



JM Financial Limited

Quarter and half year ended September 30, 2017 – Results update

October 16, 2017

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*	ROA*	ROE*
Q2 FY18	755 Cr	286 Cr	146 Cr	1.83	1.1%	4.3%
	↑ 34%	↑ 25%	↑ 27%	↑	↓	↑
Q2 FY17	564 Cr	229 Cr	115 Cr	1.45	1.3%	3.9%
H1 FY18	1,465 Cr	556 Cr	274 Cr	3.44	4.3%	16.5%
	↑ 41%	↑ 39%	↑ 36%	↑	↓	↑
H1 FY17	1,040 Cr	400 Cr	201 Cr	2.54	4.5%	13.8%

* Not annualized

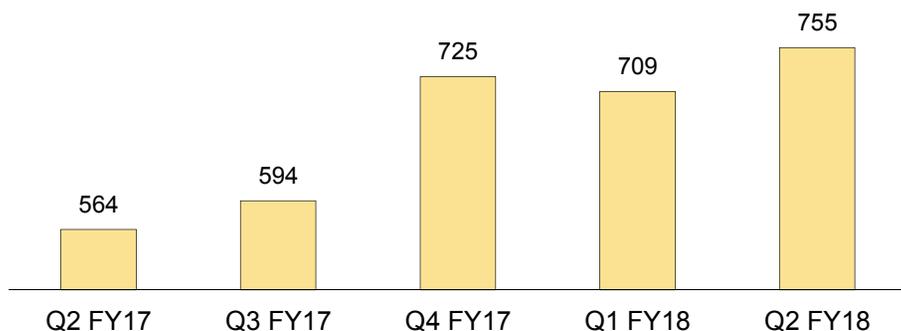
1 ROA calculation – Total assets are considered net of IPO funding assets

2 ARC figures in the statement of profit and loss are consolidated on line by line basis from October 1, 2016.

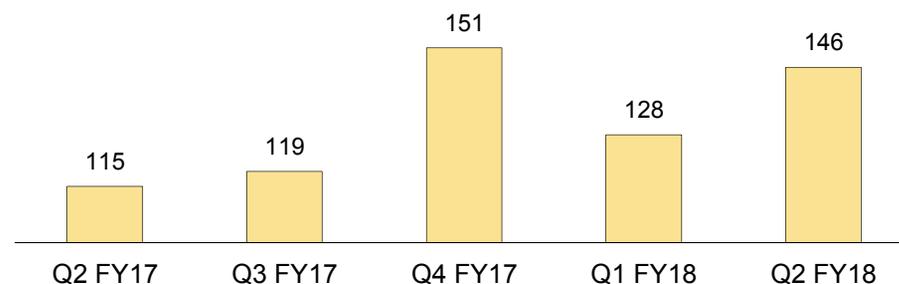
The ARC was an "Associate" of JM Financial Limited till September 30, 2016.

Key Highlights – Quarterly Trend

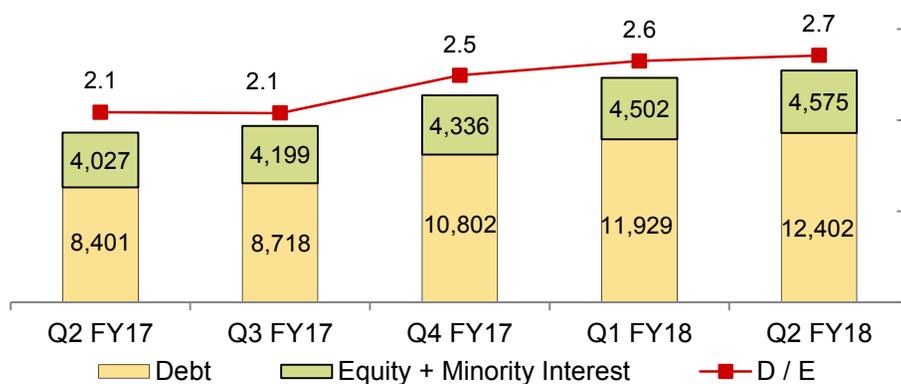
Gross Revenues (Rs Cr)



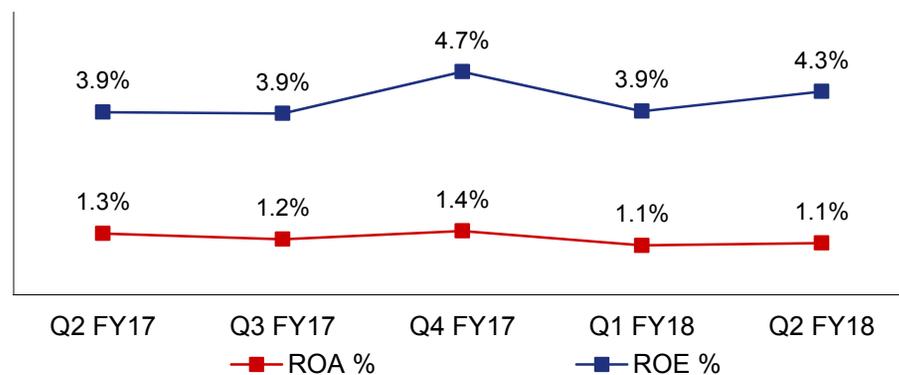
Net Profit (Rs Cr)



Leverage Analysis** (Rs Cr)



Return Ratios (%)*



ARC figures in the statement of profit and loss are consolidated on line by line basis from October 1, 2016. The ARC was an "Associate" of JM Financial Limited till September 30, 2016.

* ROA calculation - Total assets are considered net of IPO funding assets. RoE and RoA are not annualized

** Borrowings as on Q2FY18 excludes borrowing for IPO financing amounting to Rs. 1,424 Cr

Consolidated Profit & Loss Statement

Particulars (Rs Cr)	Q2 FY18	Q2 FY17	YoY %	Q1 FY18	QoQ %
Gross Revenue	755	564	34%	709	7%
Sub-brokerage	23	24	-4%	23	-1%
Employee cost	101	79	28%	98	3%
Operating cost	57	33	75%	50	14%
Finance cost	282	193	46%	262	8%
Depreciation	6	6	13%	6	1%
PBT	286	229	25%	270	6%
Tax Expense	92	78	18%	92	1%
PAT	194	151	29%	178	9%
Share in profit of Associates	0	7	N/M	0	N/M
PAT before Minority Interest	194	157	23%	178	9%
Minority Interest	-48	-43	13%	-50	-4%
PAT after Minority Interest	146	115	27%	128	14%

ARC figures in the statement of profit and loss are consolidated on line by line basis from October 1, 2016.
The ARC was an "Associate" of JM Financial Limited till September 30, 2016.

Consolidated Profit & Loss Statement

Particulars (Rs Cr)	H1 FY18	H1 FY17	YoY %	FY17
Gross Revenue	1,465	1,040	41%	2,359
Sub-brokerage	47	49	-5%	92
Employee cost	199	145	37%	306
Operating cost	107	66	63%	184
Finance cost	543	369	47%	782
Depreciation	13	11	16%	23
PBT	556	400	39%	972
Tax Expense	184	137	34%	335
PAT	372	263	41%	637
Share in profit of Associates	1	11	N/M	12
PAT before Minority Interest	372	274	36%	649
Minority Interest	-98	-74	33%	-179
PAT after Minority Interest	274	201	36%	470

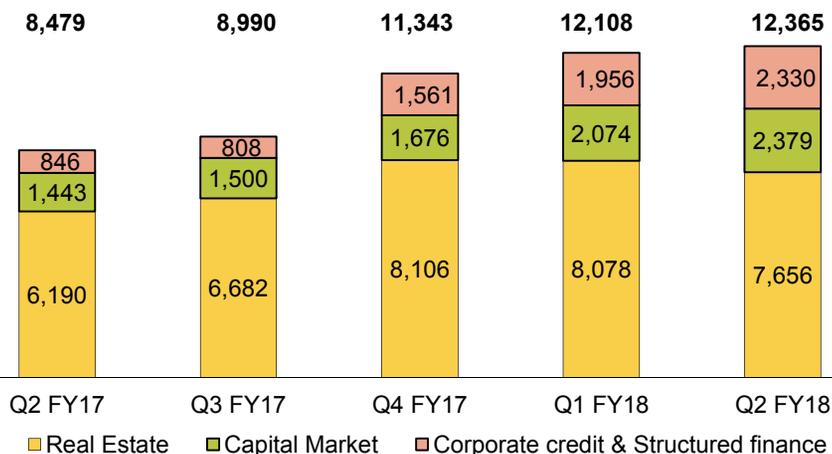
Consolidated Balance Sheet

Particulars (Rs Cr)	As at September 30, 2017	As at March 31, 2017
Equity and Liabilities		
Shareholders' Funds	3,404	3,227
Minority Interest	1,171	1,109
Borrowings (Steady State Financing)	12,402	10,802
Borrowings (IPO Financing)	1,424	-
Other Liabilities and Provisions (Net*)	962	1,315
TOTAL	19,363	16,453
Assets		
Loan book (Including Investment in NCD's)	12,365	11,343
Loan book (IPO Financing)	1,536	-
Distressed asset book (Investment in SRs / Loan)	1,838	1,641
Investment in associates	8	7
Treasury fund (Net*)	1,463	1,377
Arbitrage and trading book	513	130
Property, Plant and Equipment	376	383
Other assets	1,265	1,571
TOTAL	19,363	16,453

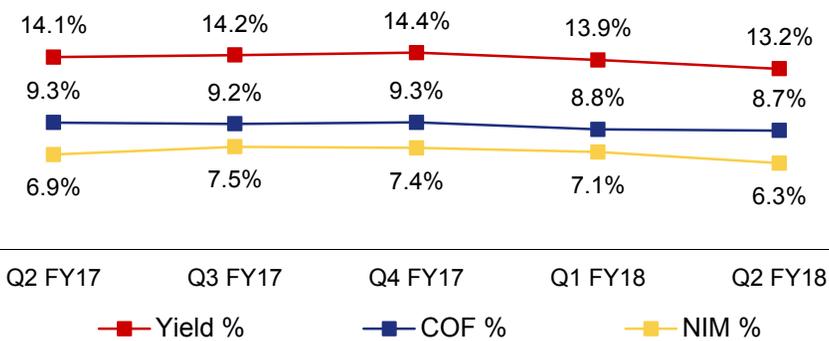
* Net - Total assets and liabilities are considered net of IPO funding

Lending book Profile

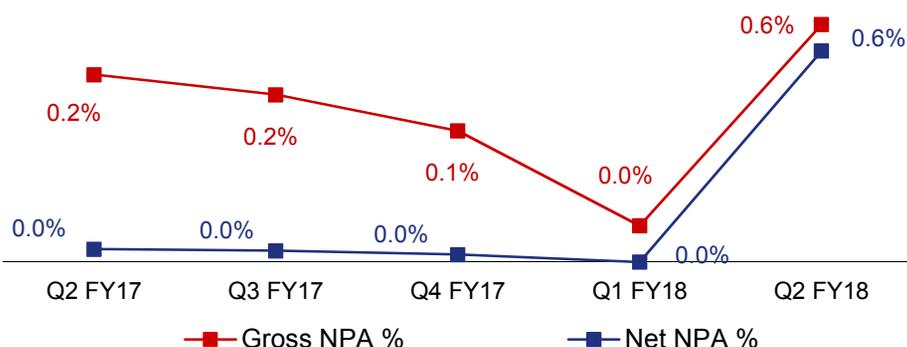
Loan Book* (Rs Cr)



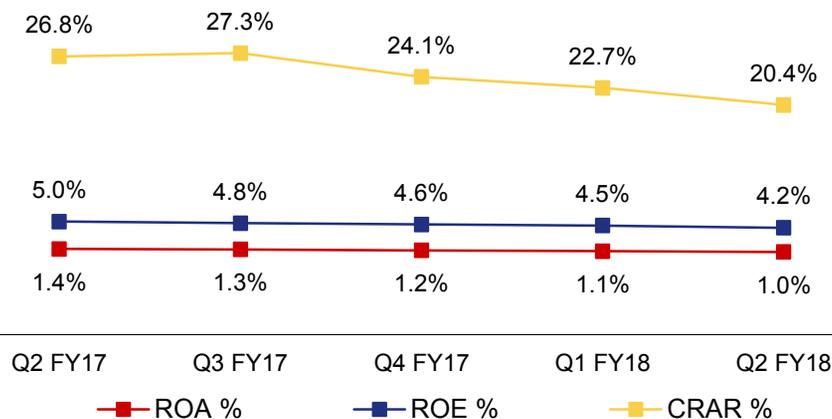
NIM Analysis (%)



Gross & Net NPA (%)**



Return Ratios^ & Capital Adequacy (%)



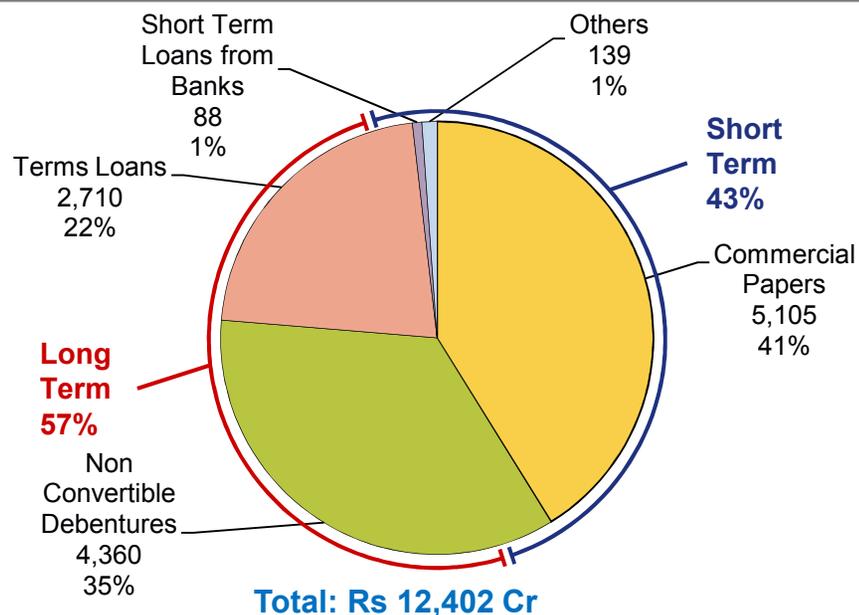
* Loan book of Q2FY18 excludes IPO financing amounting to Rs.1,536 Cr

** On lending book

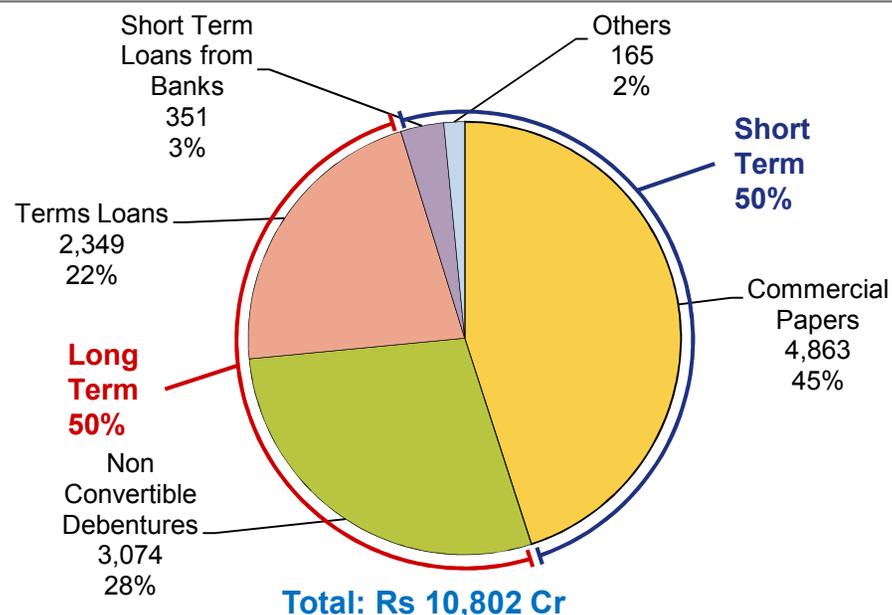
^ROA and ROE Not annualized - ROA calculation – Total assets as on September 30, 2017 are considered net of IPO funding assets

Borrowing Profile

Borrowing Breakup – September 2017*



Borrowing Breakup – March 2017



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+

Near term focus on diversifying sources of funds and lenders' profiles

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Group Performance

Business Performance

Group Structure and Shareholding Pattern

Group Overview

Annexures

Sustainable Growth – Oriented Portfolio

- JM Financial is a four decade old institution founded by Mr. Nimesh Kampani
- Servicing clients across the financial services spectrum
- PAN India Presence
- Firm four-decade footprints - proven track record of growth & sustainability
- Pioneered innovative products in the financial services space
- Trusted & preferred partner – client centric business model

Investment Banking, Securities and Wealth Management

- Corporate Finance Advisory
- M&A Advisory – domestic & cross border
- Private Equity Synd
- Equity and Debt Capital Markets
- Equity Research, Sales & Trading
- Wealth Management
- Financial Products Distribution
- Capital Market Lending

Fund based activities

- Commercial Real Estate
- Corporate Credit and Structured Finance
- Margin Financing
- Loan against property
- Loan against Shares
- Broker Funding
- Debt Restructuring
- ESOP Funding
- Asset Reconstruction*

Asset Management

- Mutual Funds

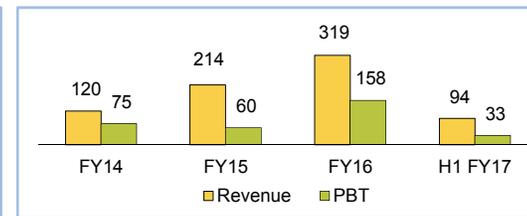
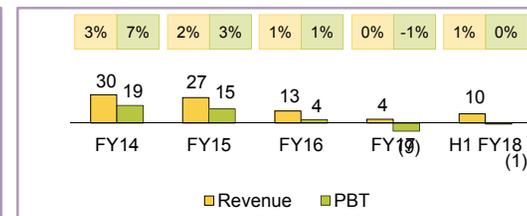
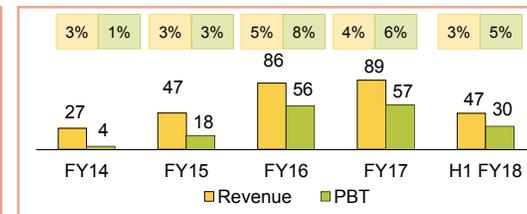
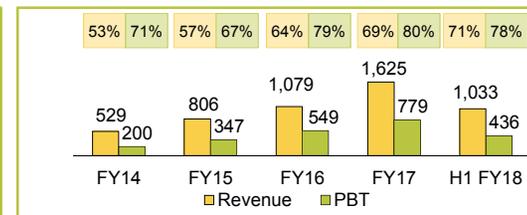
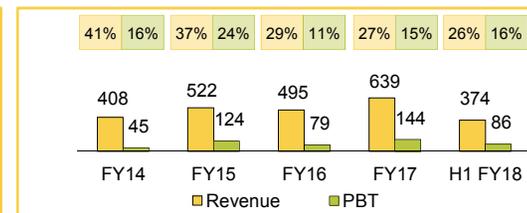
Alternative Asset Management

- Real Estate Fund
- Private Equity Fund

Asset Reconstruction Business

- Acquisition of Bank NPA's and resolution thereof
(Revenue and PBT from October 1, 2016 is part of Fund based activities)

Revenue & PBT in Rs. Cr.



* ARC forming part of Fund based activity post it became subsidiary with effect from September 30, 2016.

% contribution of consolidated revenue

% contribution of consolidated PBT

JM Financial Limited

In Rs Cr

Fund based activities – Subsidiaries

JM Financial Credit Solutions Ltd

	Q2 FY18	Q2 FY17
Revenue	220	200
Net Profit	71	73
Net worth	1,563	1,263
Loan book	5,708	4,462
Net Interest Margin	8.0%	8.8%
Total Assets	5,759	4,599
ROE(not annualized)	4.6%	6.0%
ROA(not annualized)	1.2%	1.6%
Debt / Equity Ratio	2.60	2.57
Ownership	50.01%	50.01%

JM Financial Products Ltd

	Q2 FY18	Q2 FY17
Revenue	233	194
Net Profit	56	52
Net worth	1,392	1,297
Loan book ⁽²⁾	6,102	3,977
Net Interest Margin	5.1%	5.3%
Total assets ⁽²⁾	6,814	4,718
ROE(not annualized)	4.1%	4.1%
ROA(not annualized) ⁽²⁾	0.8%	1.2%
Debt / Equity Ratio ⁽²⁾	3.84	2.56
Ownership	99.27%	98.49%

JM Financial Asset Recons. Co. Ltd

	Q2 FY18	Q2 FY17
Revenue	77	51
Net Profit	15	13
Net worth	605	547
AUM	12,469	10,351
Total assets	1,941	1,485
ROE(not annualized)	2.5%	2.4%
ROA(not annualized)	0.8%	0.9%
Debt / Equity Ratio	2.07	1.61
Ownership	50.01%	50.01%

Fee Based activities – Subsidiaries

IWS Business⁽³⁾

	Q2 FY18	Q2 FY17
Revenue	197	145
Net Profit	38	18
Loan book	597	-
Wealth AUM	27,289	21,895
Research Coverage	176	182
Capital Employed	649	577
ROE(not annualized)	6.1%	3.2%
Ownership	100%	100%

Asset management

	Q2 FY18	Q2 FY17
Revenue	24	24
Net Profit	12	12
Quarterly Avg AUM	13,952	13,612
Capital Employed	197	203
ROE(not annualized)	5.9%	6.2%
Ownership	59.54%	53.47%

Alternative asset management

	Q2 FY18	Q2 FY17
Revenue	2	1
Net Profit	-1	-3
AUM	597	708
Capital Employed	80	79
ROE(not annualized)	-	-
Ownership	100%	100%

Note

1. Figures mentioned above are based on standalone financials
2. Net of assets related to IPO funding
3. IWS Business - Investment Banking, Wealth Management and Securities Business

JM Financial Limited

In Rs Cr

Fund based activities – Subsidiaries

JM Financial Credit Solutions Ltd

	H1 FY18	H1 FY17
Revenue	451	367
Net Profit	150	127
Net worth	1,563	1,263
Loan book	5,708	4,462
Net Interest Margin	8.3%	8.8%
Total Assets	5,759	4,599
ROE (annualised)	20.2%	21.1%
ROA (annualised)	5.2%	5.8%
Debt / Equity Ratio	2.60	2.57
Ownership	50.01%	50.01%

JM Financial Products Ltd

	H1 FY18	H1 FY17
Revenue	446	355
Net Profit	108	92
Net worth	1,392	1,297
Loan book ⁽²⁾	6,102	3,977
Net Interest Margin	5.5%	5.4%
Total assets ⁽²⁾	6,814	4,718
ROE(annualized)	15.8%	14.6%
ROA(annualized) ⁽²⁾	3.4%	4.1%
Debt / Equity Ratio ⁽²⁾	3.84	2.56
Ownership	99.27%	98.49%

JM Financial Asset Recons. Co. Ltd

	H1 FY18	H1 FY17
Revenue	136	94
Net Profit	25	22
Net worth	605	547
AUM	12,469	10,351
Total assets	1,941	1,485
ROE(annualised)	8.4%	8.2%
ROA(annualised)	2.7%	3.1%
Debt / Equity Ratio	2.07	1.61
Ownership	50.01%	50.01%

Fee Based activities – Subsidiaries

IWS Business⁽³⁾

	H1 FY18	H1 FY17
Revenue	374	268
Net Profit	63	32
Loan book	597	-
Wealth AUM	27,289	21,895
Research Coverage	176	182
Capital Employed	649	577
ROE(annualised)	19.5%	11.4%
Ownership	100%	100%

Asset management

	H1 FY18	H1 FY17
Revenue	47	42
Net Profit	23	19
Quarterly Avg AUM	13,952	13,612
Capital Employed	197	203
ROE(annualised)	22.7%	19.4%
Ownership	59.54%	53.47%

Alternative asset management

	H1 FY18	H1 FY17
Revenue	10	3
Net Profit	-1	-4
AUM	597	708
Capital Employed	80	79
ROE(annualised)	-	-
Ownership	100%	100%

Note

- Figures mentioned above are based on standalone financials
- Net of assets related to IPO funding
- IWS Business - Investment Banking, Wealth Management and Securities Business

Segment performance

Segment revenue (Rs Cr)	Q2 FY18	Q1 FY18	QoQ	Q2 FY17	YoY
Investment Banking, Wealth Management and Securities Business	197	177	12%	145	36%
Fund Based Activities	531	502	6%	395	34%
Alternative Asset Management	2	8	-76%	1	96%
Asset Management	24	22	11%	24	4%
Others	30	123	-77%	77	-61%
Total Segment Revenue	784	832	-6%	641	22%
Less: Inter - segmental revenue	29	123	-77%	77	-62%
Total Revenue	755	709	7%	564	34%
Segment PAT (Rs Cr)	Q2 FY18	Q1 FY18	QoQ	Q2 FY17	YoY
Investment Banking, Wealth Management and Securities Business	38	25	54%	18	109%
Fund Based Activities	98	97	1%	95	4%
Alternative Asset Management	-1	-0	N/M	-3	N/M
Asset Management	8	6	31%	7	18%
Others	3	0	N/M	-2	N/M
Total	146	128	14%	115	27%

ARC figures in the statement of profit and loss are consolidated on line by line basis from October 1, 2016. The ARC was an "Associate" of JM Financial Limited till September 30, 2016.

Segment performance

Segment revenue (Rs Cr)	H1 FY18	H1 FY17	YoY	FY17
Investment Banking and Securities Business	374	268	40%	639
Fund Based Activities	1,033	722	43%	1,625
Alternative Asset Management	10	3	N/M	4
Asset Management	47	42	11%	89
Others	153	107	43%	213
Total Segment Revenue	1,617	1,142	42%	2,570
Less: Inter - segmental revenue	152	101	50%	211
Total Revenue	1,465	1,040	41%	2,359

Segment PAT (Rs Cr)	H1 FY18	H1 FY17	YoY	FY17
Investment Banking and Securities Business	63	32	94%	95
Fund Based Activities	195	165	19%	360
Alternative Asset Management	-1	-4	N/M	-9
Asset Management	14	11	27%	25
Others	3	-3	N/M	-2
Total	274	201	36%	470

Investment Banking, Wealth Management & Securities business

Investment Banking

- ☑ Over 4 decades of leadership -
• ECM / DCM / Corp. Fin. / M&A Advisory
• Private Equity Syndication
- ☑ Innovative structuring and execution of complex, challenging deals and restructuring of corporate groups & businesses
- ☑ Strong long-term Indian Corporate relationships
- ☑ Strong track record of landmark M&A transactions
- ☑ Best-in-Class Execution Team with focus on client satisfaction

Wealth Management

- ☑ Wealth AUM of **Rs 27,289 Cr** with strong team of **57** wealth advisors
- ☑ Presence - Mumbai, Delhi, Bangalore, Ahmedabad, Pune, Kolkata & Hyderabad
- ☑ Client-oriented approach, customised long-term asset allocation strategy, unbiased investment solutions
- ☑ Client service across all segments - Investment Banking, Corporate Finance etc.
- ☑ Focus on growing discretionary assets
- ☑ Over **8,500** active IFDs
Coverage of broking segment - **115** cities

Securities business

- ☑ Worldwide institutional reach - dominant global & local institutional franchise
- ☑ Institutional distribution strength - We cover over 200 institutional investors across regions
- ☑ Institutional Equities offices at Singapore and New York
- ☑ Extensive research coverage of 176 companies
- ☑ Lending book stood at Rs.597 Cr
- ☑ Avg. daily turnover in Q2 FY18 – Rs.4,748cr, (incl. cash segment of Rs.1,062 cr)

Particulars (Rs Cr)	Q2 FY18	Q2 FY17	YoY %	Q1 FY18	QoQ %	H1 FY18	H1 FY17	YOY%	FY17
Capital Employed	649	577	12%	610	6%	649	577	12%	639
Revenue	197	145	36%	177	12%	374	268	40%	639
Employee Cost	61	51	20%	60	1%	121	95	27%	203
Finance Cost	29	13	123%	23	26%	52	22	136%	55
Other Expenses	57	54	6%	58	-1%	115	104	11%	237
PBT	50	27	87%	36	38%	86	47	83%	144
PAT	38	18	109%	25	54%	63	32	94%	95
ROE (%)	6.1%	3.2%		4.0%		19.5%	11.4%		15.9%

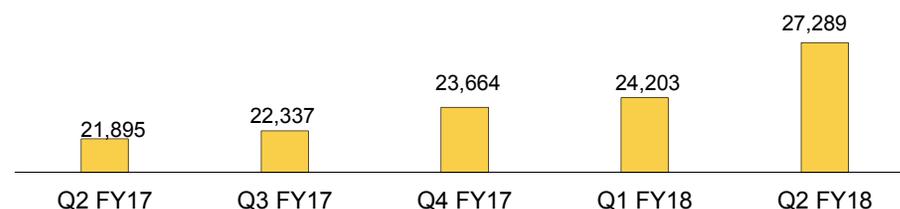
Investment Banking, Wealth Management & Securities business

Investment Banking

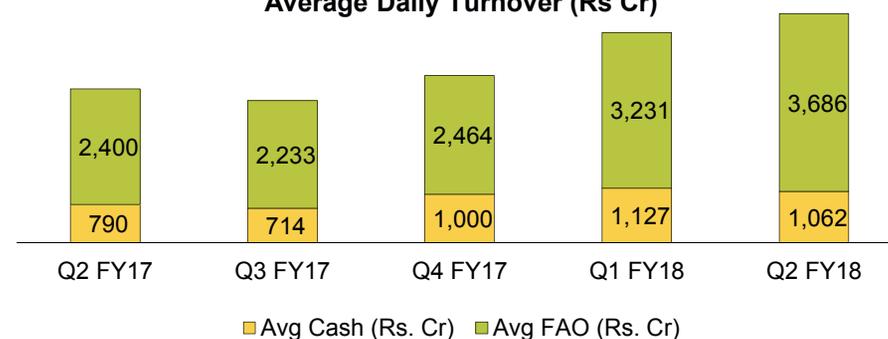
- Sole sell side advisor to Firstsource Solutions on the sale of their domestic BPO business to Altruist Technologies
- Financial advisor to Timken India on acquisition of ABC Bearings under a scheme of arrangement and provided a fairness opinion to the Board of Timken India in relation to the same
- Advisor to Eton Park on the sale of its stake in Reliance Nippon Life Asset Management Ltd
- Book running lead manager to the IPO of ICICI Lombard General Insurance Co. Ltd. ~Rs.5,701 Cr
- Book running lead manager to the IPO of Cochin Shipyard ~Rs.1,443 Cr,
- Global Coordinator and Book running lead manager to the Qualified Institutions Placement of Bajaj Finance Limited ~Rs.4,500 Cr and Book running lead manager to the Qualified Institutions Placement of Aksharchem (India) Ltd. ~Rs.69 Cr
- We have been ranked No. 1 in the Equity Capital Markets League Table for the period 1 January 2017 to 30 September 2017 having raised Rs.41,846 Cr in 11 issuances

Wealth Management & Securities business

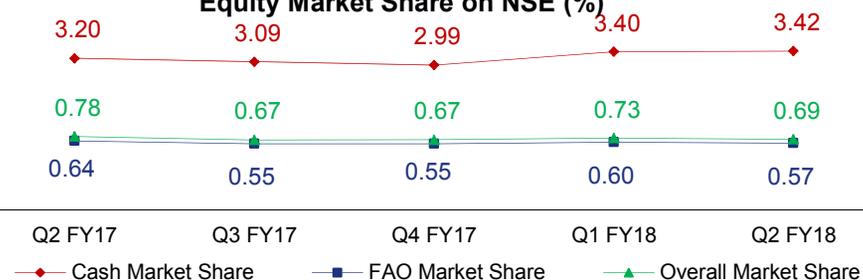
Wealth Management AUM (Rs Cr)



Average Daily Turnover (Rs Cr)



Equity Market Share on NSE (%)



Fund Based Activities – JM Financial Products

Corporate / Wholesale lending & Loan against Shares

- This business is undertaken by JM Financial Products Ltd. – 99.3% owned NBFC of the JM Financial Group.
- It enjoys the highest short-term credit rating of A1+ from CRISIL as well its “CRISIL AA/ Stable” rating for long term NCD issuances and bank loans.

Lending to clients of traditional businesses

Corporate clients
Loan book
Rs.2,319
Cr

- Corporate loans
- Structured loans
- Bridge loans
- Acquisition financing
- Promoter loans

Wealth Clients
Loan book
Rs.1,829
Cr

- Loan against Property
- Loan against Security
- ESOP Funding
- IPO Financing
- Broker Funding
- Margin Trade Funding

RE Clients
Loan book
Rs.1,954Cr

- Overflow of loans from RE lending arm

Lending to SME and Retail

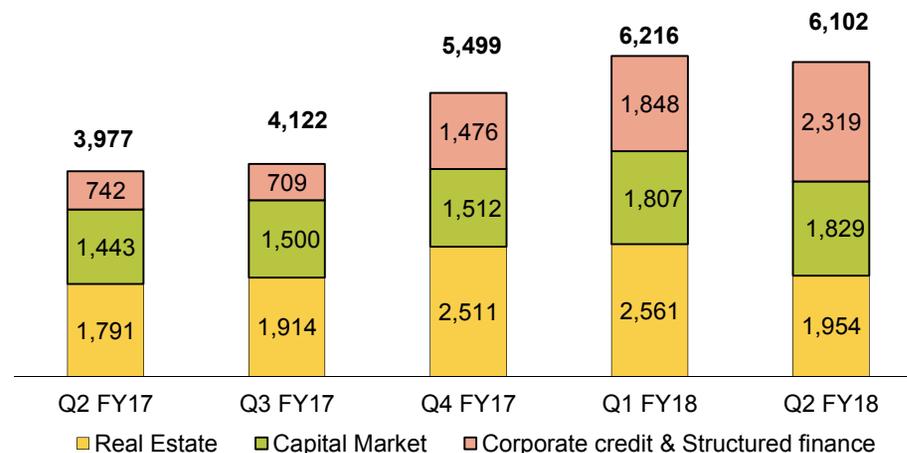
SME Lending

- Loans to SME with robust credit analysis & recovery mechanism
- Education infrastructure loans

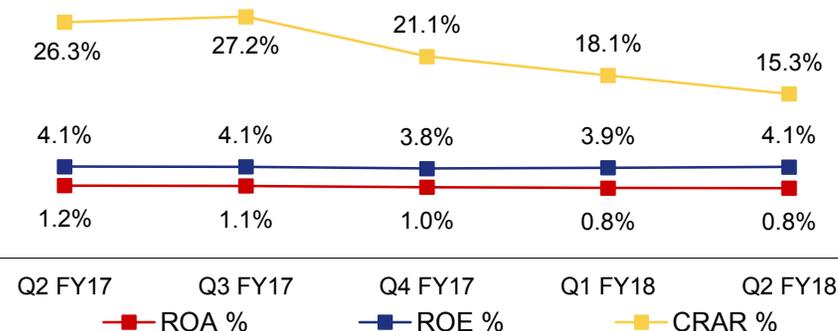
Housing Finance

- Provide home loans to retail customer with a focus on affordable segment (Filed application with NHB)

Loan Book* (Rs Cr)



Return Ratios** & Capital Adequacy (%)



NBFC is notified under SARFAESI Act

Fund Based Activities – JM Financial Credit Solutions

Real Estate Lending

- This business is undertaken by JM Financial Credit Solutions Ltd. – 50.01% owned NBFC of the JM Financial Group.
- Vikram Pandit & Associates own 49.99% stake in form of a long-term strategic partnership.



Provides an integrated financial solution to real estate developers with major focus on real estate project financing.



Lending book has grown from Rs 1,844 cr in the beginning of FY16 to Rs 5,708 cr as on September 30, 2017.

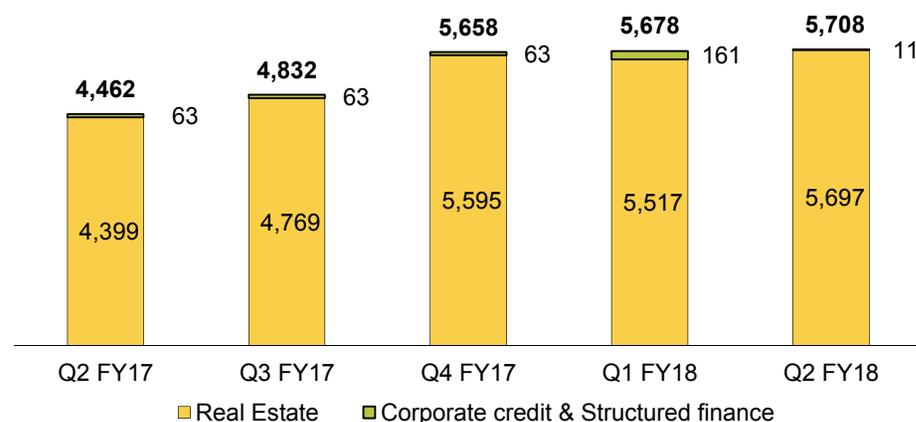


- 63 groups – significant focus on repeat business
- Most of the clients with over 25 years of experience in the industry
- Focus on Tier I markets – Mumbai, Bengaluru, Pune and Chennai – Loan disbursements of 49% in Mumbai, 24% Bengaluru, 10% Chennai, 11% Pune and 6% others
- 89% of the book is cashflow backed lending
- 82% of the book is against residential projects

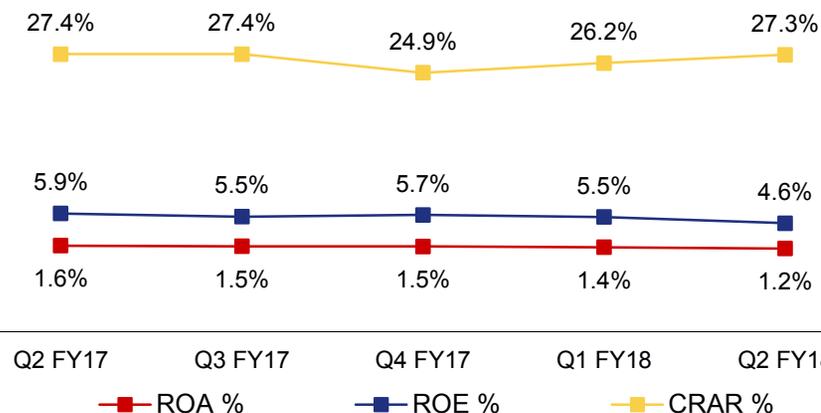


Prominent Relationships – Kalpataru, RMZ, Embassy, Kanakia, Peninsula, Adarsh, Goel Ganga, Rajesh Lifespaces and Lodha amongst others.

Loan Book (Rs Cr)



Return Ratios & Capital Adequacy (%)



Fund Based Activities – Asset Reconstruction

Business Overview

- ☑ Long Term Credit Rating of AA- and Short Term Credit Rating of A1+ by ICRA. Comfortable gearing of 2.07x with ~63% medium / long term debt type
- ☑ This business has multiple income streams like Management Fees, Interest income and Upside / Yield
- ☑ Current AUM of ~Rs 12,469 Cr comprising Corporate Accounts and Corporate/SME/ Retail Portfolios
- ☑ Business related activities such as Financial & Legal due diligence for acquisitions, resolutions and document storage etc are conducted by only in-house resources and not outsourced
- ☑ Focus on Restructuring and Revival of Corporate Accounts.

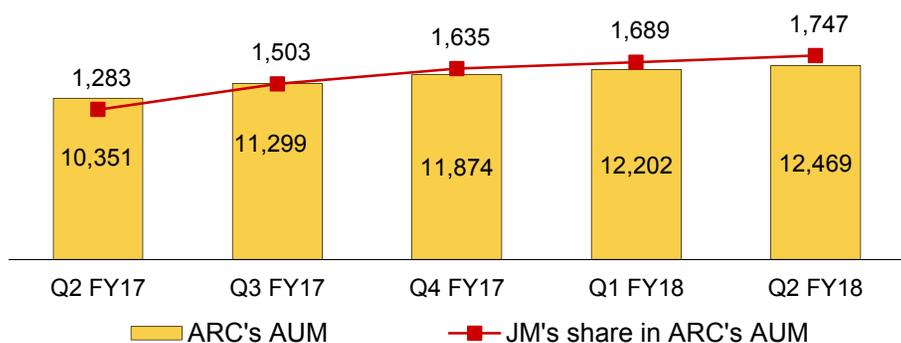
Long Term Positive Drivers

- ☑ Recent regulatory, supervisory and corrective actions over NPA's are positive steps aimed at faster resolution of bad debts of the Banking system and are also expected to keep pushing Bank's to sell-down stressed assets to ARCs
- ☑ Guideline on Timelines for Stressed Assets Resolution and action plan to implement the Banking Regulation (Amendment) Ordinance, 2017 shows stronger emphasis of RBI and Government to improve the stretched NPA problem
- ☑ Insolvency and Bankruptcy Code - provides for a specialized forum to oversee all insolvency and liquidation proceedings
- ☑ Capital commitments by global players adding stimulus to the sector's capital requirement
- ☑ With the various regulatory measures, the outlook for the business remains promising

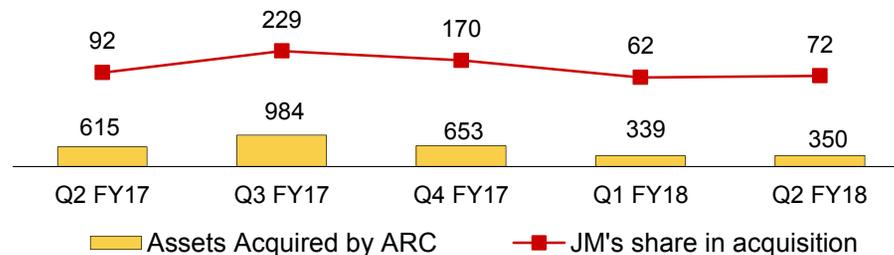
Particulars (Rs Cr)	Q2 FY18	Q2 FY17	YoY %	Q1 FY18	QoQ %	H1 FY18	H1 FY17	YOY%	FY17
Capital Employed	605	547	11%	590	3%	605	547	11%	580
Revenue	77	51	51%	59	31%	136	94	45%	224
PBT	23	20	15%	16	44%	39	33	18%	84
PAT	15	13	15%	10	50%	25	22	14%	55
ROA (%)	0.8%	0.9%		0.5%		2.7%	3.1%		3.5%
ROE (%)	2.5%	2.4%		1.7%		8.4%	8.2%		9.9%

Asset Reconstruction

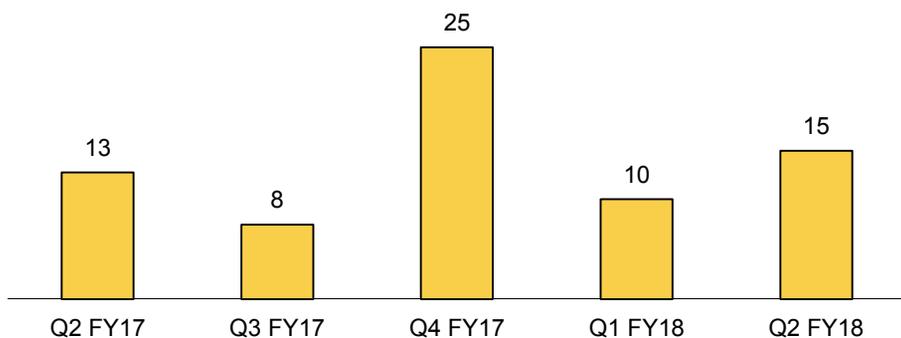
AUM (Rs Cr)



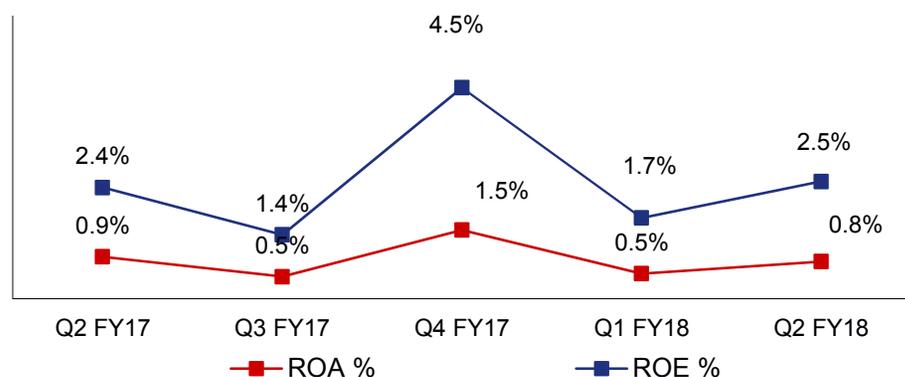
Asset Acquisitions (Rs Cr)



Net Profit (Rs Cr)



Return Ratios (%)*



* ROA and ROE Not annualized

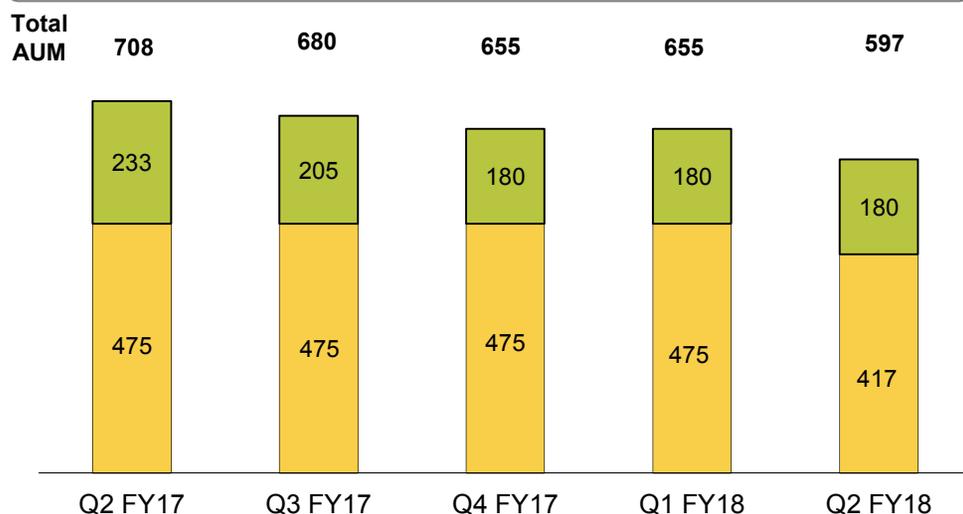
Fund Based Activities (including ARC)

Particulars (Rs Cr)	Q2 FY18	Q2 FY17	YoY %	Q1 FY18	QoQ %	H1 FY18	H1 FY17	YoY %	FY17
Capital Employed	3,465	3,012	15%	3,324	4%	3,465	3,012	15%	3,241
Loan Book	11,768	8,479	39%	11,841	-1%	11,768	8,479	39%	11,179
Security Receipts (ARC)	1,747	1,283	36%	1,689	3%	1,747	1,283	36%	1,635
Gross revenue	531	395	34%	502	6%	1,033	722	43%	1,625
Interest Expense	247	175	41%	230	7%	477	334	42%	707
Net Interest Income	284	220	29%	272	4%	556	388	43%	918
Operating Expenses	46	27	70%	46	0%	92	50	84%	120
Provisions / Bad Debts	21	1	N/M	7	N/M	28	3	N/M	19
PBT	217	192	13%	219	-1%	436	335	30%	779
Tax	75	67	12%	77	-3%	152	117	30%	271
PAT before Minority Interest	142	125	13%	142	0%	284	218	30%	508
Share of Profit from Associates	-	6	-100%	-	-	-	11	-100%	11
Minority Interest	-43	-37	16%	-45	-4%	-88	-65	35%	-158
PAT after Minority Interest	98	95	4%	97	1%	195	165	19%	360

*ARC figures in the statement of profit and loss are consolidated on line by line basis from October 1, 2016.
The ARC was an "Associate" of JM Financial Limited till September 30, 2016.

Alternative Asset Management

Alternative Asset Management AUM (Rs Cr)



Private Equity:

- AUM on September 30, 2017 – Rs 417 Cr.
- No. of investments – 13.
- No. of Exits – 7 full 1 partial
- Fully drawn down & invested
- Amount distributed till date – Rs 836 Cr.
- **PE fund II has received SEBI registration as Cat II – AIF, and in process of raising capital**

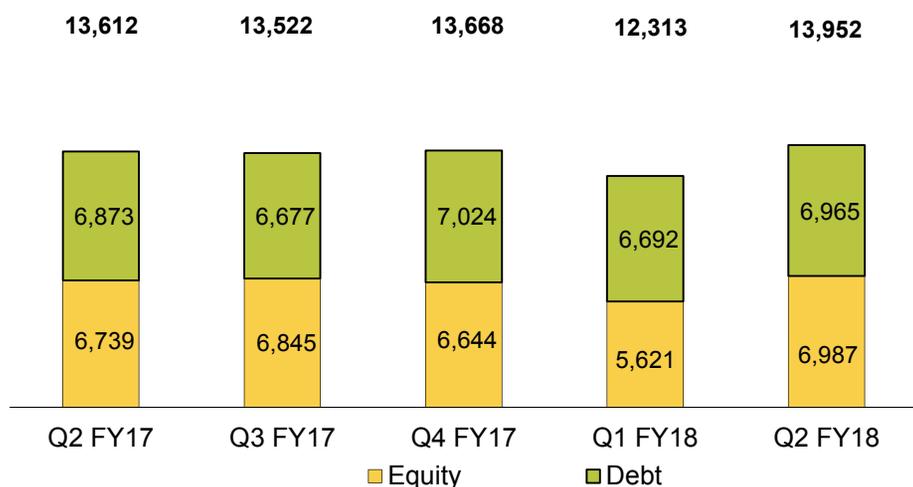
Real Estate:

- AUM on September 30, 2017 – Rs 180 Cr.
- No. of investments – 16.
- No. of Exits – 6 full and 3 part.
- Fully drawn down & invested
- Amount distributed till date – Rs 264 Cr.

Particulars (Rs Cr)	Q2 FY18	Q2 FY17	YoY %	Q1 FY18	QoQ %	H1 FY18	H1 FY17	YOY%	FY17
Capital Employed	80	79	1%	80	-0%	80	79	1%	81
Revenue	2	1	96%	8	-76%	10	3	N/M	4
Employee Cost	2	2	0%	2	-1%	4	3	18%	8
Finance Cost	0	0	N/M	5	N/M	5	0	N/M	5
Other Expenses	0	2	-78%	2	-75%	2	4	-46%	5
PBT	-1	-3	-	-0	-	-1	-4	-	-9
PAT	-1	-3	-	-0	-	-1	-4	-	-9

Asset Management

Asset Management AUM (Rs Cr)



Note:
Equity AUM for Q2 FY18 include arbitrage fund of Rs. 2,615 Cr

Mutual Fund:

- Quarterly Average AUM (QAAUM) – Rs 13,952 cr.
- Rank (QAAUM) – 18 among 41 Mutual Funds.
- Market Share – 0.67%.
- 15 Schemes categorized as Long Term Debt, Short Term Debt, Balance, Equity Arbitrage and Equity.
- Investor reach – 1,28,512 base, 14 branches & 81 service centres.

Particulars (Rs Cr)	Q2 FY18	Q2 FY17	YoY %	Q1 FY18	QoQ %	H1 FY18	H1 FY17	YOY%	FY17
Capital Employed	197	203	-3%	240	-18%	197	203	-3%	229
Revenue	24	24	4%	22	11%	47	42	11%	89
Employee Cost	6	6	-3%	6	-1%	12	12	-2%	22
Other Expenses	2	2	1%	2	0%	5	5	0%	10
PBT	16	15	7%	14	18%	30	25	20%	57
PAT	12	12	6%	11	17%	23	19	21%	44
Minority Interest	-5	-5	-8%	-5	1%	-10	-9	12%	-21
Share of Profit from Associates	0	0	18%	0	39%	1	1	6%	1
PAT after Minority Interest	8	7	18%	6	31%	13	11	27%	25
ROE (%)	5.9%	6.2%		4.7%		22.4%	19.4%		22.2%

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Group Performance

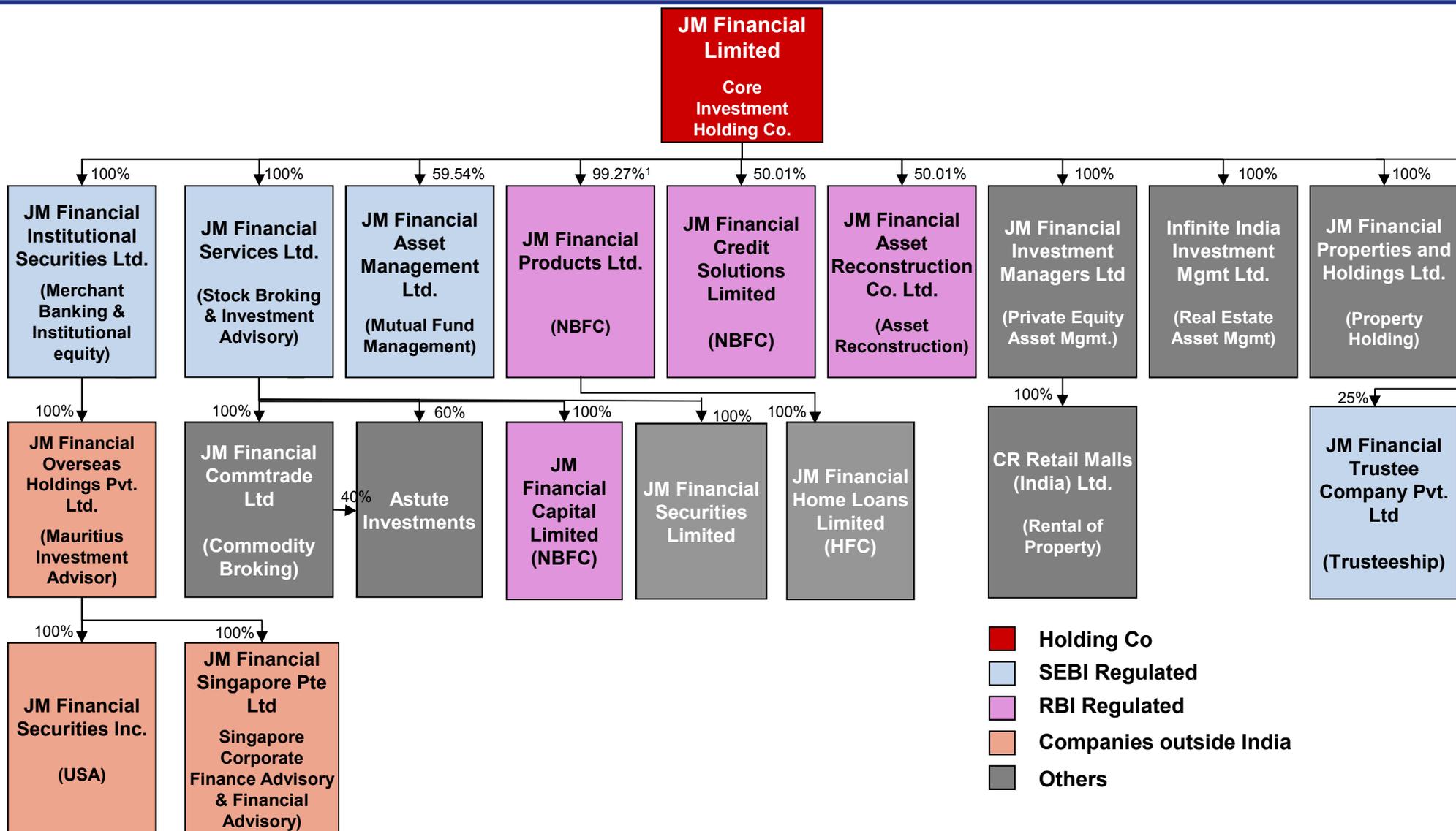
Business Performance

Group Structure and Shareholding Pattern

Group Overview

Annexures

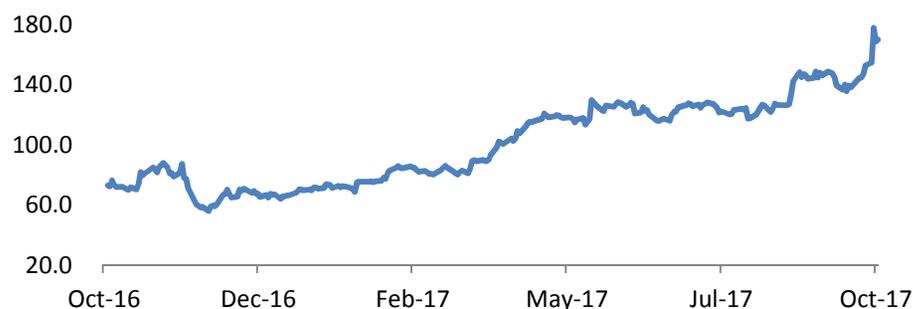
Organisational Structure



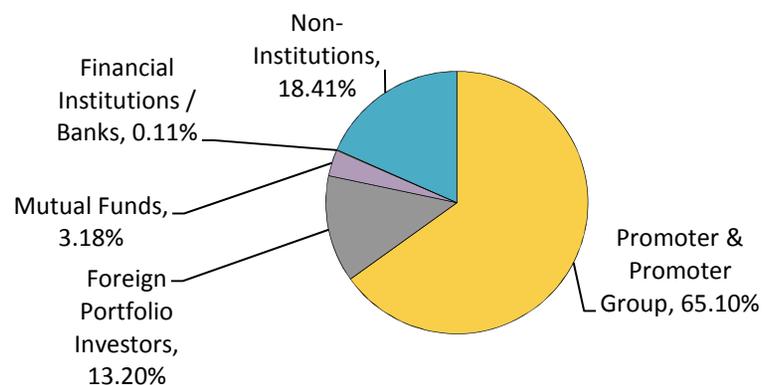
Note 1. JM Financial Institutional Securities Limited holds 9.27% in JM Financial Products Limited.

Shareholding Summary

Share Price Information



% Shareholding – September 30, 2017



Source – Company

Market Information (BSE)

As on 13.10.2017

Market Capitalization (Rs Cr)	13,603.15
Price (Rs)	170.60
No. of Shares Outstanding (Cr)	79.74
52 Week High-Low (Rs)	185.55 – 52.70

Key Institutional Investors – As on September 30, 2017

% Holding

Valiant Group	3.80%
Azim Premji Trust	2.15%
Baron Emerging Markets Fund	2.07%
TIMF Holdings	2.03%
The Wellington Trust	0.76%

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Key Milestones

We have taken many pioneering initiatives in the Indian financials market space

1973 – 1986

1973:

- JM Financial & Investment Consultancy Services established in Mumbai.

1979-1980 :

- Filed **First** offer document for listing securities of an Indian client with FSA, London.
- **First** to introduce fully convertible debentures in Indian capital markets.

1986:

- JM Financial Limited (holding company) incorporated to engage in the business of Stock Broking and Securities.

1997 – 2006

1999 :

- Formed a joint venture with Morgan Stanley in the areas of Investment Banking and Securities business.

2002-2006 :

- Managed India's **first** IPO through Book Building.
- Recorded **3 firsts** in India - first Indian dual tranche FCCB issue, first billion dollar IPO, first conditional IPO.
- Launched Private Equity Fund.

OUR JOURNEY – EVOLUTION INTO A FULL-FLEDGED DIVERSIFIED FINANCIAL SERVICES FIRM

1987-1996

1987-1996 :

- **First** to introduce equity warrants in the Indian capital markets.
- **First** to introduce Deep Discount Bond in Indian capital markets.
- Managed four transactions of Securities Offerings in excess of Rs. 100 cr each, a size unmatched till then in Indian markets.
- JM Financial Asset Management, the **first** private sector Mutual Fund, commenced operations.

2007-2017

2007:

- Separated from joint venture with Morgan Stanley
- Acquired ASK Securities - a Institutional Securities Firm
- Launched Real Estate Fund

2008-17:

- Managed India's first IDR issue
- Expanded business in International Jurisdictions and operations in Fixed Income business
- Commenced Asset Reconstruction Business
- Established step down subsidiary in the USA to cater to and service overseas clients/investors
- Announced Real Estate NBFC in partnership with a fund managed Mr. Vikram Pandit & Associates
- Announced the appointment of Mr. Vishal Kampani as MD of JM Financial Ltd; and Mr. Nimesh Kampani continues to be the non-executive Chairman of the Group and a director on the Board of Directors of a few Group Companies at JM Financial
- Floated Housing Finance Company (HFC) and applied to NHB for licence

Corporate Governance – Strong Board of Directors



Mr. Nimesh Kampani, Chairman

B. Com, FCA

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



Mr. Vishal Kampani, Managing Director

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

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



Mr. E. A. Kshirsagar, Independent Director

B.Sc, FCA (England & Wales)

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



Dr. Vijay Kelkar, Independent Director

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

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



Mr. Darius E. Udawadia, Independent Director

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

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



Mr. Keki Dadiseth, Independent Director

FCA (England & Wales)

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



Mr. Paul Zuckerman, Independent Director

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

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



Ms. Jagi Mangat Panda, Independent Director

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

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

Effective Risk Management Framework

1

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

2

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

3

Quarterly risk meetings of all businesses with Group Risk Committee

4

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

5

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

6

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

Integrated Rural Transformation Programme

- Initiated 4 Balwadis (pre-school learning centers) under the banner – ‘Project Bachpan’, to provide literacy, numeracy, and nutrition to 100 children (age: 3 to 6 years) in four predominantly backward villages in Jamui district, Bihar.
- Infrastructure support to build a hostel facility in Ujjain, Madhya Pradesh for 96 socio-economically weaker students (Grade 6 to 9).
- Undertook a livestock management project to set up and run 21 Livestock Development Centers to provide veterinary healthcare and cattle breed up-gradation services to cattle-rearers in over 140 villages across three blocks in Jamui district, Bihar, with the principle objective of increasing livelihoods of marginal farmers.
- Linked 480 of 1,613 trained, lesser-privileged youth to gainful employment in Beauty, Security, Garments, and Hospitality industries, across Bihar, Maharashtra and Uttar Pradesh. The project has been concluded.
- Partnership with Jharkhand Rural Health Mission Society to strengthen government-run First Referral Unit (FRU) at Community Health Center (CHC), with the objective to reduce Infant Mortality Rate and Maternal Mortality Rate by 50% in Giridih district, Jharkhand.
- Mobile Healthcare services initiated by way of a Mobile Health Unit (MHU) in Giridih district, Jharkhand. The MHU is operational in 23 remote villages, from 9am to 4pm, five days a week.
- Initiated a detailed, scientific baseline assessment in 11 identified villages, in two predominantly tribal blocks of Palghar district, Maharashtra, to assess vital indicators in the areas of health, education, livelihoods, water and sanitation, and develop a comprehensive village development project plan.



One of the Project Bachpan Balwadi, Jamui district, Bihar



Ongoing hostel development, Ujjain, Madhya Pradesh



Mobile Health Unit, Giridih district, Jharkhand



One of the Project Bachpan Balwadis, Jamui district, Bihar

Philanthropic Initiatives – JM Financial Foundation

Socio – constructive initiatives	Supported an organisation involved in Swachh Bharat Abhiyan programs, cataract surgeries, distribution of LED bulbs and youth skill development.	
Healthcare services	Provided support to an organization that has helped over 1200 children hailing from low income families, by way of medical treatment of serious heart disorders.	
Ongoing engagements	We continue to provide support in the following areas-	
	Thrust Area	Outreach
	Education	Over 1700 children
	Healthcare	Approx. 7500 beneficiaries
	Developmental disability	More than 3000 individuals
	Sports Promotion	93 sports persons
	Animal conservation	350 community dwellers
	Disaster Relief	Support to relief and rehabilitation of flood victims in Gujarat through the Chief Minister's Relief Fund.

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Group Performance

Business Performance

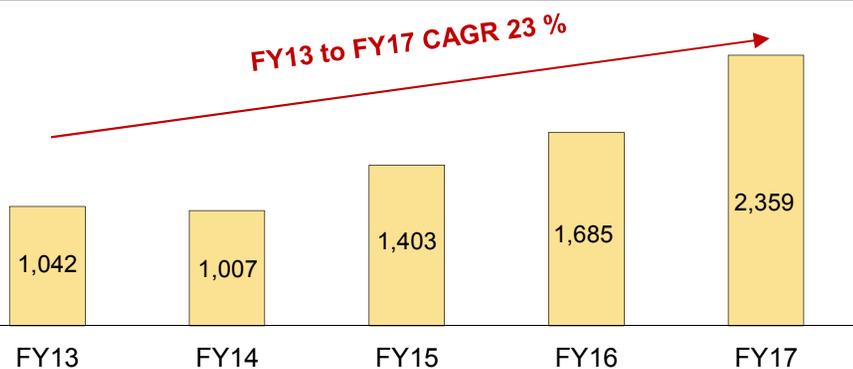
Group Structure and Shareholding Pattern

Group Overview

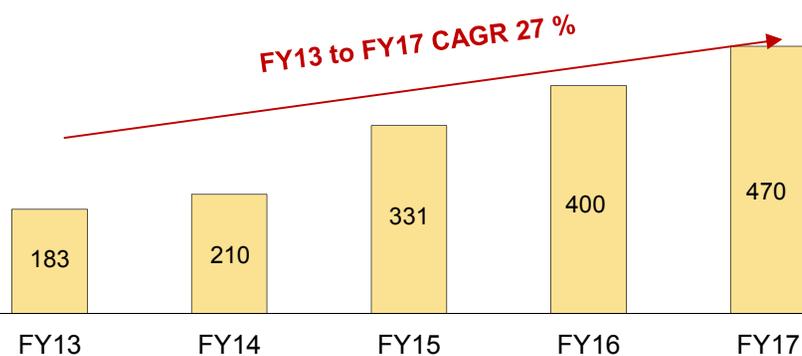
Annexures

Financial Summary – Consolidated Financials

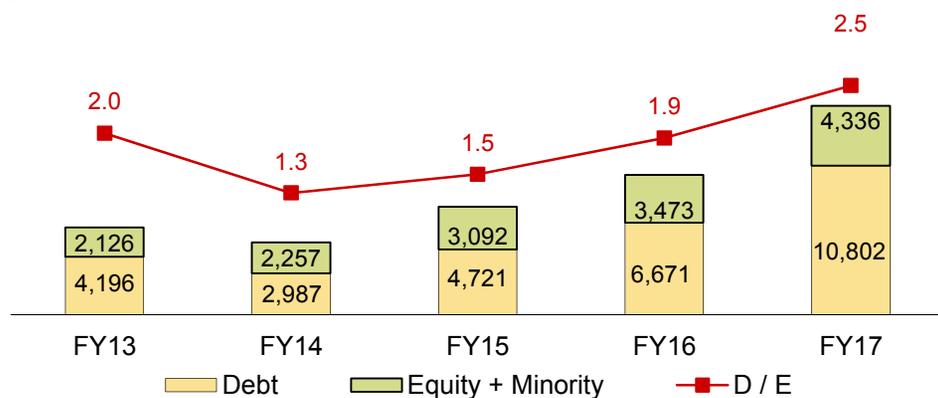
Gross Revenues (Rs Cr)



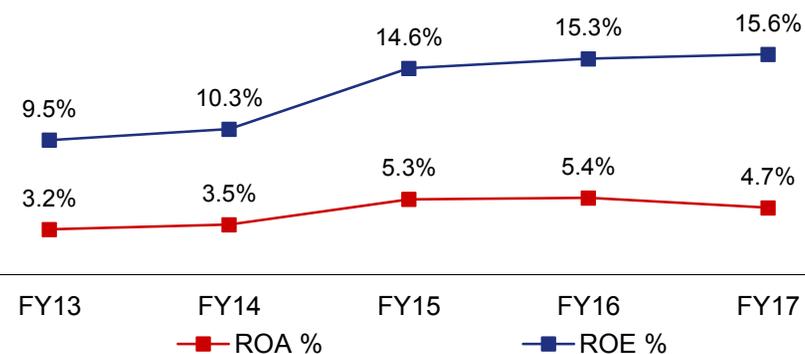
Net Profit (Rs Cr)



Leverage Analysis (Rs Cr)

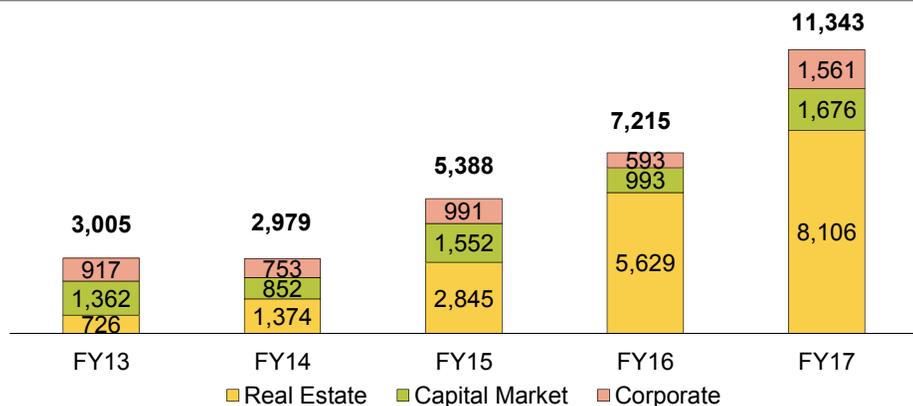


Return Ratios (%)

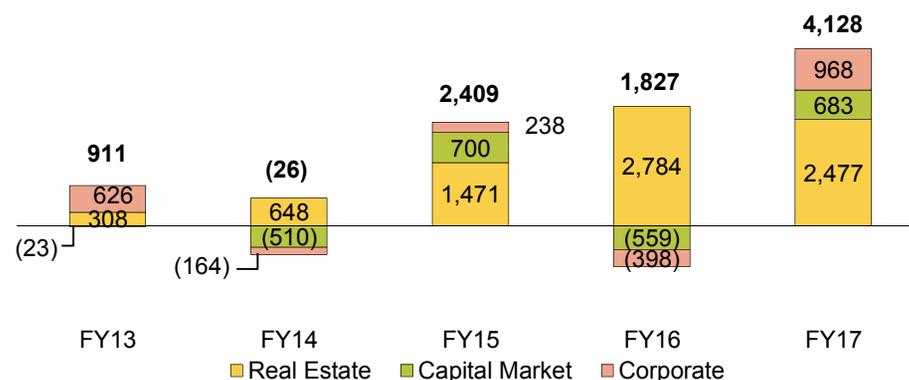


Financial Summary – Lending Book

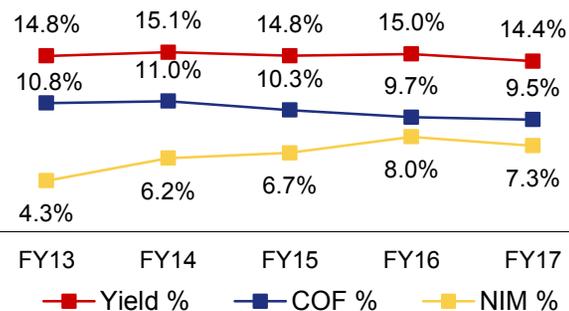
Loan Book (Rs Cr)



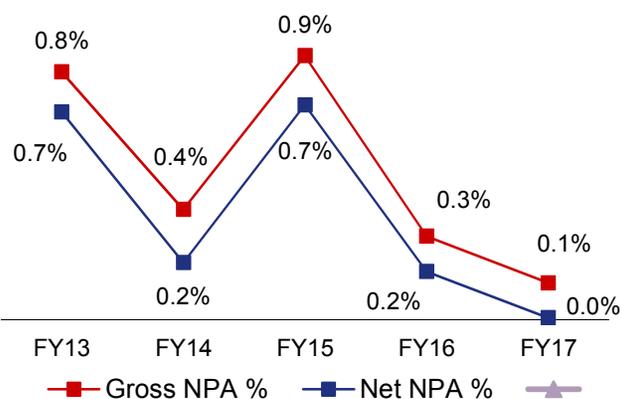
Net Disbursements (Rs Cr)



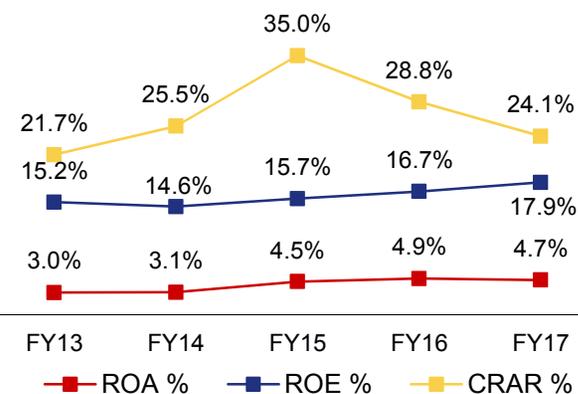
Spread Analysis (%)



Gross & Net NPA (%)

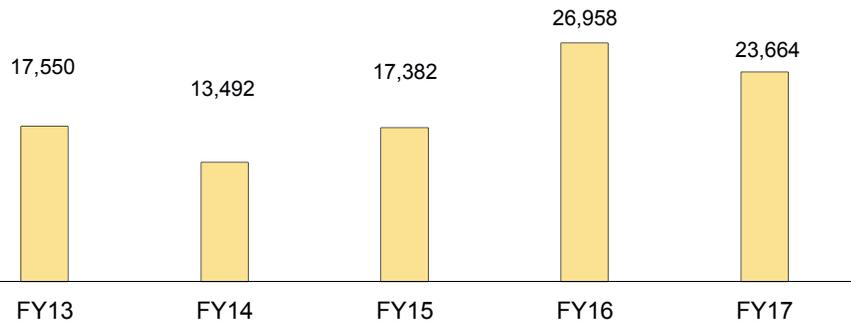


Return Ratios & Capital Adequacy (%)

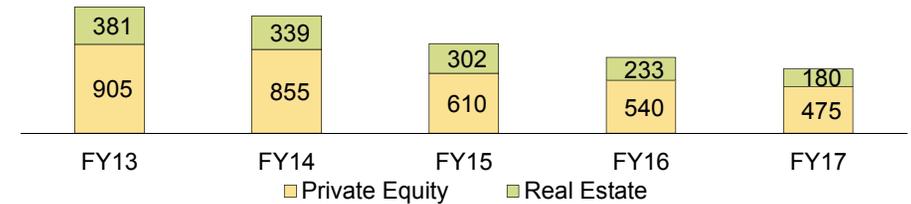


Financial Summary – Wealth Management, Alternative Asset Management, Asset Management, Asset Reconstruction

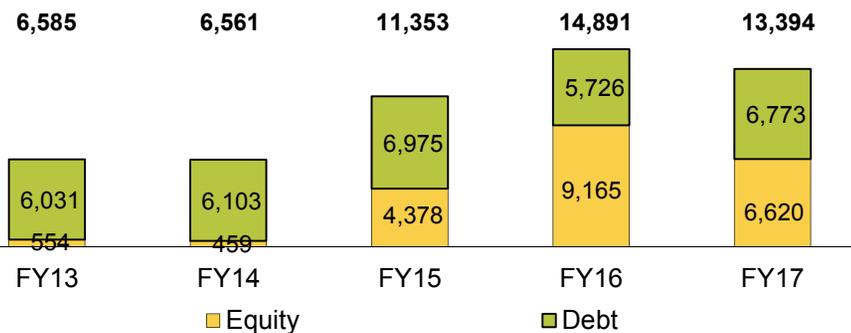
Wealth Management AUM (RS Cr)



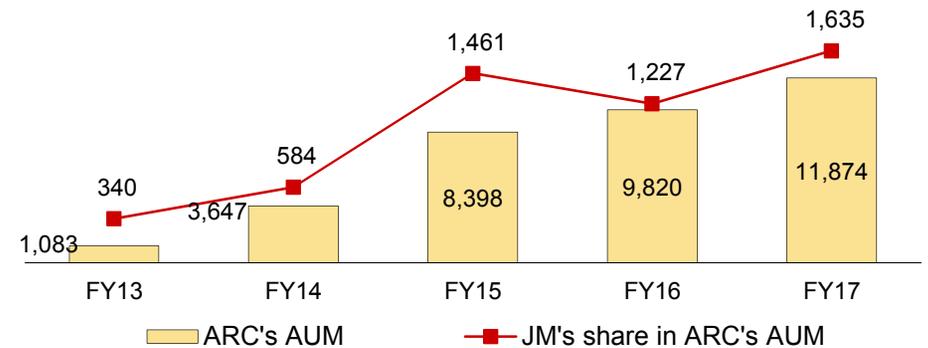
Alternative Asset Management AUM (Rs Cr)



Asset Management AUM (Rs Cr)



ARC AUM (Rs Cr)



For Further Queries -



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