



May 29, 2015

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: JMFANCIIL**

Further to our letter dated May 5, 2015, we wish to inform you that the Board of Directors of the Company at its meeting held today has;

- approved the Standalone and Consolidated Annual Audited Financial Statements including Balance Sheet as at March 31, 2015 and the Statement of Profit and Loss for the year ended on that date.
- recommended a final dividend of Re. 0.80 per share for the year ended March 31, 2015.
- decided to convene the Thirtieth Annual General Meeting on Thursday, July 30, 2015.

The above dividend, if declared at the ensuing Annual General Meeting will be paid on and from August 1, 2015.

A copy each of the Audited Financial Results, on a stand alone and consolidated basis for the year ended March 31, 2015 is enclosed for your information and record. A copy of the Press Release being issued by the Company announcing the results is also enclosed.

You are requested to circulate the above financial results among the members of the exchange for their information.

Thank you.

Yours faithfully,  
for JM Financial Limited

A handwritten signature in black ink, appearing to read "P. K. Choksi".

**P K Choksi**

**Group Head – Compliance, Legal  
& Company Secretary**

Encl: a/a

**JM Financial Limited**

Corporate Identity Number : L67120MH1986PLC038784

**Regd. Office:** 7th Floor, Chenergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025.

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**JM FINANCIAL LIMITED**  
CONSOLIDATED FINANCIAL RESULTS

**PART I - STATEMENT OF CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2015**

Rupees in Lakh

Sr. No.	Particulars	Quarter Ended			Year Ended	
		31.03.2015 Unaudited	31.12.2014 Unaudited	31.03.2014 Unaudited	31.03.2015 Audited	31.03.2014 Audited
<b>1</b>	<b>Income from operations</b>					
	(a) Fees & commission	6,310.33	6,907.66	7,188.56	30,147.39	24,631.56
	(b) Brokerage	4,150.44	3,343.52	2,682.07	14,525.45	9,415.76
	(c) Interest and other income on fund based activities	23,783.90	20,396.14	11,868.88	74,951.31	48,847.17
	(d) Other operating income	4,937.59	5,937.50	3,683.57	19,613.39	17,327.75
	<b>Total income from operations</b>	<b>39,182.26</b>	<b>36,584.82</b>	<b>25,423.08</b>	<b>1,39,237.54</b>	<b>1,00,222.24</b>
<b>2</b>	<b>Expenses</b>					
	(a) Employee benefits expense	5,133.59	5,835.67	5,497.24	23,524.29	20,315.55
	(b) Sub-brokerage, fees & commission	2,538.15	2,261.00	2,252.13	9,715.17	8,033.32
	(c) Operating and other expenses	4,082.42	2,814.37	3,631.17	11,549.02	11,995.09
	(d) Depreciation and amortisation expense	431.25	499.30	409.06	1,804.49	1,524.02
	<b>Total expenses</b>	<b>12,185.41</b>	<b>11,410.34</b>	<b>11,789.60</b>	<b>46,592.97</b>	<b>41,867.98</b>
<b>3</b>	<b>Profit from operations before other income and finance costs (1-2)</b>	<b>26,996.85</b>	<b>25,174.48</b>	<b>13,633.48</b>	<b>92,644.57</b>	<b>58,354.26</b>
<b>4</b>	<b>Other income</b>	<b>104.06</b>	<b>70.98</b>	<b>92.76</b>	<b>1,066.88</b>	<b>444.67</b>
<b>5</b>	<b>Profit from ordinary activities before finance costs (3+4)</b>	<b>27,100.91</b>	<b>25,245.46</b>	<b>13,726.24</b>	<b>93,711.45</b>	<b>58,798.93</b>
<b>6</b>	<b>Finance costs</b>	<b>11,255.48</b>	<b>11,512.74</b>	<b>6,610.16</b>	<b>42,020.23</b>	<b>30,782.86</b>
<b>7</b>	<b>Profit from ordinary activities before tax (5-6)</b>	<b>15,845.43</b>	<b>13,732.72</b>	<b>7,116.08</b>	<b>51,691.22</b>	<b>28,016.07</b>
<b>8</b>	<b>Tax expense</b>	<b>5,138.73</b>	<b>3,902.93</b>	<b>1,919.41</b>	<b>15,638.82</b>	<b>7,998.35</b>
<b>9</b>	<b>Net Profit from ordinary activities after tax (7-8)</b>	<b>10,706.70</b>	<b>9,829.79</b>	<b>5,196.67</b>	<b>36,052.40</b>	<b>20,017.72</b>
<b>10</b>	<b>Extraordinary items</b>					
<b>11</b>	<b>Net Profit after tax (9+10)</b>	<b>10,706.70</b>	<b>9,829.79</b>	<b>5,196.67</b>	<b>36,052.40</b>	<b>20,017.72</b>
<b>12</b>	<b>Less :- Share of Minority interest</b>	<b>2,108.01</b>	<b>1,558.53</b>	<b>493.50</b>	<b>4,875.71</b>	<b>1,515.45</b>
<b>13</b>	<b>Add :- Share in Profit of Associates</b>	<b>696.95</b>	<b>431.30</b>	<b>1,239.56</b>	<b>1,875.80</b>	<b>2,450.23</b>
<b>14</b>	<b>Net consolidated profit (11-12+13)</b>	<b>9,295.64</b>	<b>8,702.56</b>	<b>5,942.73</b>	<b>33,052.49</b>	<b>20,952.50</b>
<b>15</b>	<b>Paid up equity share capital (Face value Re. 1/- per share)</b>	<b>7,837.24</b>	<b>7,833.24</b>	<b>7,553.43</b>	<b>7,837.24</b>	<b>7,553.43</b>
<b>16</b>	<b>Reserves excluding revaluation reserves</b>				<b>2,35,933.90</b>	<b>2,00,525.18</b>
<b>17</b>	<b>Earning Per Share (EPS)</b>					
	Basic EPS (in Rs.) (Not annualised)	1.21	1.14	0.79	4.32	2.78
	Diluted EPS (in Rs.) (Not annualised)	1.19	1.12	0.77	4.25	2.72

**PART II - SELECT INFORMATION FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2015**

<b>A PARTICULARS OF SHAREHOLDING</b>						
<b>1</b>	<b>Public shareholding</b>					
	No. of shares	26,59,34,412	26,55,34,726	23,75,54,232	26,59,34,412	23,75,54,232
	Percentage of holding (%) (as a % of total share capital of the Company)	33.93%	33.90%	31.45%	33.93%	31.45%
<b>2</b>	<b>Promoters and promoter group shareholding</b>					
	(a) Pledged / Encumbered					
	No. of shares	Nil	Nil	Nil	Nil	Nil
	Percentage of shares (%)	-	-	-	-	-
	(b) Non-encumbered					
	No. of shares	51,77,89,265	51,77,89,265	51,77,89,265	51,77,89,265	51,77,89,265
	Percentage of shares (%) (as a % of total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%
	Percentage of holding (%)* (as a % of total share capital of the Company)	66.07%	66.10%	68.55%	66.07%	68.55%
<b>B</b>	<b>INVESTOR COMPLAINTS</b>	<b>Quarter Ended 31st March, 2015</b>				
	Pending at the beginning of the quarter	0				
	Received during the quarter	5				
	Disposed off during the quarter	5				
	Remaining unresolved at the end of the quarter	0				

\* Dilution in promoter shareholding is on account of exercise of ESOPs by employees and exercise of warrants by warrant holders

**JM Financial Limited**

Corporate Identity Number : L67120MH1986PLC038784

Regd. Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025.

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## SEGMENTWISE DETAILS ON CONSOLIDATED BASIS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2015

Rupees in Lakh

Particulars	Quarter Ended			Year Ended	
	31.03.2015 Unaudited	31.12.2014 Unaudited	31.03.2014 Unaudited	31.03.2015 Audited	31.03.2014 Audited
<b>Segment Revenue</b>					
A Investment banking and securities business	13,094.39	13,215.32	10,863.28	52,193.27	40,789.06
B Fund based activities	24,541.80	21,466.87	12,892.14	80,621.16	52,919.35
C Alternative asset management	791.40	541.47	1,006.82	2,743.78	3,040.93
D Asset management	1,318.72	1,584.44	717.60	4,675.43	2,655.49
E Others	1,840.48	1,469.60	1,568.49	13,917.01	11,687.89
<b>Total Segment Revenue</b>	<b>41,586.79</b>	<b>38,277.70</b>	<b>27,048.33</b>	<b>1,54,150.65</b>	<b>1,11,092.72</b>
Less: Inter - segmental revenue	(2,300.47)	(1,621.90)	(1,532.49)	(13,846.23)	(10,425.81)
<b>Total Revenue</b>	<b>39,286.32</b>	<b>36,655.80</b>	<b>25,515.84</b>	<b>1,40,304.42</b>	<b>1,00,666.91</b>
<b>Segment Results</b>					
A Investment banking and securities business	2,350.44	3,355.17	795.37	12,398.82	4,516.47
B Fund based activities	13,096.71	8,832.95	5,029.14	34,743.56	19,950.53
C Alternative asset management	255.06	317.42	650.09	1,494.69	1,876.34
D Asset management	50.17	1,083.10	189.56	1,781.29	382.65
E Others	93.05	144.08	451.92	1,272.86	1,290.08
<b>Total Results</b>	<b>15,845.43</b>	<b>13,732.72</b>	<b>7,116.08</b>	<b>51,691.22</b>	<b>28,016.07</b>
<b>Segment Capital Employed</b>					
A Investment banking and securities business	59,988.17	60,552.29	56,101.63	59,988.17	56,101.63
B Fund based activities	2,10,417.14	2,02,585.15	1,06,297.86	2,10,417.14	1,06,297.86
C Alternative asset management	8,472.09	7,473.66	9,022.08	8,472.09	9,022.08
D Asset management	13,758.03	13,628.34	12,022.85	13,758.03	12,022.85
E Unallocated	16,596.05	26,518.18	42,241.50	16,596.05	42,241.50
<b>Total Capital Employed</b>	<b>3,09,231.48</b>	<b>3,10,757.62</b>	<b>2,25,685.92</b>	<b>3,09,231.48</b>	<b>2,25,685.92</b>



## STAND-ALONE FINANCIAL RESULTS

## PART I - STATEMENT OF STAND-ALONE AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2015

Sr. No.	Particulars	Quarter Ended			Year Ended	
		31.03.2015 Unaudited	31.12.2014 Unaudited	31.03.2014 Unaudited	31.03.2015 Audited	31.03.2014 Audited
<b>1</b>	<b>Income from operations</b>					
	(a) Dividend	50.67	39.02	-	7,439.73	6,534.18
	(b) Other operating income	877.49	561.60	725.52	2,979.36	2,118.14
	<b>Total income from operations</b>	<b>928.16</b>	<b>600.62</b>	<b>725.52</b>	<b>10,419.09</b>	<b>8,652.32</b>
<b>2</b>	<b>Expenses</b>					
	(a) Employee benefits expense	29.01	204.42	140.01	868.07	731.95
	(b) Operating and other expenses	291.22	176.61	219.58	736.82	457.12
	(c) Depreciation and amortisation expense	12.59	11.36	10.56	40.10	40.85
	<b>Total expenses</b>	<b>332.82</b>	<b>392.39</b>	<b>370.15</b>	<b>1,644.99</b>	<b>1,229.92</b>
<b>3</b>	<b>Profit from operations before other income and finance costs (1-2)</b>	<b>595.34</b>	<b>208.23</b>	<b>355.37</b>	<b>8,774.10</b>	<b>7,422.40</b>
<b>4</b>	<b>Other income</b>	<b>34.20</b>	<b>0.02</b>	<b>32.88</b>	<b>34.69</b>	<b>63.32</b>
<b>5</b>	<b>Profit from ordinary activities before finance costs (3+4)</b>	<b>629.54</b>	<b>208.25</b>	<b>388.25</b>	<b>8,808.79</b>	<b>7,485.72</b>
<b>6</b>	<b>Finance costs</b>	<b>606.79</b>	<b>119.65</b>	<b>2.11</b>	<b>758.54</b>	<b>8.93</b>
<b>7</b>	<b>Profit from ordinary activities before tax (5-6)</b>	<b>22.75</b>	<b>88.60</b>	<b>386.14</b>	<b>8,050.25</b>	<b>7,476.79</b>
<b>8</b>	<b>Tax expense</b>	<b>(30.77)</b>	<b>15.62</b>	<b>159.25</b>	<b>239.60</b>	<b>371.69</b>
<b>9</b>	<b>Net Profit from ordinary activities after tax (7-8)</b>	<b>53.52</b>	<b>72.98</b>	<b>226.89</b>	<b>7,810.65</b>	<b>7,105.10</b>
<b>10</b>	<b>Extraordinary items</b>	-	-	-	-	-
<b>11</b>	<b>Net Profit after tax (9+10)</b>	<b>53.52</b>	<b>72.98</b>	<b>226.89</b>	<b>7,810.65</b>	<b>7,105.10</b>
<b>12</b>	<b>Paid up equity share capital (Face value Re.1/- per share)</b>	<b>7,837.24</b>	<b>7,833.24</b>	<b>7,553.43</b>	<b>7,837.24</b>	<b>7,553.43</b>
<b>13</b>	<b>Reserves excluding revaluation reserves</b>				<b>1,56,481.21</b>	<b>1,54,319.34</b>
<b>14</b>	<b>Earning Per Share (EPS)</b>					
	Basic EPS (in Re.) (Not annualised)	0.01	0.01	0.03	1.02	0.94
	Diluted EPS (in Re.) (Not annualised)	0.01	0.01	0.03	1.00	0.92

## PART II - SELECT INFORMATION FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2015

A PARTICULARS OF SHAREHOLDING						
<b>15</b>	<b>Public shareholding</b>					
	No. of shares	26,59,34,412	26,55,34,726	23,75,54,232	26,59,34,412	23,75,54,232
	Percentage of holding (%) (as a % of total share capital of the Company)	33.93%	33.90%	31.45%	33.93%	31.45%
<b>16</b>	<b>Promoters and promoter group shareholding</b>					
	(a) Pledged / Encumbered					
	No. of shares	Nil	Nil	Nil	Nil	Nil
	Percentage of shares (%)	-	-	-	-	-
	(b) Non-encumbered					
	No. of shares	51,77,89,265	51,77,89,265	51,77,89,265	51,77,89,265	51,77,89,265
	Percentage of shares (%) (as a % of total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%
	Percentage of holding (%)* (as a % of total share capital of the Company)	66.07%	66.10%	68.55%	66.07%	68.55%
<b>B INVESTOR COMPLAINTS</b>		<b>Quarter Ended 31st March, 2015</b>				
	Pending at the beginning of the quarter	0				
	Received during the quarter	5				
	Disposed off during the quarter	5				
	Remaining unresolved at the end of the quarter	0				

\* Dilution in promoter shareholding is on account of exercise of ESOPs by employees and exercise of warrants by warrant holders



## STATEMENT OF ASSETS AND LIABILITIES

Rupees in lakh

Particulars	Consolidated		Stand-alone	
	As at 31.03.2015 Audited	As at 31.03.2014 Audited	As at 31.03.2015 Audited	As at 31.03.2014 Audited
<b>EQUITY AND LIABILITIES</b>				
<b>Shareholders' funds</b>				
(a) Share Capital	7,837.24	7,553.43	7,837.24	7,553.43
(b) Reserves and Surplus	2,36,732.98	2,10,325.36	1,56,481.21	1,54,319.34
(c) Monies received against share warrants	-	1,109.37	-	1,109.37
(d) Capital Reserve on Consolidation	9,726.73	725.36	-	-
(e) Minority Interest	65,460.34	16,497.94	-	-
	3,19,757.29	2,36,211.46	1,64,318.45	1,62,982.14
<b>Share Application Money pending allotment</b>	-	1.16	-	1.16
<b>Non-current liabilities</b>				
(a) Long-term borrowings	26,137.18	41,466.22	21.85	30.47
(b) Deferred tax liabilities (net)	8,731.13	9,054.51	11,003.28	11,013.85
(c) Other long-term liabilities	270.00	270.00	100.00	100.00
(d) Long-term provisions	5,516.01	4,732.39	20.51	24.23
	40,654.32	55,523.12	11,145.64	11,168.55
<b>Current liabilities</b>				
(a) Short-term borrowings	4,15,143.36	2,23,428.70	12,187.87	-
(b) Trade payables	20,839.37	26,240.79	103.38	58.26
(c) Other current liabilities				
Current maturities of long term borrowings	30,859.90	33,837.76	-	-
Others	13,753.00	11,532.70	746.77	692.90
(d) Short-term provisions	9,479.17	6,230.09	6,364.89	4,183.84
	4,90,074.80	3,01,270.04	19,402.91	4,935.00
<b>Total</b>	<b>8,50,486.41</b>	<b>5,93,005.78</b>	<b>1,94,867.00</b>	<b>1,79,086.85</b>
<b>ASSETS</b>				
<b>Non-current assets</b>				
(a) Fixed assets	34,178.83	12,324.70	205.22	154.31
(b) Goodwill on consolidation	10,525.81	10,525.54	-	-
(c) Non-current investments	48,199.90	41,098.51	1,66,161.30	1,31,342.22
(d) Long-term loans and advances	3,07,099.00	1,58,512.51	16,219.85	16,106.26
(e) Other non-current assets	-	-	362.15	314.93
	4,00,003.54	2,22,461.26	1,82,948.52	1,47,917.72
<b>Current assets</b>				
(a) Current investments	15,768.29	8,384.30	-	-
(b) Debt securities held as stock in trade	35,900.76	53,420.80	-	-
(c) Trade receivables	22,668.46	19,474.81	-	-
(d) Cash and bank balances	83,287.13	97,418.19	3,321.84	21,713.34
(e) Short-term loans and advances	2,90,881.57	1,90,379.13	7,578.62	8,862.35
(f) Other current assets	1,976.66	1,467.29	1,018.02	593.44
	4,50,482.87	3,70,544.52	11,918.48	31,169.13
<b>Total</b>	<b>8,50,486.41</b>	<b>5,93,005.78</b>	<b>1,94,867.00</b>	<b>1,79,086.85</b>



**Notes:**

- 1) The above audited financial results for the year ended March 31, 2015 have been reviewed by the Audit Committee and on its recommendation have been approved by the Board of Directors at its meeting held on May 29, 2015.
- 2) The Board of Directors of the Company has recommended a final dividend of Re. 0.80 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. 63.06 crore. The Company had paid the interim dividend of Re. 0.55 per share in February 2015. With the final dividend as above, the total dividend for the financial year 2014-15 would be Re. 1.35 per share aggregating Rs. 106.15 crore.
- 3) The Company has recently received a favourable ruling from the Commissioner of Income Tax (appeals) in relation to the ongoing dispute with the income tax department treating the income arising from long term capital gain on sale of equity shares on termination of joint venture with Morgan Stanley as taxable under the head "Business Income" and not under "Capital Gains". Accordingly the Company's contingent liabilities stands reduced by Rs.369.38 crore.
- 4) The Consolidated Financial Results (CFR) are prepared pursuant to the applicable provisions of the Companies Act, 2013 and in accordance with the principles and procedures for the preparation and presentation of CFR 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).
- 5) The figures for the last quarter ended March 31, 2015 are the balancing figures between audited figures for the financial year 2014-15 and the published year to date figures up to the third quarter of the financial year.
- 6) During the last quarter of the financial year 2014-15, the Allotment Committee of the Board has allotted 3,99,686 equity shares of the face value of Re. 1/- each to the eligible employees upon exercise of stock options by them. Consequent upon this allotment, the total paid up equity share capital of the Company has increased to Rs. 78,37,23,677.
- 7) On a stand-alone basis, the Company is engaged in Investment and lending activities making investments and lending in its group companies as a registered 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.
- 8) On a stand-alone basis, the dividend income from the investments in its group companies, if any, arising in different quarters, may not be comparable.
- 9) Consolidated as well as Standalone unaudited financial results for the quarter and audited financial results for the year ended March 31, 2015 will be made available on the Company's website viz., [www.jmfl.com](http://www.jmfl.com) and websites of BSE Limited and National Stock Exchange of India Limited viz., [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com) respectively.

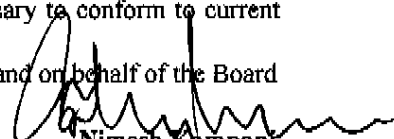
Key stand-alone financial information is given below:

*Rupees in Lakh*

Particulars	Quarter Ended			Year Ended	
	31.03.2015 Unaudited	31.12.2014 Unaudited	31.03.2014 Unaudited	31.03.2015 Audited	31.03.2014 Audited
Total Income	962.36	600.64	758.40	10,453.78	8,715.64
Profit before tax	22.75	88.60	386.14	8,050.25	7,476.79
Profit after tax	53.52	72.98	226.89	7,810.65	7,105.10

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

Place: Mumbai  
Date: May 29, 2015

For and on behalf of the Board  
  
**Nimesh Kampani**  
 Chairman & Managing Director  
 (DIN: 00009071)



Corporate Identity Number L67120MH1986PLC038784

PRESS RELEASE

For Immediate Publication

**JM Financial FY 15 consolidated revenue up by 39% to Rs.1,403 crore and consolidated profit up by 58 % to Rs.331 crore. The Board of Directors recommends a final dividend of Re.0.80 per share.**

**Mumbai, May 29, 2015:** The Board of Directors of JM Financial Limited at its meeting held today considered and approved the audited financial results for the year ended March 31, 2015. The Board also recommended a final dividend of Re. 0.80 for each equity share of the face value of Re. 1/- each. The total dividend for the financial year 2014-15 would be Rs. 1.35 per share including the interim dividend of Re 0.55 paid by the Company.

### **Consolidated Results – Key Highlights:**

#### **FY 15 – Q4 compared to FY 14 – Q4**

- Total income increased by 54% to Rs. 392.86 crore from Rs. 255.16 crore.
- Profit before tax increased by 123% to Rs. 158.45 crore from Rs. 71.16 crore
- Net consolidated profit after tax increased by 56% to Rs. 92.96 crore from Rs. 59.43 crore.

#### **FY 15 compared to FY 14**

- Total income increased by 39% to Rs. 1,403.04 crore from Rs. 1,006.67 crore.
- Profit before tax increased by 85% to Rs. 516.91 crore from Rs. 280.16 crore
- Net consolidated profit after tax increased by 58% to Rs. 330.52 crore from Rs. 209.53 crore.

Earnings Per Share and Diluted Earnings Per Share, for FY 15 is Rs. 4.32 and Rs. 4.25 respectively.

**Announcing the results, Mr. Nimesh Kampani, Chairman, JM Financial Group** said, "JM Financial has posted strong financial performance and has continued its trend of delivering sustained growth. Our focus on advisory business and lending in specific segments has helped increase the revenue and profits.

The operating environment for Indian corporate sector has improved during FY 15 with signs of stability in the macro-economic scenario. However, to facilitate rapid economic growth, it is imperative to see greater Government focus to revive stalled projects, enhance infrastructure spending, big tickets structural reforms, with major support of fiscal and monetary policy on the demand side. Considering the very high percentage of infrastructure projects in the NPAs in banking sector and the fact that these projects are at various stages of stalled activity, there is a pressing need for the authorities to work on a long term solution to resolution of these bad loans even as they focus on creating the much needed infrastructure.

Going forward, we expect the trends to remain positive in our businesses. Looking ahead, we continue to remain optimistic about the group's opportunities and earning potential in the financial services sector."

## Business Update

### Investment banking & securities business:

During the last quarter our Investment banking division executed following transactions:

- Acted as managers to Qualified Institutional Placement by HDFC Bank Ltd – Rs. 2,000 crore.
- Acted as selling broker to the Offer for Sale by Coal India Limited – Rs.22,528 crore.
- Acted as lead financial and transactional advisor to Adani Enterprises on a composite scheme of arrangement involving demerger of its ports, power and transmission undertakings;
- Provided fairness opinion in relation to UltraTech Cement's acquisition of business units from Jaiprakash Associates pursuant to a Scheme -Rs.5,325 crore.
- Provided fairness opinion relating to the merger of Aditya Birla Chemicals (India) limited with Grasim Industries – Rs.561 crore.
- Acted as managers to the rights issue of Future Retail Limited – Rs.1,589 crore.

The pipeline of our investment banking business continues to remain healthy with several mandated transactions under execution. We shall continue to increase our focus on M&A and Private Equity advisory business.

Our Institutional Equities Business saw good momentum with addition of new clients during the quarter.

We hosted the New York Conference in the month of March which got an overwhelming response from both, the corporates and institutional investors, who attended the series of events spanning over 2 days.

In our wealth management business, the assets under management stood at approximately **Rs.17,383 Crore** as on March 31, 2015. Our focus on client centric solutions is bearing fruits.

In the distribution business, we have a large network of approximately **7,200** active Independent Financial Distributors (IFDs) who distribute various financial products across the country. We have presence in **256** locations spread across **110** cities through a network of branches and franchisees. During the quarter, we mobilized more than **Rs.1,050 Crore** in fixed deposit schemes and fixed income products of various companies.

### Fund based activities:

We continued funding activities in the areas of loan against commercial real estate / properties and loan against securities. During the current year we will increase the book further with increased borrowing on the back of the increased capital. Loan against securities include products like Loan against shares, Sponsor Funding, Margin Funding, ESOP funding and IPO funding. The overall funding book stood at **Rs. 5,388 Crore** as on March 31, 2015. The treasury book for the fixed income securities stood at **Rs.359 Crore**. We expanded our sources of borrowing covering various money market instruments, other medium to long term instruments and secured credit facilities from Banks.

During the Quarter, Banks continued to auction NPA portfolios. Unlike previous years, the acquisition activity by Asset Reconstruction Companies (ARCs) during the March quarter was subdued. Deal closure was a challenge due to mismatch in price expectations of Banks and ARCs. We closed a few deals during the quarter including acquisition of fresh accounts as well as aggregation of debt in previously acquired accounts. The quarter was good for us in terms of recoveries from already acquired accounts backed by recovery from restructured accounts and settlement with borrowers. With Reserve Bank of India's continuous thrust on controlling the high level of stressed assets in the banking industry, it is expected that Banks will continue to offload non-performing assets to ARCs.



### 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.940 crore**. The reduction in the revenues from this segment is on account of reduced management fees attributable to the exits made by the Funds. This trend will continue except in case there is earning in the nature of carry on completion of all exits.

Our private equity fund completed exit from one of its investments during this quarter. The Fund is working closely with its portfolio companies in helping them grow their businesses as well as to seek exit opportunities."

Our Real Estate Fund continues to focus on working closely with the management of the portfolio companies in seeking exit opportunities. Significant progress has been made towards realizing exits from some of the Fund's investments. As of March 31, 2015, the domestic scheme of the Fund has returned an aggregate 50% of the capital contribution received by it and the offshore scheme made its first distribution aggregating 13% of its capital contribution in Indian Rupee terms.

### Asset Management:

The Mutual Fund's average AUM as on March 31, 2015 stood at **Rs. 12,231 crore**. The average AUM under Equity schemes was at **Rs. 5,168 crore** and under the Debt Schemes was at **Rs. 7,063 crore**.

### Awards and Recognition:

Our investment banking arm has been recognized as the "M & A Deal Maker of the Year" at the 'BW Business World Magna Awards 2015'.

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The audited financial results are attached. Both, the press release and audited financial results are available on our website [www.jmfi.com](http://www.jmfi.com)

### 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 [www.jmfi.com](http://www.jmfi.com)

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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.

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