

January 20, 2018

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: Corporate Presentation Symbol: JMFINANCIL

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with Para A of Part A of Schedule III thereto, we wish to inform you that a corporate presentation on JM Financial Group is being uploaded on the website of the Company viz., <u>www.jmfl.com</u> for information of the investors. A copy of the said presentation is attached.

We request you to disseminate the above information on your website.

Thank You.

Yours faithfully, for JM Financial Limited

P K Choksi
 Group Head – Compliance, Legal
 & Company Secretary



## **JM Financial Limited**

### **Corporate Presentation**



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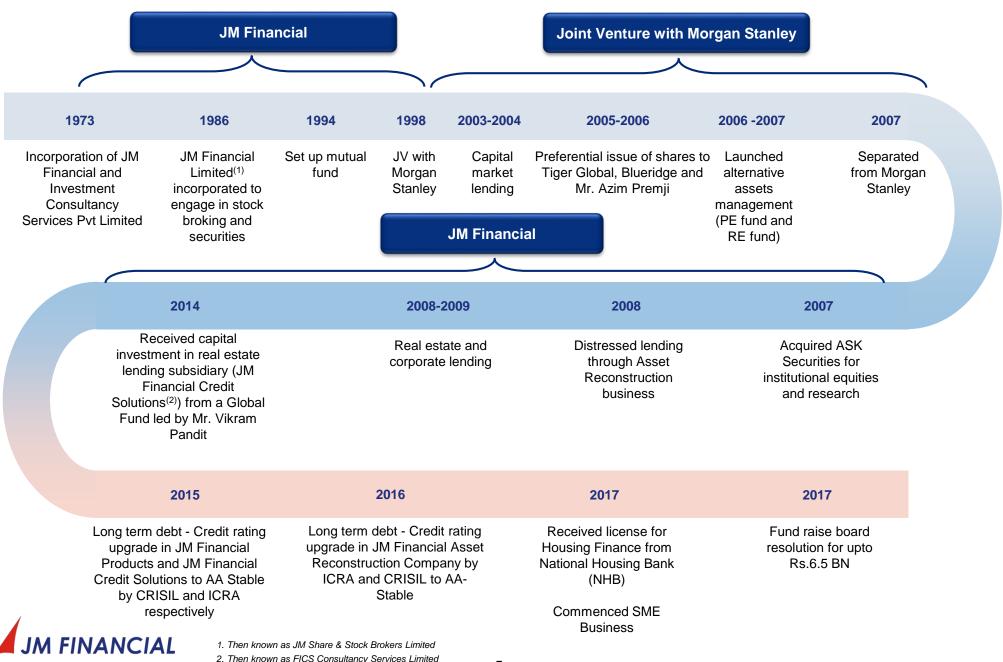


Section 1

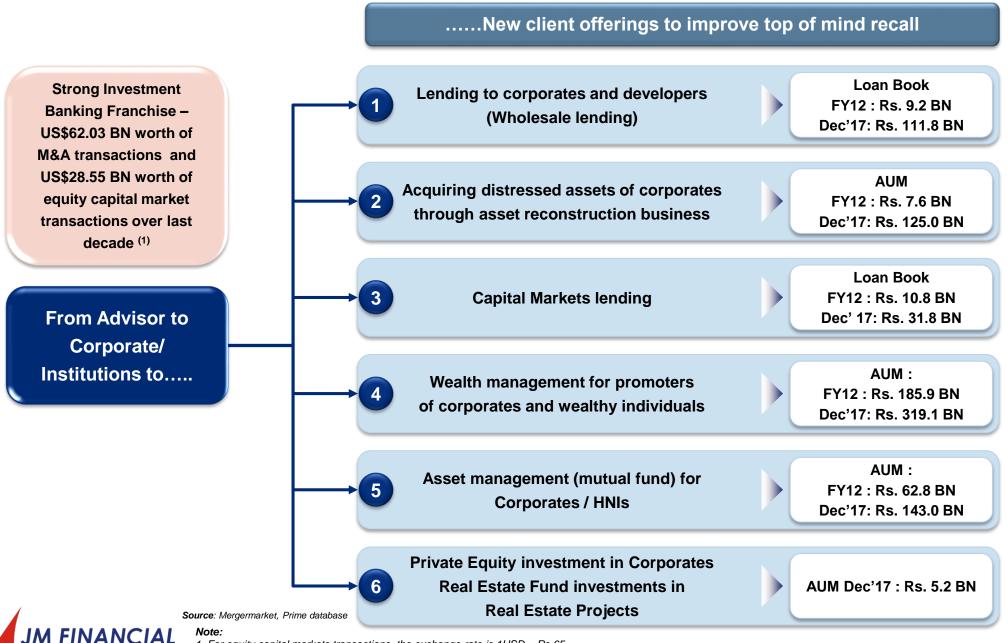
## Key Strengths and Strategies

## The Journey of JM Financial Group





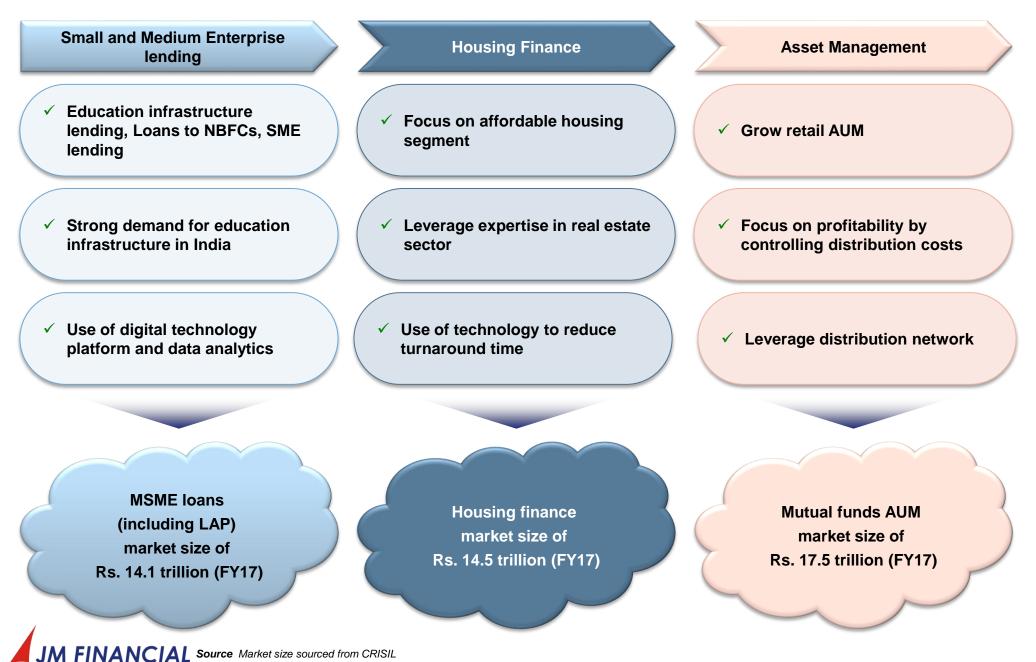




1. For equity capital markets transactions, the exchange rate is 1USD = Rs.65

## **New Businesses**





7

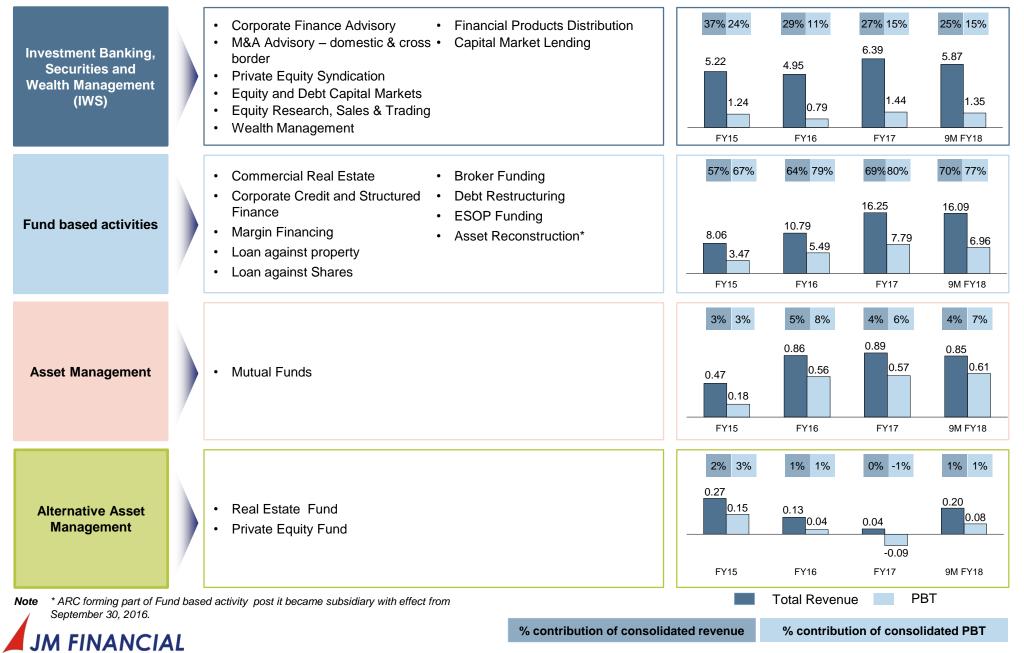




### **Diversified Business Model – Combination of Fee and Fund based Businesses**

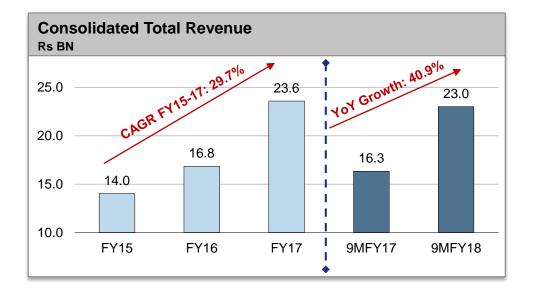


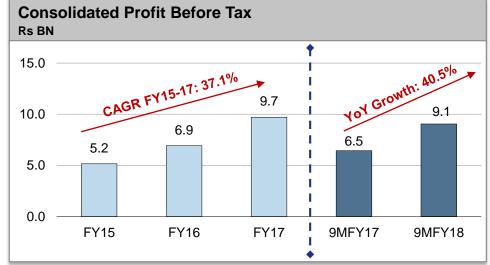
Total Revenue & PBT in Rs. BN.

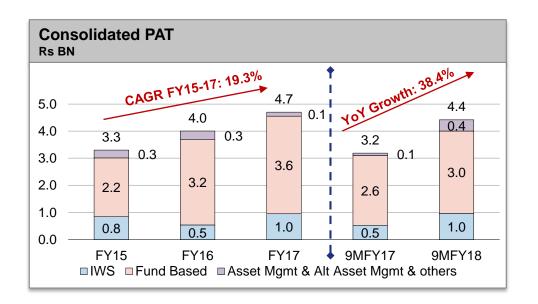


## **Consistent Track Record of Growth and Profitability**

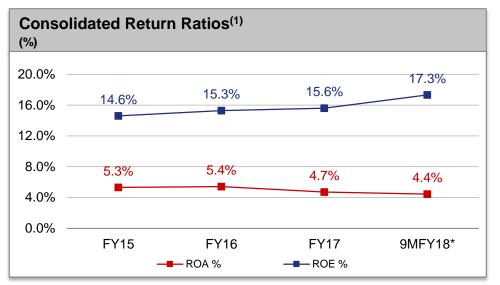


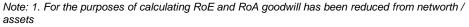






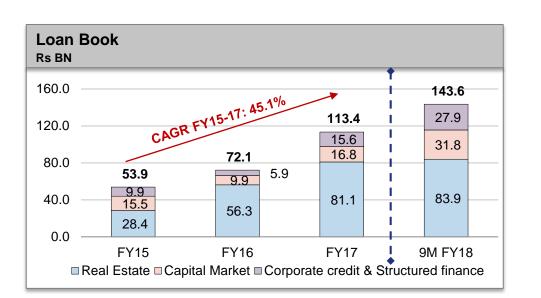
M FINANCIAL

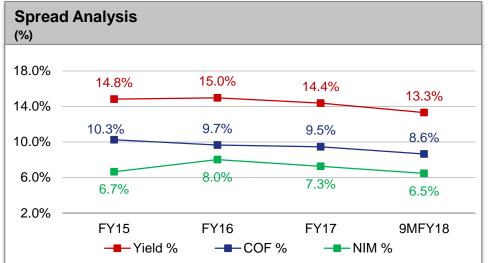


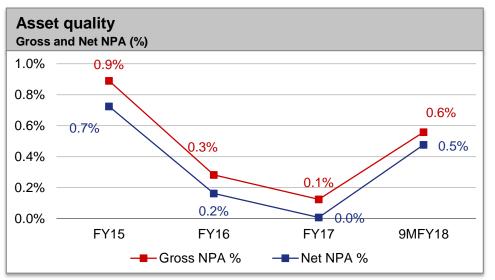


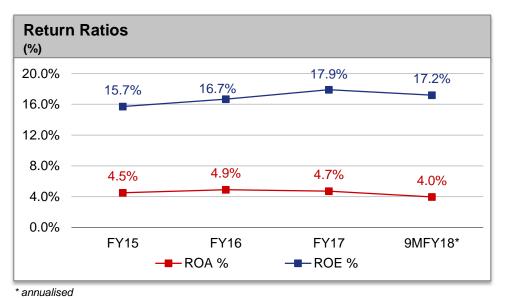
\* Annualised

# Strong Lending Book Profile - Strong Growth, Asset Quality and Returns







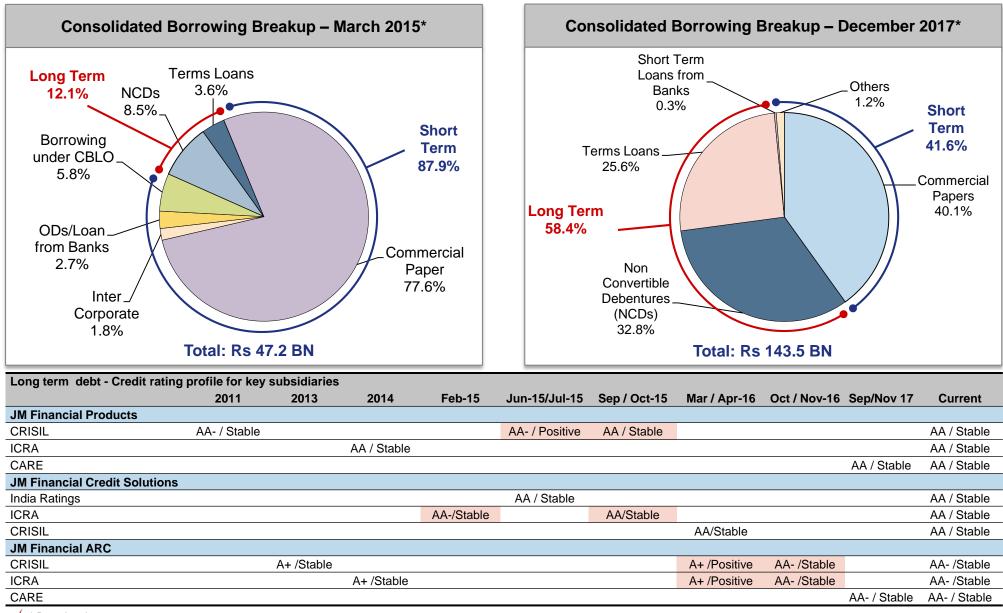


#### Note:

1. Includes JM Financial Products Limited, JM Financial Credit Solutions Limited and JM Financial Capital Limited

## Diversified Sources of Borrowing and Strong Credit Rating Profile





\* Based on instruments

## **Depth of Management**





- Mr. Nimesh Kampani Chairman
- Founder and Chairman of JM Financial Group, one of India's leading financial services groups
- Made pioneering contributions to the Indian capital markets ٠
- Served as a committee member involving regulatory • authorities, government and industry bodies
- Serves as an Independent Director on the board of several Indian companies



Mr. Vishal Kampani Managing Director

- Managing Director of JM Financial Ltd., the group's flagship listed company
- Involved in the launch of the Asset Reconstruction business, Real Estate Finance business, expansion of international operations and building a global profile
- Joined the JM Financial group in the merchant banking division



- Mr. V P Shetty Chairman. Asset Reconstruction
- Illustrious career in banking space spanning almost four decades. During this he has served as Chairman & Managing Director - IDBI, UCO Bank, Canara Bank
- Expertise in Commercial Banking, Mergers & Acquisitions in Banking, Corporate Governance and Turnaround Management especially in Public Sector



- Mr. Shashwat Belapurkar MD & CEO. Fixed Income & Lending for Commercial RE
- Joined JM Financial Group in 2009
- Prior to that worked with the global markets group of Bank of America
- Experience in Indian fixed income industry



Mr. Anil Bhatia MD & CEO. Asset Reconstruction



Managing Director & CEO of Asset Reconstruction business and was instrumental in setting up Asset Reconstruction business

Started his career in investment banking with JM Financial

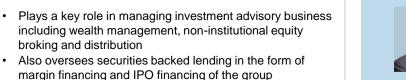
Over 30 years experience in Financial Markets

broking and distribution

group in 1992



- Extensive experience in domestic equity broking, financial products distribution and wealth management business
- Joined JM Financial in April 1999 and transformed the • syndication function into the equity capital markets group by working closely with the teams of corporate finance, research, institutional equity sales and retail sales. Prior to JM Financial he headed the FII desk for a domestic brokerage firm



- Mr. Manish Prasad MD & CEO, Institutional Equities
- Joined JM Financial Group in 2014
- Before joining JM Financial, worked with JP Morgan as Head of Equities & Derivatives. Prior to this he has worked with various firms including DSP Merrill Lynch, Dil Vikas Finance

Mr. Subodh Shinkar MD & COO, Investment Advisorv and Distribution

## **Depth of Management (Cont'd)**





Mr. Atul Mehra MD & Co-CEO, Investment Banking

- Began his career with JM Financial Group in 1991 and has worked closely with various departments across the investment banking business
- Frontline experience in investment banking and has been with JM Financial Group for over 25 years. Has been involved in marquee domestic and cross border transactions



Mr. Adi Patel MD & Co-CEO, Investment Banking

- Joined JM Financial group in 1993
- Over the years developed strong relationships with leading Indian and Global clients across various industry segments and advised them on numerous strategic M&A/restructuring transactions
- Executed some of the landmark M&A/ restructuring transactions for some of the leading business houses in India



MD & CEO (Singapore

**Operations**)

Joined JM Financial Group in 2008

Prior to JM Financial, Mr. Chellam worked with Infosys for ~7 years



Mr. Bhanu Katoch MD & CEO, Mutual Fund

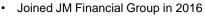
- Joined JM Financial Group in 2006
- Prior to JM Financial he was working as Head of Sales (North & West) at Lotus India AMC
- During his career he worked with various organizations including Kothari Pioneer AMC, Birla Finance Distribution Limited, Alliance Capital AMC, Tata AIG Life Insurance Company and ABN AMRO AMC



January, 2001

Company's finances

Mr. Darius Pandole MD & CEO, Investment Managers



Previously worked with New Silk Route Advisors Private Limited where he worked as Partner from 2007

Joined the finance department of JM Financial Group in

Member of the Institute of Chartered Accountants of India

Specializes in the finance and strategic planning functions,

shouldering almost the vital responsibility in managing the



Ms. Dipti Neelakantan Group COO

- Has been associated with the JM Financial Group since 1981 working in various capacities, locations and disciplines within the JM Financial Group
- Has been actively engaged with various policy makers including SEBI, RBI, and GoI for development of regulatory framework and for continuous reforms in capital market
- Committee Member in FICCI and CII



Mr. Manish Sheth Group Chief Financial Officer



- Mr. Prashant Choksi Group Head Compliance, Legal & Company Secretary
- Joined JM Financial Group in 1993
- He is a law graduate and a member of The Institute of Company Secretaries of India, New Delhi





Section 2

## **Business Overview**



In Rs million

JM Financial Credit Solutions Ltd				
	9MFY18	FY 17		
Total Revenue	6,918	7,884		
Net Profit	2,354	2,772		
Net worth	16,487	14,133		
Loan book	64,750	56,581		
Net Interest Margin	8.3%	8.8%		
Total Assets	65,370	56,911		
ROE(annualized)	20.5%	21.8%		
ROA(annualized)	5.1%	5.6%		
Debt / Equity Ratio	2.86	2.93		
Ownership	50.01%	50.01%		

### Fund based activities – Subsidiaries

JM Financial Products Ltd				
	9MFY18	FY 17		
Total Revenue	6,751	7,064		
Net Profit	1,576	1,972		
Net worth	14,409	13,428		
Loan book	70,431	54,988		
Net Interest Margin	5.1%	5.8%		
Total assets	78,655	59,571		
ROE(annualized)	15.1%	15.5%		
ROA(annualized)	3.0%	3.8%		
Debt / Equity Ratio	4.30	3.36		
Ownership	99.27%	99.27%		

#### JM Financial Asset Recons. Co. Ltd **9MFY18** FY 17 2,239 **Total Revenue** 2,415 Net Profit 599 549 Net worth 6,399 5,798 AUM 1,25,003 1,18,741 Total assets 20,286 18,103 ROE(annualized) 13.1% 9.9% ROA(annualized) 4.2% 3.5% Debt / Equity Ratio 1.95 2.01 Ownership 50.01% 50.01%

### Fee Based activities – Subsidiaries

IWS Business <sup>(1)</sup>				
	9MFY18	FY 17		
Total Revenue	5,866	6,388		
Net Profit	966	954		
Loan book	9,073	1,639		
Wealth AUM	319,101	236,641		
Capital Employed	6,804	6,388		
ROE(annualized)	19.5%	15.9%		
Ownership	100%	100%		

Asset management				
	9MFY18	FY 17		
Total Revenue	850	893		
Net Profit	455	443		
Avg AUM	142,962	133,936		
Capital Employed	2,196	2,285		
ROE(annualized)	28.0%	22.2%		
Ownership	59.54%	53.47%		

Alternative asset management				
	9MFY18	FY 17		
Total Revenue	197	44		
Net Profit	97	-86		
AUM	5,208	6,557		
Capital Employed	904	807		
ROE(annualized)	15.1%	-		
Ownership	100%	100%		

Note

1. IWS Business - Investment Banking, Wealth Management and Securities Business

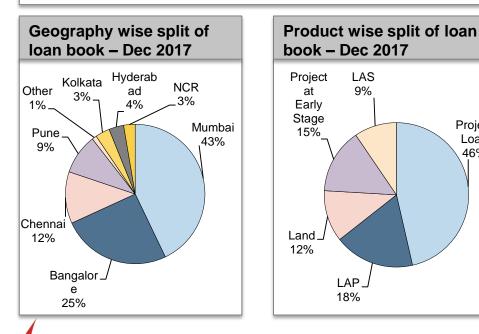
Tab A

## Fund based Activities



### **Overview**

- Received capital investment in JM Financial Limited's real estate lending subsidiary (JM Financial Credit Solutions<sup>(1)</sup>) from a Global Fund led by Mr. Vikram Pandit in November 2014
- Key client relationships include RMZ, Kalpataru, Embassy, Kanakia, Peninsula, Adarsh, Goel Ganga, Lodha, Anant Raj amongst others
- # groups 69 as of Dec 2017 from 25 as of Nov '14
- Average ticket size per group Rs. 0.94 BN as of Dec 2017
- 82% of book is against residential projects as of Dec 2017. 88% of book is cash flow backed lending as of Dec 2017
- Long term debt Credit rating of AA/stable from India Ratings, ICRA and CRISIL



### Lending Philosophy

- $\checkmark$ To be senior secured lender at all times
- Avoid consortium lending  $\checkmark$
- Micro market surveys  $\checkmark$
- Mostly residential projects
- $\checkmark$ Key developer screening criteria
  - 10 year delivery track record in almost all cases
  - ✓ No single project concentration risk
- Typical loan tenure of 24 to 48 months  $\checkmark$
- Secured on the back of collateral and cash flow cover
- Timely repayment in escrow account through an escrow  $\checkmark$ mechanism

#### Use the balance sheet of JM Financial Products to meet $\checkmark$ higher ticket size requirement

JM FINANCIAL Geographical split of real estate loan book for JM Financial Credit Solutions and JM Financial Products is infuminal 30%, Dangaine 33%, Onormal 10%, Failed Credit Solutions and JM Financial Products is infuminal 30%, Dangaine 33%, Onormal 10%, Failed Credit Solutions and JM Financial Products is infuminal 30%, Dangaine 33%, Onormal 10%, Failed Credit Solutions and JM Financial Credit Solutions and JM Financial Products is infuminal 30%, Dangaine 33%, Onormal 10%, Failed Credit Solutions and JM Financial Products is infuminal 30%, Dangaine 33%, Onormal 10%, Failed Credit Solutions and JM Financial Credit Solutions and JM Financial Products is infuminal 30%, Dangaine 33%, Onormal 10%, Failed Credit Solutions and JM Financial Credit S Geographical split of real estate loan book for JM Financial Credit Solutions and JM Financial Products is Mumbai 36%; Bangalore 33%, Chennai 10%, Pune 9%, Kolkata 3%, Hyderabad 3%, NCR 2%, Others 3%. Similarly

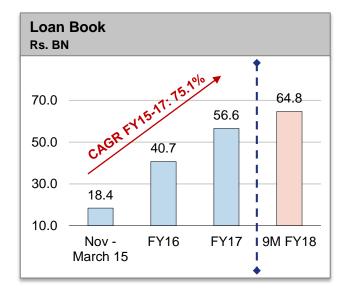
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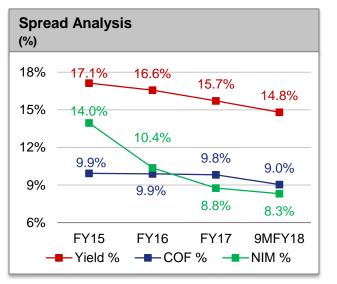
Loan

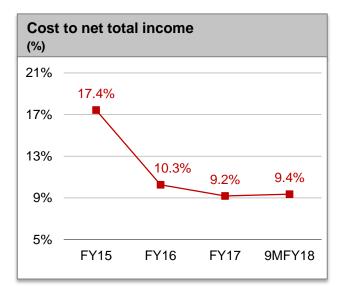
46%

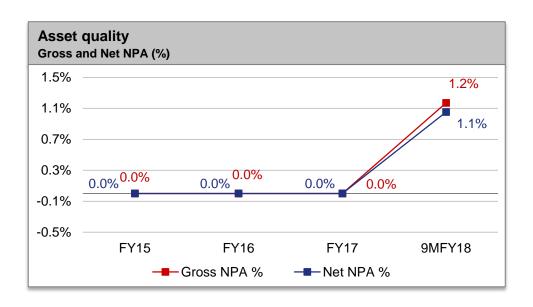
## **JM Financial Credit Solutions – Overview**

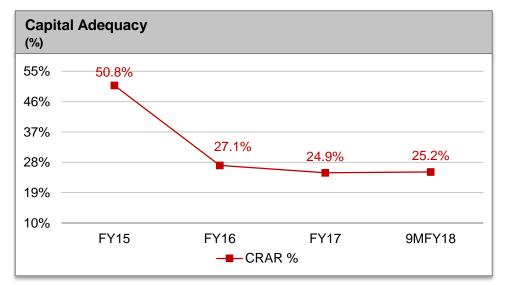






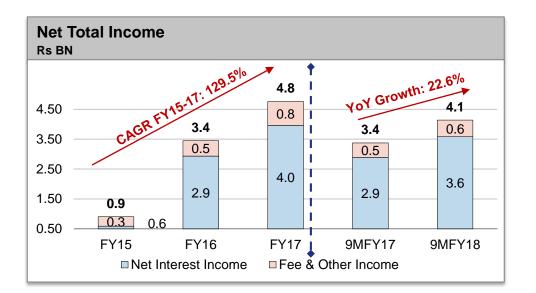


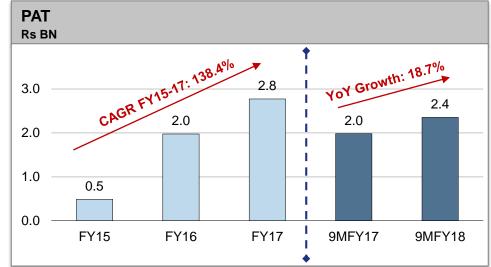


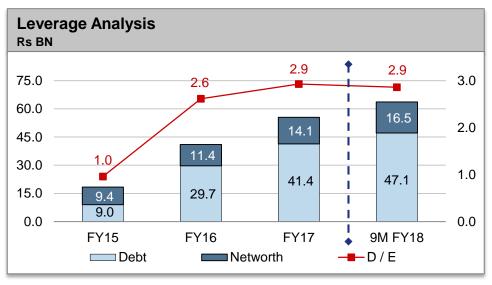


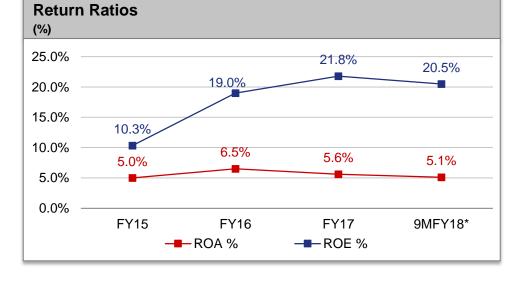
# JM Financial Credit Solutions – Financial Performance











\* annualised

## **JM Financial Products – Overview**



- 99.27% stake held by JM Financial
- Diversification of risk profile from real estate through capital markets and corporate lending
- · Business heads for each of the verticals
- Long term debt Credit rating of AA / Stable from CRISIL, ICRA and CARE

### Unique franchise for corporate lending:

- Leverage investment banking relationships for origination, better understanding of risk
- Clients include 24 groups. Avg. Ticket size 1.14 BN; Avg. Tenure ~2 years; Number of accounts 36

### **Capital Market Lending:**

• Largely short term lending, catering largely to broking and wealth clients

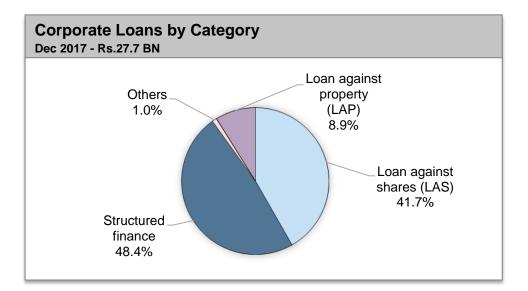
### **Real Estate Lending:**

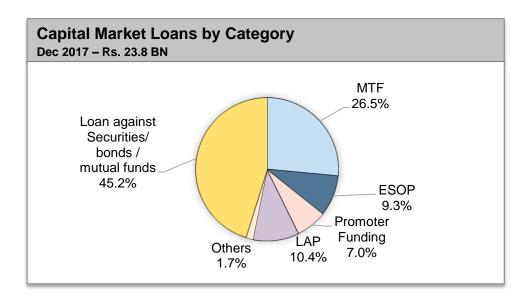
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Overflow of deals from JM Financial Credit solutions

### **New Businesses**

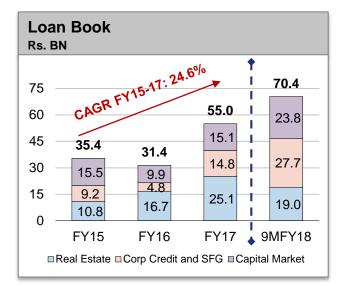
• SME (including education infrastructure lending), housing finance being built

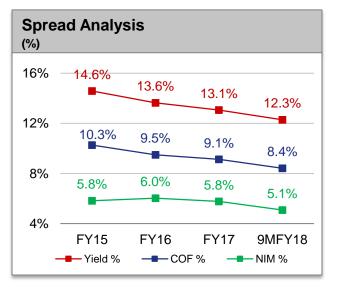


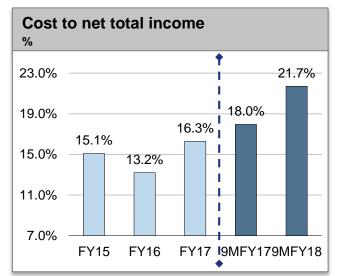


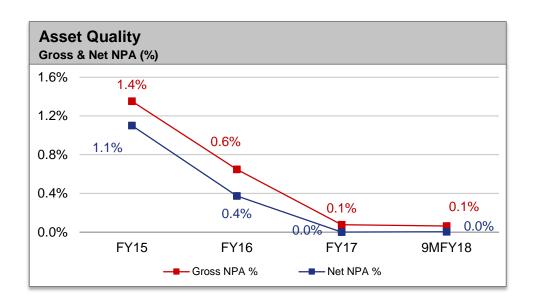
## **JM Financial Products – Overview**

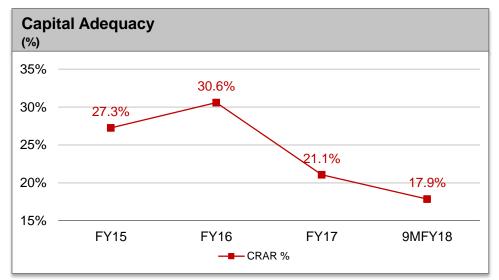






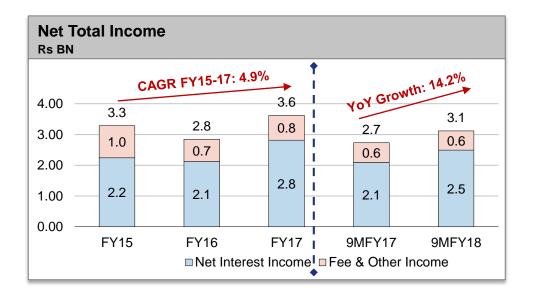


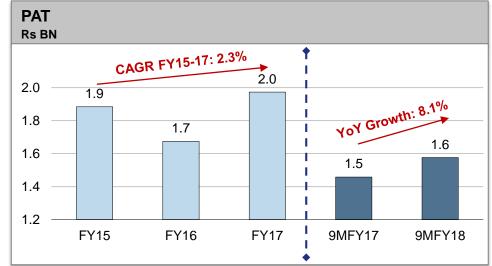


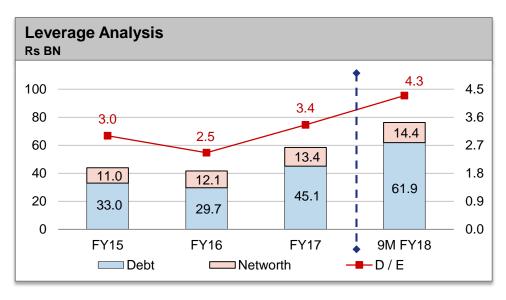


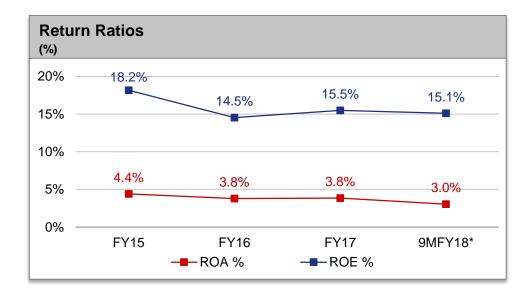
## JM Financial Products – Financial Performance







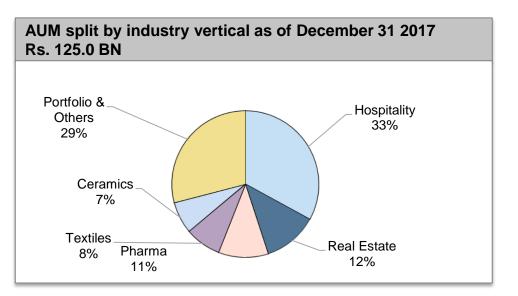


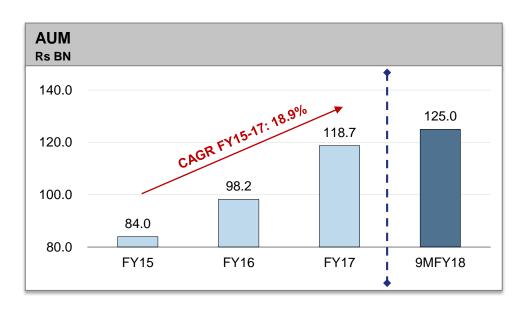


\* annualised



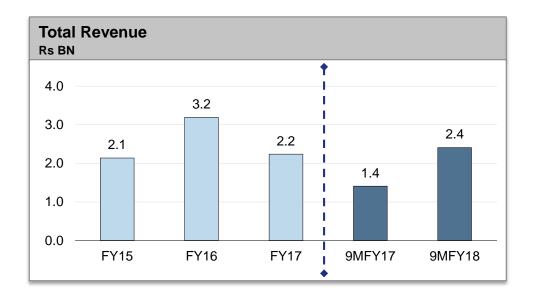
- Focus on acquisition and resolution of distressed assets
- 50.01% stake held by JM Financial Limited
- 78 member team. The team is also involved in financial and legal due diligence for acquisitions and resolutions
- · Document storage is done by using in-house resources
- · Working with industry experts to assist in turnaround of assets
- Key Statistics
  - AUM of Rs.125 BN as of Dec 31, 2017
  - Aggregate dues of Rs. 310.5 BN acquired till Dec 31, 2017 at a price of Rs. 141.0 BN
  - Total recovery from acquired assets Rs. 32.4 BN till Dec
     31, 2017 with focus on turnaround of underlying companies
  - JMFARC's aggregate cash investment of Rs.27.9 BN till Dec 31, 2017
- Long term debt Credit Rating of AA-/Stable from CRISIL, ICRA and CARE

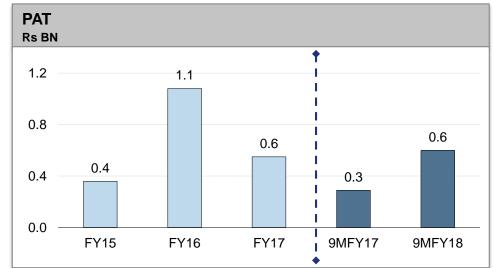


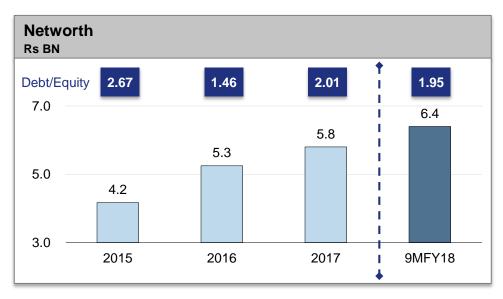


## JM Financial Asset Reconstruction Company – Financial Performance









(%) 25% 23.0% 20% 13.1% 15% 9.9% 9.7% 10% 7.4% 4.2% 3.5% 3.2% 5% 0% FY15 FY16 FY17 9MFY18\* ----ROE ---ROA

\* annualised

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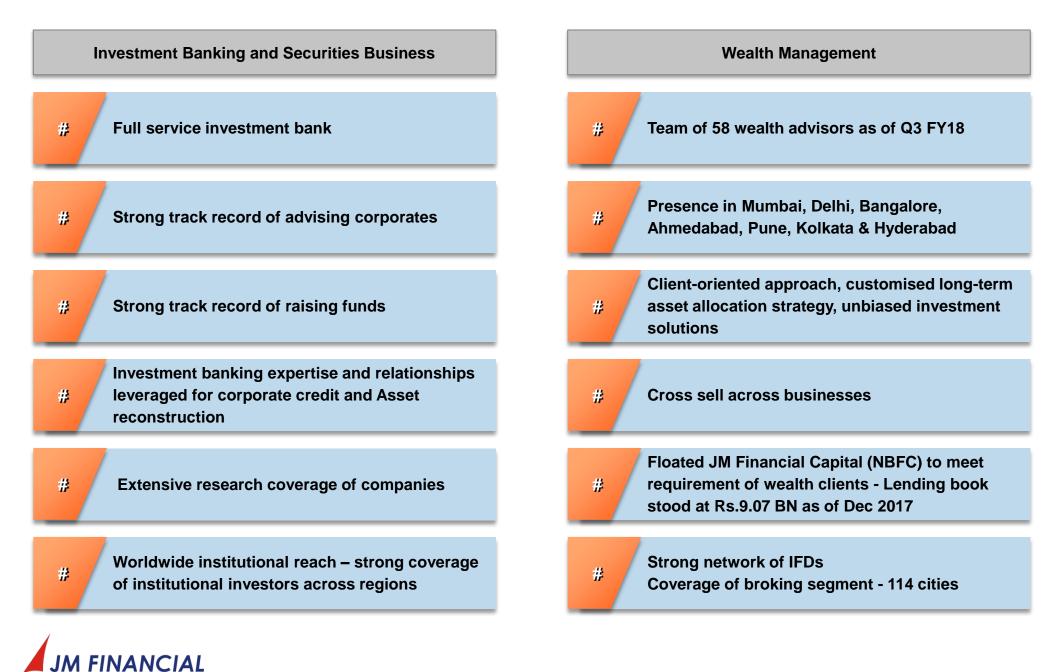
Returns

Tab B

# Investment Banking, Wealth Management and Securities

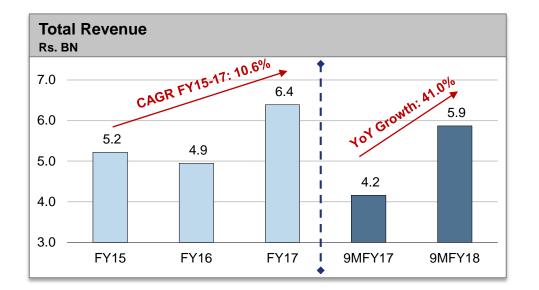
## Investment Banking, Wealth Management & Securities business

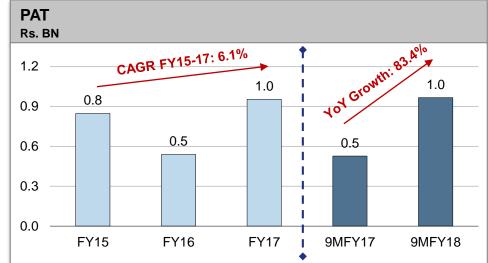


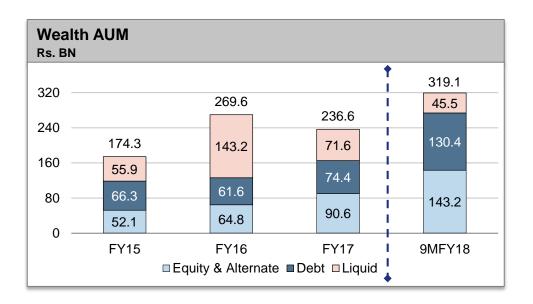


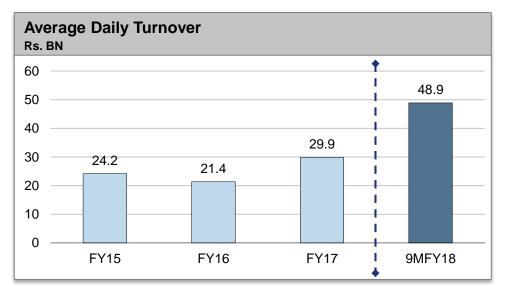
## **Financial and Operating Performance**













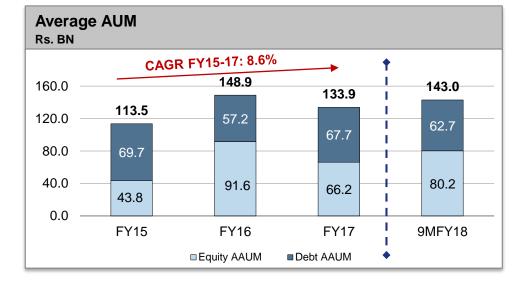
Tab C

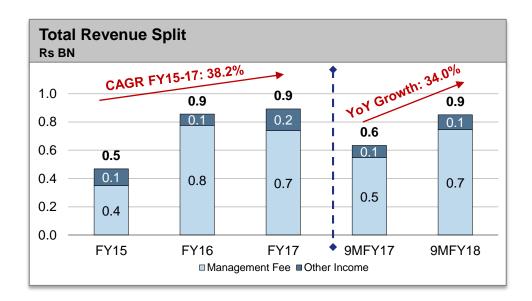
Asset Management

## **Asset Management Business - Overview**



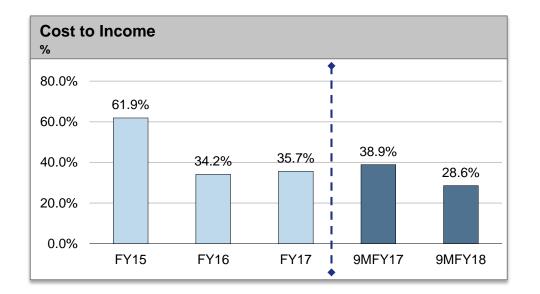
- 59.54% stake held by JM Financial Limited
- Turnaround and stability achieved in the business was a loss making business in FY12
- Cost-effective geographical approach Focus on centres with higher business
- · Focused on Corporate, Institutional and HNI Investors
- Technology initiatives to improve reach and reduce costs
- 15 Schemes categorized as Long Term Debt, Short Term Debt, Balance, Equity Arbitrage and Equity - Investor reach – 1,26,109 base, 14 branches and 81 service centres
- Focus on profitable growth, FY17 PAT / AUM ratio of ~0.33%
- Completed a buyback of 9.95% stake in July 2017

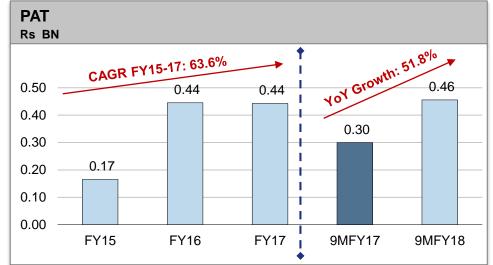


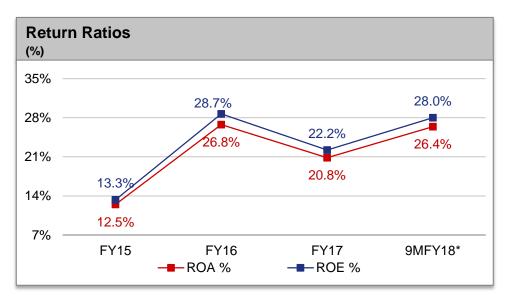


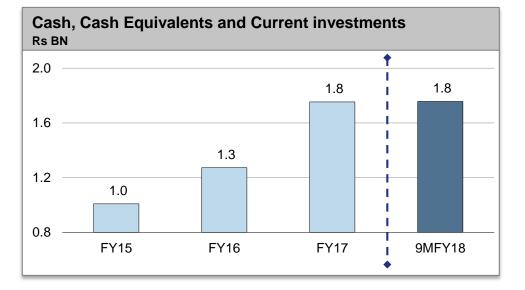
# Asset Management Business – Financial Performance











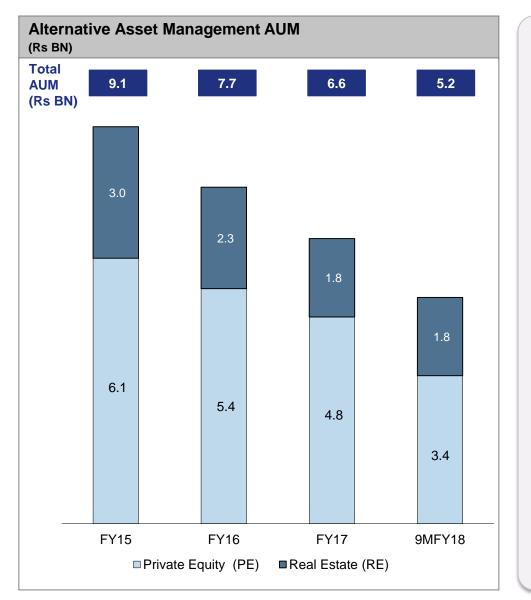
\* annualised

Tab D

## Alternative Asset Management

## **Alternative Asset Management**





**FINANCIAL** 

### Private Equity:

- AUM on December 31, 2017 – Rs 3.4 BN
- No. of investments 13
- No. of Exits 7 full 2 partial
- Fully drawn down & invested
- Amount distributed till date
  Rs 9.3 BN
- PE fund II has received SEBI registration as Cat II

   AIF, and in process of raising capital

### **Real Estate:**

- AUM on December 31, 2017 – Rs 1.8 BN
- No. of investments 16
- No. of Exits 6 full and 3 part.
- Fully drawn down & invested
- Amount distributed till date
   Rs 2.65 BN



Section 3

## **Financial Performance**



Particulars (Rs. Million)	FY15	FY16	FY17	9MFY17	9MFY18
Total Revenue	14,030	16,847	23,593	16,343	23,023
YoY Growth (%)		20.1%	40.0%		40.9%
Employee cost	2,352	2,639	3,058	2,260	2,974
Other expenses	2,126	1,955	2,764	1,777	2,409
Finance cost	4,202	5,121	7,820	5,681	8,377
Depreciation	180	203	233	170	194
PBT	5,169	6,929	9,717	6,455	9,068
YoY Growth (%)		34.0%	40.3%		40.5%
Tax Expense	1,564	2,224	3,348	2,188	2,977
PAT	3,605	4,704	6,369	4,266	6,091
YoY Growth (%)		30.5%	35.5%		42.8%
Share in profit of Associates	188	553	120	118	9
PAT before Minority Interest	3,793	5,257	6,489	4,384	6,100
Minority Interest	-488	-1,253	-1,787	-1,190	-1,679
PAT after Minority Interest	3,305	4,005	4,702	3,193	4,421
YoY Growth (%)		21.2%	17.4%		38.4%

Notes:

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

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



As at	As at	As at	As at
31-Mar-15	31-Mar-16	31-Mar-17	31-Dec-17
784	789	795	798
23,673	26,559	30,783	34,444
973	1,747	1,749	1,749
6,546	6,685	11,092	12,402
31,976	35,780	44,419	49,393
-	-	#	#
2,614	24,724	40,644	56,799
873	853	683	613
27	153	294	433
552	640	666	789
4,065	26,370	42,287	58,634
3,086	3,520	13,590	26,933
41,514	38,463	53,782	59,741
2,084	3,120	8,234	4,526
1,375	2,456	3,178	4,660
948	900	94	103
49,007	48,459	78,878	95,963
85,049	1,10,609	1,65,584	2,03,990
	31-Mar-15 784 23,673 973 6,546 31,976 - 2,614 873 27 552 4,065 3,086 41,514 2,084 1,375 948 49,007	31-Mar-15       31-Mar-16         784       789         23,673       26,559         973       1,747         6,546       6,685         31,976       35,780         -       -         22,614       24,724         873       853         27       153         552       640         4,065       26,370         3,086       3,520         41,514       38,463         2,084       3,120         1,375       2,456         948       900         49,007       48,459	31-Mar-15         31-Mar-16         31-Mar-17           784         789         795           23,673         26,559         30,783           973         1,747         1,749           6,546         6,685         11,092           31,976         35,780         44,419           -         -         #           22,614         24,724         40,644           873         853         683           27         153         294           552         640         666           4,065         26,370         42,287           30,86         3,520         13,590           41,514         38,463         53,782           2,084         3,120         8,234           1,375         2,456         3,178           948         900         94           49,007         48,459         78,878

### Notes:

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 1.

2.

# Denotes amount below Rs.1 Million





Particulars (Rs Million) —	As at	As at	As at	As at
	31-Mar-15	31-Mar-16	31-Mar-17	31-Dec-17
Assets				
Non-Current Assets				
Property, Plant & Equipment	3,334	3,317	3,726	3,648
Intangible assets	67	75	89	86
Capital work-in-progress	17	11	14	19
Goodwill on consolidation	1,053	1,053	1,057	1,260
Non-current investments	4,814	5,099	5,139	4,481
Long term loans and advances	30,710	48,039	64,280	99,895
	39,995	57,593	74,304	1,09,388
Current Assets				
Current investments	1,582	2,618	19,581	21,617
Debt securities held as stock-in-trade	3,590	2,569	99	-
Assets held for arbitrage activities	-	591	1,205	5,599
Trade receivables	2,267	3,549	11,789	6,743
Cash and bank balances	8,329	12,651	8,691	8,607
Short term loans and advances	29,088	30,381	49,872	48,476
Other current assets	198	657	44	3,560
	45,054	53,016	91,280	94,602
TOTAL	85,049	1,10,609	1,65,584	2,03,990

### Notes:

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

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



Section 4

## **Board of Directors**

## **Board of Directors**





### Mr. Nimesh Kampani, Chairman

- Non-Executive Chairman of JM Financial Limited. Mr. Kampani has been a Director in our Company since 1987
- Mr. Kampani serves as a director on the board of directors of several companies such as Apollo Tyres Limited, Britannia Industries Limited and Deepak Nitrite Limited



### Mr. Vishal Kampani, Managing Director

- Managing Director of JM Financial Limited since October 2016. He has been a Director in JM Financial Limited since 2016
- He also serves as a director on the board of directors of JM Financial Products Limited and JM Financial Credit Solutions Limited



### Mr. E. A. Kshirsagar, Independent Director

- Mr. Kshirsagar has been a Director in JM Financial Limited since 2004
- Mr. Kshirsagar serves as a director on the board of directors of several companies such as Hawkins Cookers Limited, Batliboy Limited and Manipal Global Education Services Private Limited



### Dr. Vijay Kelkar, Independent Director

- Mr. Kelkar has been a Director in JM Financial Limited since 2010
- Mr. Kelkar serves as a director on the board of directors of several companies such as Lupin Limited, JSW Steel Limited and Go Airlines (India) Limited



### Mr. Darius E. Udwadia, Independent Director

- Mr. Udwadia has been a Director in JM Financial Limited since 2006
- Mr. Udwadia serves as a director on the board of directors of several companies such as Bombay Burmah Trading Corporation Limited, Quantum Advisors Private Limited and Bombay Gymkhana Limited



### Mr. Paul Zuckerman, Independent Director

 Mr. Zuckerman has been a Director in JM Financial Limited since 2007



### Mr. Keki Dadiseth, Independent Director

- Mr. Dadiseth has been a Director in JM Financial Limited since 2012
- Mr. Dadiseth is on the board of directors of several companies such as Britannia Industries Limited, Siemens Limited, Piramal Enterprises Limited and Godrej Properties Limited



### Ms. Jagi Panda, Independent Director

- Ms. Panda has been a Director in JM Financial Limited since 2015
- Ms. Panda is on the board of directors of several companies such as Ortel Communications Limited, Metro Skynet Limited and Odisha Television Limited