



**Reliance Health Insurance can leverage on the strong work already done by Reliance General Insurance to get a 'fast start'**

## As a startup, Reliance Health can be 'Digital First' from Day One

- **No sunk investment in expensive branch network**; will take a calibrated approach
- **Opportunity to use technology disruptively across the value chain** to improve customer experience, manage risk, and reduce costs compared to incumbent players

## Significant upside in Retail Insurance

- **Fastest growing segment in health insurance**; largest sub-segment in Health insurance
- **Retail Insurance has the lowest loss ratios (Industry Average: 71%)**
- **Large upside potential in retail distribution** via Banks, Online, Direct, and high quality Agency and Insurance Marketing Firms (IMF)

## Opportunity to unlock value with strategic partnerships

- Several international players interested in partnering with a **specialized health insurer**
- **Opportunity to unlock value and have access to global best practices**
- Demonstrated ability to unlock value with strategic partnerships

# Reliance Nippon Life Insurance

*- Presented by*



*Ashish Vohra, CEO*



### 10-year history in the long gestation Life Insurance business

- **We started operations in 2006**
- **Largest network of 770 offices** and ~1 crore individual policies - **the widest footprint in the country**
- **Strategic partnership with Nippon Life, the largest life insurance company in Japan** and amongst the Top 10 in the world
- Post increase in stake to 49% in 2016, Nippon Life has a **total investment of Rs. 5,327 crore, valuing the business at approx. Rs. 10,000 crore**
- Bancassurance opportunity has opened up for us through **open architecture in 2016**

## Focus on profitable and healthy business

- Building towards a healthy and profitable business, **focussing more on traditional products**
- Over the last 11 months, **unprofitable and poor quality business has been weeded out**, resulting in right sizing the expense base and corresponding volume reduction
- Strong increase in customer stickiness with **13<sup>th</sup> month persistency improving from 56% to 61% in 9m-FY17**

## Key financial metrics

- **Reduction in opex + commission ratio** from 46% to 32% in 9m-FY17
- **Highest NBAP margin (28.8%) in the industry;** focus on traditional segment
- **Assets under Management at 16,247 crore** (+2% vis-à-vis March 2016)
- **Embedded value at Rs. 3,074 crore** (+12% vis-à-vis March 2016)
- **Higher solvency margin (313%) maintained at all times** vis-à-vis regulatory requirement of 150%

## Cost effective growth agenda

- **Re-build:** Merging similar channels to leverage supervisory cost towards building efficiency
- **Grow:** Improve Agency and DM practices to improve cost efficiencies

## Leverage open architecture

- **Partnering with banks and financial institutions** with extensive and effective distribution networks is an area of key focus - through banca / acquisition

## Improve business quality

- **Consistent improvement in 13m persistency to continue**
- **Enhanced focus on improving 5<sup>th</sup> year persistency**

## Deeper emphasis on digitisation

- **Building capability by integrating Aadhaar** into our underwriting tools to drastically crunch issuance TATs and enhance customer experience

## Drive margins

- **New product filings**
- **Inclusion of Riders**

# Reliance Home Finance

*- Presented by*

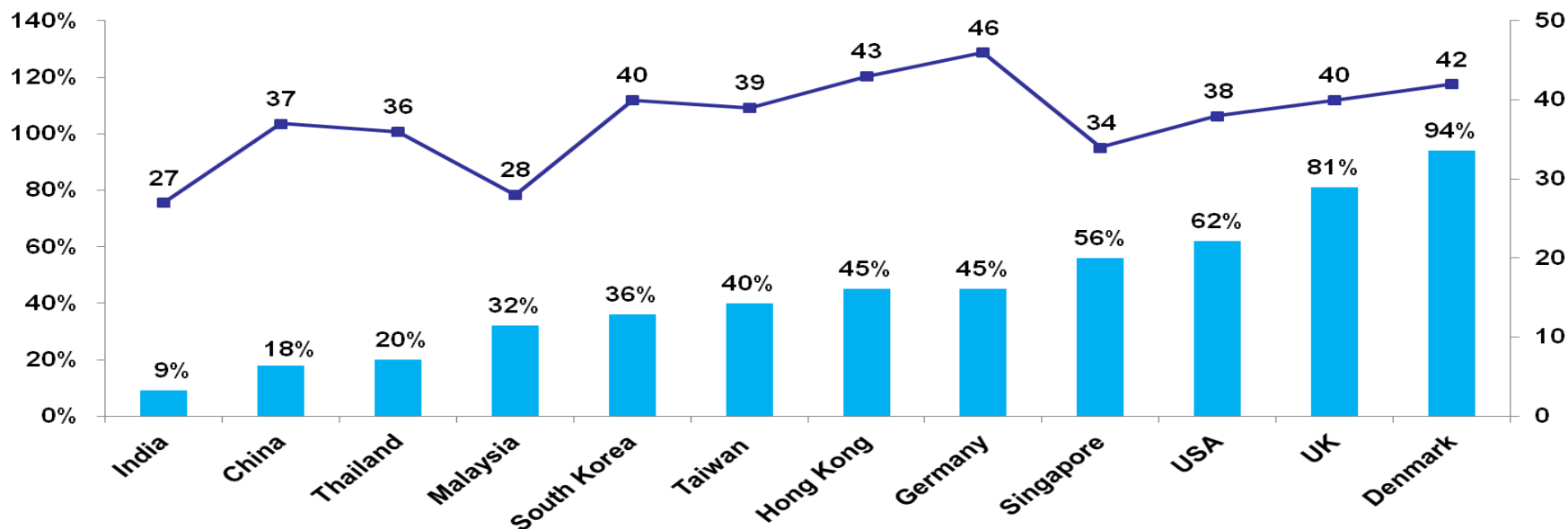


***Ravindra Sudhalkar, CEO***

## Strong Emerging Player in the Home Finance Segment

Tremendous macro opportunity - Very low mortgage penetration

Mortgage Penetration (%) and Median Age (in years)



- Favourable demographics
- Government's focus on affordable housing - "Housing for All by 2022"

### Wide distribution network with focus on self-employed clientele

- Present in **90 locations** through a 'hub and spoke' model with **over 28,200 customers**
- **Over 1,750 distribution partners** across the country

### Continued robust growth with superior asset quality

- AUM crossed **Rs. 10,000 crore-mark**
- **9m-FY17 disbursements increased by 61% Rs. 4,376 crore**
- Profit before tax at Rs. 96 crore; **return on equity at 14%**
- **Gross NPAs at 0.9% (on 90 dpd basis)**

### Diversified borrowing mix

- **"AA+" rating** - weighted average maturity of **over 4 years**
- **Bank borrowings at 50% of total mix**; expect to decrease it and achieve optimum costs

**Continue the strategy of creating a low-risk weight portfolio to achieve higher return on equity**

### Focus on profitable, high-yielding segments

- **Affordable Housing**: new sales of Rs. 809 crores (+52%); **avg. ticket size of <Rs. 10 lakhs**
- **LAP**: increased sourcing from non-metros and, focus on retail segment resulted in **reduced ticket size and granular portfolio**
- **Construction Finance**: focused on high-quality developers in non-metros with smaller exposures (less than Rs. 10 crore); **lowest NPAs, amongst peers, in this segment**

### Analytics-based credit lifecycle management

- **Risk Analytics**: Credit score-based underwriting for Mortgage lending, and risk-based pricing
- **Delinquency Prediction**, automation of NCL projection and Capacity Planning for Collections
- **Scientific Retention Strategy** created at customer level

## Significant growth tailwinds

- **Lowest risk asset class**
- Increased affordability with rising income and stable property prices
- **Government's focus on affordable housing**

## Distribution and Target customer segment

- **Specialist in the self-employed segment**
- Salaried segment to form 40% of our incremental business
- **Cross-selling potential**
- Balance between internal and external sourcing

## Technology

- **Digitisation and re-engineering to enable superior sourcing and underwriting**
- Modern analytical tools to aid robust collections



# Reliance Commercial Finance

*- Presented by*



***K. V. Srinivasan, CEO***

## Maintain leading position in the SME sector

### 7-year vintage in Commercial Finance

- **Created the first SME –focused NBFC in the country**
- Focused on growth areas viz. **education, healthcare, food, engineering**, etc.
- Emphasis on **productive asset creation** for the **self-employed segment**
- **100% secured portfolio (<80% for peers)**

### Widespread presence and customer base

- Present in 44 cities and **caters to over 53,500 customers**
- **Over 5,000 distribution partners** across the country
- Financed over Rs. 60,000 crore to over 1.25 lakh customers

## Robust risk management framework

- **High penetration and credit expertise in this segment**
- Customized products to suit borrowers' funding requirements in each cluster
- **Analytics based underwriting model and Early Warning System - first in the industry**

## Focus on profitable growth with best-in-class asset quality

- **AUM increased to Rs. 16,191 crore (+8%) as on Dec 2016**
- **Gross NPA at 3.7% (at 90 dpd basis) as on Dec 2016 with adequate coverage**
- **Net interest margin rose to 6.0% in FY16**
- **FY16 Profit before tax at Rs. 312 crore; return on equity at 15.3%**

### Continue to strengthen the SME lending segment

- Aggressively grow across key segments - **education, health care, industry-focused clusters, agri. and food sectors**
- **Consolidate** niche presence in the **renewable energy** sector

### New initiatives

- Expand the target market by including **retail and personal finance products**

### Strong focus on asset quality and profitability

- **Focus** on maintaining **asset quality** in line with the best in the industry
- **Improved return on equity**

### Digital strategy

- **Increased** usage of **digital technology** and **automation** for efficient **customer acquisition and management**

# Broking and Distribution Businesses

*- Presented by*



***B. Gopkumar, CEO***

## Opportunity to build the Broking & Distribution business

- Only 2% of the Indian population invests in Equity market; Globally, approx. 10% have equity investments
- **Exponential growth in domestic flows**

## Business Segments

- **Retail broking**
- **Privilege Client Group focused on large market clients**
- **Wealth Management**
- **Mass affluent distribution**
- **Margin Financing and IPO funding**
- **Commodity broking**

## Network and Client base

- **Extensive geographic footprint** - approx. 80 branches and **over 800 customer touch points**
- **Broking accounts : Equity over 791,000 | Commodity over 71,000**

## Transformation in the last two years

### Key business matrix

- **9m-FY17 PBT of Rs. 35 crore vis-à-vis a loss of Rs. 16 crore in 9m-FY16**
- **Average daily turnover in cash segment rose by 48%** and delivery volume up from 21% to 35%
- **Average daily turnover in F&O segment rose by 137%**
- **Mobile market share increased from 5% to 13.5%**
- **Wealth Management: AUMs at approx. Rs. 3,600 crores (+68%) as on Dec 2016**

### Digital Transformation

- **Industry First: Fully digital model** - 95% of the accounts are opened digitally and clients are able to trade on the same day
- **60% of the customers trade online** - mobile contributes 15% of the topline
- **Integrated single platform for broking and distribution**

### Technology

- **100% uptime for trading**
- Contact center is completely digitally-enabled

## Higher yields and realisations

- **Segment based Pricing:** Investor, Trader and Super Trader plans
- **Focus on cash delivery segment** to improve yields and client longevity

## Streamline product offerings

- Integrating **Broking and Distribution on a single platform**
- **Analytics driven consumer campaigns** to drive wallet share
- **Differentiated platforms** and offerings for Wealth accumulator and Trader segments

## Digital transformation

- **Fully online Digital Acquisition Model**
- Mobile Trading platform for individual and day traders
- Establishing unique positioning in the market as a **Value Broker**



# Investment Portfolio

## Huge potential for commodity trading

- Daily average commodity volumes as a percentage of GDP

- **India: 0.2%; USA: 26% or Rs. 290 lakh crore**

Country	% of GDP
USA	26.0%
China	0.8%
India	0.2%

- **Favourable policy intervention**

- SEBI-FMC merger

- Expected to allow **institutional players to trade on Commodity Exchanges**

- Reliance Capital holds **26% stake in ICEX**

- **ICEX will be the first exchange to launch Diamond Futures contract**

- India trades over Rs. 2 lakh crore worth of diamonds annually

- **Diamond futures**, alone, have a potential to generate a **turnover of Rs. 5,000 crore per day**

- Going forward, ICEX will trade other commodities such as **Gold, Crude**, etc.

### Valuable Private Equity investments

- **Key investments include**

- **Paytm** - already monetised with a **27x return**
- Paytm e-commerce
- Yatra Online
- Sula Vineyards
- Grover Vineyards
- Mahindra First Choice

### Monetisation of all non-core investments underway

- ✓ **Film and Media Services**
- ✓ **Exhibition business**
- ✓ **Radio and TV business**

**Substantial reduction in non-core assets by March 2018**

- **Solely focused on Financial Services' businesses**
- Monetisation of all non-core investments
- **Strong financial platform** with networth at approx. Rs. 16,000 crore
- **Comfortable asset-liability position** - weighted average maturity **over 5 years**
- **Robust platform for accelerated growth in the future**

RELIANCE

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Thank you