

April 06, 2017

Reliance Capital Limited

Instrument*	Rated Amount (Rs. crore)	Rating Action
Commercial Paper Programme	4,000.0 (enhanced from 3,500.0)	[ICRA]A1+ assigned/outstanding

*Instrument Details are provided in Annexure-1

Rating Action

ICRA has assigned the rating of [ICRA]A1+ (pronounced ICRA A One plus)¹ to the Rs. 4,000.0 crore (enhanced from Rs. 3,500.0 crore) Commercial Paper programme of Reliance Capital Limited (RCL).

Rationale

The rating factors in RCL's association with Reliance Anil Dhirubhai Ambani Group (ADAG), one of India's largest business groups, comfortable capitalization levels, high financial flexibility being part of Reliance ADAG which has significant presence in various businesses in financial services domain like Asset Management, Life Insurance, General Insurance, Commercial & Home Finance, Broking & Distribution of Financial Products and Proprietary Investments. ICRA also takes note of the transfer of Commercial Finance Division of RCL into Reliance Commercial Finance Limited (RCFL), a 100% subsidiary of RCL, in March 2017. RCL will subsequently propose conversion into Core Investment Company (CIC). The rating takes into consideration comfortable asset liability profile and stable asset quality indicators of the lending business of the company. ICRA takes note of the moderate profitability indicators of RCL. While sizeable part of the reported net worth is invested in unlisted group companies, the intrinsic value in some of the investments, which can be witnessed in recent stake sales by RCL, partly alleviate credit concerns.

Key Rating Drivers

Key Strengths

- Promoted by the Reliance Group which is well diversified and has strong presence in almost all the spheres of financial services (excluding banking operations) and is among the top players in businesses such as mutual fund
- Large unrealized gains in investment book; the company's group investments have attracted good valuations during divestment
- Ability of successfully divesting its stake and tying up with strong global partners like Nippon Life and Sumitomo Mitsui Trust Bank for its core businesses
- Strong and experienced management team with varied experience in financial services segment
- Asset quality indicators remain comfortable despite slight deterioration in the past two years
- Comfortable liquidity profile; well matched asset liability mix of the lending business of RCL

¹ For complete rating scale and definitions, please refer to ICRA's website www.icra.in or other ICRA Rating Publications.

Key Challenges

- To unlock value from its investments in non-core business
- To improve profitability indicators which remain moderate (RoA of 2.7% and RoE of 7.6% in FY2016)

Description of key rating drivers highlighted above:

RCL has wholly owned subsidiaries which are into secured lending business - Reliance Home Finance Limited (RHFL), a housing finance company under which home loans, construction finance and part of Loan against Property (LAP) is booked and Reliance Commercial Finance Ltd. (RCFL), which is primarily into SME advances, Commercial vehicle and auto loans, commercial equipment loans, LAP, Trade Advances & Inventory Funding, Infrastructure Advances and Micro Finance advances with a focus on retail borrowers. In March 2017, the lending business of RCL got de-merged into Reliance Commercial Finance Limited, its 100% subsidiary.

During FY2016, the overall credit book size (including RHFL portfolio) had grown by 15% to Rs 17,731 from Rs 15,409 crore as on March 2015. The portfolio further grew to Rs. 20,402 crore (Asset under management of 25,847 crore) as on December 31, 2016 driven by the growth in home loans and loans towards SMEs. As on December 31, 2016, the on book portfolio constituted ~26% by home loans (booked under RHFL), ~12% by LAP (of which 4% booked in RHFL), ~22% by SME advances, ~14% by construction finance (of which 9% booked under RHFL), ~5% by commercial vehicle, commercial equipment and auto loans, the remaining ~21% by Trade Advances & Inventory Funding, Infrastructure Advances, micro finance and other smaller advances. The company has been using securitization as a tool to improve profitability metrics while keeping overall leverage at moderate levels. Also, the granularity of the book has improved with more thrust on SME advances in the small ticket size segment and affordable housing segment in the home loan portfolio. Going forward, the company intends to grow aggressively in home loans segment and focus on SME loans, supply chain financing and agri-loans while being cautious on growing LAP and vehicle financing and equipment financing portfolio. As on date, almost the entire book of RCFL and RHFL is secured. The ability of the company to grow its portfolio while containing the credit cost would remain a key rating sensitivity.

RCL continues to have a sizeable albeit declining investment book to the tune of ~Rs 11,246 crore as on March 31, 2016 (~Rs 12,375 crore as on March 31, 2015) primarily deployed in holding companies, financial services and media companies within and outside the group. In line with its strategy to exit most of the non-core investments, the company exited some of these during FY2016 and is in process of exiting few more in future. During FY2016, the company partly sold its stake in Reliance Life Insurance and Reliance Capital Asset Management Limited to Nippon Life Insurance at sizable valuation which has augmented the capitalization levels of the company. In ICRA's view, if Reliance Capital is able to substantially exit the non-core investments profitably, it shall substantially augment the capitalization levels of the company and the ability of the company to do the same will remain a key rating sensitivity. Also, ICRA notes that significant gains could potentially be unlocked as stakes in some group companies are disinvested which could further augment capitalization levels.

Asset quality indicators of the Commercial Finance² business³ deteriorated slightly with Gross NPA% (on AUM) increasing from ~2.7% as on March 31, 2015 to 3.2% as on March 31, 2016 and further to 3.6% as on December 31, 2016 due to stress in commercial vehicle, construction equipment and infrastructure

² Now the business is de-merged into Reliance Commercial Finance Limited

³ Excluding loan book of Reliance Home Finance Limited



segments. RCL's capitalization remains comfortable with CRAR, on a standalone basis, reported at 20.8% as on December 31, 2016 vis-à-vis 24.8% as on March 31, 2016.

As for the profitability, there was improvement in the profitability indicators during FY2016 primarily due to profit on sale of its investments. In FY2016, the company also saw expansion in net interest margins (NIMs) due to improving yields and stable cost of funds. With stable credit cost and operating expense aided by the profits on sale of investment, the company was able to report a healthy growth in net profit to Rs 977 crore in FY2016 compared to Rs 757 crore in FY2015. In FY2016, the company reported a return on assets of 2.7% (2.1% in FY2015) and return on networth of 7.6% (6.3% in FY2015).

Analytical approach:

ICRA has taken a consolidated view on the entity along with its subsidiaries Reliance Commercial Finance Limited (rated [ICRA]A1+) and Reliance Home Finance Ltd. (rated [ICRA]A1+).

Links to applicable Criteria

ICRA's Credit Rating Methodology for Non-Banking Finance Companies

Company Profile

Reliance Capital Limited (RCL) is a part of the Reliance Group. RCL's subsidiaries are engaged in various businesses like Asset Management, Life Insurance, General Insurance, Commercial & Home Finance, Equity Broking, Distribution of Financial Products and Proprietary Investments. In September 2016, RHFL proposed to get listed on the stock exchange in next few quarters which would reduce the stake of RCL in the company to around 51%. RCL started its commercial finance business in May 2007 with a focus on secured lending and mortgage and SME loans form the bulk of its portfolio currently. In March 2017, RCL de-merged its commercial finance business into Reliance Commercial Finance Limited, its subsidiary, will continue to be an investment company with investments in group as well as non-group entities.

On standalone basis, RCL reported a net profit of Rs. 977 crore on a total income base of Rs. 4076 crore in FY2016 compared to a net profit of Rs. 757 crore on a total income base of Rs. 3948 crore in FY2015.

Recent Results

In 9M FY2017, the company reported a net profit of Rs. 453 crore on a total income of Rs. 2,722 crore.

Status of non-cooperation with previous CRA: Not Applicable

Any other information: Not Applicable

Rating History for last three years:

Table: Rating History

Sr. No.	Name of Instrument	Current Rating			Chronology of Rating History for the past 3 years		
		Type	Rated amount (Rs. Crore)	April 2017	FY2017	FY2016	FY2015
1	Commercial Paper Programme	Short Term	4,000.0	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+

Complexity level of the rated instrument:

ICRA has classified various instruments based on their complexity as "Simple", "Complex" and "Highly Complex". The classification of instruments according to their complexity levels is available on the website www.icra.in

Annexure-1
Details of Instrument

Name of the instrument	Date of issuance	Coupon rate	Maturity Date	Size of the issue (Rs. Cr)	Current Rating and Outlook
Commercial Paper Programme	-	-	7-365 days	4,000.0	[ICRA]A1+

Source: Company Data

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