



Home Finance

Press Conference
Mumbai
December 20, 2016

RELIANCE

Reliance Home Finance Limited

Public Issue of Secured
and Un-secured Redeemable Non Convertible
Debentures

RELIANCE

- *Reliance Home Finance Limited (“RHFL”), subject to market conditions and other considerations, is proposing a public issue of secured and un-secured redeemable non-convertible debentures (“NCDs”) and has filed the Shelf Prospectus dated December 15, 2016 and Tranche 1 Prospectus dated December 15, 2016 with the Registrar of Companies, Maharashtra, Mumbai, National Stock Exchange of India Limited, BSE Limited and SEBI (for record purposes).*
- *The Shelf Prospectus dated December 15, 2016 and Tranche 1 Prospectus dated December 15, 2016 are available on our website at www.reliancehomefinance.com, on the website of the stock exchanges at www.nseindia.com and www.bseindia.com and the respective websites of the lead managers at www.edelweissfin.com, www.akcapindia.com, www.axisbank.com, www.trustgroup.in and www.yesinvest.in.*
- *Investors proposing to participate in the Issue should invest only on the basis of information contained in the Shelf Prospectus dated December 15, 2016 and Tranche 1 Prospectus dated December 15, 2016.*
- *Investors should note that investment in NCDs involves a degree of risk and for details relating to the same, please refer to the Shelf Prospectus dated December 15, 2016 and Tranche 1 Prospectus dated December 15, 2016, including the section ‘Risk Factors’.*

Reliance Capital

Asset Management

Life Insurance

General Insurance

Commercial Finance

Home Finance

Equities and
Commodities Broking

Asset Reconstruction

Wealth Management

Proprietary Investments

Company Overview

- A Reliance Group company, one of India's prominent private sector business houses, led by Mr. Anil Dhirubhai Ambani
- Incorporated in 2008, a wholly owned subsidiary of Reliance Capital Limited, is the financial services arm of the Reliance Group
- A non deposit taking Housing Finance Company registered with the NHB
- Focused on providing housing financing products for the LMI to HMI segment in India
- Wide geographical presence with focus primarily to market in Tier II and Tier III cities and towns

Product Portfolio

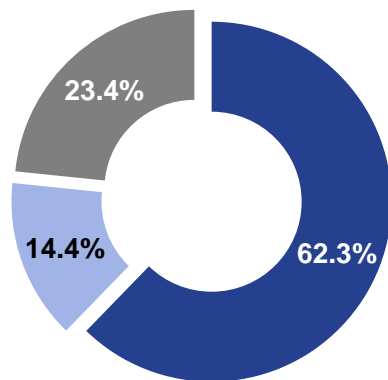
Products

- Home Loan/ Affordable Housing Loan
- Loan Against Property
- Construction Finance
- Property Solutions (Broking Services, Valuation and Consulting Services)

Target Customer

- Self Employed & Salaried Individuals
- Self Employed Individuals and SMEs
- Real Estate Developers
- Individuals and Corporates

Resource Mobilization (as on September 30, 2016)



Source	Amt (Rs. in lakhs)
Banks/ FIs	4,93,546.71
Capital Markets	1,13,883.46
Others	1,85,266.87
Total	7,92,697.04

■ Banks/FIs ■ Capital Markets ■ Others

Credit Rating

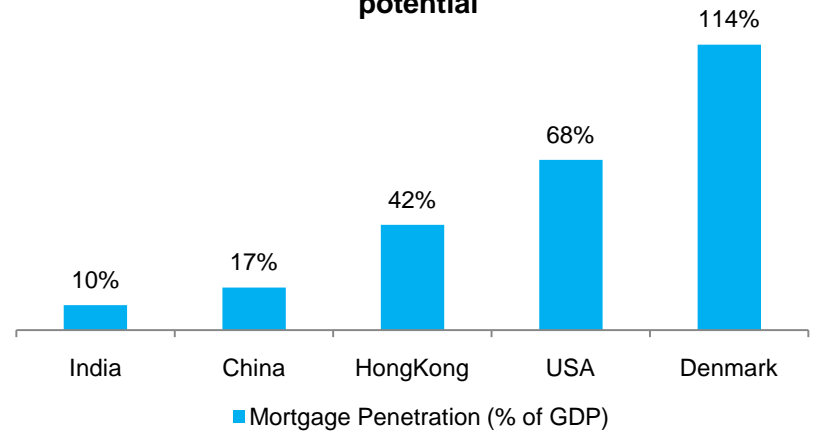
Nature of Borrowing	Rating			
	CARE	Brickwork	ICRA	CRISIL
Public Issue-Secured NCDs*	CARE AA+	BWR AA+	-	-
Public Issue-Un-Secured NCDs (Upper Tier II)*	CARE AA	BWR AA	-	-
Long Term Debt	CARE AA+	BWR AA+	-	-
Short Term Debt	-	-	A1+	A1+
Tier II Un-Secured Debt	CARE AA+	BWR AA+	-	-
Market Linked Debentures	CARE PP-MLD AA+	-	-	-

*Outlook Stable

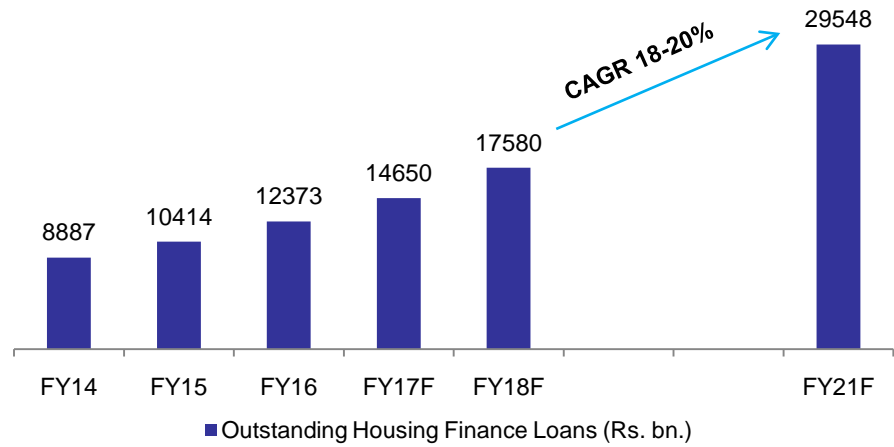
Macro-Economic Growth Drivers

- Rising Income Levels
- Rapid Urbanization
- Favorable Demographics
- Nuclearisation of Families
- Thrust on Affordable Housing

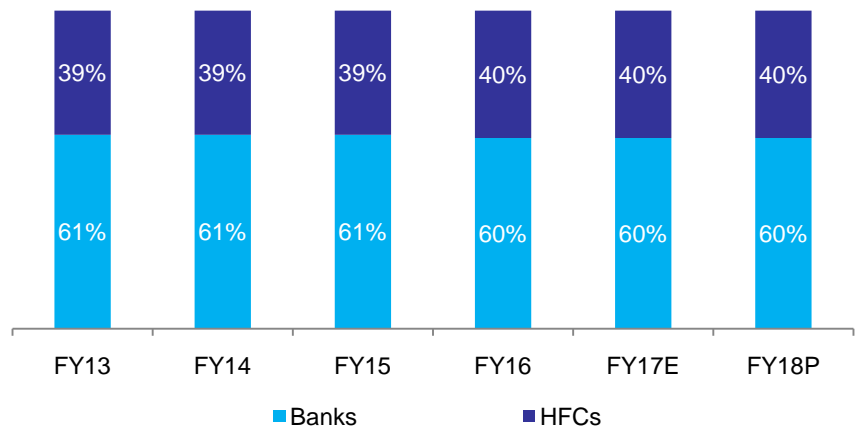
Under-penetration of mortgage signifies growth potential



Home loan disbursements expected to record healthy CAGR...



With HFCs maintaining a steady share in the housing finance pie



Source: CRISIL Housing Finance Report, Aug 2016

Our Key Strengths

1

Established presence in the Self Employed Segment

2

Healthy asset quality reinforced by strong risk management framework

3

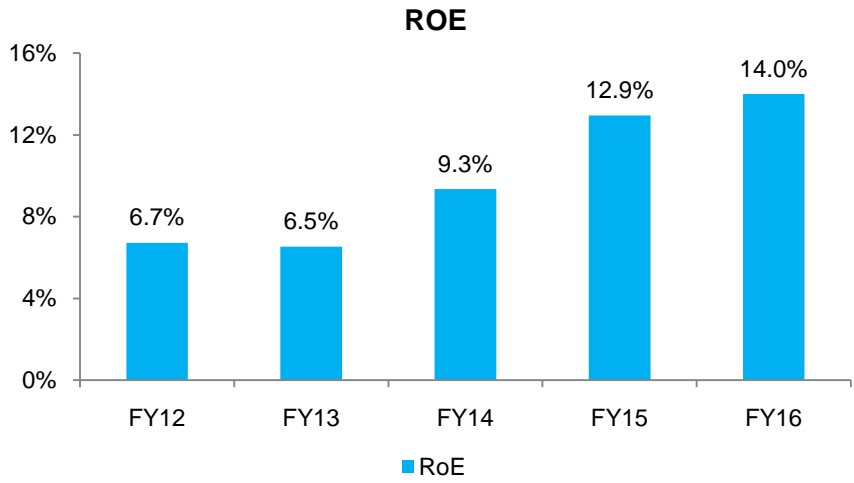
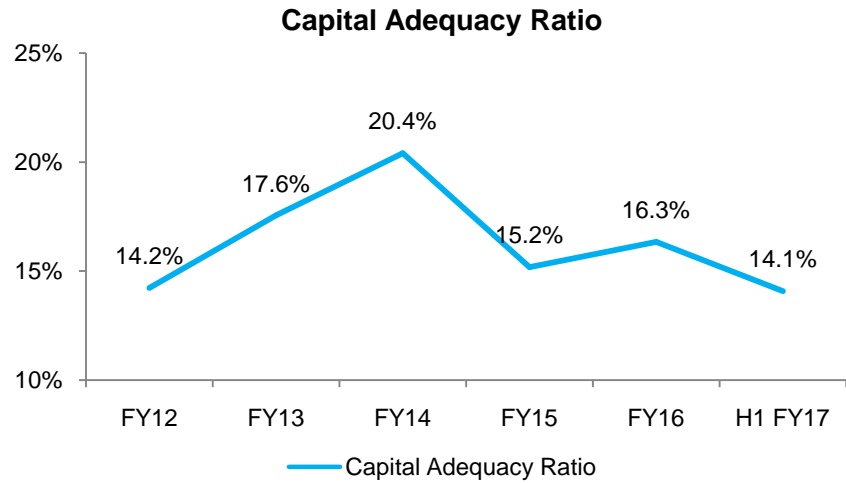
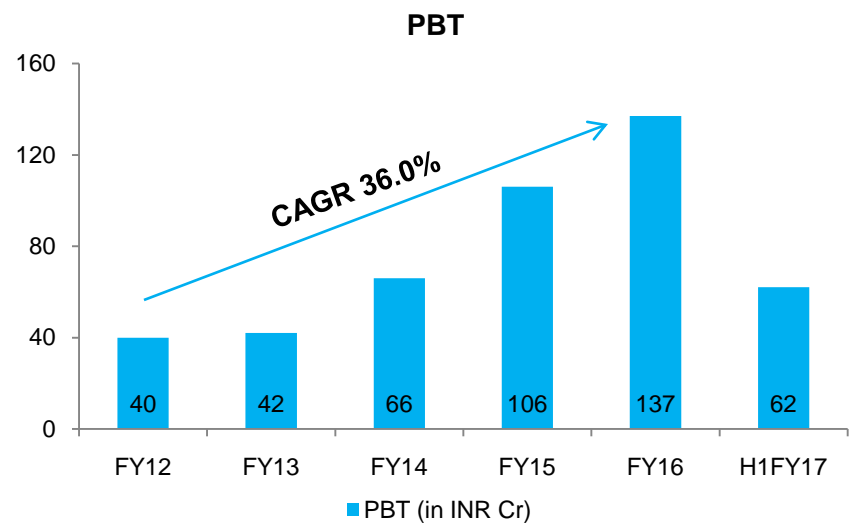
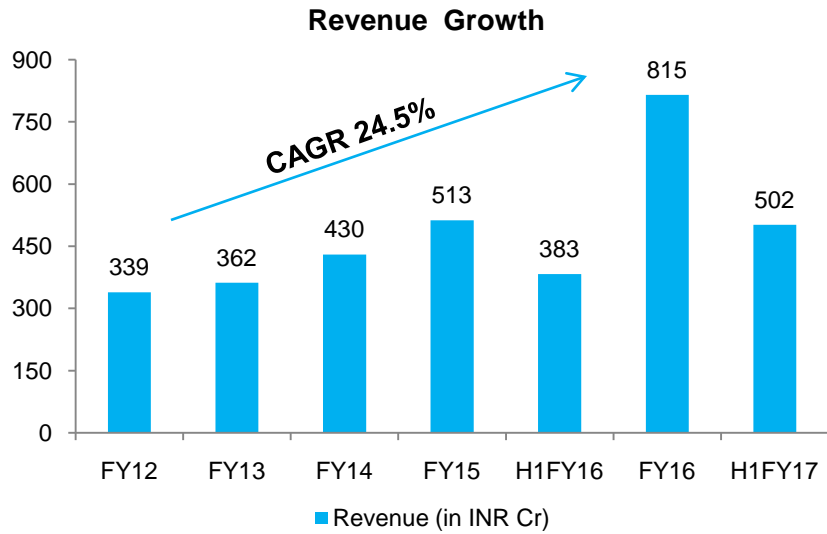
Established brand and parentage

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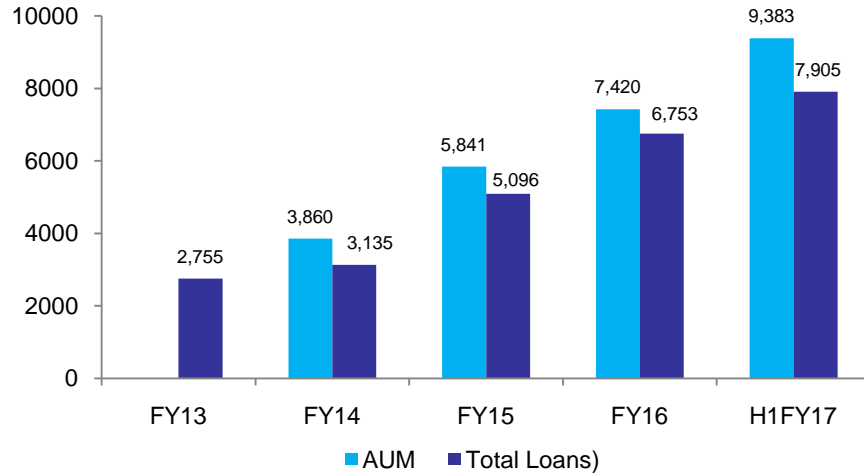
Strong Management Team and Corporate Governance

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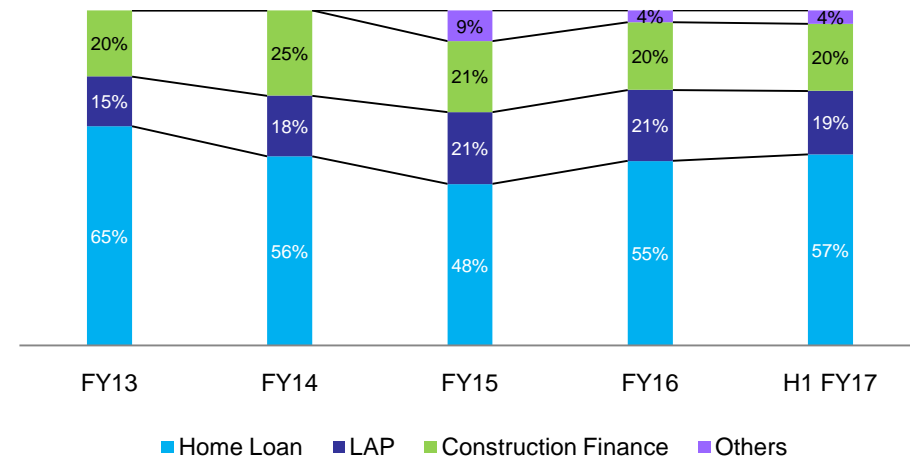
Strong growth opportunity supported by Government critical policy agenda



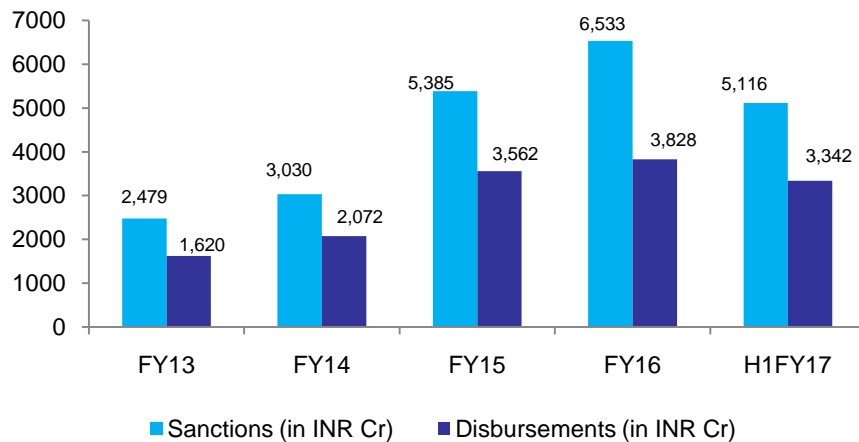
Steady Increase in AUM and Loans (in INR cr)



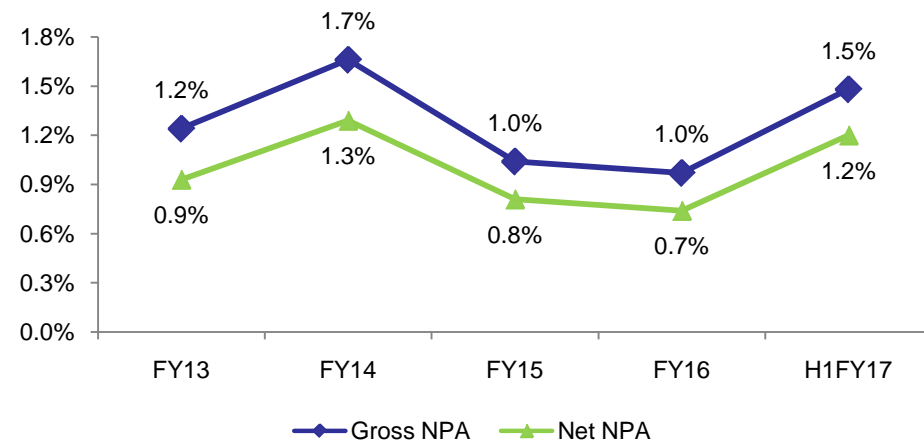
With diversification of loan book



Rapid Growth in Sanctions and Disbursements



Increased disbursement while maintaining reasonable NPA



Parameters	As on and for the period (values in Rs. Cr)		
	FY2016	FY2015	FY2014
Net Worth	570	498	439
Long term Borrowings*	5,780	3,606	2,813
Short-term borrowings	768	816	208
Total Loan Assets	6,752	5,096	3,135
Assets Under Management (including Securitized and Assignment Portion)	7,420	5,841	3,860
Interest Income (Including Treasury Income)	737	442	389
Interest Expense	475	298	269
Provisioning & Write-offs	16	14	14
Profit After Tax (PAT)	87	69	43
Gross NPA (%)	0.97%	1.04%	1.66%
Net NPA (%)	0.74%	0.81%	1.29%
Tier I Capital Adequacy Ratio (%)	10.51%	11.10%	14.56%
Tier II Capital Adequacy Ratio (%)	5.83%	4.07%	5.84%

* includes current maturities of long term borrowings

Our Key Strategies...

1

Engage in competitive loan pricing and customize and cross-sell products and services to attract more customers

2

Maintain strong asset quality and earnings growth

3

Grow our product reach

4

Focus on strengthening our brand

**Reliance Home Finance Limited
 launches its Maiden Public Issue
 of Secured and Un-secured Redeemable NCDs**

Issue Period	
Issue Opens on Thursday, December 22, 2016	Issue Closes on Friday, January 6, 2017*

** with an option to close earlier*

Offering Type

Public Issue of Secured and Un-secured Redeemable Non Convertible Debentures

Offering Size

Base Issue of Rs. 1,000 cr with an option to retain oversubscription upto the Shelf Limit

Shelf Limit

Secured NCDs aggregating upto Rs. 3,000 crore, Un-secured NCDs aggregating upto Rs. 500 crore
Totaling upto Rs. 3,500 crore ("Shelf Limit")

Rating- Dual

Secured-CARE AA+;Stable (Double A plus;Outlook: Stable) by CARE; BWR AA+(BWR Double A plus) Outlook: Stable by Brickwork
Un-secured - CARE AA; Stable (Double A; Outlook: Stable) by CARE; BWR AA (BWR Double A) Outlook: Stable by Brickwork

Coupon Range

Secured – 8.70% to 9.15%
Un-secured – 9.25% to 9.40% (*in case of non exercise of call option a step up coupon of 0.25% shall be payable*)

**Tenure &
Frequency**

Secured – 3,5,10 years (interest payment frequency is annual for all)
Un-secured – 15 years with call option after 10 years from the deemed date of allotment (interest payment frequency annual)

Series	I	II	III	IV
Frequency of Interest Payment	Annual	Annual	Annual	Annual
Nature of Instrument	Secured	Secured	Secured	Un-Secured*
Minimum Application	Rs. 10,000 (10 NCDs) across all Series collectively			
In Multiples of thereafter	Rs. 1,000 (1 NCD)			
Face Value of NCDs (Rs./ NCD)	Rs. 1,000			
Issue Price (Rs./ NCD)	Rs.1,000			
Mode of Interest Payment	Through various options available			
Tenor	3 years	5 years	10 years	15 years
Coupon (%) for NCD Holders in Category I & Category II	8.70	8.90	9.00	9.25
Coupon (%) for NCD holders in Category III and Category IV	8.90	9.05	9.15	9.40
Effective Yield (per annum) for NCD Holders in Category I & Category II	8.70	8.90	9.00	9.25
Effective Yield (per annum) for NCD Holders in Category III & Category IV	8.90	9.05	9.15	9.40
Redemption Date (<i>from the Deemed Date of Allotment</i>)	3 years	5 years	10 years	15 years
Redemption Amount (Rs./ NCD)	Rs. 1,000			

Note: The company may exercise call option on un-secured NCDs (Series IV) after 10 years from the deemed date of allotment

** In the event the company does not exercise the call option in relation to Un-Secured NCD Holders, a step-up of 25 bps above coupon after 10 years from Deemed Date of Allotment shall be payable on every subsequent coupon payment date.*

- Option to apply for NCDs in dematerialized as well as physical form
- Allocation on first come first serve basis*
- Call Option on Un-secured NCDs after 10 years from the deemed date of allotment (Series IV)
- Step-up coupon on Un-secured NCDs of 0.25% shall be payable in case of non-exercise of Call Option by the Company within 60 days of expiry of 10 years from the Deemed Date of Allotment

Category of Investors		Allocation Ratio	Priority in case of undersubscription in any Investor Category(ies)
Category I Investors	Institutional Investors	30%	4th
Category II Investors	Corporate Investors	10%	3rd
Category III Investors	High Net worth Individuals	30%	2nd
Category IV Investors	Retail Individual Investors	30%	1st

** Determined on the basis of date of Application on the electronic bidding platform of Stock Exchanges, except on the date of oversubscription when the Investors applying on the day of oversubscription get Allotment on a proportionate basis*

Lead Managers



Legal Counsel



Debenture Trustee



Registrar



Listing



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Thank You

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