



# **JM Financial Limited**

Quarter and year ended March 31, 2021 – Results update

*May 5, 2021*

# 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.*

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# Key Highlights – Consolidated Performance

	Revenues	PBT	Net Profit	EPS	BVPS	Debt/ Equity <sup>#</sup>
Q4 FY21	841 Cr	312 Cr	177 Cr	1.90	72.92	1.29 x
	=	↑ 45.3%	↑ 35.3%	↑	↑	↓
Q4 FY20	841 Cr	215 Cr	131 Cr	1.55	66.41	1.47 x
	Revenues	PBT	Net Profit	EPS	ROA*	ROE*
FY21	3,227 Cr	1,067 Cr	590 Cr	6.34	3.8%	9.2%
	↓ -6.6%	↓ -2.4%	↑ 8.3%	↓	↑	↓
FY20	3,454 Cr	1,094 Cr	545 Cr	6.48	3.5%	10.2%

<sup>#</sup> Computed after including minority and reducing goodwill of Rs. 52.44 cr.

<sup>\*</sup> Computed after reducing goodwill of Rs. 52.44 cr.

<sup>^</sup> based on management estimates

# Consolidated Profit & Loss Statement

Particulars (Rs Cr)	Q4FY21	Q4FY20	YoY %	Q3FY21	QoQ %
<b>Gross Revenue</b>	<b>841</b>	<b>841</b>	<b>0.1%</b>	<b>891</b>	<b>-5.6%</b>
Finance cost	271	333	-18.7%	278	-2.6%
Impairment on Financial Instruments*	40	118	-66.4%	69	-42.8%
Employee cost	115	65	77.5%	118	-1.8%
Depreciation	10	11	-11.2%	10	-2.3%
Other expenses	93	99	-5.7%	85	8.8%
<b>PBT</b>	<b>312</b>	<b>215</b>	<b>45.3%</b>	<b>331</b>	<b>-5.6%</b>
Tax Expense	79	51	55.1%	81	-1.9%
<b>PAT</b>	<b>233</b>	<b>164</b>	<b>42.2%</b>	<b>250</b>	<b>-6.7%</b>
Share in profit of Associate	#	(1)	N/M	1	-61.7%
<b>Net profit before Non controlling interest (NCI)</b>	<b>234</b>	<b>163</b>	<b>43.4%</b>	<b>251</b>	<b>-6.9%</b>
NCI	(57)	(32)	75.7%	(70)	-18.9%
<b>Net profit</b>	<b>177</b>	<b>131</b>	<b>35.3%</b>	<b>181</b>	<b>-2.2%</b>

# denotes amount less than Rs. 1 crore.

\*includes provision on account of Expected Credit Loss(ECL) (including Covid related provisions)

\*\*based on management estimates

# Consolidated Profit & Loss Statement

Particulars (Rs Cr)	FY21	FY20	YoY %
<b>Gross Revenue</b>	<b>3,227</b>	<b>3,454</b>	<b>-6.6%</b>
Finance cost	1,111	1,386	-19.8%
Impairment on Financial Instruments*	257	234	9.9%
Employee cost	441	395	11.5%
Depreciation	40	41	-3.1%
Other expenses	312	304	2.5%
<b>PBT</b>	<b>1,067</b>	<b>1,094</b>	<b>-2.4%</b>
Tax Expense	261	316	-17.5%
<b>PAT</b>	<b>806</b>	<b>778</b>	<b>3.7%</b>
Share in profit of Associate	2	#	N/M
<b>Net profit before Non controlling interest (NCI)</b>	<b>808</b>	<b>778</b>	<b>3.9%</b>
NCI	(218)	(233)	-6.4%
<b>Net profit</b>	<b>590</b>	<b>545</b>	<b>8.3%</b>

# denotes amount less than Rs. 1 crore.

\*includes provision on account of Expected Credit Loss(ECL) (including Covid related provisions)

\*\*based on management estimates

# Impact of COVID-19 on the results

Particulars (Rs Cr)	Year ended 31.03.2021	Year ended 31.03.2020
<b>Net profit after tax and after non-controlling interest (Post COVID-19 Impact)</b>	<b>590</b>	<b>545</b>
<b>Add / (Less):</b>		
Additional Provision for expected credit Loss	208	122
Diminution in fair valuation of investments	-	53
Deferred tax impact on above	(52)	(44)
<b>Total effect of Covid-19 Impact (pre non-controlling interest)</b>	<b>156</b>	<b>131</b>
Less: Share of Non-controlling interest	(57)	(55)
<b>Total effect of Covid-19 Impact (post non-controlling interest)</b>	<b>99</b>	<b>76</b>
<b>Net profit after tax and after non-controlling interest (Pre COVID-19 Impact)*</b>	<b>689</b>	<b>621</b>

*\*based on management estimates*

# Consolidated Balance Sheet

Particulars (Rs Cr)	As at March 31, 2021	As at March 31, 2020
<b>Assets</b>		
Loan book* - Steady state Financing (Gross loan book: Mar'21 – Rs. 10,854 Cr; Mar'20 – Rs. 11,531 Cr)	10,325	11,307
Loan book* – Episodic Financing	33	-
Distressed asset book (Investment in SRs / Loan)	3,915	3,686
Cash and cash equivalents (CCE)**	5,351	3,412
Other Investments (including lien-marked FDs)	1,459	751
Other loan assets*	240	68
Arbitrage and trading book	692	219
Property, Plant and Equipment	371	398
Trade Receivables	499	324
Other assets	437	528
<b>TOTAL</b>	<b>23,322</b>	<b>20,693</b>
<b>Equity and Liabilities</b>		
Shareholders' Funds^	6,947	5,586
Non Controlling Interests	2,605	2,407
Share of security receipt holders	71	89
Borrowings – Steady state Financing	12,369	11,756
Trade Payables	765	440
Other Liabilities and Provisions	565	415
<b>TOTAL</b>	<b>23,322</b>	<b>20,693</b>

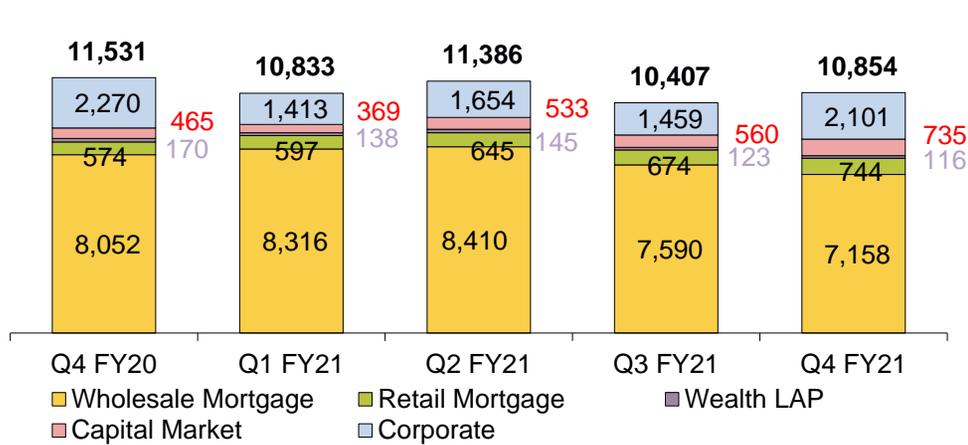
\* Including accrued interest and Net of Expected Credit Loss (including Covid related provisions) and EIR

\*\*including investments in liquid mutual funds of ~Rs. 4,334 Cr as on Mar 31, 2021 and ~ Rs. 2,499 Cr as on Mar 31, 2020 and investment in Government securities of ~Rs. 25 Cr as on March 31, 2021.

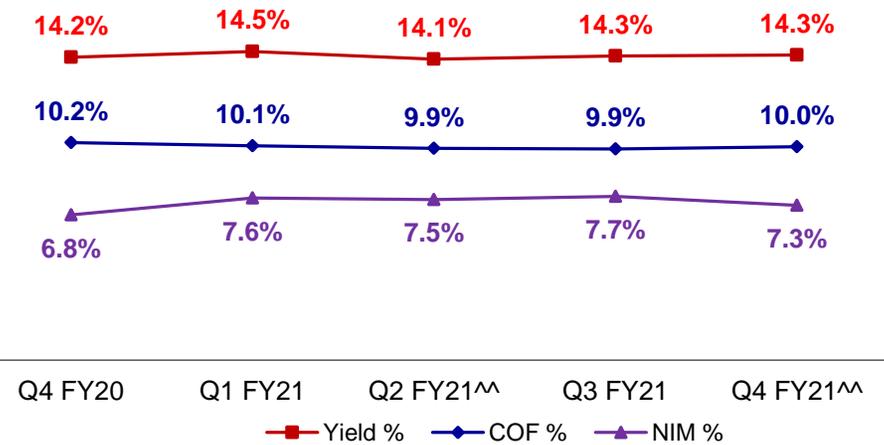
^ Computed after reducing goodwill of Rs. 52.44 cr.

# Lending book Profile

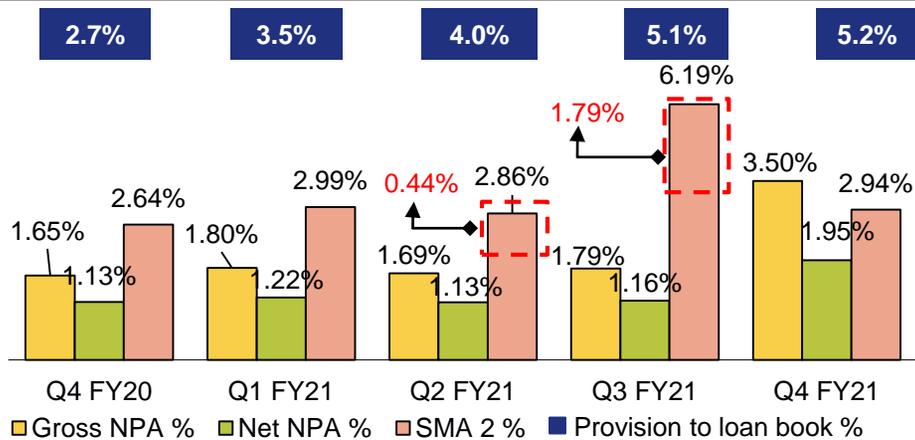
Gross Loan Book (Rs Cr)#



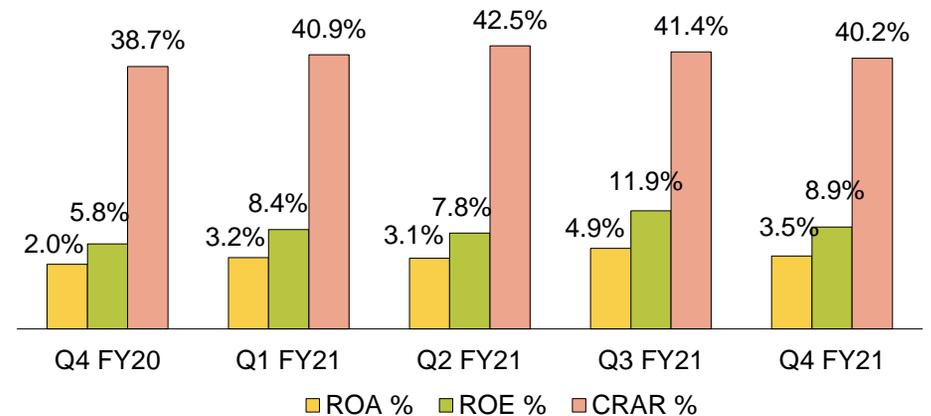
NIM Analysis (%)#



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



Return Ratios<sup>^</sup> & Capital Adequacy<sup>\*\*</sup> (%)



\* On lending book. Considering Honourable Supreme Court's Interim Order of not classifying loan accounts as NPA after August 31, 2020.

# excludes episodic financing book and calculated without impact of EIR, Interest accrued and ECL

<sup>^</sup> Yield is lower for Q2FY21 and Q4FY21 due to reversal of interest on interest capitalization

<sup>^</sup>ROA and ROE annualized <sup>\*\*</sup> Episodic financing book included in calculation of Capital Adequacy.

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## Update on wholesale mortgage segment

# Likely disruption on account of second wave of COVID-19

- ✓ **Momentum of improvement in the real estate sector likely to get hampered in the short term**
- ✓ **We anticipate further delays in decision making with respect to SARFAESI action and NCLT due to stay from High court to take possession. This is expected to extend the timeline budgeted for resolution of stressed assets**
- ✓ **Delays anticipated in under - construction projects due to labour and logistics related challenges. New project launches likely to get impacted due to uncertainties in the sector and end user demand**
- ✓ **We continue to monitor the risk environment very closely in light of the second wave of COVID-19 and remain cautious during this period of heightened uncertainty**

**Balance sheet and liquidity position continues to remain strong**

## NPA accounts in wholesale mortgage segment<sup>#</sup>

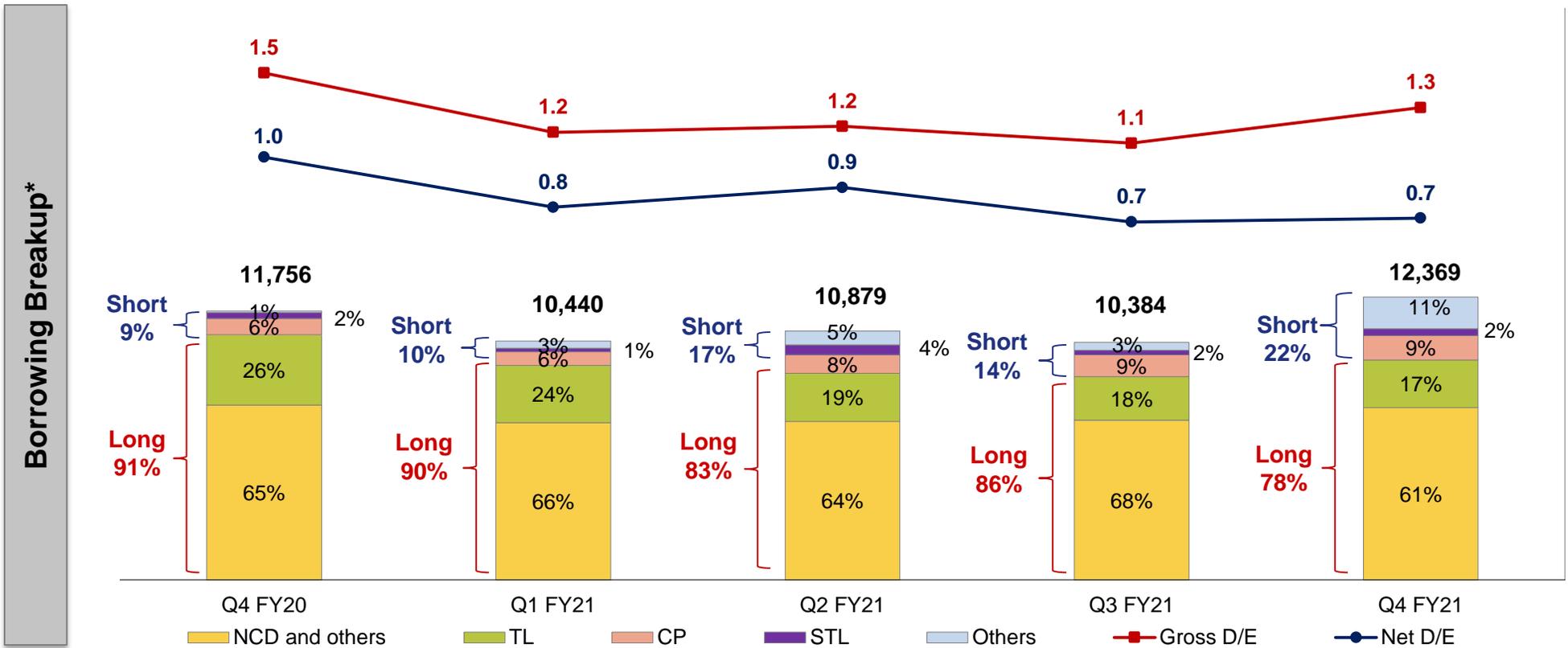
Developer	Principal Sanction in Crore	Principal O/s in Crore	% to total loan book	Provision %	Security Cover	Resolution Mechanism	Resolution expected by
<b>NPA</b>							
Mumbai Developer	47.3	47.2	0.65%	29.03%	1.1	SARFAESI action	Dec 21 – Mar 22
Mumbai Developer	5.0	4.7	0.07%	60.94%	2.2	SARFAESI action	Dec 21 – Mar 22
Mumbai Developer	35.0	1.4	0.02%	30.30%	6.9	Promoter equity / Sale of assets	Jun 21 – Sep 21
Thane Developer	62.3	61.3	0.85%	60.19%	1.2	SARFAESI action	Dec 21 – Mar 22
Thane Developer	105.0	45.6	0.63%	60.13%	1.2	SARFAESI action	Dec 21 – Mar 22
Chennai Developer	84.0	46.6	0.65%	33.53%	1.6	SWAMIH Fund & sale of assets	Starting Mar 22
Chennai Developer	88.0	41.0	0.57%	31.95%	1.6	Sale of assets / SARFAESI action	Jun 21 - Mar 22
Chennai Developer	23.0	21.9	0.30%	31.92%	6.3	Sale of assets	Sep 21 -Dec 21
Chennai Developer	10.9	10.9	0.15%	31.64%	1.8	SWAMIH Fund & sale of assets	Jun 21 – Sep 21
Chennai Developer	10.0	7.1	0.10%	44.72%	6.1	Sale of Completed Inventory	Sep 21 - Dec 21
Chennai Developer	1.7	1.2	0.02%	30.13%	2.3	Sale of assets	Jun 21 – Sep 21
<b>Total</b>	<b>472.2</b>	<b>288.9</b>	<b>4.0%</b>	<b>42.9%</b>			

## SMA2 accounts in wholesale mortgage segment #

Developer	Principal Sanctioned in Crore	Principal O/s in Crore	% to total loan book	Provision %	Security Cover	Resolution Mechanism	Resolution expected by
<b>SMA2</b>							
Mumbai Developer	175.0	152.2	2.11%	23.16%	1.2	DM / JDA with strong developer	Dec 21 – Mar 22
Mumbai Developer	17.5	14.6	0.20%	32.18%	1.3	Promoter equity / Sale of assets	Sep 21 – Dec 21
Chennai Developer	90.0	85.9	1.19%	36.24%	1.2	Sale of Inventory	Starting Sep 21
<b>Total</b>	<b>282.5</b>	<b>252.7</b>	<b>3.50%</b>	<b>28.13%</b>			

**We are recalibrating the LGD in our portfolio given the current wave of COVID-19**

# Borrowing Profile



## Strong Credit Rating:

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

- The debt to equity ratio improved from 1.47x as on March 2020 to 1.29 x as on March 2021.
- Long Short Debt Mix stood at 78:22 as on March 2021 vis-à-vis 91:9 as on March 2020.
- Share of Commercial paper to Total Borrowing stood at 9% as on March 2021 vis-à-vis 6% as on March 2020.

# Liability Profile over the last one year

Amount in Rs crore, unless stated otherwise	Mar-20	June-20	Sept-20	Dec-20	Mar-21
Consolidated gross borrowing*	11,756	10,440	10,879	10,384	12,369
Gross Debt / Equity	1.47	1.17	1.20	1.11	1.29
Net Debt / Equity	1.04	0.79	0.89	0.72	0.73
Cash and Cash Equivalents	3,412	3,394	2,831	3,716	5,351
Undrawn Bank lines	442	399	726	800	659
Cash and Cash Equivalents (incl. undrawn bank lines)	3,854	3,793	3,557	4,516	6,010
Commercial Paper Borrowing	713	599	820	958	1,059
Commercial Paper Borrowing (% of total borrowing)	6.1%	5.7%	7.5%	9.2%	8.6%
Other Short term borrowing (% of total borrowing)	2.8%	4.4%	9.5%	5.2%	13.6%
Long Term Borrowing (% of total borrowing)	91.2%	89.9%	83.0%	85.6%	77.8%

\* excludes borrowing for episodic financing

\*\* excludes borrowing for episodic financing, cash credit and other short term asset-backed borrowing

- Reduced leverage across lending segments
- Diversified sources of borrowing
- CP borrowing stands at 9% of the total borrowing
- Cash and Cash equivalents are higher than total short term borrowing as of March 31, 2021
- Raised Rs. 7,245 Cr\*\* during the last 12 months

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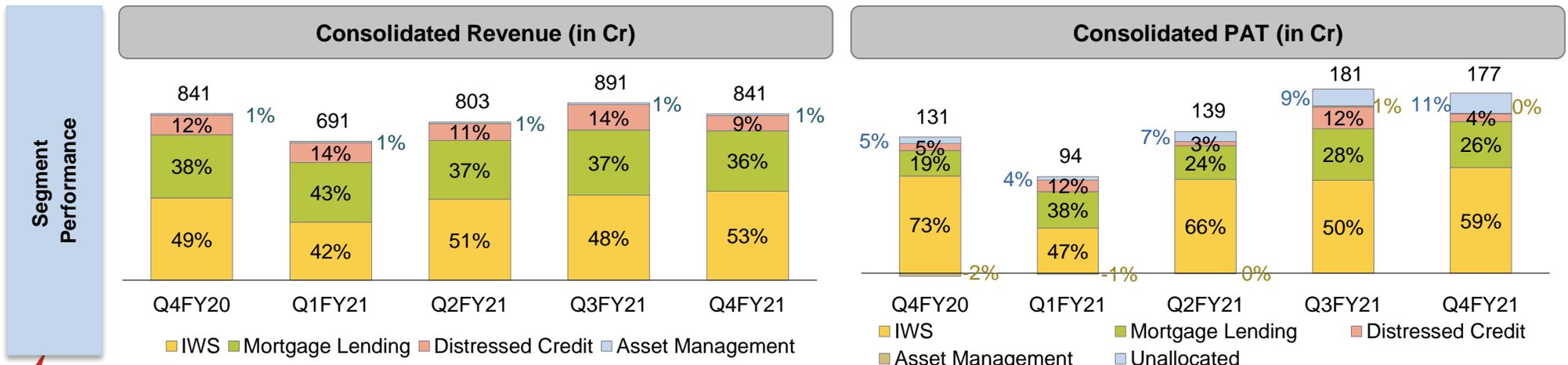
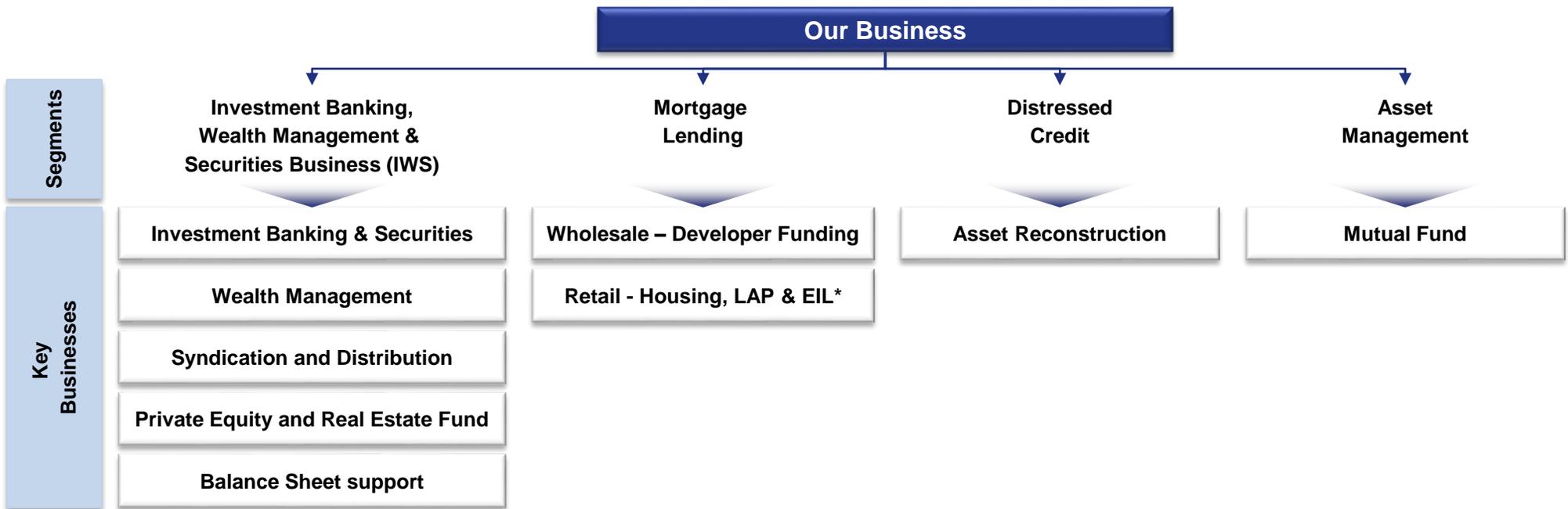
**Group Performance**

**Business Performance**

**Group Structure and Shareholding Pattern**

**Group Overview**

# Our Business



# Segment Performance

Segment revenue (Rs Cr)	Q4 FY21	Q3 FY21	QoQ %	Q4 FY20	YoY %	FY21	FY20	YoY
IWS	445	425	4.7%	411	8.3%	1,567	1,612	-2.8%
Mortgage Lending	302	326	-7.3%	316	-4.3%	1,218	1,351	-9.9%
Distressed Credit	75	126	-40.5%	98	-23.6%	385	413	-7.0%
Asset Management	9	8	3.7%	7	26.2%	31	63	-50.2%
Others	46	38	24.2%	28	65.3%	125	80	57.0%
<b>Total Segment Revenue</b>	<b>877</b>	<b>923</b>	<b>-4.9%</b>	<b>860</b>	<b>2.0%</b>	<b>3,326</b>	<b>3,519</b>	<b>-5.5%</b>
Less: Inter - segmental revenue	(36)	(32)	-13.7%	(19)	85.4%	(99)	(65)	52.4%
<b>Total Revenue</b>	<b>841</b>	<b>891</b>	<b>-5.6%</b>	<b>841</b>	<b>0.1%</b>	<b>3,227</b>	<b>3,454</b>	<b>-6.6%</b>

Segment PAT (Rs Cr)	Q4 FY21	Q3 FY21	QoQ %	Q4 FY20	YoY %	FY21	FY20	YoY
IWS	104	91	13.8%	96	8.5%	331	311	6.4%
Mortgage Lending	45	51	-10.6%	25	81.1%	165	179	-7.7%
Distressed Credit	7	21	-64.9%	7	11.4%	44	30	47.7%
Asset Management	1	1	-62.7%	(3)	N/M	1	10	-92.3%
Others	20	17	20.8%	6	N/M	49	15	N/M
<b>Total</b>	<b>177</b>	<b>181</b>	<b>-2.2%</b>	<b>131</b>	<b>35.3%</b>	<b>590</b>	<b>545</b>	<b>8.3%</b>

# IWS – Key Performance Matrix

## Investment Banking and Arranger Transactions

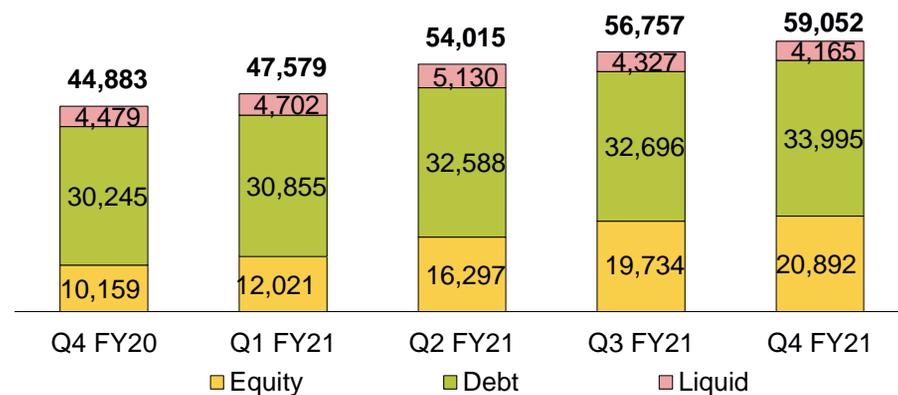
### Investment Banking Transactions

- Sole Manager to the Buyback of Equity Shares of TCS Ltd (~Rs. 16,000 Cr) and Wipro Ltd (~Rs. 9,500 Cr)
- Book Running Lead Manager (BRLM) to the QIP of Equity Shares of Bank of Baroda (~Rs. 4,500 Cr) and Poly Medicare Ltd (~Rs. 400 Cr)
- Lead Manager for the Public Issue of NCDs of Power Finance Corporation Ltd (Rs. 4,429 Cr)
- BRLM to the Initial Public Offer of Units of Brookfield India Real Estate Trust (~Rs. 3,800 Cr), Equity Shares of Anupam Rasayan India Ltd (~Rs. 760 Cr), Easy Trip Planners Ltd (~Rs. 510 Cr), Stove Kraft Ltd (~Rs. 413 Cr) and MTAR Technologies Ltd (~Rs. 696 Cr) (including Pre-IPO Placement)
- Sole Manager to the Voluntary Delisting of Equity Shares of Xchanging Solutions Ltd (~Rs. 95 Cr)
- Financial Advisor to India Grid Trust for acquisition of 74% of share capital of Parbati Koldam Transmission Company
- Advisory to Brookfield on acquisition of a portfolio of office and retail assets, and co-working business from RMZ Group and its promoters
- Manager to the Open Offer to the shareholders of Fairchem Organics
- Fairness opinion on the share exchange ratio relating to the amalgamation of Adani Ports and Special Economic Zone and Bramhi Tracks Management Services

### Private Placement Transactions as an Arranger

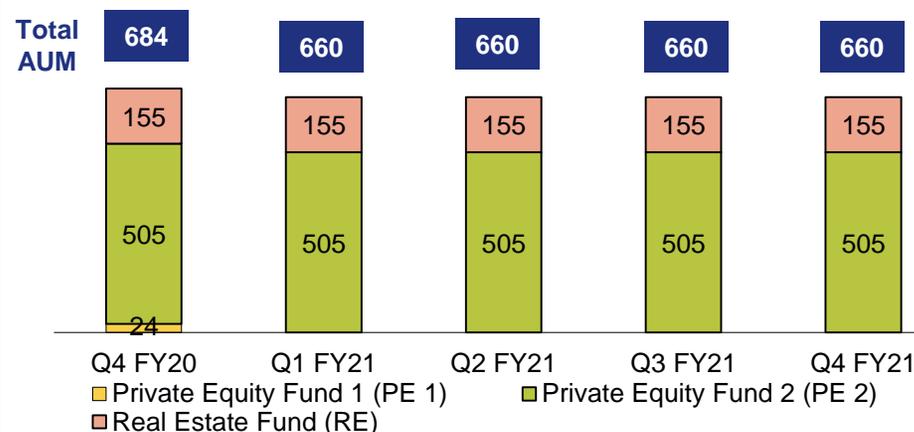
- NCDs of diversified PSUs like IRFC and IOCL. (~Rs. 4,300 Cr)
- NCDs in the form of Basel III compliant Additional Tier I bonds of Union Bank of India and Bank of Baroda. (~Rs. 2,000 Cr)

## Private Wealth Management AUA (Rs Cr)



number of private wealth advisors as of Q4 FY21: 47

## PE and RE AUM (Rs Cr)



# IWS – Key Performance Matrix (cont'd)

## Institutional Equities Business

- Worldwide institutional reach - dominant global & local institutional franchise
- Institutional distribution strength - We cover over **200** institutional investors across regions
- Extensive research coverage of **200+** companies

## Non Institutional Broking Business

- Presence in **170** Cities in India spread across **550** locations through a network of branches and franchisees.
- Strong focus on scaling up the online platform - Blink Trade

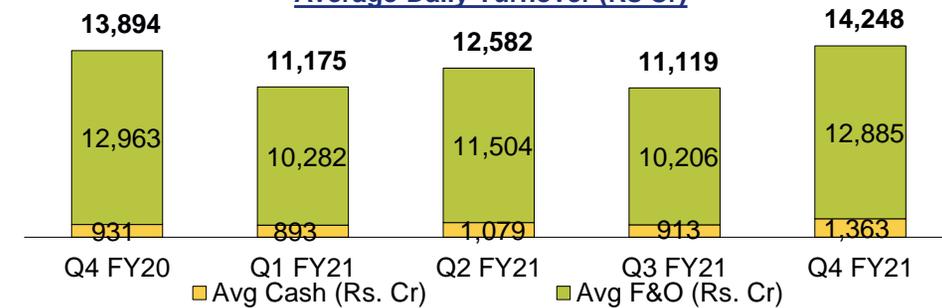
## Independent Financial Distribution (IFD) Business

- Massive shift of sub-brokers from offline mode to online mode with almost **4,350** unique sub-brokers using online module during FY21
- AUA of **Rs.16,171 crore** as of **March 31, 2021**

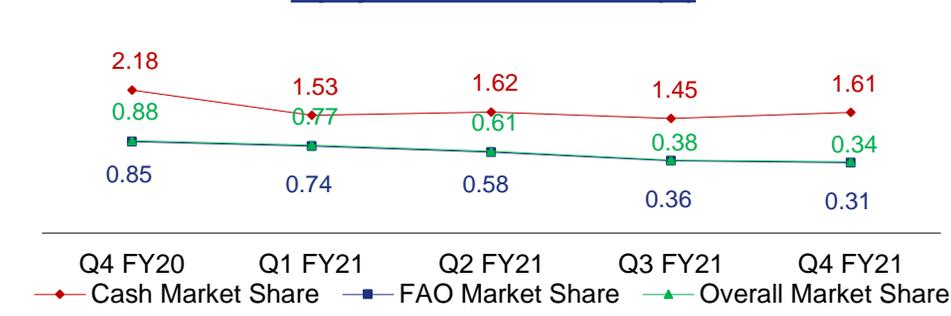
## IPO funding

- During the quarter we funded 17 public issues (including 1 NCD issue) aggregating to a funding of **~Rs. 38,641 crore**

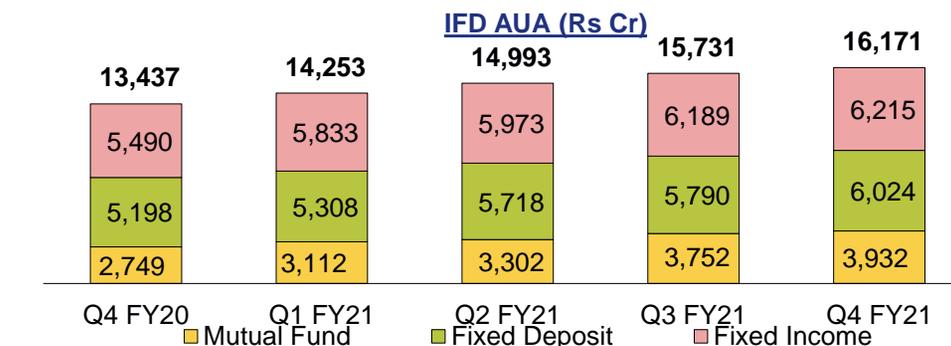
## Average Daily Turnover (Rs Cr)



## Equity Market Share on NSE (%)



## IFD AUA (Rs Cr)



# IWS – Key Financial Information

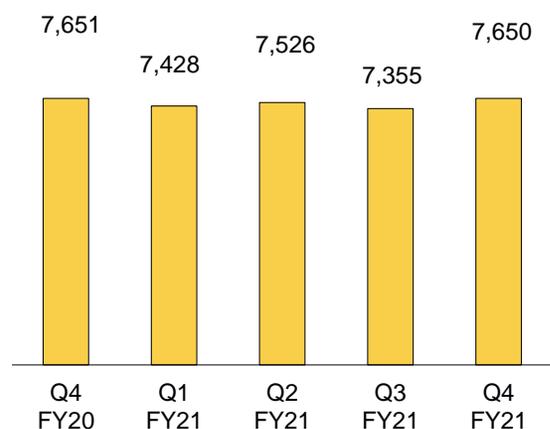
Particulars (Rs Cr)	Q4 FY21	Q3 FY21	QoQ %	Q4 FY20	YoY %	FY21	FY20	YoY %
Segment Net worth + NCI	3,042	2,935	3.6%	2,694	12.9%	3,042	2,694	12.9%
Loan Book*	3,204	3,051	5.0%	3,880	-17.4%	3,204	3,880	-17.4%
<b>Gross Revenue</b>	<b>445</b>	<b>425</b>	<b>4.7%</b>	<b>411</b>	<b>8.3%</b>	<b>1,567</b>	<b>1,612</b>	<b>-2.8%</b>
Finance cost	107	107	-0.2%	130	-17.4%	417	558	-25.3%
Impairment on Financial Instruments	5	25	-78.6%	31	-82.9%	67	70	-4.4%
Employee cost	102	87	16.6%	57	78.8%	343	294	16.5%
Depreciation	12	12	-1.3%	13	-8.4%	50	51	-2.3%
Other expenses	79	71	11.9%	60	31.9%	257	219	17.6%
Inter segmental elimination	(3)	(3)	-2.0%	(4)	-16.4%	(13)	(15)	-15.2%
<b>PBT</b>	<b>143</b>	<b>126</b>	<b>13.4%</b>	<b>124</b>	<b>15.2%</b>	<b>446</b>	<b>435</b>	<b>2.6%</b>
Tax	39	35	12.9%	28	37.7%	114	123	-6.9%
<b>PAT before NCI</b>	<b>104</b>	<b>91</b>	<b>13.5%</b>	<b>96</b>	<b>8.5%</b>	<b>332</b>	<b>312</b>	<b>6.3%</b>
NCI	#	#	-53.4%	#	-	1	1	-21.2%
<b>PAT after NCI</b>	<b>104</b>	<b>91</b>	<b>13.8%</b>	<b>96</b>	<b>8.5%</b>	<b>331</b>	<b>311</b>	<b>6.4%</b>
Segment ROE (%)						11.7%	12.1%	

# Mortgage Lending

## Wholesale

- Provides an integrated financial solution to real estate developers with major focus on real estate project financing
- 65 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, Bengaluru, Chennai, Hyderabad, Kolkata and NCR
  - Geographical split of loan book : 35.9% in Mumbai, 13.4% Thane, 12.5% Chennai, 10.5% Bengaluru, 10.2% NCR, 8.9% Pune, 5.4% Kolkata, 1.3% Hyderabad and 1.9% others
- ~85% of the book is cashflow backed lending and against residential projects

## Loan Book\*



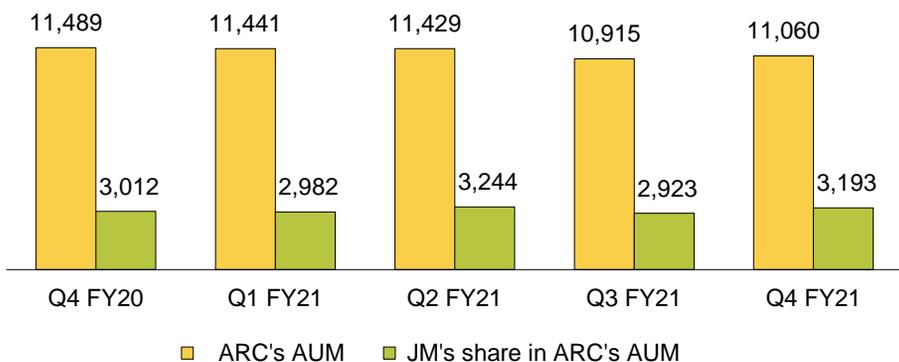
## Retail

- Home loans business loan book at Rs. 431 crore
- Collection efficiency at 99% post moratorium
- Maintained good credit quality, with low NPA and adequate provisioning on a conservative basis
- Raised Rs. 50 Cr Equity capital from JM Financial Credit Solutions Ltd
- Branch presence of 30 locations
- Employee strength around 335

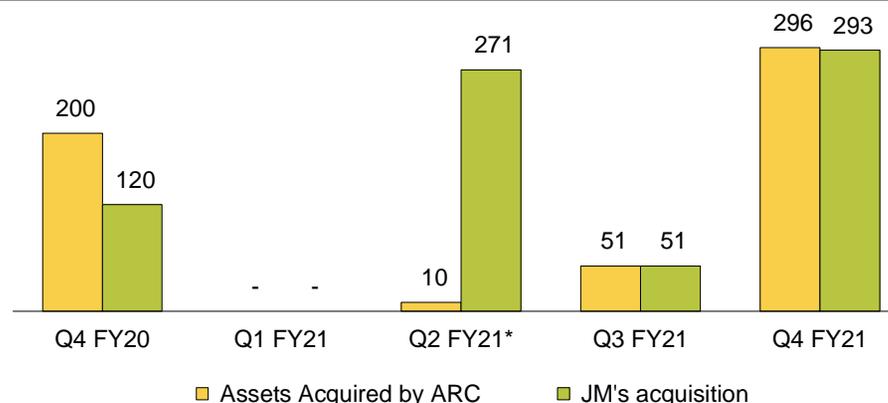
Particulars (Rs Cr)	Q4 FY21	Q3 FY21	QoQ %	Q4 FY20	YoY %	FY21	FY20	YoY %
Segment Net worth + NCI	3,788	3,690	2.6%	3,432	10.4%	3,788	3,432	10.4%
Revenue	302	326	-7.3%	316	-4.3%	1,218	1,351	-9.9%
Finance cost	119	117	1.7%	131	-9.6%	468	562	-16.8%
Impairment on Financial Instruments	37	46	-20.6%	81	-54.5%	191	147	29.6%
Employee cost	12	11	5.3%	4	N/M	48	47	0.2%
Depreciation	1	1	2.0%	1	9.0%	5	4	5.8%
Other Operating expenses	3	8	-48.8%	33	-88.4%	29	58	-47.9%
<b>PBT</b>	<b>130</b>	<b>143</b>	<b>-9.2%</b>	<b>66</b>	<b>96.3%</b>	<b>477</b>	<b>533</b>	<b>-10.4%</b>
<b>PAT before NCI</b>	<b>97</b>	<b>107</b>	<b>-9.3%</b>	<b>51</b>	<b>91.2%</b>	<b>356</b>	<b>381</b>	<b>-6.5%</b>
NCI	52	56	-8.0%	26	N/M	191	203	-5.5%
<b>PAT after NCI</b>	<b>45</b>	<b>51</b>	<b>-10.6%</b>	<b>25</b>	<b>81.1%</b>	<b>165</b>	<b>179</b>	<b>-7.7%</b>
Segment ROA (%)						4.2%	4.3%	
Segment ROE (%)						9.9%	11.7%	

# Distressed Credit – Asset Reconstruction

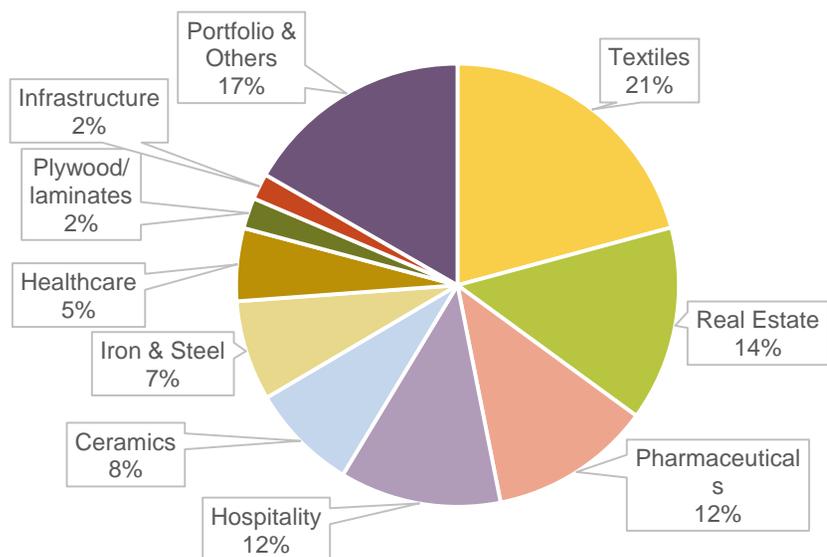
**AUM (Rs Cr)**



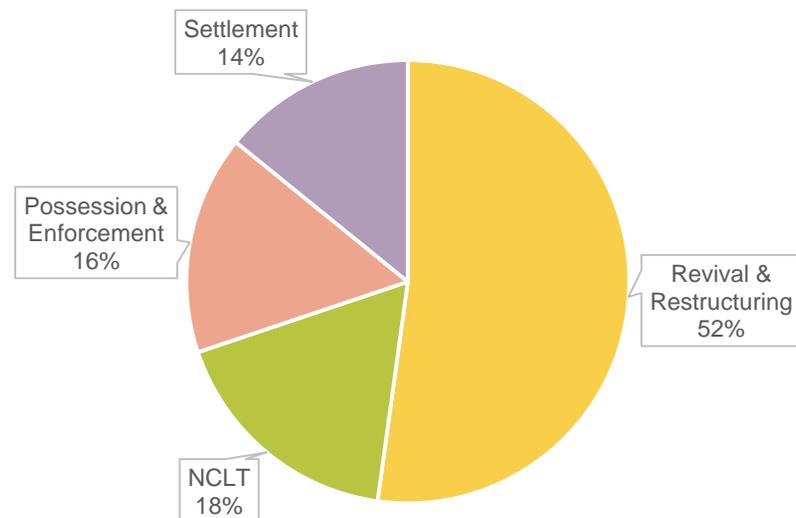
**Asset Acquisitions (Rs Cr)**



**Industry - wise Exposure**



**Proposed Recovery Strategy of Outstanding SRs (existing AUM)**



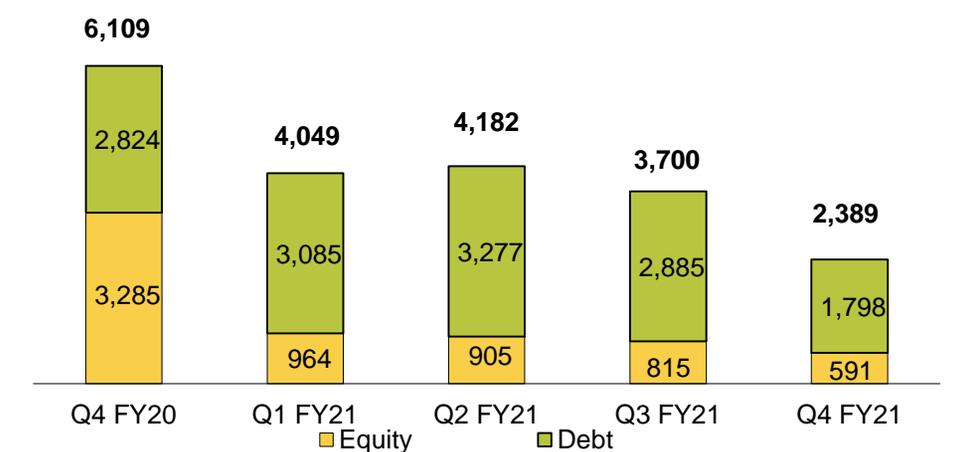
# Distressed Credit – Asset Reconstruction

Particulars (Rs Cr)	Q4 FY21	Q3 FY21	QoQ %	Q4 FY20	YoY %	FY21	FY20	YoY %
Segment Net worth + NCI*	1,560	1,548	0.8%	1,513	3.2%	1,560	1,513	3.2%
Gross Revenue	75	126	-40.5%	98	-23.6%	385	413	-7.0%
Finance Cost	61	68	-11.0%	65	-7.7%	261	265	-2.0%
Employee Cost	(3)	11	N/M	(3)	-1.5%	21	20	4.2%
Depreciation	1	1	-3.4%	1	-6.8%	3	3	-7.3%
Other expenses	5	6	-12.7%	5	15.0%	16	22	-26.4%
Impairment on financial instruments	(4)	(4)	13.9%	7	N/M	(7)	17	N/M
<b>PBT</b>	<b>15</b>	<b>44</b>	<b>-65.6%</b>	<b>23</b>	<b>-34.9%</b>	<b>91</b>	<b>86</b>	<b>6.0%</b>
<b>PAT before NCI</b>	<b>12</b>	<b>35</b>	<b>-65.5%</b>	<b>14</b>	<b>-19.1%</b>	<b>71</b>	<b>52</b>	<b>35.0%</b>
NCI (SR holders)	-	-#	N/M	4	N/M	1	5	-85.5%
<b>PAT after NCI of Company</b>	<b>12</b>	<b>35</b>	<b>-66.6%</b>	<b>10</b>	<b>15.1%</b>	<b>70</b>	<b>47</b>	<b>48.8%</b>
NCI	5	14	-69.3%	3	22.4%	26	17	50.8%
<b>PAT after NCI</b>	<b>7</b>	<b>21</b>	<b>-64.9%</b>	<b>7</b>	<b>11.4%</b>	<b>44</b>	<b>30</b>	<b>47.7%</b>
Segment ROE (%)						4.3%	3.1%	

\* excludes NCI of SR holders  
# denotes amount less than Rs. 1 crore.

# Asset Management – Mutual Fund

Asset Management AAUM (Rs Cr)



## Mutual Fund:

- Quarterly Average AUM (QAAUM) – Rs.2,389 Cr.
- Rank (QAAUM) – 30 among 43 Mutual Funds.
- 12 Schemes categorized as Equity, Hybrid and Debt.
- Investor reach – 1,17,248 base, 13 branches & 81 service centres.

## Distressed Opportunities Fund:

- JM Financial Yield Enhancer (Distressed Opportunity) Fund I with commitments aggregating Rs. 146 Cr.

Particulars (Rs Cr)	Q4 FY21	Q3 FY21	QoQ %	Q4 FY20	YoY %	FY21	FY20	YoY %
Segment Net worth + NCI	231	230	0.5%	231	-	231	231	-
Revenue	9	8	3.7%	7	26.2%	31	63	-50.2%
Employee Cost	6	6	-3.9%	5	3.0%	25	26	-5.8%
Other Expenses	2	2	6.2%	6	-53.9%	10	15	-28.7%
PBT	1	#	N/M	(4)	N/M	(4)	22	N/M
<b>PAT</b>	<b>1</b>	<b>1</b>	<b>57.8%</b>	<b>(3)</b>	<b>N/M</b>	<b>(2)</b>	<b>17</b>	<b>N/M</b>
NCI	1	-#	N/M	(1)	N/M	(1)	7	N/M
Share of Profit from Associate	#	1	-63.1%	(1)	N/M	2	#	N/M
<b>PAT after NCI</b>	<b>1</b>	<b>1</b>	<b>-62.7%</b>	<b>(3)</b>	<b>N/M</b>	<b>1</b>	<b>10</b>	<b>-92.3%</b>

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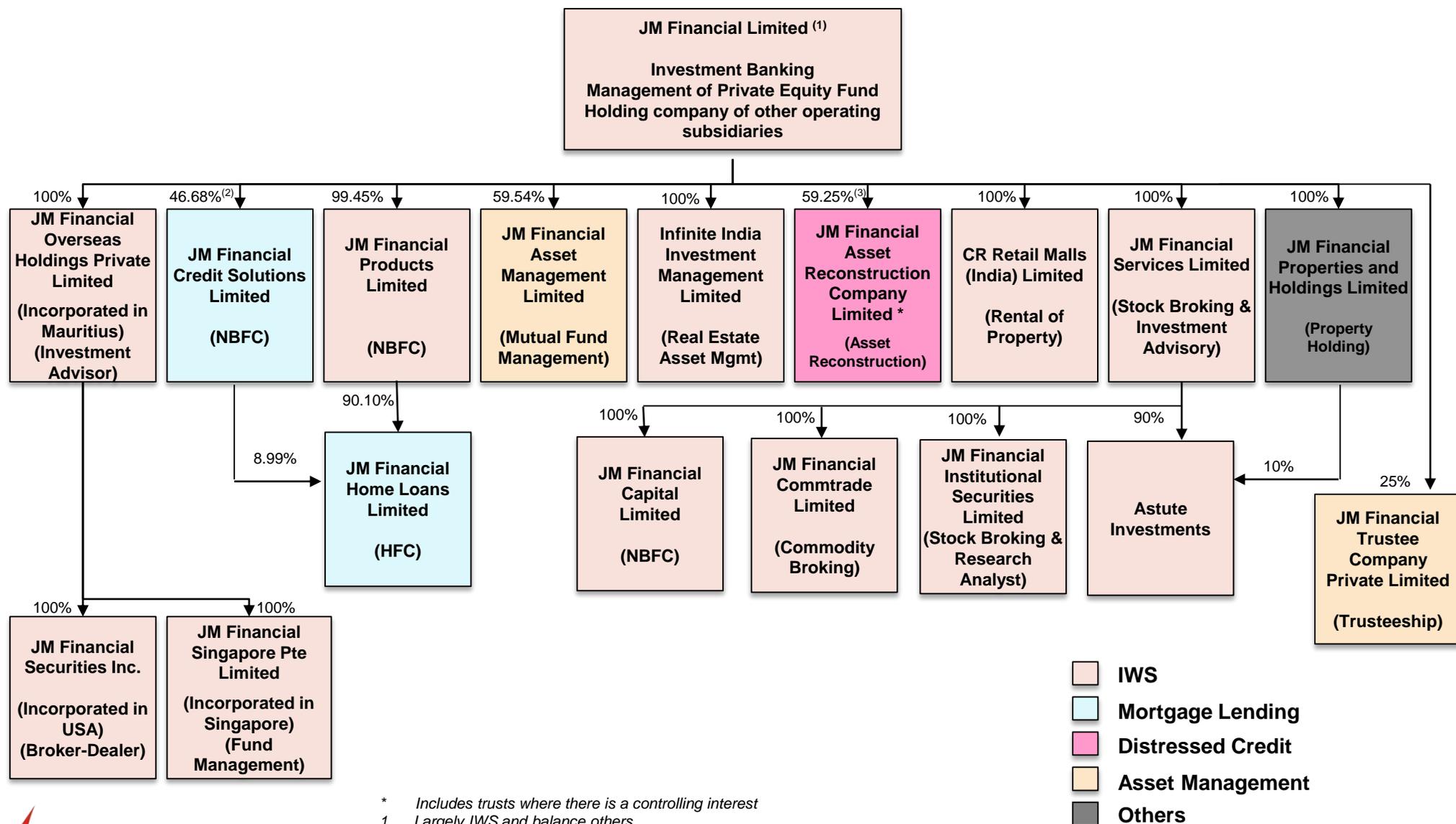
**Group Performance**

**Business Performance**

**Group Structure and Shareholding Pattern**

**Group Overview**

# Organisational Structure – March 31, 2021



\* Includes trusts where there is a controlling interest

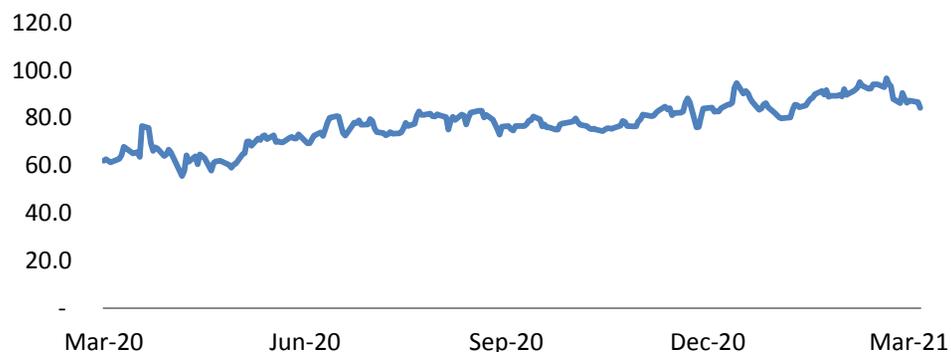
1. Largely IWS and balance others

2. JM Financial Limited controlled entity with effective ownership of 46.68%

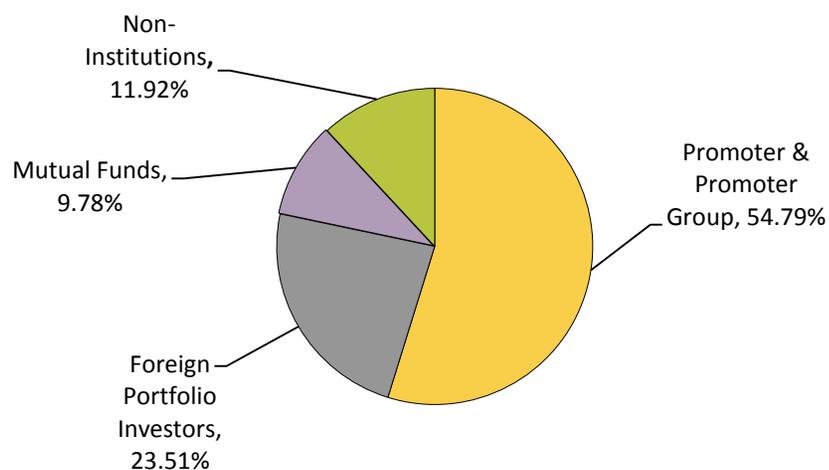
3. Investment in Compulsorily Convertible Debentures (CCD) not considered.

# Shareholding Summary

## Share Price Information



## % Shareholding – March 31, 2021



## Market Information (BSE)

March 31, 2021

Market Capitalization (Rs Cr) 8,050.50

Price (Rs) 84.50

No. of Shares Outstanding (Cr) 95.27

52 Week High-Low (Rs) 101.60/55.50

## Key Institutional Investors – As on March 31, 2021

% Holding

ICICI Prudential Midcap 150 ETF 4.91

Baron Emerging Markets Fund 4.02

Valiant Mauritius Partners Offshore Limited 3.52

Nippon Life India Trustee Ltd-A/C Nippon India ETF Nifty Midcap 150 2.40

TIMF Holdings 1.69

Valiant Mauritius Partners Limited 1.67

SAIF India VI FII Holdings Limited 1.59

Wells Fargo Emerging Markets Equity Fund 1.21

The Wellington Trust Company National Association 1.06

# Table of Contents

**Group Performance**

**Business Performance**

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# Performance of Select Subsidiaries

In Rs Cr

## JM Financial Credit Solutions Ltd

	Q4 FY21	Q4 FY20
Revenue	287	305
Net Profit	98	49
Net worth	3,650	3,291
Loan book <sup>#</sup>	7,219	7,342
Net Interest Margin	8.4%	7.7%
Total Assets <sup>#</sup>	9,220	8,200
Cash and Cash Equivalent	2,205	936
Debt Mix - Long Short Ratio <sup>#</sup>	82:18	97:3
Debt / Equity Ratio <sup>#</sup>	1.51	1.47
CAR <sup>#</sup>	40.2%	40.3%
Credit Rating	AA/stable	AA/stable
<b>Ownership</b>	<b>46.68%</b>	<b>46.68%</b>

## JM Financial Products Ltd

	Q4 FY21	Q4 FY20
Revenue	142	186
Net Profit	25	22
Net worth	1,829	1,707
Loan book <sup>#</sup>	3,081	3,679
Net Interest Margin	4.5%	4.7%
Total Assets <sup>#</sup>	5,454	5,383
Cash and Cash Equivalent	1,584	1,143
Debt Mix - Long Short Ratio <sup>#</sup>	87:13	91:9
Debt / Equity Ratio <sup>#</sup>	1.92	2.08
CAR <sup>#</sup>	35.0%	31.9%
Credit Rating	AA/stable	AA/stable
<b>Ownership</b>	<b>99.45%</b>	<b>99.35%</b>

## JM Financial Asset Reconstruction Company Ltd\*

	Q4 FY21	Q4 FY20
Revenue	75	98
Net Profit	10	8
Net worth	1,515	1,450
AUM	11,060	11,489
Total Assets	4,292	4,190
Cash and Cash Equivalent	132	267
Debt Mix - Long Short Ratio	59:41	96:4
Debt / Equity Ratio	1.70	1.77
CAR	36.5%	37.3%
Credit Rating	AA-/stable	AA-/stable
<b>Ownership**</b>	<b>59.25%</b>	<b>59.25%</b>

\*Figures mentioned are based on Consolidated financials.

\*\* Investment in Compulsorily Convertible Debentures (CCD) not considered.

# Numbers / Ratios are including Episodic / IPO financing

# Performance of Select Subsidiaries

In Rs Cr

## JM Financial Credit Solutions Ltd

	FY21	FY20
Revenue	1,167	1,310
Net Profit	359	382
Net worth	3,650	3,291
Loan book <sup>#</sup>	7,219	7,342
Net Interest Margin	8.6%	7.9%
Total Assets <sup>#</sup>	9,220	8,200
ROE	10.3%	12.2%
ROA <sup>#</sup>	4.4%	4.4%
Debt / Equity Ratio <sup>#</sup>	1.51	1.47
CAR <sup>#</sup>	40.2%	40.3%
Credit Rating	AA/stable	AA/stable
<b>Ownership</b>	<b>46.68%</b>	<b>46.68%</b>

## JM Financial Products Ltd

	FY21	FY20
Revenue	661	841
Net Profit	138	160
Net worth	1,829	1,707
Loan book <sup>#</sup>	3,081	3,679
Net Interest Margin	5.0%	4.5%
Total Assets <sup>#</sup>	5,454	5,383
ROE	7.8%	9.7%
ROA <sup>#</sup>	2.7%	2.6%
Debt / Equity Ratio <sup>#</sup>	1.92	2.08
CAR <sup>#</sup>	35.0%	31.9%
Credit Rating	AA/stable	AA/stable
<b>Ownership</b>	<b>99.45%</b>	<b>99.35%</b>

## JM Financial Asset Reconstruction Company Ltd\*

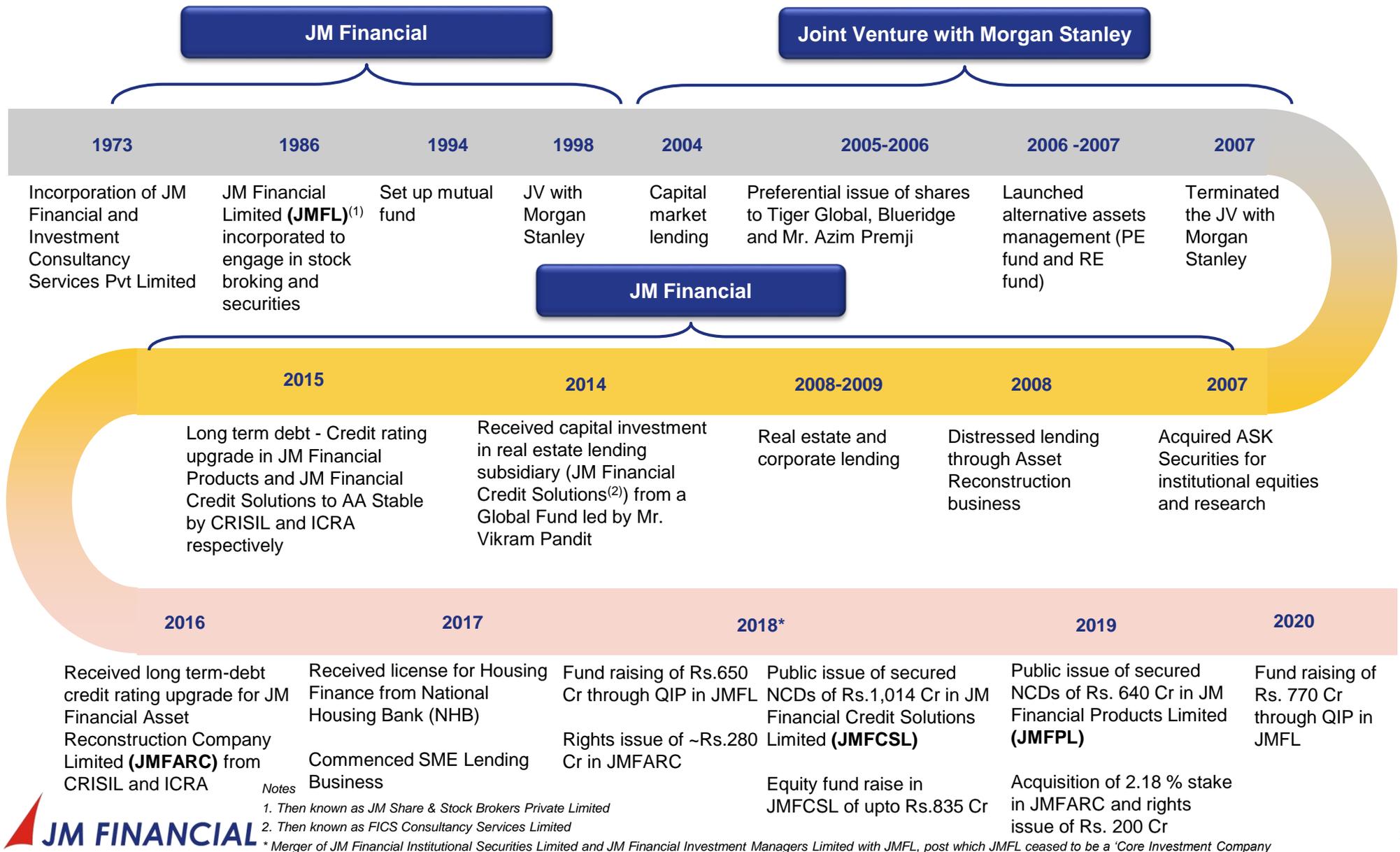
	FY21	FY20
Revenue	385	413
Net Profit	64	42
Net worth	1,515	1,450
AUM	11,060	11,489
Total Assets	4,292	4,190
ROE	4.3%	3.1%
ROA <sup>#</sup>	1.5%	1.1%
Debt / Equity Ratio <sup>#</sup>	1.70	1.77
CAR	36.5%	37.3%
Credit Rating	AA-/stable	AA-/stable
<b>Ownership**</b>	<b>59.25%</b>	<b>59.25%</b>

\*Figures mentioned are based on Consolidated financials.

\*\* Investment in Compulsorily Convertible Debentures (CCD) not considered.

# Numbers / Ratios are including Episodic / IPO financing

# Journey of JM Financial Group



Notes

1. Then known as JM Share & Stock Brokers Private Limited

2. Then known as FICS Consultancy Services Limited

\* Merger of JM Financial Institutional Securities Limited and JM Financial Investment Managers Limited with JMFL, post which JMFL ceased to be a 'Core Investment Company'

# 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 listed entity.



**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.



**Mr. Keki Dadiseth, *Independent Director***

FCA (England & Wales)

- Worked with HUL for 27 years.
- Member of advisory board of various groups and associated with various industry, educational, management and medical bodies.
- Serves on the Board of several reputed public limited companies.



**Mr. Paul Zuckerman, *Independent Director***

B.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 & Odisha Television Limited.
- Has more than two decades of experience in the media and broadcasting industry.
- Recognized as the 'Young Global Leader' at the World Economic Forum in 2008.



**Mr. Vishal Kampani, *Managing Director***

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

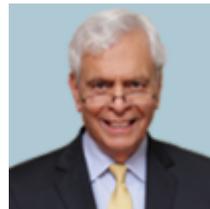
- Managing Director of JM Financial Ltd., the group's flagship listed company.
- Launched the Asset Reconstruction business in 2008 and the Real Estate Finance business in 2009.
- Expanded the International Operations and built a global profile
- Joined the JM Financial group in 1997 as an analyst in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



**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. P S Jayakumar\*, *Independent Director***

CA, Post graduate in business management from XLRI Jamshedpur.

- 23 years of work experience with Citibank in their India and Singapore offices with his last assignment as Country Head, Consumer Banking Group, Citibank.
- Cofounded Value Budget Housing Company and Home First Finance Ltd
- In 2015, Selected by the Government of India to serve as the MD and CEO for Bank of Baroda, first person from the private sector selected to run a large public sector bank.
- Awarded the 'Banker of the Year' by Financial Express for 2018
- Serves on the Board of several Companies.

# 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

## MODEL VILLAGE DEVELOPMENT PROJECT – JAMUI DISTRICT, BIHAR



Dr. Singh from KVK Jamui, addressing the farmers at Fatehpur

- **Feb 1 – 3, 2021:** First-ever three-day farmers' knowledge building series (namely – *Khet, Khalihan aur Jagrut Kisaan*) conducted by JMFF in convergence with the Krishi Vigyan Kendra (KVK), Jamui in Jagdishpur, Nauwadih and Fatehpur villages of Sikandra block - three high-potential villages in agriculture, with the primary objective of disseminating knowledge timely, prior to the *Zaid* cropping season, dispelling myths and misconceptions, while feeding farmers' curiosities with information based in Science. Total attendees: 527
- **March 2, 2021:** 92 farmers from our CSR projects villages in Sikandra block mobilized by JMFF and taken on an exposure visit to village Kundri, Jamui – a village practicing climate resilient agriculture, in convergence with KVK, Jamui
- **March 2 – 3, 2021:** Training session on the importance and methods of soil testing attended by 17 youths from our project villages in Sikandra block. Sessions held by KVK, Jamui and exposure visit to Kundri were direct consequences of the knowledge disseminated from Feb 1 to 3, 2021.
- **March 14, 2021:** 26 farmers mobilized from eight villages in Sikandra block for a farm exposure visit to Meghi, Nalanda district to observe capsicum cultivation with modern technology, floriculture practices and their market linkages and vegetable cultivation for commercial purposes.

## SHRI VARDHMAN NIDAN SEVA – JAMUI DISTRICT, BIHAR



Our Project Doctor treating daily patients

- JMFF owned Mobile Health Unit run under the project, catering to 13 neediest villages (i.e. 7 in Khaira block and 6 in Sikandra block)
- Till date, 5,812 patients served through 136 OPD visits (4,816 patients through 118 OPD visits in Q4)
- Majority of the ailments treated include musculoskeletal issues, general issues, respiratory health, gastrointestinal health and skin and lymphatic system health issues, among others.

## INTEGRATED LIVESTOCK DEVELOPMENT CENTERS – JAMUI DISTRICT, BIHAR

- **21 ILDCs across Chakai, Jhajha and Sikandra blocks, run since 3+ years**
- 4,101 calves birthed till March-end 2021 with 457 calves (220 female, 237 male) born in Q4 of 2020-21
- Total 220 fodder plots developed in FY 2020-21; cumulative till date: 1,923.
- 8 outreach cattle health camps conducted in 8 villages of Khaira block (adjacent to Sikandra)
- 31 cattle health camps conducted in Q4
- Till date: 94,346 rounds of de-ticking (8,894 in Q4), 95,290 rounds of deworming (9,095 in Q4), 19,405 doses of Artificial Insemination (2,067 in Q4).

# CSR – Integrated Rural Transformation Programme

## INTEGRATED VILLAGE DEVELOPMENT PROJECT – PALGHAR DISTRICT, MAHARASHTRA



Trainees from Swarajya Mahila Swayam Sahayata Gat at the bakery unit training

- Project run in Mokhada block in Palghar district, covering over 1,100 households across seven villages
- Eight farmers' training sessions held across seven villages and attended by a total of 163 (cumulative) farmers in Q4, on topics such as pest and disease management for jasmine plants and after-care for mango and cashew plants.
- A total of 116 women members from SHGs formed and handheld under the project attended training sessions conducted in the areas of setting up and running a millets processing unit, record keeping and SHG management and a special 5-day residential training on making bakery goods and setting up a successful bakery unit.
- Under agriculture, the chick pea seeds provided to 60 farmers in Q3 were cultivated across 7.5 acres of land and yielded over 2.1 Metric Tonnes of chickpeas till Q4-end. Similarly, the chili saplings provided as inputs to 50 farmers in Q3 were cultivated across 6.25 acres of land and yielded over 3 Metric Tonnes green chili and 500 kg red chili.
- A major highlight in linking government schemes with our communities has been the approval received from the construction of a 2.5 km road connecting Biwalpada, a village completely cut off until now to the rest of the villages and therefore, the mainland.

## MOBILE HEALTH UNIT – GIRIDIH DISTRICT, JHARKHAND



Community awareness sessions held by MHU team while following COVID-19 protocols

- Serving 14 most needy villages in Dumri and Pirtand blocks – 3+ years
- 60,007 OPD consultations (3,273 in Q4 – FY 2020-21)
- 25,151 cumulative patients counselled (2006 in Q4 – FY 2020-21)
- *Only source of hope for the remotest communities during the pandemic and lockdown*

## CONTINUED FIGHT AGAINST COVID-19 PANDEMIC



Ventilators contributed by us prior to installation at the hospital

While the pandemic rages on, JMFF has once again reached out and contributed six ventilators to SevenHills Dedicated Covid-19 Hospital in Mumbai, at a time when our fight against the virus has once again taken on increased intensities.

# Philanthropic Giving and Support

Through the year, JM Financial Foundation has partnered with organisations to support -

## Education initiatives

- Inclusive education and skills training for 258 differently abled children
- Scholarships for 34 girls to pursue bachelors/masters in Computer Applications in Bhavnagar, Gujarat
- An education program in Mumbai Municipal schools
- An education initiative for tribal children under the umbrella of One Teacher Schools or Ekal Vidyalayas, in rural areas across the country.

## Health Initiatives

- Rehabilitation of 92 differently-abled underprivileged individuals
- Promotion of Ayurveda as an alternate medicine for treatment of 700 patients
- Free eye surgeries for 334 patients in Maharashtra & Rajasthan
- Medical treatment and part funding of critical surgeries for 33 children
- Distribution of 3000 blankets to street dwellers and poor citizens combating the extreme winters in Delhi NCR, Chandigarh, Himachal & Uttar Pradesh

## Other Initiatives

- 96 athletes with specific training, coaching from world class coaches, sports equipment & travel requirements, so that they are able to participate in the global sports arena
- Promotion of music to revive our country's rich heritage & culture, reaching out to 40k individuals
- Provision of nutritional assistance to 22 infants in pre adoption foster care.



## For Further Queries

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Group CFO

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