



JM Financial Limited

Quarter ended September 30, 2018 – Results update

October 25, 2018

Safe Harbour

This presentation and the following discussion may contain “forward looking statements” by JM Financial Limited (“JM Financial” or “JMFL” or the “Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of JMFL about the business, industry and markets in which JMFL operates.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond JMFL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not and should not be construed as a representation of future performance or achievements of JMFL. In particular, such statements should not be regarded as a projection of future performance of JMFL. It should be noted that the actual performance or achievements of JMFL may vary significantly from such statements.

The Financial Results of the Company commencing from April 1, 2018 are being prepared in accordance with the applicable Indian Accounting Standards, whereas the Financial Results till March 31, 2018 were being prepared as per the applicable Indian GAAP. Due to the above change, figures for the period prior to March 31, 2018 are not comparable with the figures post April 1, 2018. Similarly, the figures wherever appearing in the corporate presentation for the period prior due to implementation of the Ind As are not comparable with the figures post April 2018.

Key implications on financial statements upon migration to Ind AS

Expected Credit Loss (ECL)

Under the ECL model, the loan loss provision is made on the basis of the loan book's historical loss experience and future expected credit loss depending on the credit quality assessment. ECL adjustment has had a negative impact on our network and on this quarter's profits

Amortization of fee income and cost under effective interest rate (EIR)

Fees generated on loans originated and the corresponding costs including processing fees incurred on borrowings have been amortized over the life of the loan / period of service. This has resulted in temporary deferral of revenue and cost recognition. This has resulted in a negative impact on our network and a marginal negative impact on our profits for this quarter

Fair value implications on financial assets

On the date of transition, all financial assets have been recorded in the balance sheet at fair value. The impact of fair valuation of financial assets, post initial recording in the balance sheet has been accounted through the statement of profit and loss. FVTPL has had a positive impact on our network

Consolidation of trusts in the Distressed Credit Business

The trusts where we have a controlling interest have been consolidated after fair valuing the assets held by each of those trusts. This has had a positive impact on our network

Segment re-classification

As per Ind AS, considering that the views of the management have precedence over the erstwhile risks and rewards model, segments have been reported based on management's evaluation of financial information for allocating resources and assessing performance

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Key Highlights – Consolidated Performance – Ind AS

	Revenues	PBT	Net Profit	EPS	BVPS	ROA*	Leverage (Debt / (Equity + Minorities))	ROE*
Q2 FY19	976 Cr ↑ 27.0%	380 Cr ↑ 20.3%	163 Cr ↑ 8.2%	1.95 ↑	58.63 ↑	0.9% ↓	2.61x ↓	3.5% ↓
Q2 FY18	769 Cr	315 Cr	151 Cr	1.90	44.90	1.1%	2.84x	3.7%

	Revenues	PBT	Net Profit	EPS	BVPS	ROA**	Leverage (Debt / (Equity + Minorities))	ROE**
H1FY19	1,828 Cr ↑ 21.9%	696 Cr ↑ 16.0%	306 Cr ↑ 10.2%	3.65 ↑	58.63 ↑	3.6% ↓	2.61x ↓	13.1% ↓
H1 FY18	1,500 Cr	600 Cr	278 Cr	3.49	44.90	4.4%	2.84x	15.9%

Consolidated Profit & Loss Statement – Ind AS

Particulars (Rs Cr)	Q2FY19	Q2FY18	YoY %	Q1 FY19	QoQ %
Gross Revenue¹	976	769	27.0%	852	14.6%
Employee cost	113	100	12.9%	107	6.0%
Other expenses	72	58	27.2%	69	5.2%
Provisions*	23	13	69.7%	19	15.6%
Finance cost	381	276	38.1%	335	14.0%
Depreciation	7	6	5.7%	6	6.1%
PBT	380	315	20.3%	316	20.0%
Tax Expense ²	139	105	32.7%	117	18.8%
PAT	240	210	14.1%	199	20.7%
Share in profit of Associates	#	#	NM	#	NM
Net profit before Minority Interest	240	211	14.0%	199	20.6%
Minority Interest	-77	-60	28.7%	-57	36.1%
Net profit	163	151	8.2%	143	14.5%

amount less than Rs. 1 crore

*includes provision on account of Expected Credit Loss(ECL)

1. Includes diminution in fair value of investments (excluding security receipts) amounting to~ Rs.23 Cr for Quarter ended Sep 30, 2018 and ~Rs.2 Cr for quarter ended Sep 30, 2017

2. On a conservative approach, group does not create deferred tax assets on any diminution due to change in fair value of investments, hence average tax rate is higher

Numbers related to Q2FY18 are based on management reports and have not been subjected to review or audit

Consolidated Profit & Loss Statement – Ind AS

Particulars (Rs Cr)	H1FY19	H1FY18	YoY %
Gross Revenue ¹	1,828	1,500	21.9%
Employee cost	220	198	11.0%
Other expenses	141	124	13.8%
Provisions*	42	27	56.7%
Finance cost	716	539	32.9%
Depreciation	13	13	3.3%
PBT	696	600	16.0%
Tax Expense ²	257	206	24.3%
PAT	439	393	11.7%
Share in profit of Associates	0	1	-55.7%
Net profit before Minority Interest	439	394	11.6%
Minority Interest	-133	-116	15.0%
Net profit	306	278	10.2%

amount less than Rs. 1 crore

*includes provision on account of Expected Credit Loss(ECL)

1. Includes diminution in fair value of investments (excluding security receipts) amounting to ~Rs.47 Cr for half year ended Sep 30, 2018 and ~Rs.0.3 Cr for half year ended Sep 30, 2017

2. On a conservative approach, group does not create deferred tax assets on any diminution due to change in fair value of investments, hence average tax rate is higher

Numbers related to H1FY18 are based on management reports and have not been subjected to review or audit

Reconciliation of Net Profit - IGAAP and Ind AS

Particulars (Rs Cr)	Quarter ended 30.09.2018 Unaudited
Net profit after tax and before minority interest (IGAAP)	252
Add / (Less):	
Provision for expected credit Loss	(17)
Inc / (Dec) in interest income / borrowing cost pursuant to application of effective interest rate (net)	#
Diminution in fair valuation of investments	(33)
Gain on fair valuation of investments SR	36
Increase / (Decrease) in employee benefit expenses due to fair valuation of ESOP	(#)
Deferred tax impact on above	2
Total effect of transition to Ind AS	(12)
Net profit after tax (before OCI) as per Ind AS	240
Other comprehensive Income (net of tax)	15
Net profit after tax and before minority interest (Ind AS)	255

IGAAP financials are based on management reports and have not been subjected to review or audit

Consolidated Balance Sheet – Ind AS

Particulars (Rs Cr)	As at Sep 30, 2018	As at Sep 30, 2017**
Assets		
Loan book (Net of Effective Interest Rate & ECL)	16,847	12,175
Loan book (Public issue of NCDs/IPO Financing)	377	1,536
Distressed asset book (Investment in SRs / Loan)	4,501	2,755
Treasury fund	3,309	1,586
Arbitrage and trading book	134	513
Property, Plant and Equipment	374	376
Other assets	1,472	1,244
TOTAL	27,014	20,185
Equity and Liabilities		
Shareholders' Funds	4,923	3,580
Non Controlling Interest	2,022	1,279
Share of security receipt holders	530	528
Borrowings (Net of Effective Interest Rate)	17,773	12,393
Borrowings (Public issue of NCDs/IPO Financing)	381	1,424
Other Liabilities and Provisions	1,385	981
TOTAL	27,014	20,185

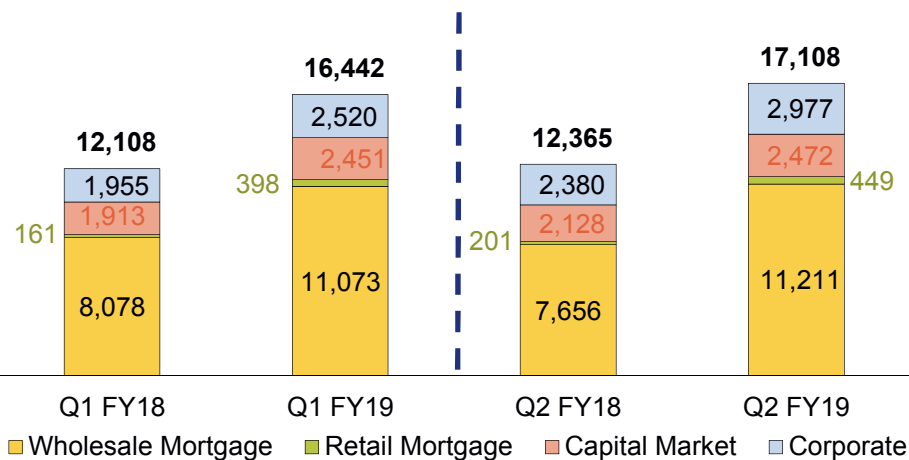
Reconciliation of Net worth - IGAAP and Ind AS

Particulars (Rs Cr)	As at 30.09.2018 Unaudited
Net worth as per the erstwhile Indian GAAP (IGAAP) before minority interest	6,715
Add / (Less):	
Additional provision for expected credit loss	(43)
Increase in interest income / borrowing cost pursuant to application of effective interest rate method	(128)
Gain on fair valuation of investments	100
Gain on fair valuation of investments - Security receipt	323
Increase / (Decrease) in employee benefit expenses due to fair valuation of Employee Stock Option	(1)
Deferred tax impact on above	(21)
Total effect of transition to Ind AS	230
Net worth (before OCI) as per Ind AS before minority interest	6,945
Other comprehensive Income (net of tax)	#
Net worth as per the Ind AS before minority interest	6,945

IGAAP financials are based on management reports and have not been subjected to review or audit

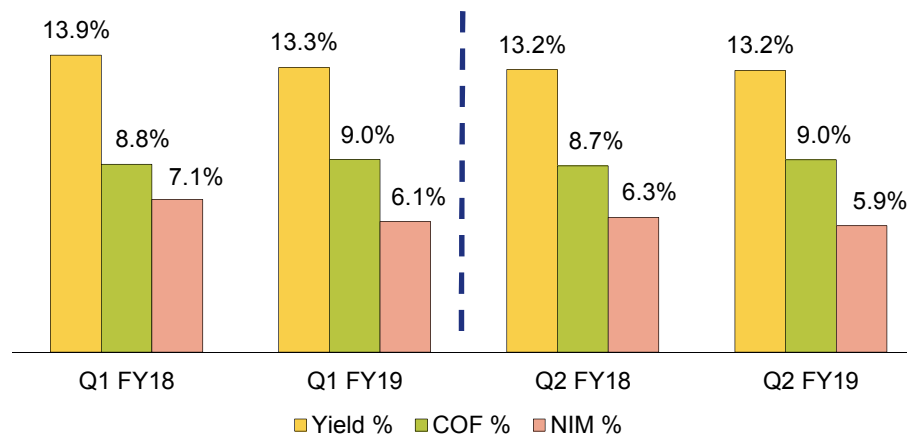
Lending book Profile – Ind AS

Gross Loan Book (Rs Cr)#

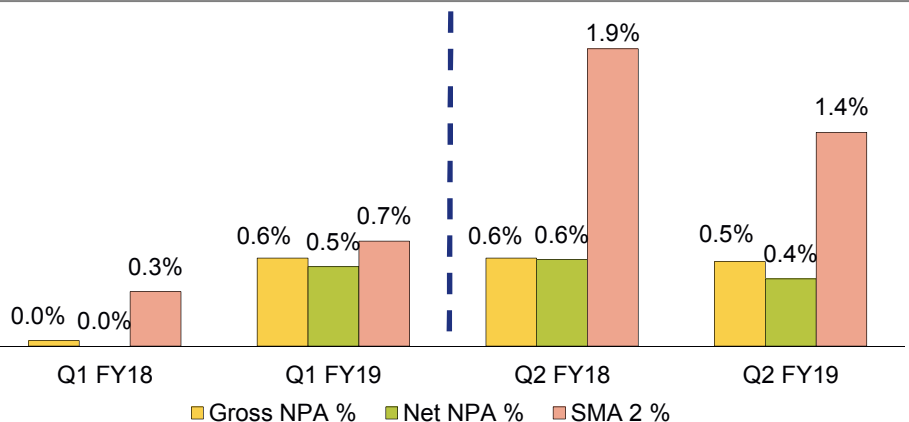


*Wholesale Mortgage grew slower in Q2 FY19 compared to Q1 FY19 as JM Financial Credit Solutions Ltd. was very close to its overall debt / equity limits

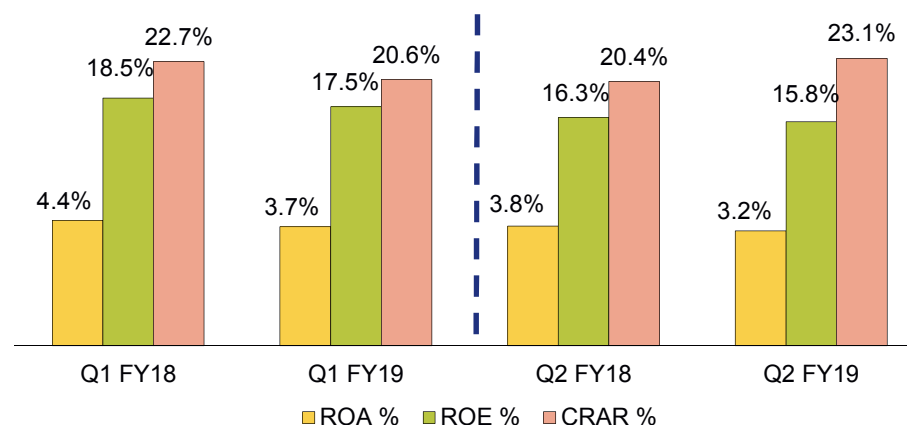
NIM Analysis (%)



Gross, Net NPA & SMA 2** (%)



Return Ratios^ & Capital Adequacy (%)

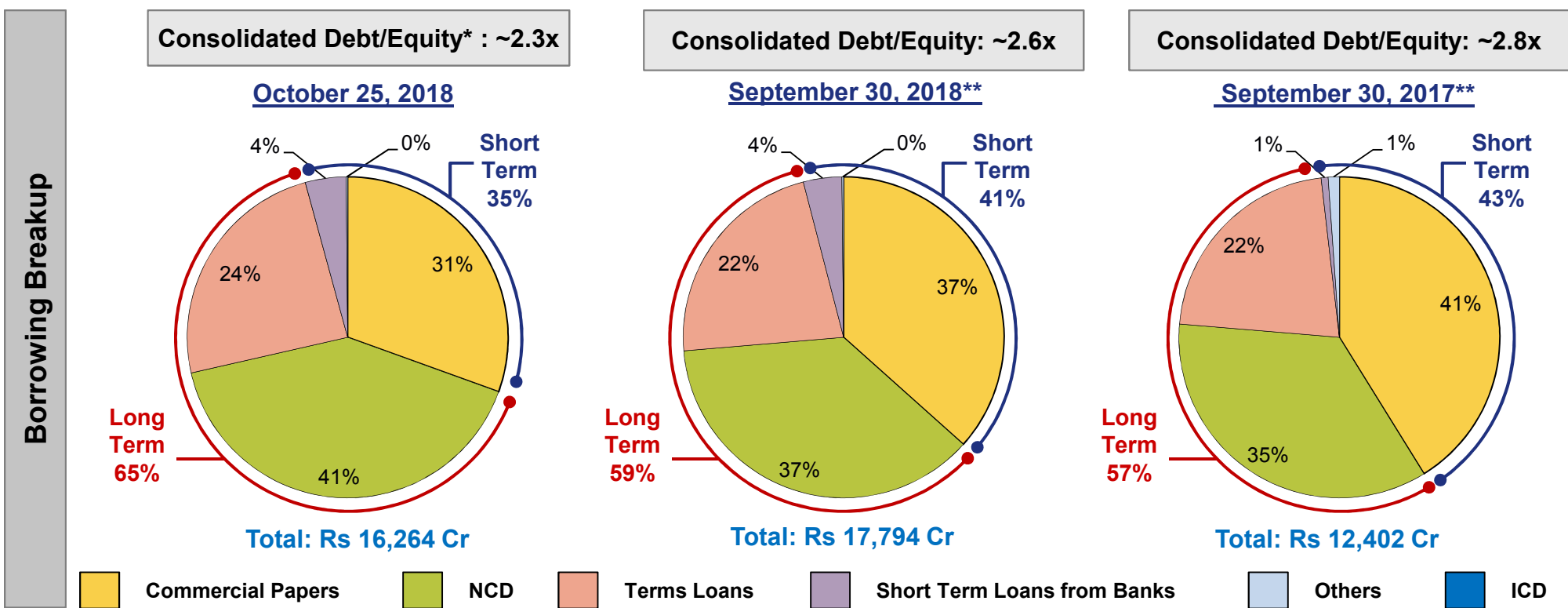


** On lending book ^ROA and ROE annualized

ROE and ROA are based on weighted average on account of equity funds raised in JM Financial Credit Solutions Limited

excludes Public issue of NCDs / IPO financing book

Borrowing Profile



Strong Credit Rating:

- Long term debt rating:
 - CRISIL AA STABLE
 - ICRA AA STABLE
 - CARE AA STABLE
 - India Ratings AA STABLE
- Short term debt rating:
 - CRISIL A1+
 - ICRA A1+
 - CARE A1+

* Numbers as on October 25, 2018 are management estimates and unaudited. Equity is as on Sep 30, 2018 and includes minorities

**Borrowings excludes borrowing for NCDs / IPO Financing

Note: CP Borrowings as on October 25, 2018 is gross of discount,

Segment-wise Commercial Paper Borrowing and Repayment Capabilities¹

Rs. in crore

Particulars (as on 25 th Oct, 2018)	Amount Rs Crore	% of CP borrowing	Assets backing
Investment Banking, Wealth Management and Securities Business			
Capital Market	1,364	27.4%	High quality liquid assets
Trading & Broking	505	10.2%	Fixed deposits and other highly liquid assets
Corporate lending	1,408	28.4%	Short term contractual maturities
Total	3,277	66.0%	
Mortgage Lending			
Wholesale Mortgage	965	19.5%	Short term contractual maturities
Retail Mortgage	-	0.0%	
Total	965	19.5%	
Distressed Credit	719	14.5%	Expected short term resolutions and recoveries
Asset Management	-	0.0%	No leverage
Total	4,961	100.0%	

Bulk of the CP borrowing is funding short term assets and remaining is backed by contractual repayment of assets which demonstrates strong Asset Liability Management

Note:

1. Assuming no fresh borrowings to repay the CP
Total borrowing as of October 25, 2018 of ~Rs.16,264 crore
The above numbers are management estimates and unaudited
The above considers all outstanding CP maturities

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Group Performance

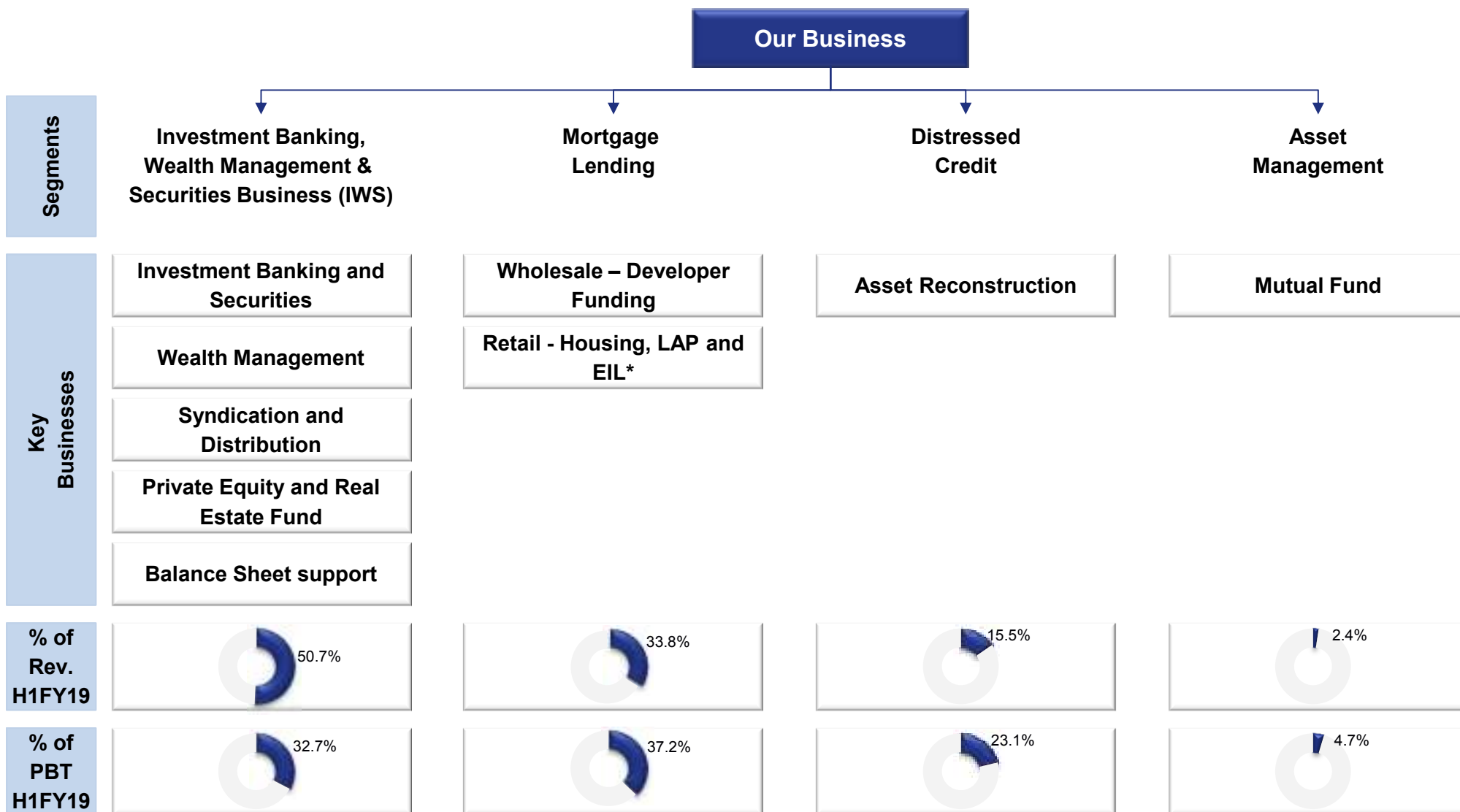
Business Performance

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Our Business



Segment Performance – Ind AS

Segment revenue (Rs Cr)	Ind AS				
	Q2 FY19	Q1 FY19	QoQ	Q2 FY18	YoY
IWS*	473	453	4.7%	442	7.4%
Mortgage Lending	321	292	9.8%	220	45.7%
Distressed Credit	180	103	74.9%	99	82.2%
Asset Management	25	26	-2.3%	25	1.7%
Others	24	20	22.0%	12	N/M
Total Segment Revenue	1,023	894	14.6%	797	28.4%
Less: Inter - segmental revenue	(47)	(41)	14.4%	(29)	63.0%
Total Revenue	976	852	14.6%	769	27.0%

Segment PAT (Rs Cr)	Q2 FY19	Q1 FY19	QoQ	Q2 FY18	YoY
IWS	68	77	-10.6%	85	-19.7%
Mortgage Lending	42	40	5.1%	35	18.1%
Distressed Credit	38	13	192.3%	21	83.9%
Asset Management	7	7	-5.9%	8	-13.3%
Others	8	6	31.2%	2	N/M
Total	163	143	14.5%	151	8.2%

Segment Performance – Ind AS

Segment revenue (Rs Cr)	Ind AS		
	H1 FY19	H1 FY18	YoY
IWS*	926	852	8.7%
Mortgage Lending	613	458	34.0%
Distressed Credit	283	180	57.5%
Asset Management	51	47	8.9%
Others	44	22	N/M
Total Segment Revenue	1,916	1,558	23.1%
Less: Inter - segmental revenue	(88)	(58)	51.9%
Total Revenue	1,828	1,500	21.9%

Segment PAT (Rs Cr)	H1 FY19	H1 FY18	YoY
IWS	145	155	-6.8%
Mortgage Lending	82	78	5.6%
Distressed Credit	52	30	72.0%
Asset Management	14	14	1.7%
Others	14	1	N/M
Total	306	278	10.2%

* H1FY19 and H1FY18 excludes inter segment dividend of Rs.73 Cr and Rs.94 Cr respectively
 Numbers related to H1FY18 are based on management reports and have not been subjected to review or audit

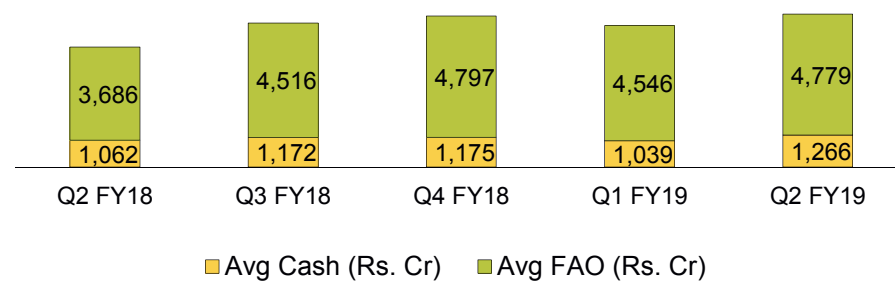
IWS – Key Non Financial Information

Investment Banking Transactions

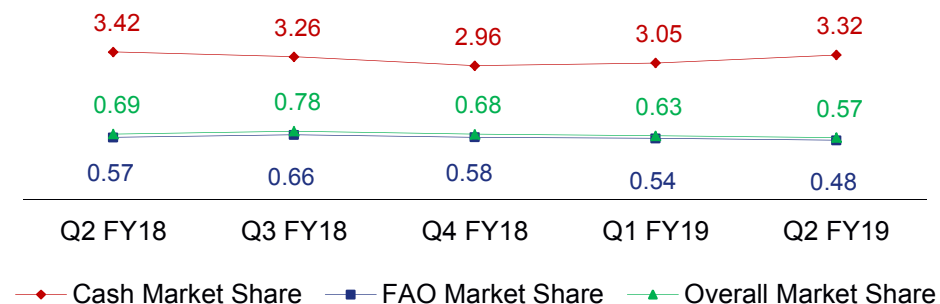
- Buy side advisor to Reliance Jio Infocomm for acquisition of Fibre assets, Media Convergence Nodes assets and related infrastructure assets from Reliance Communications
- Financial advisor to JSW Steel in their acquisition of Monnet Ispat and Energy under the IBC process
- Buy side advisor to Timken India for acquisition of ABC Bearings
- Exclusive financial advisor to Scootsy on sale of its 100% equity shares to Swiggy (Bundl Technologies Pvt. Ltd.)
- Book running lead manager to the IPO of HDFC Asset Management Company Limited (~Rs. 2,800 Cr)
- Book running lead manager to the Qualified Institutions Placement (“QIP”) of HDFC Bank Limited (~Rs. 2,775 Cr)
- Manager to the offer and Sole Selling Broker to the OFS of Larsen & Toubro Infotech Limited (~Rs. 1,845 Cr) and L&T Technology Services Limited (Rs. 789 Cr)
- Manager to the Buyback of Tata Consultancy Services Limited (~Rs. 16,000 Cr)
- Manager to the Block of Orient Refractories Limited (~Rs. 85 Cr)
- Lead manager to the public issue of secured non-convertible debentures of Shriram Transport Finance Limited (~Rs. 3,650 Cr)

Securities Business(Rs Cr)

Average Daily Turnover (Rs Cr)

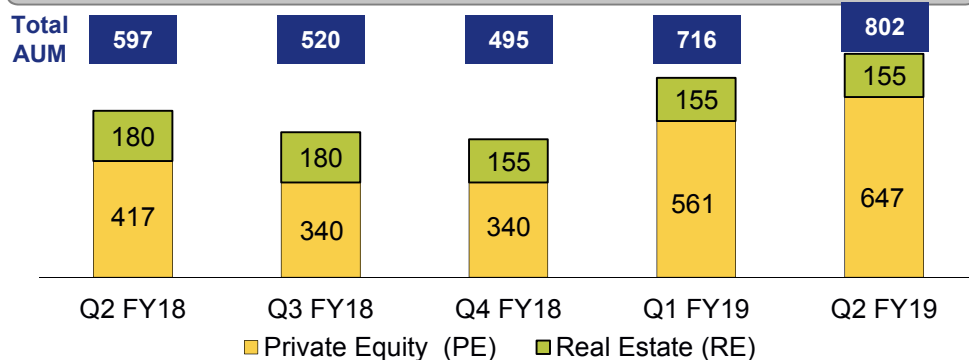


Equity Market Share on NSE (%)



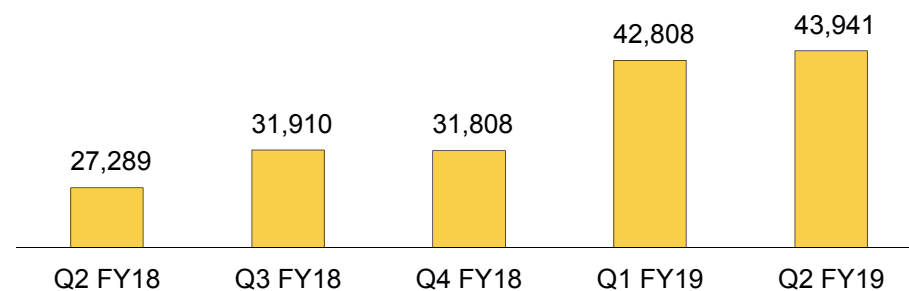
IWS – Key Financial Information

PE and RE AUM (Rs Cr)



New PE Fund commitment of Rs. 346 Cr is included in 2QFY19

Wealth Management AUM (Rs Cr)



of wealth advisors as of Q2 FY19: 55

Particulars (Rs Cr) – IND AS	Q2 FY19	Q1 FY19	QoQ %	Q2 FY18	YoY %	H1 FY19	H1 FY18	YoY %
Net worth + MI	2,646	2,563	3.2%	2,161	22.4%	2,646	2,161	22.4%
Loan Book	8,176	7,760	5.4%	6,658	22.8%	8,176	6,658	22.8%
Gross Revenue	545	453	20.7%	442	23.8%	998	946	5.6%
Less: Inter Segment Dividend	73	-	-	-	-	73	94	-22.9%
Net Revenue	473	453	4.7%	442	7.4%	926	852	8.7%
Operating expenses	164	164	-0.6%	145	13.0%	328	292	12.6%
Finance Cost	193	163	18.3%	162	19.3%	356	312	14.2%
Provisions / Bad Debts	10	4	132.7%	11	-11.2%	14	17	-22.3%
PBT	106	122	-11.0%	123	-13.2%	228	231	-1.3%
Tax	39	44	-12.6%	39	0.2%	83	76	9.6%
PAT before Minority Interest	68	77	-10.6%	85	-19.7%	145	155	-6.6%
Minority Interest	#	#	-	#	-	-1	-1	-1.4%
PAT after Minority Interest	68	77	-10.6%	85	-19.7%	145	155	-6.8%
ROE (%)*	10.5%	12.0%		16.0%		11.3%	14.8%	

* ROE is annualized

Numbers related to Q2FY18, H1FY18 and balance sheet related numbers as on Sep 2017 are based on management reports and have not been subjected to review or audit

Mortgage Lending

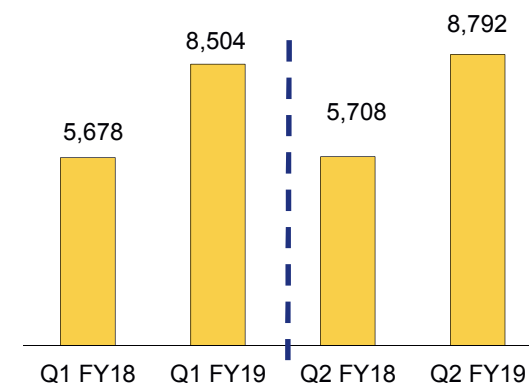
Wholesale

- Provides an integrated financial solution to real estate developers with major focus on real estate project financing
- Announced equity fund raise in JM Financial Credit Solutions of upto Rs.875 crore
- 85 groups – significant focus on repeat business
- Most of the clients with over 25 years of experience in the industry
- Focus on Tier I markets – Mumbai, Thane, Pune, Bangalore, Chennai, Hyderabad, Kolkata and NCR
 - Loan disbursements of 39.5% in Mumbai, 22.7% Bengaluru, 13.1% Chennai , 8.2% Pune ,7.9% NCR and 8.6% others
- 86.3% of the book is cashflow backed lending
- 73.5% of the book is against residential projects

Retail

- Home loans business commenced operations in December 2017 with a focus on affordable housing
- Have set up 5 clusters across Maharashtra and Gujarat
- Small ticket LAP loans business operation in Mumbai, Ahmedabad, Chennai and Pune
- Focus on affordable and growing private institutions with operations in Western and Southern Indian region

Loan Book (Rs Cr)



Particulars (Rs Cr) – IND AS	Q2 FY19	Q1 FY19	QoQ %	Q2 FY18	YoY %	H1 FY19	H1 FY18	YoY %
Net worth + MI	2,693	1,785	50.9%	1,521	77.1%	2,693	1,521	77.1%
Revenue	321	292	9.8%	220	45.7%	613	458	34.0%
Operating expenses	17	17	-3.6%	13	31.7%	34	26	33.8%
Finance Cost	154	140	9.8%	92	68.3%	294	185	59.3%
Provisions / Bad Debts	17	9	87.8%	7	152.9%	26	9	183.3%
PBT	133	126	6.3%	109	21.8%	259	238	8.7%
PAT before Minority Interest	86	81	7.3%	71	20.7%	167	155	7.9%
Minority Interest	44	41	5.8%	35	23.4%	85	77	10.1%
PAT after Minority Interest	42	40	5.1%	35	18.1%	82	78	5.6%
ROA* (%)	4.0%	4.1%		5.0%		4.2%	5.5%	
ROE* (%)	18.8%	18.6%		19.1%		18.7%	21.4%	

*ROA and ROE are annualized

*ROE and ROA are based on weighted average on account of equity funds raised in JM Financial Credit Solutions Limited

Numbers related to Q2FY18, H1FY18 and balance sheet related numbers as on Sep 2017 and June 2018 are based on management reports and have not been subjected to review or audit

Distressed Credit – Asset Reconstruction

Business Overview



Long Term Credit Rating of AA- and Short Term Credit Rating of A1+ by ICRA & CARE. Comfortable gearing of 1.68x**



This business has multiple income streams like Management Fees, Interest income and Upside / Yield



Current AUM of ~Rs 14,257 Cr comprising Corporate Accounts and Corporate/SME/ Retail Portfolios



Business related activities such as Financial & Legal due diligence for acquisitions, resolutions and document storage etc. are conducted by only in-house resources and not outsourced



Focus on Restructuring and Revival of Corporate Accounts.

Long Term Positive Drivers



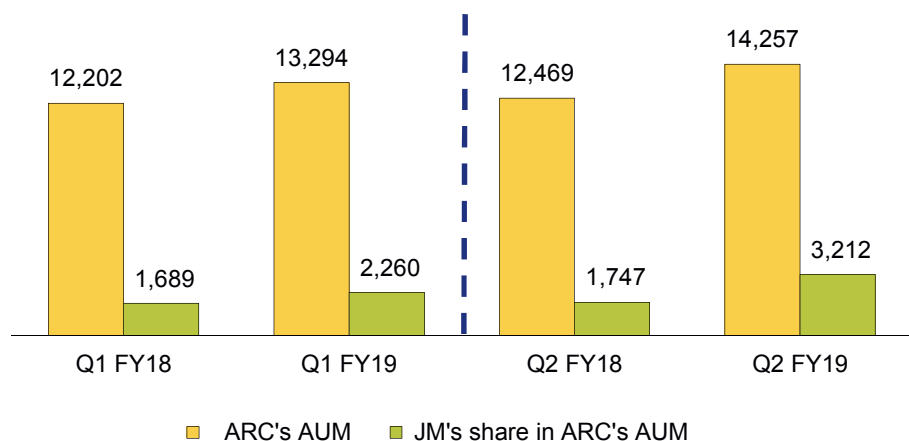
- Rollout of Corporate Insolvency Resolution Process (CIRP) under Insolvency & Bankruptcy Code 2016 (IBC) has brought out a sea change in the resolution of distressed asset space in India.



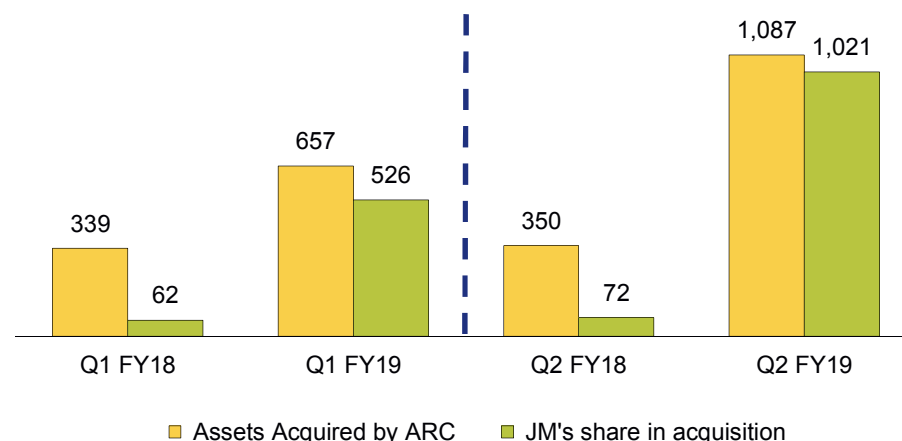
- There is an increasing urgency being shown by Government and Regulators to clean up the books of Banks. In almost all policy initiatives ARC's are recognised as important stakeholders for this purpose.
- Banks in their past have been keen to sell large NPAs to ARC's on cash basis to expedite their Recovery Plans
- JMFARC is actively evaluating opportunities arising out of companies undergoing CIRP under IBC-NCLT. The code also allows ARC's to submit a resolution plan acting as a stronger tool for ARC's to deal with NPA situation.
- A number of Funds/Foreign Investors have envisaged interest to co-invest and collaborate with JMFARC which would facilitate participating in larger deals and appropriate risk sharing.

Distressed Credit – Asset Reconstruction (cont'd)

AUM (Rs Cr)



Asset Acquisitions (Rs Cr)



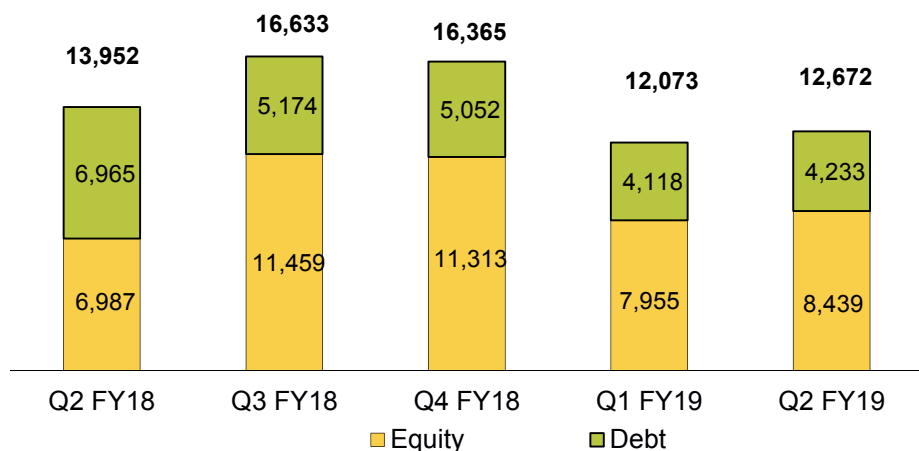
Particulars (Rs Cr) – IND AS – Consolidated	Q2 FY19	Q1 FY19	QoQ	Q2 FY18	YoY %	H1 FY19	H1 FY18	YoY %
Net worth + MI of Company	1,228	1,128	8.9%	874	40.5%	1,228	874	40.5%
Gross Revenue	180	103	74.9%	99	82.2%	283	180	57.5%
Operating expenses	19	23	-18.7%	5	1.8%	41	24	74.1%
Finance Cost	47	35	34.9%	30	55.3%	81	59	38.4%
PBT	115	46	152.3%	63	81.8%	160	97	64.9%
PAT before Minority Interest	67	23	189.2%	40	68.0%	90	58	55.1%
Minority Interest	29	10	185.0%	19	50.1%	38	28	36.6%
PAT after Minority Interest	38	13	192.3%	21	83.9%	52	30	72.0%
ROE (%)*	22.6%	8.1%		18.6%		15.0%	13.7%	

* ROE is annualized

Numbers related to Q2FY18, H1FY18 and balance sheet related numbers as on Sep 2017 and June 2018 are based on management reports and have not been subjected to review or audit

Asset Management – Mutual Fund

Asset Management AUM (Rs Cr)



Note:
Equity AUM for Q2 FY19 include arbitrage fund of Rs. 1,653 Cr

Mutual Fund:

- Quarterly Average AUM (QAAUM) – Rs 12,672 cr.
- Rank (QAAUM) – 23 among 41 Mutual Funds.
- Market Share – 0.52%.
- 15 Schemes categorized as Long Term Debt, Short Term Debt, Balance, Equity Arbitrage and Equity.
- Investor reach – 1,19,407 base, 13 branches & 81 service centres.

Particulars (Rs Cr) – INDAS	Q2FY19	Q1 FY19	QoQ%	Q2 FY18	YoY %	H1 FY19	H1 FY18	YoY %
Net worth + MI	196	208	-5.7	198	-1.2%	196	198	-1.2%
Revenue	25	26	-2.3%	25	1.7%	51	47	8.9%
Employee Cost	6	6	-0.2%	6	10.1%	13	12	9.0%
Other Expenses	3	3	-1.0%	2	21.5%	6	5	21.7%
PBT	16	17	-3.3%	17	-4.0%	33	30	6.9%
PAT	11	12	-4.7%	13	-11.0%	23	24	-0.9%
Minority Interest	-5	-5	-4.7%	-5	-10.4%	-9	-10	-7.1%
Share of Profit from Associates	#	#	-	0	-	0	0	-
PAT after Minority Interest	7	7	-5.9%	8	-13.3%	14	14	1.7%
ROE (%)*	22.6%	23.7%		23.3%		23.8%	22.0%	

* ROE is annualized

Numbers related to Q2FY18, H1FY18 and balance sheet related numbers as on Sep 2017 and June 2018 are based on management reports and have not been subjected to review or audit

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Group Performance

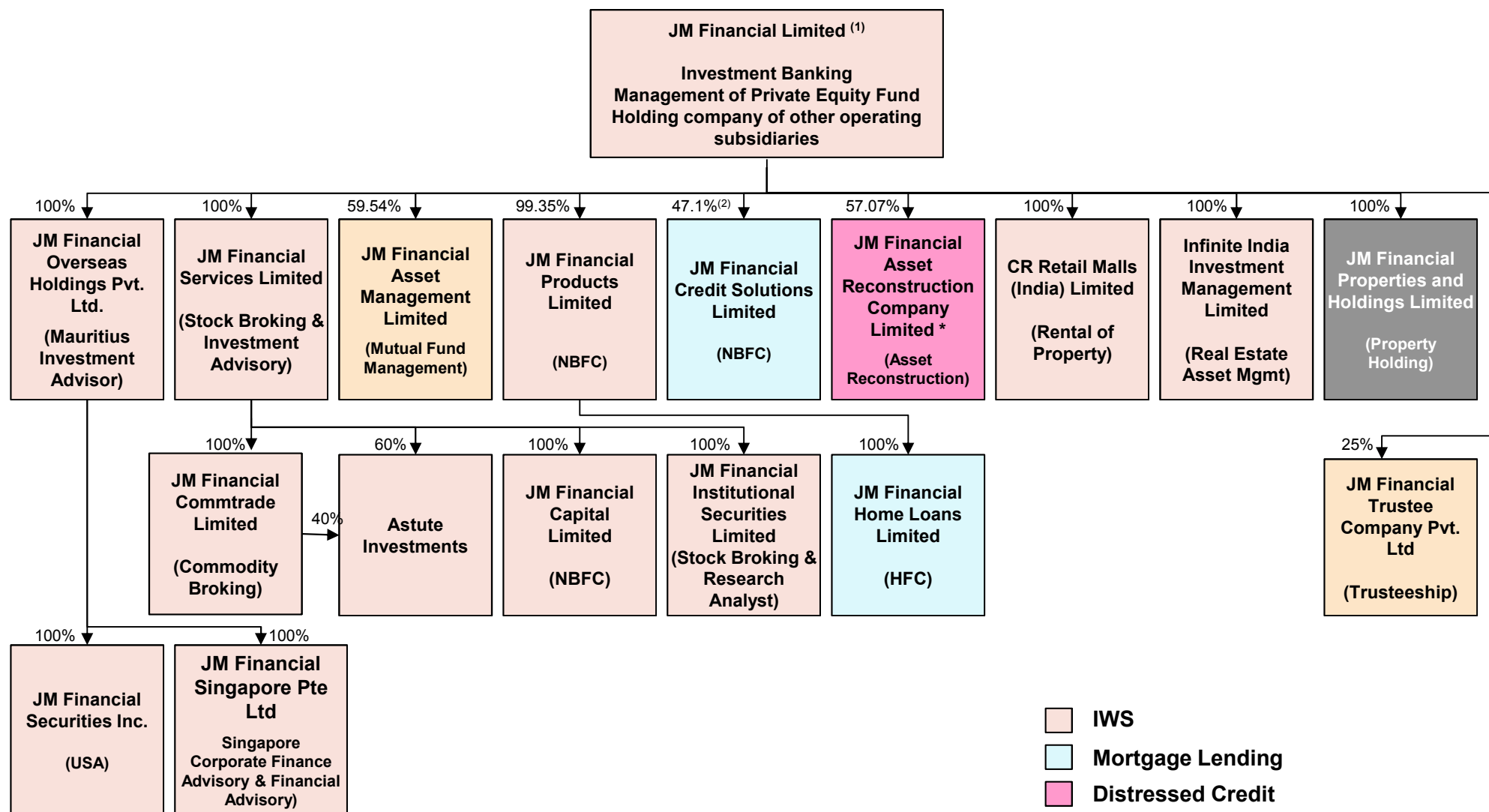
Business Performance

Group Structure and Shareholding Pattern

Group Overview

Annexures

Organisational Structure



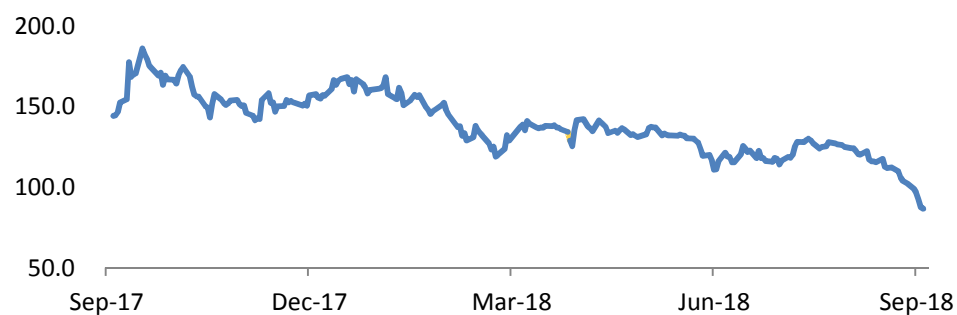
* Includes Trusts where there is a controlling interest

1. Largely IWS and balance others

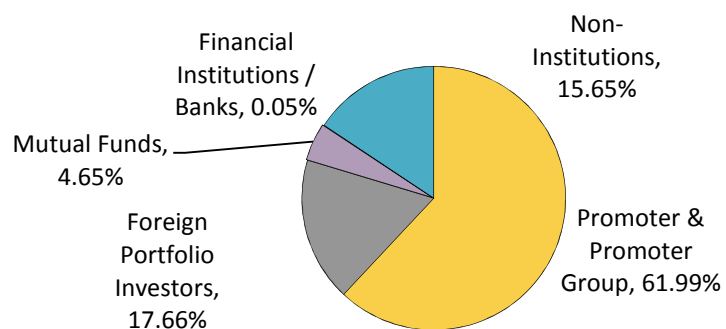
2. JM Financial Limited controlled entity with effective ownership of 47.1%

Shareholding Summary

Share Price Information



% Shareholding – September 30, 2018



Market Information (BSE)

As on 30.09.2018

Market Capitalization (Rs Cr)	7,267.31
Price (Rs)	86.55
No. of Shares Outstanding (Cr)	83.97
52 Week High-Low (Rs)	190.95-83.75

Key Institutional Investors – As on September 30, 2018

% Holding

Valiant Group	3.52
Baron Emerging Markets Fund	2.43
TIMF Holdings	1.86
IDFC Premier Equity Fund	1.54
The Wellington Trust Company National Association	1.01

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Group Performance

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Performance of Select Subsidiaries – IND AS

In Rs Cr

JM Financial Credit Solutions Ltd

	Q2 FY19	Q2 FY18
Revenue	320	220
Net Profit	87	71
Net worth	2,666	1,509
Loan book	8,738	5,708
Net Interest Margin	7.0%	8.0%
Total Assets	9,421	5,713
ROE (annualized)*	19.4%	19.2%
ROA (annualized)*	4.1%	5.0%
Debt / Equity Ratio	2.5	2.6
CAR	27.6%	27.3%
Credit Rating	AA	AA
Ownership**	47.1%	50.01%

JM Financial Products Ltd

	Q2FY19	Q2 FY18
Revenue	246	229
Net Profit	47	50
Net worth	1517	1,367
Loan book	7,826	6,102
Net Interest Margin	4.9%	5.1%
Total assets	8,578	6,814
ROE (annualized)	12.4%	14.7%
ROA (annualized)	2.6%	3.0%
Debt / Equity Ratio	4.5	3.9
CAR	17.6%	15.3%
Credit Rating	AA	AA
Ownership	99.35%	99.27%

JM Financial Asset Reconstruction Company Ltd***

	Q2 FY19	Q2 FY18
Revenue	180	99
Net Profit	67	40
Net worth + MI	1,228	874
AUM	14,257	12,469
Total assets	4,714	2,814
ROE (annualized)	22.6%	18.6%
ROA(annualized)	6.4%	5.6%
Debt / Equity Ratio	1.68	1.01
CAR	27.3%	30.7%
Credit Rating	AA-	AA-
Ownership	57.07%	50.01%

*ROE and ROA are based on weighted average on account of equity funds raised in JM Financial Credit Solutions Limited

**JM Financial Limited controlled entity with effective ownership of 47.1%

***Figures mentioned above are based on Consolidated financials

Numbers related to Q2FY18, H1FY18 and balance sheet related numbers as on Sep 2017 and June 2018 are based on management reports and have not been subjected to review or audit

Performance of Select Subsidiaries – IND AS

In Rs Cr

JM Financial Credit Solutions Ltd

	H1 FY19	H1 FY18
Revenue	611	457
Net Profit	170	155
Net worth	2,666	1,509
Loan book	8,738	5,708
Net Interest Margin	6.9%	8.3%
Total Assets	9,421	5,713
ROE (annualized)*	19.3%	21.6%
ROA (annualized)*	4.3%	5.5%
Debt / Equity Ratio	2.5	2.6
CAR	27.6%	27.3%
Credit Rating	AA	AA
Ownership**	47.1%	50.01%

JM Financial Products Ltd

	H1 FY19	H1 FY18
Revenue	490	440
Net Profit	110	99
Net worth	1,517	1,367
Loan book	7,826	6,102
Net Interest Margin	5.0%	5.5%
Total assets	8,578	6,814
ROE (annualized)	14.5%	14.7%
ROA (annualized)	3.1%	3.1%
Debt / Equity Ratio	4.5	3.9
CAR	17.6%	15.3%
Credit Rating	AA	AA
Ownership	99.35%	99.27%

JM Financial Asset Reconstruction Company Ltd***

	H1 FY19	H1 FY18
Revenue	283	180
Net Profit	90	58
Net worth + MI	1,228	874
AUM	14,257	12,469
Total assets	4,714	2,814
ROE (annualized)	15.0%	13.7%
ROA(annualized)	4.7%	4.2%
Debt / Equity Ratio	1.68	1.01
CAR	27.3%	30.7%
Credit Rating	AA-	AA-
Ownership	57.07%	50.01%

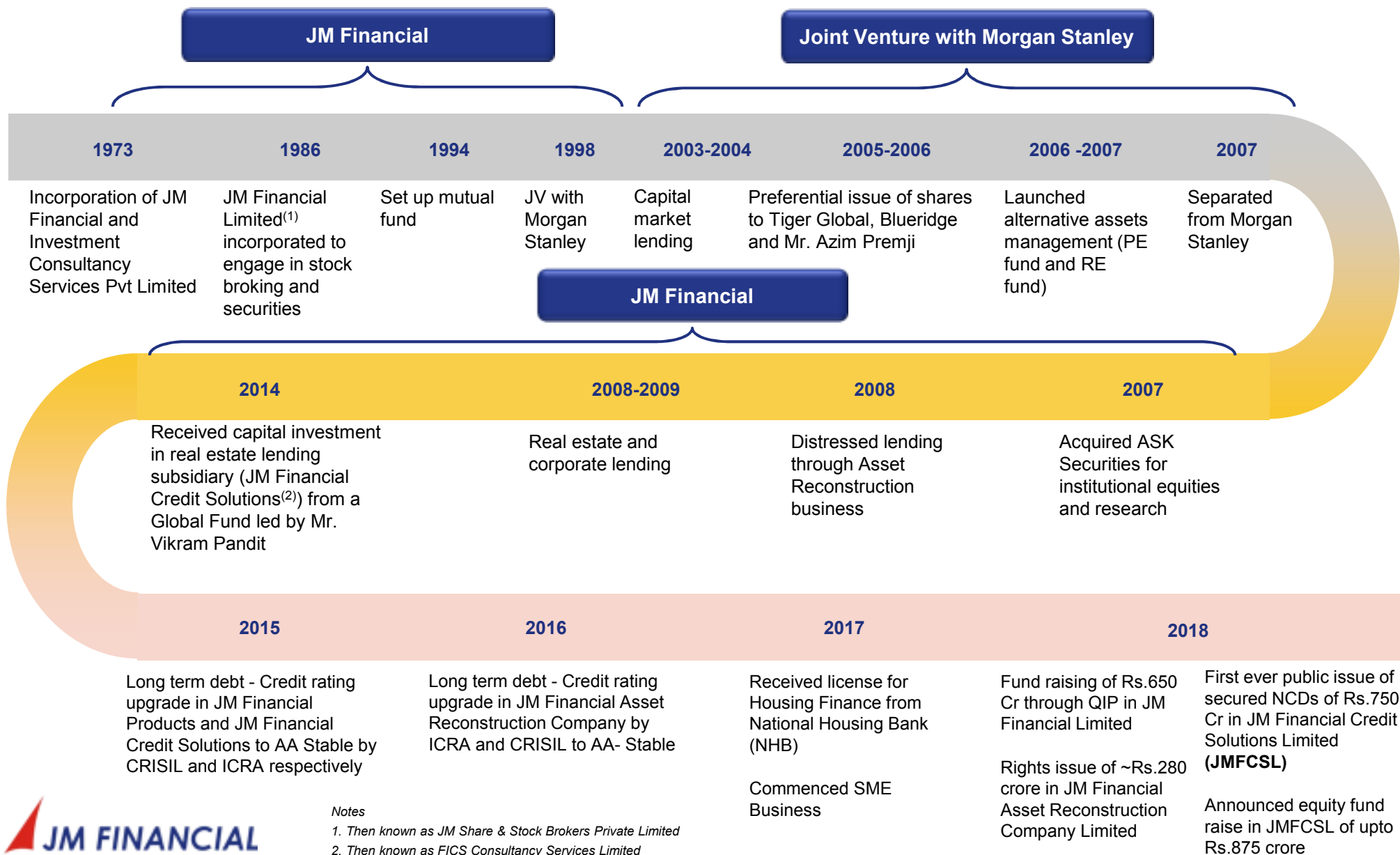
*ROE and ROA are based on weighted average on account of equity funds raised in JM Financial Credit Solutions Limited

**JM Financial Limited controlled entity with effective ownership of 47.1%

***Figures mentioned above are based on Consolidated financials

Numbers related to Q2FY18, H1FY18 and balance sheet related numbers as on Sep 2017 and June 2018 are based on management reports and have not been subjected to review or audit

Journey of JM Financial Group



Notes

1. Then known as JM Share & Stock Brokers Private Limited
2. Then known as FICS Consultancy Services Limited

Corporate Governance – Strong Board of Directors



Mr. Nimesh Kampani, Chairman

B. Com, FCA

- Founder and Chairman of JM Financial Group, one of India's leading financial services groups.
- Made pioneering contributions to the Indian capital markets
- Served as a member on several important committees like MoF, GoI, RBI, SEBI, BSE, NSE, CII, FICCI and ICAI
- Serves as an Independent Director on the Board of several leading Indian companies.



Mr. Vishal Kampani, Managing Director

M.com, M. S. (Finance) from London Business School

- Managing Director of JM Financial Ltd., the group's flagship listed company.
- Launched the Asset Reconstruction business in 2008 and the Real Estate Finance business in 2009.
- Expanded the International Operations and built a global profile
- Joined the JM Financial group in 1997 as an Analyst in the Merchant Banking Division and has since moved up the rank



Mr. E. A. Kshirsagar, Independent Director

B.Sc, FCA (England & Wales)

- Specialist in corporate strategy and structure, disinvestments-central/state/private sector, feasibility studies for a variety of industries and the impact of legislations on business;
- Serves on the Board of several reputed public limited companies.
- BSC (Science), FCA (India), FCA (England & Wales).



Dr. Vijay Kelkar, Independent Director

B.Sc, M.S. from University of Minnesota, USA, Ph.D from University of California, Berkely, USA

- Former Finance Secretary to the Government of India. He has also held several senior level positions in Govt. of India as well as International Organisations including International Monetary Fund
- Awarded with Padma Vibhushan, the second highest civilian award
- Serves on the Board of several reputed public limited companies.



Mr. Darius E. Udawadia, Independent Director

B.A., M.A., LLB,

- Founder partner, M/s. Udawadia & Udeshi, Solicitors & Advocates
- Serves on the Board of several reputed public limited companies.
- Vast experience and expertise in the areas like corporate law, mergers, acquisitions and takeovers, corporate restructuring, foreign collaboration, joint ventures, project and infrastructure finance, telecommunication, international loan and finance related transactions and instruments, real estate and conveyancing



Mr. Keki Dadiseth, Independent Director

FCA (England & Wales)

- Worked with HUL for 27 years.
- Member of strategic advisory board of Atos India Pvt. Ltd. and senior advisor to Sony group in India.
- Associated with various industry, educational, management and medical bodies.
- Serves on the Board of several reputed public limited companies.



Mr. Paul Zuckerman, Independent Director

M.A. in Economics, Ph.D in Agricultural Economics

- Has been associated with various international organisations, including World Bank and International Institute of Tropical Agriculture, Ibadan, Nigeria
- Was Chairman, SG Warburg & Co. and was closely associated with Indian companies in the early days of globalisation In India.



Ms. Jagi Mangat Panda, Independent Director

B.Sc (Biology & Chemistry), Management Development Programme, Indian Institute of Management, Ahmedabad

- Presently, Managing Director of Ortel Communications Limited
- Has more than 19 years of experience in the media and broadcasting industry
- Recognized as the 'Young Global Leader' at the World Economic Forum in 2008.

Effective Risk Management Framework

1

Robust risk management architecture encompassing independent identification, measurement and management of risk across various businesses of the Group

2

Effective systems, processes and adequate review mechanism to actively monitor, manage and mitigate risks

3

Quarterly risk meetings of all businesses with Group Risk Committee

4

"Risk Events Update" briefly describing 'Risk Identification', 'Risk Classification', 'Risk Assessment & Impact' and 'Remedial Action/ Risk Mitigation' aspects of all the identified risks are placed periodically (every six monthly) before the Board of Directors

5

Independent Internal Audit firms appointed to review and report on the business processes and policies in all operating companies of the Group

6

Internal Financial Controls (IFC) framework (as per provisions of the Companies Act, 2013) is laid-down which briefly highlights the Risk Control Matrices (RCMs) across the Group with a focus on Entity Level Controls

CSR – Integrated Rural Transformation Programme

Jamui District, Bihar

Education

- **Project Bachpan** – Four learning centers in Sikandra block, Jamui district, complete a year of implementation with 100 students' (3 – 6 years). Of the 100 students, 19 have graduated to grade 1
- Fifth learning centre inaugurated in Dhanimatari with 17 children in the said age group
- Health and learning index of children rises over last six months

Livelihoods

- **Shri Vardhmann Mahila Griha Udyog** – Small-scale kitchen-based women's production unit initiated in Dec 2017 in Sikandra block
- Self Help Group formed by the women, named Shri Vardhmann Mahila Swyam Sahayta Samuh
- Khakhra supply scaled up to Giridih, Pawapuri, Rajgir, Lachhuar & Vishal Mega Mart

Livelihoods

- **Integrated Livestock Development Center (ILDC) Project** in Sikandra, Chakai & Jhajha blocks. All 21 centers are operational from March 2018.
- 24/7 animal husbandry & veterinarian healthcare services provided by trained rural para-veterinarians to cattle owners.
- Reaching out to over 196 villages covering 13929 Households for cattle management and prevention of diseases - Achieved 2931 Artificial inseminations, 7 animal health camps and 148 extension meetings,

Integrated Development

- **Model Village Development Project** initiated in 13 villages of Sikandra block.
- 40 sessions of Farmers' Training conducted - 750 farmers trained, 550 papaya saplings distributed/planted
- Demonstration Farm developed comprising Okra, Tomato, Chilli, Brinjal, and fruit plants
- Blue Green Algae applied in 300 acres with 400 Farmers for improvement of soil fertility
- Six Vardhmann Gyaan Kendras set up in five villages- 2 in Lachhuar, and 1 each in Rajpura, Hariharpur, Korasi, and Dhawatar.
 - Grades 1 to 4 (ages 5-10 yrs) –150 students enrolled, strengthening Math, English, Science
 - Grades 8 to 10 (ages 14-16 years)– 152 students enrolled, academic guidance for English, Science & Math



CSR – Integrated Rural Transformation Programme

Giridih District, Jharkhand

Strengthening Public Healthcare

- **First Referral Unit (FRU) Project** in Dumri block – FRU saw increased utilization of public health services, with July 1938 cases, Aug 2865 cases and September 3151 cases of OPD – Successful completion of first year of project
 - Capacity building of FRU staff with monthly training. Procurement of equipment like suction machine, fetal doppler, wheelchair, and mattress for patient bed from National Health Mission – state level
 - New Born Sterilization Unit (NBSU) made functional & ready for inauguration
-
- **Mobile Health Unit (MHU) Project** in Dumri and Pirtand blocks - MHU Doctor & para medical team, conducts OPDs from Monday to Saturday (8.00 am to 4.00 pm) in 24 remote villages based on a pre-determined monthly schedule.
 - 3457 OPDs conducted in Q2; July OPD – 1755, August– 1338 & September 364; 140 referrals to secondary and tertiary healthcare; 2141 beneficiaries covered through awareness sessions



Palghar District, Maharashtra

Comprehensive Village Development

- Project has been initiated in seven villages of Mokhada block.
- On July 26, 2018 MOU has been signed with Maharashtra Govt. Palghar Collector office – with an objective to enhance agriculture practices, education and water conservation in 1108 households
- 4587 cashew saplings distributed to 805 farmers with farming kits and training of better techniques for plantation.



JM Financial Foundation – Giving & Ongoing Activities

Philanthropic giving

- Holistic development and aid in the process of adoption of abandoned and destitute children was extended
- In the field of education, study material and uniforms were supplied to tribal students
- We engaged in social constructive activities such as providing hearing aids to senior citizens, job fairs for the youth and holding medical camps, through a partner organisation

Flood Relief & Care

- In an attempt to rehabilitate victims of the recent floods in Kerala, 182 commode wheelchairs were dispatched to the Kerala Social Security Mission for distribution amongst the elderly persons with disability, in 10 most affected districts.

Distribution of uniforms to the tribal students of Adivasi Ashramalaya, Wavloli - Pali, Raigadh district



For Further Queries

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