

May 30, 2013

National Stock Exchange of India Limited Exchange Plaza
Plot No.C-1, G Block
Bandra-Kurla Complex
Bandra (East)
Mumbai – 400 051

Dear Sirs,

Sub: Outcome of the Board Meeting Symbol: JMFINANCIL

Further to our letter dated May 16, 2013, we wish to inform you that the Board of Directors of the Company at its meeting held today has;

- approved the Audited Balance Sheet as at March 31, 2013 and the Statement of Profit and Loss for the year ended on that date, both on a stand alone and consolidated basis.
- recommended a final dividend of Re.0.50 per share for the year ended March 31, 2013.
- decided to convene the Twenty Eighth Annual General Meeting on Wednesday, July 31, 2013.

The above dividend, if declared by the members at the ensuing Annual General Meeting will be remitted on or after August 2, 2013.

A copy of the Audited Financial Results, both on a stand alone and consolidated basis for the year ended March 31, 2013 is enclosed for your information and record. A copy of the Press Release being issued by the Company is also enclosed.

You are requested to inform the members of the Exchange accordingly.

Thank you.

Yours faithfully, for JM Financial Limited

P. K. Olos.

P K Choksi

Group Head – Compliance, Legal

& Company Secretary

Encl: a/a



JM FINANCIAL LIMITED CONSOLIDATED FINANCIAL RESULTS

PART I - STATEMENT OF CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2013

Rupees in Lakh Quarter Ended Year Ended Sr. 31.03.2012 31.03.2013 31.03.2012 No. Particulars 31.03.2013 31.12.2012 Audited Unaudited Unaudited Andited Unaudited 1 Income from operations 5,783.71 6,104.52 5,306.86 21,915.35 19.907.51 (a) Fees & commission 2,665.28 3,125.43 10,761.41 11,895.86 2,502.91 (b) Brokerage 12,936.37 12,489.73 9,946,00 47,049.45 35,613.99 (c) Interest and other income on fund based activities 19,220.66 (d) Other operating income 6,419.38 5,419.42 7,259.80 23,363.65 26,678.95 25,638.09 1,03,089.86 86,638.02 Total income from operations 27,642.37 2 Expenses 5,078.19 4,651.23 19,799.84 17,551.03 (a) Employee benefits expense 5,134.36 9,173.66 (b) Sub-brokerage, fees & commission 2,146.92 2,619.40 2,487.71 10,043.86 10,078.29 11,646.31 4,317.49 2,817,88 (c) Operating and other expenses 2,663.66 1,147.41 271.13 1,216.50 341.64 352.62 (d) Depreciation and amortisation expense 11,727,56 10.286.58 10,868.09 41.138.49 39,518.41 Total expenses 3 Profit from operations before other income and finance costs (1-2) 17,355.79 15,810.86 13,910.53 61,951.37 47,119.61 192.68 158.83 380.53 1,132.78 759.06 5 Profit from ordinary activities before finance costs (3+4) 17,548.47 15,969.69 14,291.06 63,084.15 47,878.67 9,672.54 8,463.75 37,691.52 29,607.36 6 Finance costs 9,752.52 25,392.63 7 Profit from ordinary activities before tax (5-6) 7,795.95 6,297.15 5,827.31 18,271.31 7,493.04 5,955.38 1,630.67 1,623.36 2,107.32 8 Tax expense 9 Net Profit from ordinary activities after tax (7-8) 5,688.63 4,666.48 4,203.95 17.899.59 12,315.93 10 Extraordinary items 4,666.48 4,203.95 17.899.59 12,315.93 11 Net Profit after tax (9+10) 5,688.63 12 Less: Share of Minority interest 427.81 387.85 223,35 1,594.14 948.83 13 Add :- Share in Profit of Associates 1,714.83 134.85 97.00 1,986.45 749.76 14 Net consolidated profit (11-12+13) 6.975.65 4.413.48 4,077.60 18,291.90 12.116.86 7,498,70 15 Paid up equity share capital (Face value Re.1/- per share) 7,516.15 7.513.94 7,516.15 7,498.70 16 Reserves excluding revaluation reserves 1,90,079.76 1,78,977.42 17 Earning Per Share (EPS) Basic EPS (in Rs.) (Not annualised) 0.93 0.59 0.54 2.44 1.62

PART IL-SELECT INFORMATION FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2013

	II - SELECT INFORMATION FOR THE QUARTER AND	IEAN ENDED	JISI MARCII	, 201 <i>3</i>	-	
A P	ARTICULARS OF SHAREHOLDING			tuu.al.odouo.au.elodo-do-boatd	والمانية والمانية المانية المهرية من موارد المانية والمرتبة الم	
1 Pı	ublic shareholding					
]	No. of shares	23,23,20,272	23,17,73,489	24,61,26,045	23,23,20,272	24,61,26,045
į	Percentage of holding (%)	30.91%	30.85%	32.82%	30.91%	32.82%
	(as a % of total share capital of the Company)	econolist and the environment that the second section is the electric section in the electric section is the electric section in the electric section is the electric section in the electric section in the electric section is the electric section in the electric section in the electric section is the electric section in the electric section in the electric section is the electric section in the electric section is the electric section in the electric section is the electric section in the electric section in the electric section is the electric section	C Asserted - A A A A A A A		ales denominas denos i antines, s i a cas ostros d	······································
2 Pr	romoters and promoter group shareholding					
(a) Pledged / Encumbered			a. Wy		
Maria	No. of shares	Nil	Nil	Nil	Nil	Ni
	Percentage of shares (%)	-	more more construction of the control of the contro	-		-
(b) Non-encumbered					
	No. of shares	51,92,94,390	51,96,20,702	50,37,43,455	51,92,94,390	50,37,43,455
	Percentage of shares (%)	100.00%	100.00%	100.00%	100.00%	100.00%
	(as a % of total shareholding of promoter and promoter group)					
	Percentage of holding (%)	69.09%	69.15%	67.18%	69.09%	67.18%
į	(as a % of total share capital of the Company)					on promote construction and the section of the sect
R IN	NVESTOR COMPLAINTS	Quarter Ended	31st March 21	n13	Material of Theorem 1997	5.11.511.11 THE HEALT AND RESTREET
	ending at the beginning of the quarter	O O	7 3 1 1 2 1 2 1			, an , at
eneman house	\$	7			***************************************	
	eceived during the quarter					COLUMN TO THE THE PARTY OF THE
	isposed off during the quarter	- 4				
K	emaining unresolved at the end of the quarter	U.			***************************************	

0.93

0.59

0.54

2.43

1.61



Diluted EPS (in Rs.) (Not annualised)



SEGMENTWISE DETAILS ON CONSOLIDATED BASIS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2013

Rupees in Lakh

	evanuos en no en model de la 19 (e) (e) i e a i e a a rance en modeles con en col en la laga en i i i i i i i i i i i i i i i i i i	Quarter Ended		Year Ended		
Pari	ticulars	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012
, 41	The control of the co	Unaudited	Unaudited	Unaudited	Audited	Audited
Segi	ment Revenue			1		
A	Investment banking and securities business	12,065.03	11,115.64	11,869.56	42,905.35	40,443.37
*************	Fund based activities	14,617.29	14,394.51	12,015.00	55,175.07	41,376.50
С	Alternative asset management	675.98	521.46	2,507.68	2,735.67	4,590.31
ww.g.,	Asset management	664.81	831.53	753.57	2,888.90	3,025.35
	Others	764.94	281.22	673.05	6,108.49	6,330.73
Tota	al Segment Revenue	28,788.05	27,144.36	27,818.86	1,09,813.48	95,766.26
	: Inter - segmental revenue	(953.00)	(306.58)	(1,800.24)	(5,590.84)	(8,369.18)
********	al Revenue	27,835.05	26,837.78	26,018.62	1,04,222.64	87,397.08
Segi	ment Results					
	Investment banking and securities business	2,044.01	1,860.49	1,241.50	4,935.64	3,526.56
05 ANY 15 AN AN	Fund based activities	5,163.28	4,184.74	4,187.16	18,252.54	13,311.23
С	Alternative asset management	526.85	345.36	472.08	1,630.22	948.35
D	Asset management	32.58	86.85	(204.79)	222.77	(226.32)
Ε	Others	29.23	(180.29)	131.36	351.46	711.49
	al Results	7,795.95	6,297.15	5,827.31	25,392.63	18,271.31
Seg	ment Capital Employed					en ang kan maana da ana ang kan da pang ang kan ang ka Kan ang kananan da ang kan ang kang kan ang ka
A	Investment banking and securities business	68,704.56	71,076.63	79,160.29	68,704.56	79,160.29
В	Fund based activities	95,187.82	91,359.67	85,652.32	95,187.82	85,652.32
С	Alternative asset management	14,081.16	13,706.33	12,855.16	14,081.16	12,855.16
D	Asset management	11,553.52	11,503.82	11,291.61	11,553.52	11,291.61
E	Unallocated	23,105.18	26,442.09	11,548.39	23,105.18	11,548.39
Tot	al Capital Employed	2,12,632.24	2,14,088.54	2,00,507.77	2,12,632.24	2,00,507.77





STAND-ALONE FINANCIAL RESULTS

PART 1 - STATEMENT OF STAND-ALONE AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2013

Rupees in Lakh Year Ended Quarter Ended Sr. 31.03.2012 31.12.2012 31.03.2013 31.03.2013 31.03.2012 No. Particular Unaudited Unaudited Unaudited Audited Audited Income from operations 3,850.25 4,234.96 (a) Dividend 345.00 1,380.00 (b) Group support fees 277.61 1,131.85 1,049.12 274.77 269.30 (c) Other operating income 6,279.37 5,366.81 269.30 622.61 274.77 Total income from operations 2 Expenses 1,122.92 63.63 178.18 314.43 427.43 (a) Employee benefits expense 587.20 287.42 102,49 54.65 209.98 (b) Operating and other expenses 53.70 7.56 15.12 26.35 5.76 (c) Depreciation and amortisation expense 741.20 1,763.82 539.53 171.88 240.39 Total expenses 4,625.61 4,515.55 102.89 28.91 83.08 3 Profit from operations before other income and finance costs (1-2) 51.37 50.45 251.93 4.01 8.33 37.24 133.53 4,877.54 4,566.92 5 Profit from ordinary activities before finance costs (3+4) 106.90 2.91 5.19 0.69 2.18 0.62 6 Finance costs 4,874.63 4,561.73 106.28 36.55 131.35 7 Profit from ordinary activities before tax (5-6) 393.24 311,61 49.82 10.40 80.50 8 Tax expense 4,250.12 50.85 4,481.39 9 Net Profit from ordinary activities after tax (7-8) 56.46 26.15 10 Extraordinary items 4,481.39 4,250.12 11 Net Profit after tax (9+10) 56.46 26.<u>15</u> 50.85 7,498.70 12 Paid up equity share capital (Face value Re.1/- per share) 7,498.70 7,516.15 7,516.15 7,513.94 1,56,301.73 1,54,428.55 13 Reserves excluding revaluation reserves 14 Earning Per Share (EPS) 0.60 0.57 0.00 0.01 0.01 Basic EPS (in Re.) (Not annualised) 0.56 0.00 10.0 0.59 Diluted EPS (in Re.) (Not annualised) 0.01

A PARTICULARS OF SHAREHOLDING					AND THE PROPERTY OF THE PROPER
15 Public shareholding		.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
No. of shares	23,23,20,272	23,17,73,489	24,61,26,045	23,23,20,272	24,61,26,045
Percentage of holding (%)	30.91%	30.85%	32.82%	30.91%	32.82%
(as a % of total share capital of the Company)					
16 Promoters and promoter group shareholding					
(a) Pledged / Encumbered		15-15-11-15-11-11-11-11-11-11-11-11-11-1			
No. of shares	Nil	Nil	Nil	Nil	Ni
Percentage of shares (%)			-	-	
(b) Non-encumbered					
No, of shares	51,92,94,390	51,96,20,702	50,37,43,455	51,92,94,390	50,37,43,455
Percentage of shares (%)	100.00%	100.00%	100.00%	100.00%	100,00%
(as a % of total shareholding of promoter and promoter group)					
Percentage of holding (%)	69.09%	69.15%	67.18%	69.09%	67,18%
(as a % of total share capital of the Company)			and the second s		
B INVESTOR COMPLAINTS	Quarter Ended 31	st March, 2013			
Pending at the beginning of the quarter	0		.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
Received during the quarter	7	garant t manakamana t rang sa rujuga kirani kung ku ku ku ku kung kung kung kung ku	MANAGEMENT AND THE TOTAL AND T		
Disposed off during the quarter	7				
Remaining unresolved at the end of the quarter	0	Į.	,		





STATEMENT OF ASSETS AND LIABILITIES

Rupees in lakh

	and the state of t	Rupees in laki Consolidated Stand-alone					
. gas an en en	Consolidated As at As at			As at	As at		
**********	anni kanan kanal kanal kanan k	31.03.2013	31.03.2012	31.03.2013	31.03.2012		
Pari	ticulars	Audited	Audited	Audited	Audited		
EΛΙ	UITY AND LIABILITIES	Audika	, Lucieco	Land Control of the C	1. 1. 11.5.14.18.14.86.A.m.A.friconfiction		
EŲ	Shareholders' funds	ngpananayayayayyayyangkan da att _a t tiga tang ayyanayyayan mayadit alditiiti	The contract of the second sec	C-01000 -0400-0-1 1	The second secon		
	The control of the co	7,516.15	7,498.70	7,516.15	7,498.70		
	Share Capital Reserves and Surplus	1,96,931.63	1,85,815.55	1,54,428.55	1,56,301.73		
		610.61	610.61	1,57,720.55	-		
(c)	Capital Reserve on Consolidation	2,05,058.39	1,93,924.86	1,61,944.70	1,63,800.43		
		£,UJ,UJ0iJ/	1,70,747.00	1,01,0711170			
	AND THE STATE OF T	15,036.33	14,031.65		grant to the control of the particle of the first to the		
#111 # WRO NINA	Minority Interest	13,030.33	14,031.03	Control of the Contro	s karmas a apparata y novo sporovo a novo d vojih a a i i julioji kajatija karti		
, , . • , , ,	Non-current liabilities	AN WAVANAMAY (VAAVIATIE 1111		***************************************			
~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	Exercise transfer and the second seco	42,539.78	27,129.32		con processor consistent of the process of the consistence of the cons		
	Long-term borrowings	9,537.20	9,712.35	11,017.16	11,031.93		
	Deferred tax liabilities (net)	4.20	13.82	104.20	113.82		
(c)	Other long-term liabilities	4,531.30	4,046.03	23.44	46.67		
(a)	Long-term provisions	56,612.48	40,901.52	11,144.80	11,192.42		
i pri ary i gran		30,012.40	40,701.32	11,177.00			
	CONTRACTOR OF THE CONTRACTOR O	A STATE OF THE STA	ny a man'ny fisika dipandra kaominina dipandra dia mpika dipandra dipandra dipandra dipandra dipandra dipandra di		Marine some at the property of the state of		
ac., (ang.)	Current liabilities	3,57,139.70	2,93,025.93				
our are found in the same	Short-term borrowings	21,068.61	14,181.46	55.28	73.95		
	Trade payables	21,000.01	14,161.40	33.26	nga-nga-nga-nga-nga-nga-nga-nga-nga-nga-		
(c)	Other current liabilities	27,050.00					
******	Current maturities of long term borrowings	11,758.38	- 8,174.74	332.65	591.32		
	Others		6,229.74	3,792.62	4,585.23		
(d)	Short-term provisions	6,104.32 4,23,121.01	3,21,611.87	4,180.55	5,250.50		
an laborated two	The state of the s	4,23,121.01	3,21,011.0/	4,100.23	J,2J0.J0		
	Total	6,99,828.21	5,70,469.90	1,77,270.05	1,80,243.35		
994 ( YERTRIY) 1844 ( 1844 ) 1844 (1844 )			. N W A. I Barda ta sur a later) de passas del prin , de principa con commencio cidro p	onde e destate difference and a separate delication of the destate of the second of th	reactivities of the than a rectain action and a subsect of the first form.		
ASS	SETS	Provided West of the Contract			A be		
********	Non-current assets	**************************************		100.00	930.00		
	Fixed assets	2,691.65	3,003.74	139.28	230.89		
combine	Goodwill on consolidation	7,462.48	7,448.74	1.45.045.00	1.50.534.43		
	Non-current investments	49,784.24	51,979.61	1,47,045.22	1,50,736.62		
	Long-term loans and advances	1,11,614.00	58,864.55	15,006.25	15,189.09		
(e)	Other non-current assets	1.71.550.27	- 1 21 206 64	382.74	758.45		
TA AMPTA PA	AND ALL SEAL OF THE PROPERTY O	1,71,552.37	1,21,296.64	1,62,573.49	1,66,915.05		
CONTRACT TO	Current assets	500 (100 (100 (100 (100 (100 (100 (100 (		## Table   1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1			
*******	Current investments	7,006.39	5,005.39	-	-		
	Debt securities held as stock in trade	59,776.27	75,964.89	-			
(c)	Assets held for arbitrage activities	50,236.66	19,336.95	-	-		
(d)	Trade receivables	18,051.85	15,791.06	-			
(e)	Cash and bank balances	1,41,940.15	1,36,999.55	13,373.38	12,345.68		
(f)	Short-term loans and advances	2,49,264.56	1,94,426.34	64.87	52.74		
(g)	Other current assets	1,999.96	1,649.08	1,258.31	929.88		
w. 11. 11. 17. 17. 17. 17. 17. 17. 17. 17	\$200 A and Andread Annual Annu	5,28,275.84	4,49,173.26	14,696.56	13,328.30		
********	Total	6,99,828.21	5,70,469.90	1,77,270.05	1,80,243.35		
	1 VIAI	V,27,080.21	2,70,702120	-,,=,0,00	-,,		





#### Notes:

- 1) The above audited financial results of the Company have been reviewed by the Audit Committee and on their recommendation were approved by the Board of Directors at its meeting held on May 30, 2013.
- 2) The Board of Directors of the Company has recommended a final dividend of Re 0.50 per share of the face value of Re.1 each. The final dividend, if declared at the ensuing Annual General Meeting, will result in cash outflow of Rs 37.71 crore and will be paid on or after August 2, 2013. The Board had declared and paid an interim dividend of Re 0.40 per share in February 2013. With the final dividend as above, the total dividend for the financial year 2012-13 would be Re. 0.90 per share.
- 3) The Consolidated Financial Statements (CFS) are prepared in accordance with the principles and procedures for the preparation and presentation of CFS as set out in the Accounting Standard (AS) 21 on "Consolidated Financial Statements" and AS 23 on "Accounting for Investments in Associates in Consolidated Financial Statements" prescribed by Companies (Accounting Standards) Rules, 2006 (as amended).
- 4) The Board of Directors, at its meeting held on May 16, 2013, has approved issuance of Warrants to Mr. Vikram Shankar Pandit, Mr. Hariharan Ramamurthi Aiyar and Mrs. Aparna Murthy Aiyar aggregating upto 3% of the emerging capital at an exercise price of Rs. 19.05 per share subject to the approval of the shareholders and such other regulatory approvals as may be required. The warrant holders shall have a right to apply for, and be allotted, the equity shares within a period of 18 months from the date of allotment of Warrants.
- 5) The figures of the last quarter are the balancing figures between audited figures in respect of the whole financial year and the published year to date figures up to the third quarter of the financial year.
- 6) On a stand-alone basts, the Company is a Core Investment Company which in the context of AS 17 on "Segment Reporting" is considered as the only segment. However, on a consolidated basis, the Company has identified four reportable segments, namely, (i) Investment banking & securities business, (ii) Fund based activities, (iii) Alternative asset management and (iv) Asset management.
- 7) On a stand-alone basis, the dividend income, if any, arising in different quarters, may not be comparable.
- 8) Consolidated as well as Standalone audited financial results will be made available on the Company's website viz., <a href="www.jmfl.com">www.jmfl.com</a> and websites of BSE Limited and National Stock Exchange of India Limited viz., <a href="www.bseindia.com">www.bseindia.com</a> and <a href="www.nseindia.com">www.nseindia.com</a> respectively. Key stand-alone financial information is given below: <a href="mailto:Rupees in Lakh">Rupees in Lakh</a>

Particulars		Quarter Ende	Year Ended		
	31.03.2013 Unaudited	31.12.2012 Unaudited	31.03.2012 Unaudited	31.03.2013 Audited	31.03.2012 Audited
Total Income	278.78	277.63	673.06	5,618.74	6,330.74
Profit before tax	106.28	36.55	131.35	4,874.63	4,561.73
Profit after tax	56.46	26.15	50.85	4,481.39	4,250.12

9) Previous period/year's figures have been regrouped and rearranged wherever necessary to conform to current period/year's classification.

or and on behalf of the Board

Nimesh Kampani Chairman & Managing Director

Place: Mumbai Date: May 30, 2013 PRESS RELEASE For Immediate Publication

JM Financial FY 13 consolidated revenue up by 19 % to Rs.1,042 crore and consolidated profit up by 51 % to Rs.183 crore. The Board of Directors recommends a final dividend of Re.0.50 per share.

**Mumbai, May 30, 2013:** The Board of Directors of JM Financial Limited has considered and approved the audited financial results for the year ended March 31, 2013. The Board has also recommended a final dividend of Re. 0.50 per share of the face value of Re. 1/- each. The final dividend, if declared at the ensuing Annual General Meeting, will result in cash outflow of Rs 37.71 crore. Considering the payment of an interim dividend of Re 0.40 per share in February 2013, the total dividend for the financial year 2012-13 would be Re. 0.90 per share.

### Consolidated Results - Key Highlights:

#### FY 13 - Q4 compared to FY 12 - Q4

- > Total income increased by 6.98 % to Rs. 278.35 crore from Rs. 260.19 crore.
- The profit before tax increased by 33.78 % to Rs. 77.96 crore from Rs. 58.27 crore
- Net profit after tax, minority interest and share of associates rose by 71.07 % to Rs. 69.76 crore from Rs. 40.78 crore.

## FY 13 compared to FY 12

- Total income increased by 19.25 % to Rs. 1042.23 crore from Rs. 873.97 crore,
- ▶ The profit before tax increased by 38.98 % to Rs. 253.93 crore from Rs. 182.71 crore,
- Net profit after tax, minority interest and share of associates rose by 50.96 % to Rs. 182.92 crore from Rs. 121.17 crore.

The Earnings Per Share and Diluted Earnings Per Share, for the year ended March 31, 2013 is Rs. 2.44 and Rs. 2.43 respectively.

Announcing the results, Mr. Nimesh Kampani, Chairman, JM Financial Group said, "While the global environment continues to have moments of fragility, India has witnessed some encouraging cues. Inflation has come off its peak and the RBI too has announced a rate cut. Softening prices of crude and other commodities have also helped the Indian economy.

Our performance has been encouraging and we are pleased with the growth momentum. The group's fund based business has done particularly well during the quarter. For the year ended March, 31 2013, the company crossed the Rs.1,000 crore mark for total revenue on a consolidated basis for the first time.

Looking ahead, we see encouraging long term growth prospects for India and are well positioned to take benefit of the same."

## **Business Update**

## Investment banking and securities business:

During the quarter, the Investment banking business closed four deals. These include public issue of Repco Home Finance Limited of Rs.270 crore, rights issue of Bajaj Finance Ltd of Rs.744 crore, QIP by Cholamandalam Investment & Finance Company Limited for Rs.300 crore and OFS of Kennametal India Limited for Rs. 148 crore.

We acted as the exclusive financial advisor to Pantaloon Retail in relation to divestment of Pantaloon's retail business to Aditya Birla Group and also to Carlyle for their stake sale in Repco

Home Finance Limited to Creador Capital. We also acted as the Managers to the open offer by GSPC Group for the acquisition of Gujarat Gas Company Limited.

The Institutional Equities Business continues to face a challenging capital market environment. During the quarter it held its US Conference in New York which was well received by the corporates and investors.

Our investment advisory and distribution business offers a bouquet of products and services to our customers. The major focus was on advisory based services where brokerage yields are higher. We have a presence in 265 locations spread across 117 cities through a network of branches and franchisees. In the distribution business, we continued our focus on mobilization of mutual funds, public issues, fixed deposits and corporate bonds. We have a large network of active IFAs who are distributing various financial products across the country. In the wealth management business, we retained our focus on providing complete financial and custody solutions to high net worth families. We also advise large corporate treasuries for their investments and fund raising requirements.

#### Fund based activities:

Our fund based business continued offering loan against securities which includes products like IPO Funding, Loan against Shares (LAS), Margin Funding, ESOP Financing and Sponsor Financing. Further, our portfolio also includes loans against commercial real estate which has seen good momentum in the past year. In order to diversify the product portfolio, we commenced offering loan against commodities, on a small scale. We are also exploring new product opportunities to further expand our business reach and add them to the bouquets of services offered. During the quarter, we diversified our avenues of borrowing by including borrowing from banks for specific purposes. The margin earned on assets funded has improved on QoQ basis due to a lower borrowing rate. The lending book size at the end of the quarter was Rs. 3,042 crore. The treasury book for fixed income securities stood at Rs. 598 crore.

During the quarter, the Asset Reconstruction business saw an increase in the acquisition activity. Many banks came out with portfolio auctions in the last quarter of the financial year. The quarter also saw incremental recoveries from acquired portfolios. With expectation that the banking and financial institutions will keep offloading non performing accounts, the near term outlook for the business looks promising.

### **Alternative Asset Management:**

At the end of the quarter, the combined AUM/ AUA of the Private Equity Fund and Real Estate Fund stood at around Rs.1,300 crore.

The Private Equity Fund and the Real Estate Fund have enhanced their focus on working closely with portfolio companies in helping them grow their businesses as well as in seeking exit opportunities.

#### **Asset Management:**

The Mutual Fund's average AUM as on March 31, 2013 stood at Rs. 7,411 crore. The average AUM under Equity schemes was at Rs. 506 crore and under the Debt Schemes was at Rs. 6,905 crore.

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The audited financial results are attached. Both, the press release and audited financial results are available on our website <a href="https://www.imfl.com">www.imfl.com</a>

#### About JM Financial

JM Financial is an integrated financial services group offering a wide range of capital market services to its corporate and individual clients. The Group's businesses include investment banking, institutional equity sales, trading, research and broking, private and corporate wealth management, equity broking, portfolio management, asset management, commodity broking, fixed income broking, non-banking finance products, private equity and asset reconstruction. For more information, log on to <a href="https://www.imfl.com">www.imfl.com</a>

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#### Forward - Looking statements

This press release ('document') containing JM Financial Group's activities, projections and expectations for the future, may contain certain forward-looking statements based upon the information currently available with the Company or any of its subsidiaries and associate companies. The financial results in future may vary from the forward-looking statements contained in this document due to uncertainties and unforeseen events that may impact the businesses of the JM Financial Group. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events. This document is for information purposes only and any action taken by any person on the basis of the information contained herein is that person's responsibility alone and neither JM Financial Group nor any of their directors or employees will be liable in any manner for the consequences of such actions.