

May 2, 2019

BSE Limited  
Department of Corporate Services  
1<sup>st</sup> Floor, New Trading Ring  
Rotunda Building, P J Towers  
Dalal Street, Fort,  
Mumbai 400001

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

Security Code: **523405**

Symbol: **JMFINANCIL**

Dear Sirs,

**Sub: Investors' Presentation**

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 an investors' presentation is being uploaded on the website of the Company viz., [www.jmfl.com](http://www.jmfl.com). 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 Identity Number : L67120MH1986PLC038784

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

T: +91 22 6630 3030 F: +91 22 6630 3223 [www.jmfl.com](http://www.jmfl.com)



## **JM Financial Limited**

Quarter and Year ended March 31, 2019 – Results update

*May 2, 2019*

# 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.*

*The Financial Results of the Company commencing from April 1, 2018 are being prepared in accordance with the applicable Indian Accounting Standards, whereas the Financial Results till March 31, 2018 were being prepared as per the applicable Indian GAAP. Due to the above change, figures for the period prior to March 31, 2018 appearing in other corporate presentation/document are not comparable with the figures post April 1, 2018.*

# Key implications on financial statements upon migration to Ind AS

## Expected Credit Loss (ECL)

Under the ECL model, the loan loss provision is made on the basis of the loan book's historical loss experience and future expected credit loss depending on the credit quality assessment. ECL adjustment has had a negative impact on our networth and on this financial year's profits

## Amortization of fee income and cost under effective interest rate (EIR)

Fees generated on loans originated and the corresponding costs including processing fees incurred on borrowings have been amortized over the life of the loan / period of service. This has resulted in temporary deferral of revenue and cost recognition. This has resulted in a negative impact on our networth and a marginal negative impact on our profits for this financial year

## Fair value implications on financial assets

On the date of transition, all financial assets have been recorded in the balance sheet at fair value. The impact of fair valuation of financial assets, post initial recording in the balance sheet has been accounted through the statement of profit and loss. FVTPL has had a positive impact on our networth

## Consolidation of trusts in the Distressed Credit Business

The trusts where we have a controlling interest have been consolidated after fair valuing the assets held by each of those trusts. This has had a positive impact on our networth

## Segment re-classification

As per Ind AS, considering that the views of the management have precedence over the erstwhile risks and rewards model, segments have been reported based on management's evaluation of financial information for allocating resources and assessing performance

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**Group Performance**

**Business Performance**

**Group Structure and Shareholding Pattern**

**Group Overview**

**Annexures**

# Key Highlights – Consolidated Performance – Ind AS

	Revenues	PBT	Net Profit	EPS	BVPS	Gross Debt / Equity <sup>#</sup>
Q4 FY19	953 Cr	245 Cr	129 Cr	1.53	60.47	1.94x
Q4 FY18	890 Cr	237 Cr	166 Cr	2.06	53.73	2.54x
	↑ 7.1%	↑ 3.2%	↓ -22.4%	↓	↑	↓
	Revenues	PBT	Net Profit	EPS	ROA	ROE
FY19	3,579 Cr	1,283 Cr	572 Cr	6.82	3.4%	11.9%
FY18	3,097 Cr	1,165 Cr	601 Cr	7.48	4.1%	16.5%
	↑ 15.6%	↑ 10.1%	↓ -4.8%	↓	↓	↓

<sup>#</sup> Equity includes minorities

# Consolidated Profit & Loss Statement – Ind AS

Particulars (Rs Cr)	Q4FY19	Q4FY18	YoY %	Q3FY19	QoQ %
<b>Gross Revenue</b>	<b>953</b>	<b>890</b>	<b>7.1%</b>	<b>864</b>	<b>10.3%</b>
Finance cost	352	303	15.9%	378	-7.1%
Net Loss on Fair value changes	183	163	12.2%	-37	N/M
Impairment of Financial Instruments*	-14	-1	N/M	7	N/M
Employee cost	103	94	8.8%	99	3.5%
Depreciation	7	7	3.3%	7	1.6%
Other expenses	78	86	-9.3%	68	15.7%
<b>PBT</b>	<b>245</b>	<b>237</b>	<b>3.2%</b>	<b>342</b>	<b>-28.4%</b>
Tax Expense <sup>2</sup>	69	66	4.2%	121	-43.4%
<b>PAT</b>	<b>176</b>	<b>171</b>	<b>2.8%</b>	<b>221</b>	<b>-20.2%</b>
Share in profit of Associates	#	#	-	#	-
<b>Net profit before Minority Interest</b>	<b>176</b>	<b>171</b>	<b>2.8%</b>	<b>221</b>	<b>-20.2%</b>
Minority Interest	-47	-6	N/M	-84	-42.8%
<b>Net profit</b>	<b>129</b>	<b>166</b>	<b>-22.4%</b>	<b>137</b>	<b>-6.4%</b>
<b>Adjusted net profit**</b>	<b>147</b>	<b>118</b>	<b>24.8%</b>	<b>142</b>	<b>3.9%</b>

# amount less than Rs. 1 crore

\*includes provision on account of Expected Credit Loss(ECL)(reversal)

\*\*Adjusted for diminution / (gain) in fair value of investments (excluding security receipts of ARC) & is based on management estimates & have not been subjected to review or audit

# Consolidated Profit & Loss Statement – Ind AS

Particulars (Rs Cr)	FY19	FY18	YoY %
<b>Gross Revenue</b>	<b>3,579</b>	<b>3,097</b>	<b>15.6%</b>
Finance cost	1,446	1,139	27.0%
Net Loss on Fair value changes	79	64	24.4%
Impairment of Financial Instruments*	35	34	4.5%
Employee cost	422	391	7.8%
Depreciation	27	26	3.6%
Other expenses	287	278	3.0%
<b>PBT</b>	<b>1,283</b>	<b>1,165</b>	<b>10.1%</b>
Tax Expense	446	382	16.9%
<b>PAT</b>	<b>836</b>	<b>783</b>	<b>6.8%</b>
Share in profit of Associates	1	2	-68.3
<b>Net profit before Minority Interest</b>	<b>837</b>	<b>785</b>	<b>6.6%</b>
Minority Interest	-265	-184	44.0%
<b>Net profit</b>	<b>572</b>	<b>601</b>	<b>-4.8%</b>
<b>Adjusted net profit**</b>	<b>629</b>	<b>549</b>	<b>14.6%</b>

# amount less than Rs. 1 crore

\*includes provision on account of Expected Credit Loss(ECL)

\*\*Adjusted for diminution / (gain) in fair value of investments (excluding security receipts of ARC) & is based on management estimates & have not been subjected to review or audit

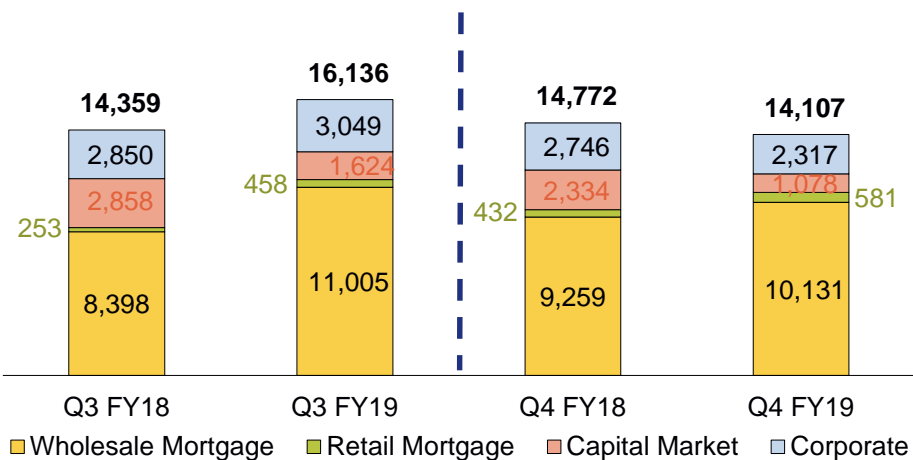


# Consolidated Balance Sheet

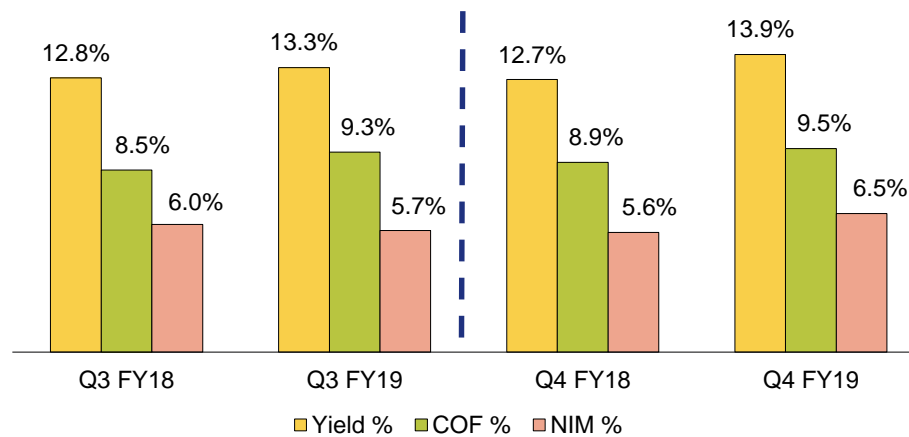
Particulars (Rs Cr)	As at Mar 31, 2019	As at Mar 31, 2018
<b>Assets</b>		
Loan book * (Gross loan book: FY 2019 - Rs.14,107 Cr; FY 2018 – Rs. 14,772 Cr)	13,999	14,768
Distressed asset book (Investment in SRs / Loan)	4,194	3,026
Cash and cash equivalents**	1,737	1,469
Other Investments	842	1,004
Arbitrage and trading book	312	198
Property, Plant and Equipment	372	377
Trade Receivables	685	855
Other assets	442	457
<b>TOTAL</b>	<b>22,583</b>	<b>22,154</b>
<b>Equity and Liabilities</b>		
Shareholders' Funds	5,079	4,502
Non Controlling Interest	2,150	1,395
Share of security receipt holders	484	523
Borrowings (Including accrued interest and net of discount/premium)	13,991	14,988
Trade Payables	417	345
Other Liabilities and Provisions	462	401
<b>TOTAL</b>	<b>22,583</b>	<b>22,154</b>

# Lending book Profile – Ind AS

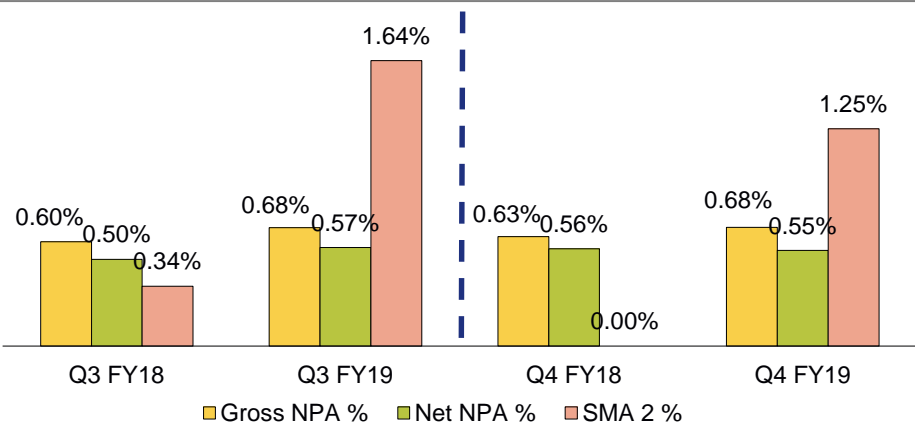
**Gross Loan Book (Rs Cr)#**



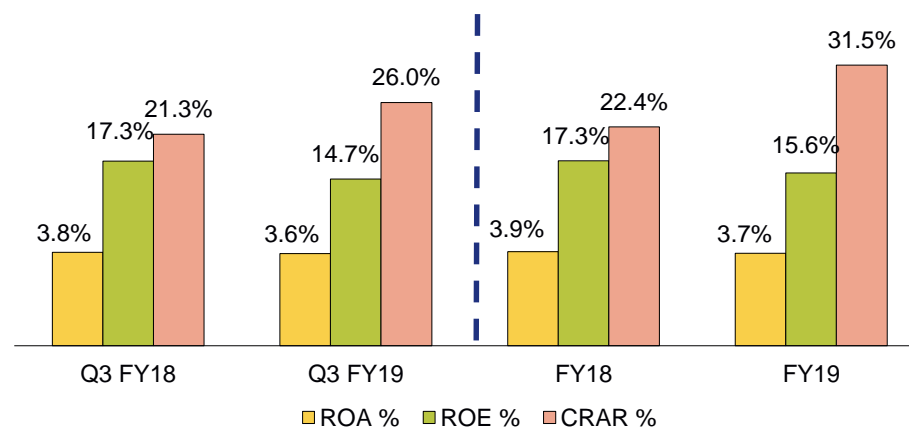
**NIM Analysis (%)**



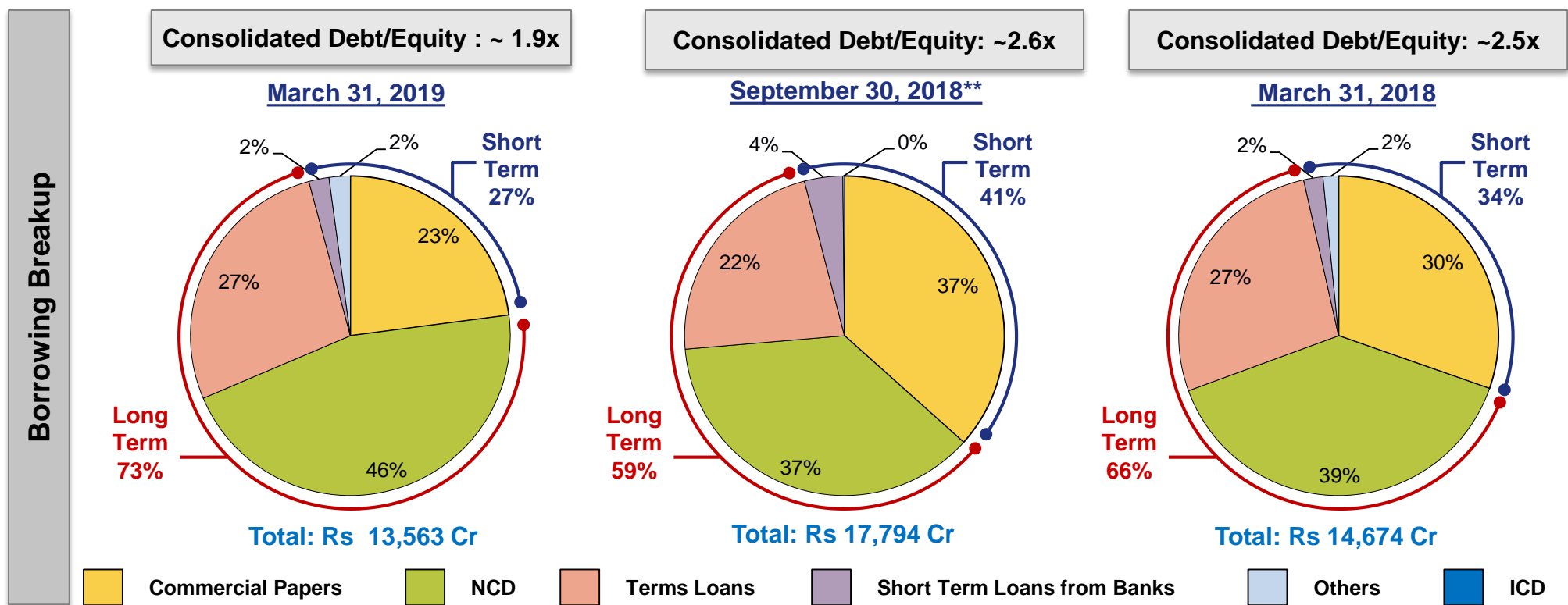
**Gross, Net NPA & SMA 2\*\* (%)**



**Return Ratios^ & Capital Adequacy (%)**



# Borrowing Profile



## Strong Credit Rating:

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

\*\*Borrowings excludes borrowing for NCDs / IPO Financing

Borrowings on gross basis i.e. excluding interest accrued and before adjustment of premium on NCD and EIR

# Segment-wise Commercial Paper Borrowing and Repayment Capabilities<sup>1</sup>

Rs. in crore

Particulars (as on 31 <sup>st</sup> Mar, 2019)	Amount Rs Crore	% of CP borrowing	Assets backing
<b>IWS</b>			
Capital Market Financing	392	12.2%	High quality liquid assets
Trading & Broking	550	17.1%	Fixed deposits and highly liquid assets
Corporate Financing	380	11.8%	Short term contractual maturities
Promoter Financing	300	9.3%	Highly liquid assets
Wholesale Mortgage	415	12.9%	Short term contractual maturities
<b>Total IWS</b>	<b>2,037</b>	<b>63.2%</b>	
<b>Mortgage Lending</b>			
Wholesale Mortgage	555	17.2%	Short term contractual maturities
Retail Mortgage	-	-	
<b>Total Mortgage Lending</b>	<b>555</b>	<b>17.2%</b>	
<b>Distressed Credit</b>	<b>630</b>	<b>19.6%</b>	Expected short term resolutions and recoveries
<b>Asset Management</b>	-	-	No leverage
<b>Total (A)</b>	<b>3,222</b>	<b>100.0%</b>	
Less: Cash & Cash equivalents (B)	(2,357)		Including Unutilised Credit Lines of ~Rs. 620 Cr
<b>Net Total C = (A-B)</b>	<b>865</b>		
<b>Short term maturity of assets (D)</b>	<b>4,270</b>		Post haircut on maturities
<b>CP coverage ratio (D/C)</b>	<b>4.9X</b>		

**CP borrowings have reduced from 37% in September 2018 to 23% in March 2019, CP borrowing is against short term assets**

**Note:**

1. Assuming no fresh borrowings to repay the CP  
Total borrowing as of March 31, 2019 of ~Rs.13,563 crore  
The above considers all outstanding CP maturities and at gross value

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**Group Performance**

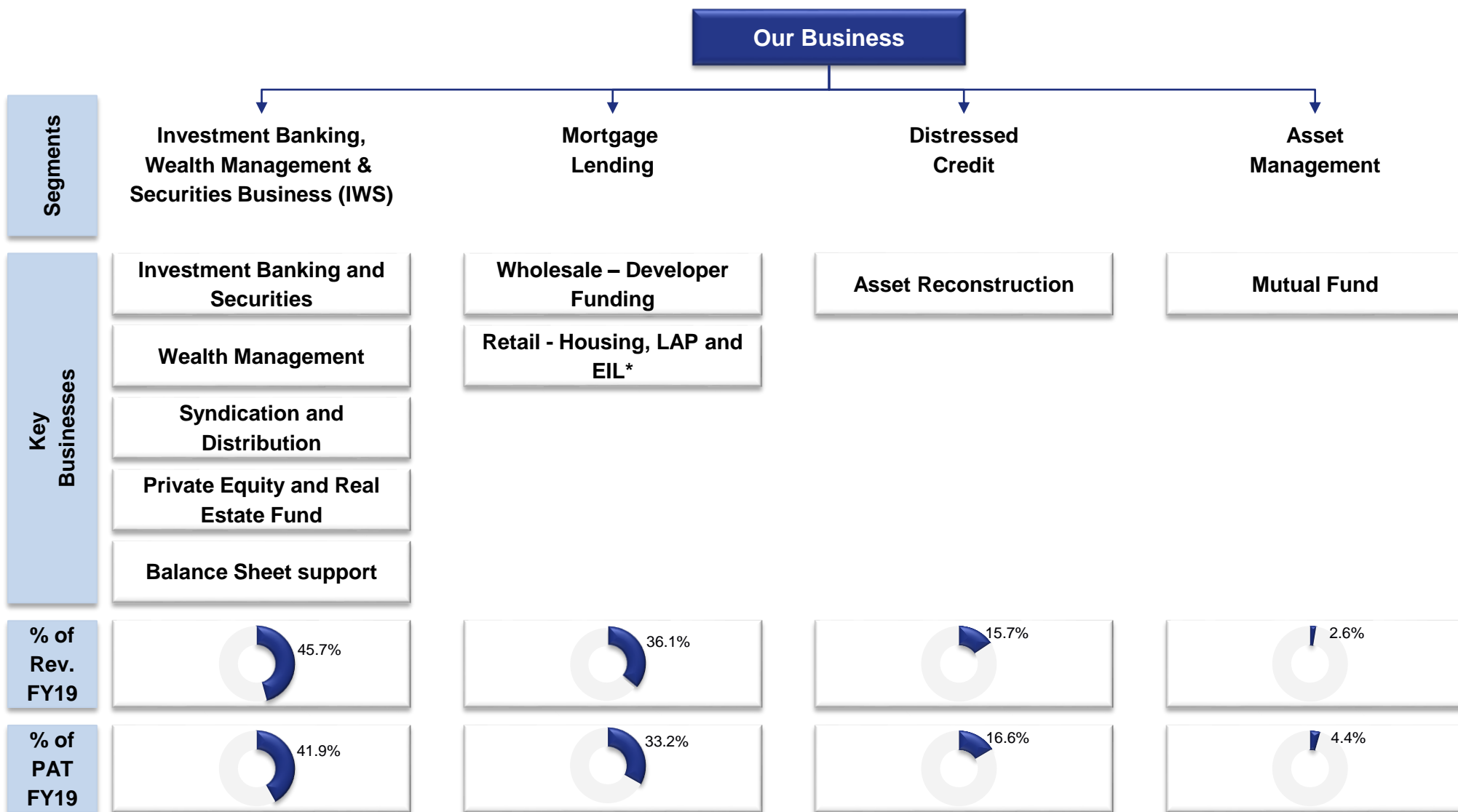
**Business Performance**

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# Our Business



## Segment Performance – Ind AS

Segment revenue (Rs Cr)	Ind AS				
	Q4 FY19	Q3 FY19	QoQ	Q4 FY18	YoY
IWS	381	373	2.0%	466	-18.2%
Mortgage Lending	334	343	-2.7%	250	33.5%
Distressed Credit	224	125	78.9%	144	55.6%
Asset Management	18	23	-20.6%	27	-31.4%
Others	13	12	5.5%	21	-37.3%
<b>Total Segment Revenue</b>	<b>971</b>	<b>878</b>	<b>10.6%</b>	<b>908</b>	<b>6.9%</b>
Less: Inter - segmental revenue	(18)	(14)	(29.4%)	(18)	(4.1%)
<b>Total Revenue</b>	<b>953</b>	<b>864</b>	<b>10.3%</b>	<b>890</b>	<b>7.1%</b>

Segment PAT (Rs Cr)	Ind AS				
	Q4 FY19	Q3 FY19	QoQ	Q4 FY18	YoY
IWS	47	48	-3.2%	151	-69.0%
Mortgage Lending	58	50	14.7%	37	54.1%
Distressed Credit	16	27	-41.7%	-38	-141.4%
Asset Management	4	6	-29.4%	8	-40.4%
Others	4	5	-27.0%	8	-53.9%
<b>Total</b>	<b>129</b>	<b>137</b>	<b>-6.4%</b>	<b>166</b>	<b>-22.4%</b>

# Segment Performance – Ind AS

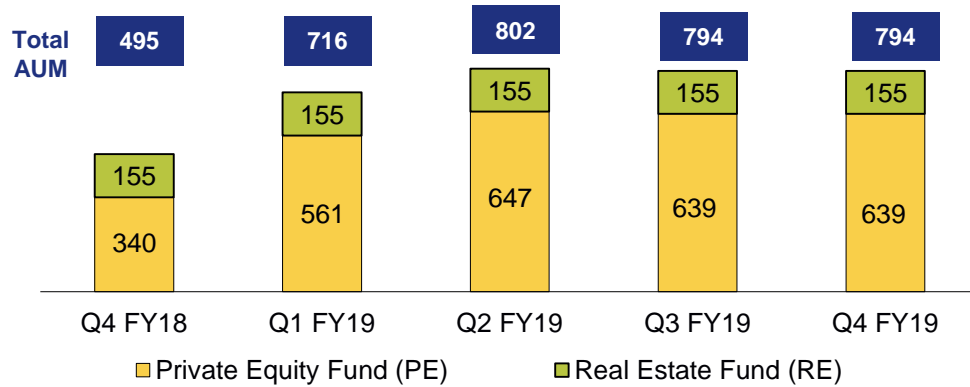
Segment revenue (Rs Cr)	Ind AS		
	FY19	FY18	YoY
IWS	1,635	1,724	-5.2%
Mortgage Lending	1,291	942	37.1%
Distressed Credit	560	319	75.4%
Asset Management	94	112	-16.7%
Others	60	55	8.3%
<b>Total Segment Revenue</b>	<b>3,640</b>	<b>3,153</b>	<b>15.4%</b>
Less: Inter - segmental revenue	-61	-56	7.8%
<b>Total Revenue</b>	<b>3,579</b>	<b>3,097</b>	<b>15.6%</b>

Segment PAT (Rs Cr)	Reported			Adjusted*		
	FY19	FY18	YoY	FY19	FY18	YoY
IWS	240	398	-39.8%	267	337	-20.6%
Mortgage Lending	190	156	21.7%	190	156	21.7%
Distressed Credit	95	1	N/M	124	10	N/M
Asset Management	25	36	-30.0%	25	36	-30.0%
Others	23	10	119.3%	23	10	119.3%
<b>Total</b>	<b>572</b>	<b>601</b>	<b>-4.8%</b>	<b>629</b>	<b>549</b>	<b>14.6%</b>



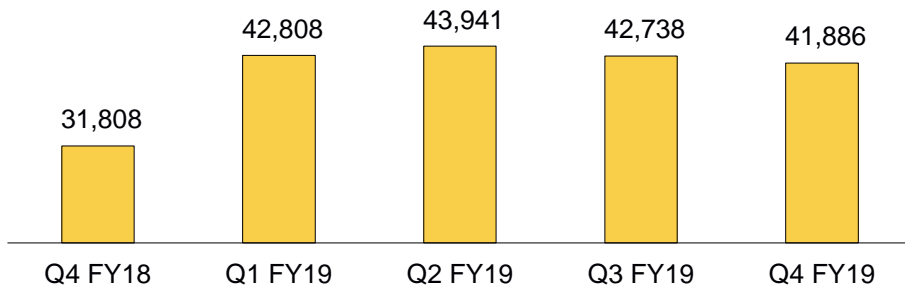
# IWS – Key Non Financial Information

## PE and RE AUM (Rs Cr)



New PE Fund commitment of Rs. 346 Cr is included in Q4FY19

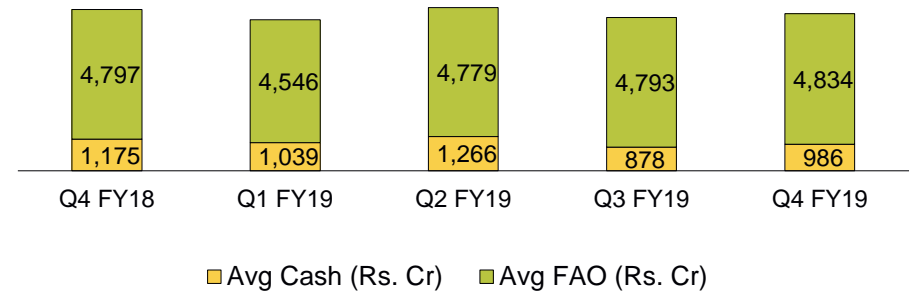
## Wealth Management AUM (Rs Cr)



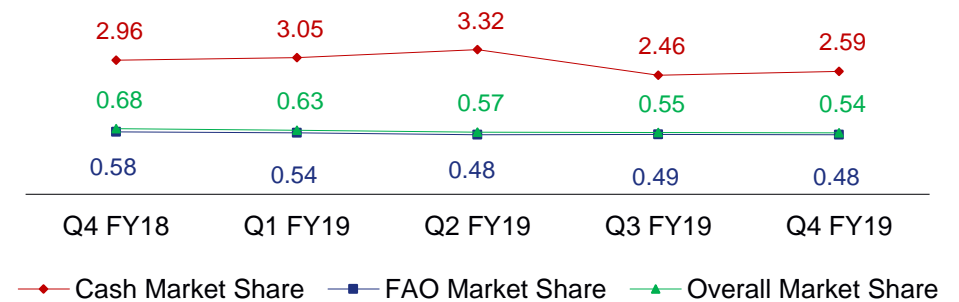
# of wealth advisors as of Q4 FY19: 54

## Securities Business (Rs Cr)

### Average Daily Turnover (Rs Cr)



### Equity Market Share on NSE (%)



# IWS – Key Financial Information

Particulars (Rs Cr) – IND AS	Q4 FY19	Q3 FY19	QoQ %	Q4 FY18	YoY %	FY19	FY18	YoY %
Net worth + MI	2,533	2,564	-1.2%	2,433	4.1%	2,533	2,433	4.1%
Loan Book	5,627	7,387	-23.8%	7,415	-24.1%	5,627	7,415	-24.1%
<b>Gross Revenue</b>	<b>381</b>	<b>373</b>	<b>2.0%</b>	<b>466</b>	<b>-18.2%</b>	<b>1,635</b>	<b>1,724</b>	<b>-5.2%</b>
Finance cost	161	158	1.7%	159	1.3%	643	625	2.9%
Net Loss / (Gain) on Fair value changes	17	2	N/M	(82)	N/M	34	(86)	N/M
Impairment of Financial Instruments	(19)	0	N/M	1	N/M	(5)	16	N/M
Employee cost	85	66	29.4%	71	19.3%	313	302	3.5%
Depreciation	4	4	6.5%	4	2.8%	15	14	1.4%
Other expenses	64	63	1.5%	87	-26.5%	259	262	-1.1%
<b>PBT</b>	<b>69</b>	<b>81</b>	<b>-14.0%</b>	<b>226</b>	<b>-69.4%</b>	<b>378</b>	<b>591</b>	<b>-36.1%</b>
Tax	22	32	-30.5%	75	-70.4%	137	192	-28.7%
<b>PAT before Minority Interest</b>	<b>47</b>	<b>49</b>	<b>-3.0%</b>	<b>151</b>	<b>-68.8%</b>	<b>241</b>	<b>399</b>	<b>-39.6%</b>
Minority Interest	0	0	-	0	-	1	1	-8.3%
<b>PAT after Minority Interest</b>	<b>47</b>	<b>48</b>	<b>-3.2%</b>	<b>151</b>	<b>-69.0%</b>	<b>240</b>	<b>398</b>	<b>-39.8%</b>
ROE (%)						9.3%	18.3%	

# Mortgage Lending

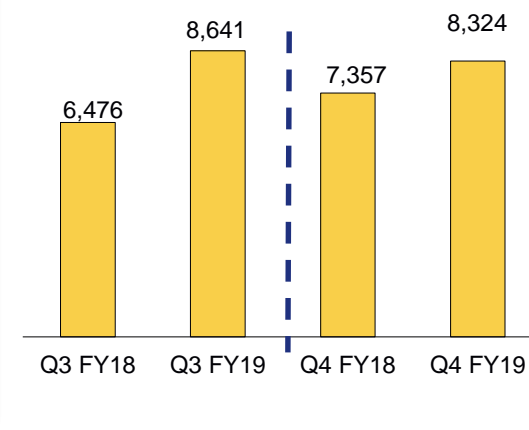
## Wholesale

- Provides an integrated financial solution to real estate developers with major focus on real estate project financing
- 88 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, Bangalore, Chennai, Hyderabad, Kolkata and NCR
  - Geographical split of loan book : 38.3% in Mumbai, 23.1% Bengaluru, 11.0% Chennai , 8.1% Pune ,9.6% NCR and 9.9% others
- 87.0% of the book is cashflow backed lending
- 71.6% of the book is against residential projects

## Retail

- Home loans business loan book at Rs.201 crore
- Expanded branch presence to 13 locations
- Fresh equity infusion from the parent company to take total equity infusion to Rs120cr.
- Maintained good credit quality, zero delinquency

## Loan Book (Rs Cr)



Particulars (Rs Cr) – IND AS	Q4 FY19	Q3 FY19	QoQ %	Q4 FY18	YoY %	FY19	FY18	YoY %
Net worth + MI	3,021	2,882	4.8%	1,699	77.8%	3,021	1,699	77.8%
Revenue	334	343	-2.7%	250	33.5%	1,291	942	37.1%
Finance cost	137	151	-9.5%	113	21.0%	582	390	49.3%
Impairment of Financial Instruments (Provisions)	-10	2	N/M	8	N/M	17	19	-10.4%
Employee cost	11	10	5.9%	5	107.3%	39	26	52.3%
Depreciation	0	0	3.6%	0	-	1	0	N/M
Operating expenses	7	9	-21.5%	6	16.7%	31	24	28.3%
<b>PBT</b>	<b>190</b>	<b>171</b>	<b>11.0%</b>	<b>118</b>	<b>60.7%</b>	<b>620</b>	<b>482</b>	<b>28.6%</b>
<b>PAT before Minority Interest</b>	<b>123</b>	<b>110</b>	<b>12.2%</b>	<b>76</b>	<b>61.0%</b>	<b>400</b>	<b>313</b>	<b>27.6%</b>
Minority Interest	65	59	10.1%	39	67.7%	210	157	33.4%
<b>PAT after Minority Interest</b>	<b>58</b>	<b>50</b>	<b>14.7%</b>	<b>37</b>	<b>54.1%</b>	<b>190</b>	<b>156</b>	<b>21.7%</b>
ROA* (%)						4.6%	5.1%	
ROE* (%)						17.2%	20.5%	

# Distressed Credit – Asset Reconstruction

## Business Overview



Long Term Credit Rating of AA- and Short Term Credit Rating of A1+ by ICRA & CARE. Comfortable gearing of 1.99x\*\* as on March 31 2019



This business has multiple income streams like Management Fees, Interest income and Upside / Yield



Current AUM of ~Rs 14,044 Cr as on March 31 2019 comprising Corporate Accounts and Corporate/SME/ Retail Portfolios



Business related activities such as Financial & Legal due diligence for acquisitions, resolutions etc. are conducted by only in-house resources. We also use the services of Industry specific experts/consultants/firms



Focus on restructuring and revival of Corporate accounts.

## Long Term Positive Drivers



- Rollout of Corporate Insolvency Resolution Process (CIRP) under Insolvency & Bankruptcy Code 2016 (IBC) has brought out a sea change in the resolution of distressed asset space in India. Fear of losing Companies under IBC is forcing promoters to come forward for amicable solutions.



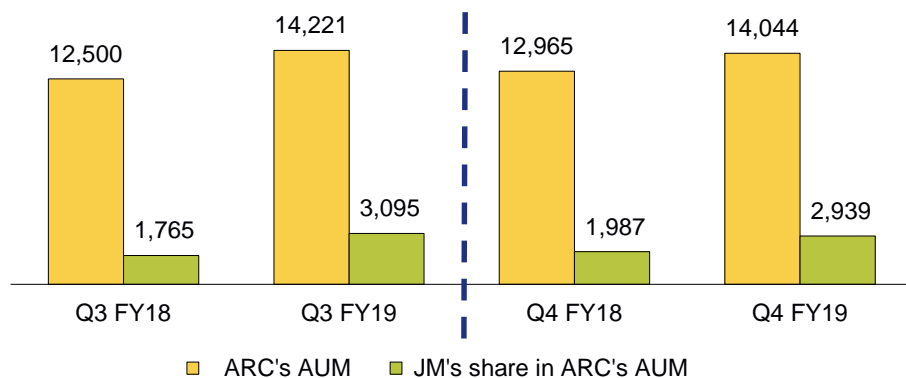
- There is an increasing urgency being shown by Government and Regulators to clean up the books of Banks. In almost all policy initiatives ARCs are recognised as important stakeholders for this purpose.
- Banks in the past have been keen to sell large NPAs to ARCs on cash basis to expedite their Recovery Plans
- JMFARC is actively evaluating opportunities arising out of companies undergoing CIRP under IBC-NCLT. The code also allows ARCs to submit a resolution plan acting as a stronger tool for ARCs to deal with NPA situation.
- A number of Funds/Foreign Investors are keen to co-invest and collaborate with JMFARC which would facilitate participating in larger deals and appropriate risk sharing. We have also closed few deals with investors for our existing portfolio.

\* Further details as per RBI guidelines dated February 12,2018 on Resolution of Stressed Assets – Revised Framework

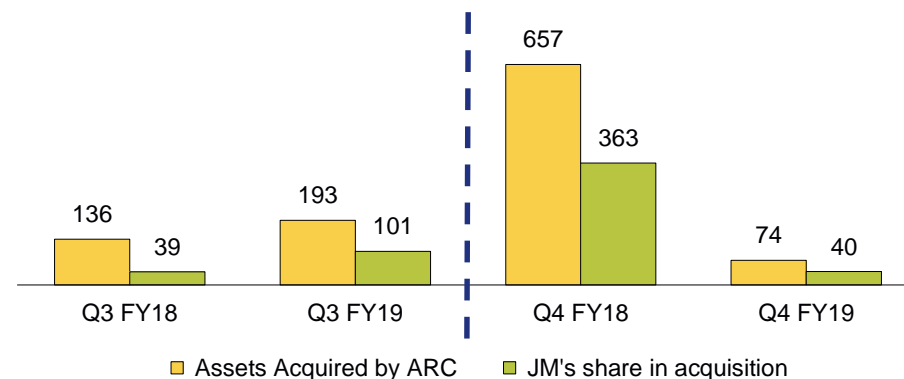
\*\* On a consolidated basis

## Distressed Credit – Asset Reconstruction (cont'd)

AUM (Rs Cr)



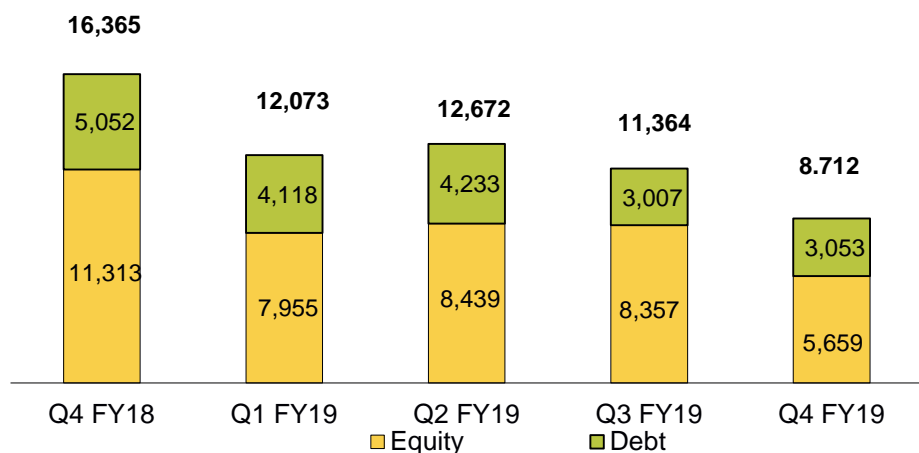
Asset Acquisitions (Rs Cr)



Particulars (Rs Cr)	Q4 FY19	Q3 FY19	QoQ	Q4 FY18	YoY %	FY19	FY18	YoY %
Net worth + MI of Company	1,265	1,271	0%	1,106	14%	1,265	1,106	14%
Gross Revenue	224	125	79%	144	56%	560	319	75%
Net loss on fair value changes	169	-37	N/M	240	-30%	59	152	-61%
Impairment of financial instruments	15	5	N/M	-2	N/M	22	-2	N/M
Other Operating expenses(net)	0	22	N/M	10	N/M	61	52	17%
Finance Cost	69	65	6%	32	N/M	216	119	81%
PBT	-29	70	N/M	-136	N/M	201	-2	N/M
<b>PAT before MI</b>	<b>-5</b>	<b>47</b>	<b>N/M</b>	<b>-77</b>	<b>N/M</b>	<b>131</b>	<b>2</b>	<b>N/M</b>
Minority Interest (SR holders)	-33	-1	N/M	0	N/M	-34	-0.1	N/M
<b>PAT after MI of Company</b>	<b>28</b>	<b>48</b>	<b>3%</b>	<b>-77</b>	<b>N/M</b>	<b>166</b>	<b>2</b>	<b>N/M</b>
Minority Interest	12	21	-	-39		71	1	
<b>PAT after Minority Interest</b>	<b>16</b>	<b>27</b>	<b>-41.7%</b>	<b>-38</b>	<b>-141.4%</b>	<b>95</b>	<b>1</b>	<b>N/M</b>
ROE (%)						14.0%	0.2%	

# Asset Management – Mutual Fund

## Asset Management AUM (Rs Cr)



**Note:**  
Equity AUM for Q4 FY19 include arbitrage fund of Rs. 793 Cr

## Mutual Fund:

- Quarterly Average AUM (QAAUM) – Rs 8,712 cr.
- Rank (QAAUM) – 24 among 41 Mutual Funds.
- Market Share – 0.36 %.
- 15 Schemes categorized as Long Term Debt, Short Term Debt, Balance, Equity Arbitrage and Equity.
- Investor reach – 1,23,504 base, 13 branches & 81 service centres.

Particulars (Rs Cr)	Q4 FY19	Q3 FY19	QoQ	Q4 FY18	YoY %	FY19	FY18	YoY %
Net worth + MI	215	207	3.9%	196	9.7%	215	196	9.7%
Revenue	18	23	-20.6%	27	-31.4%	94	112	-16.7%
Employee Cost	7	6	14.3%	6	10.4%	26	24	10.6%
Other Expenses	2	2	-28.5%	1	60.8%	10	8	28.2%
PBT	10	15	-34.2%	19	-50.0%	57	81	-29.2%
PAT	7	10	-30.5%	12	-40.9%	41	58	-29.4%
Minority Interest	-3	-4	-30.6%	5	-41.4%	17	24	-31.4%
Share of Profit from Associates	0	#	-	0	-	1	2	-
PAT after Minority Interest	4	6	-29.4%	8	-40.4%	25	36	-30.0%
ROE (%)*						20.4%	26.6%	

\* ROE is annualized

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**Group Performance**

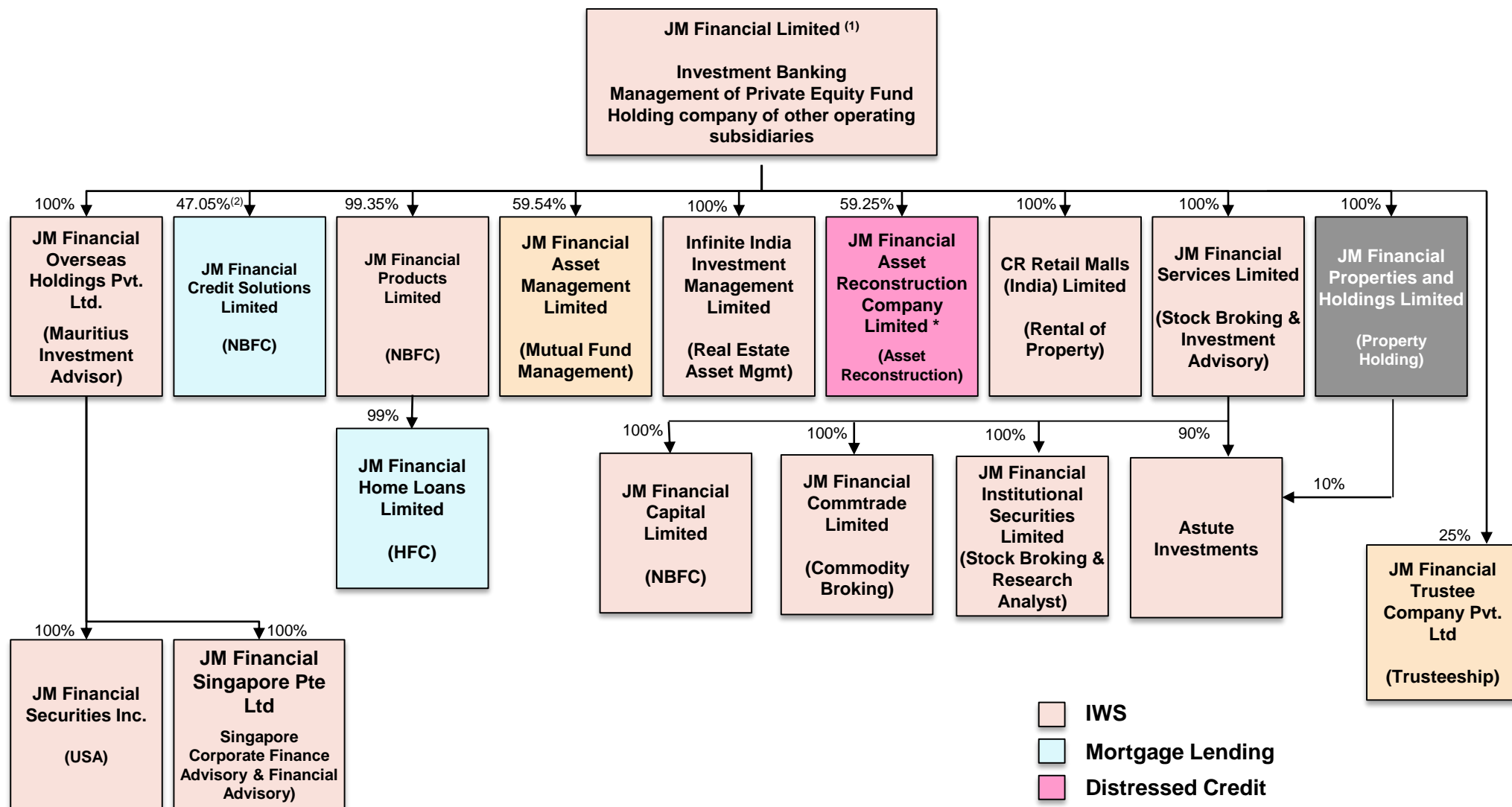
**Business Performance**

**Group Structure and Shareholding Pattern**

**Group Overview**

**Annexures**

# Organisational Structure – March 2019



\* Includes Trusts where there is a controlling interest

1. Largely IWS and balance others

2. JM Financial Limited controlled entity with effective ownership of 47.05%

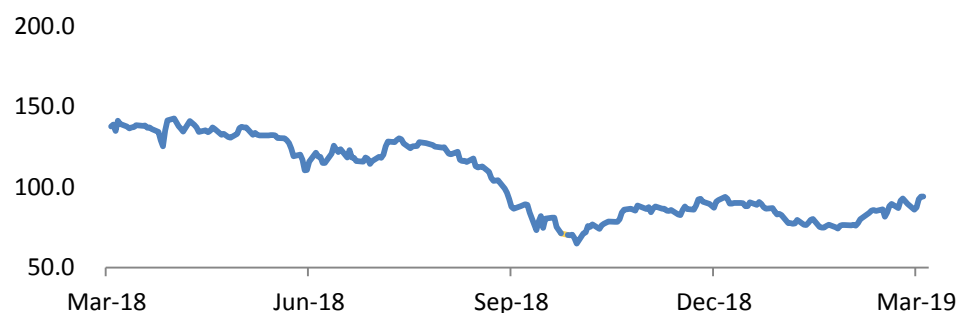
3. The percentage shareholding as mentioned in the organisational structure is calculated on the basis of the face value of shares

- IWS
- Mortgage Lending
- Distressed Credit
- Asset Management
- Others

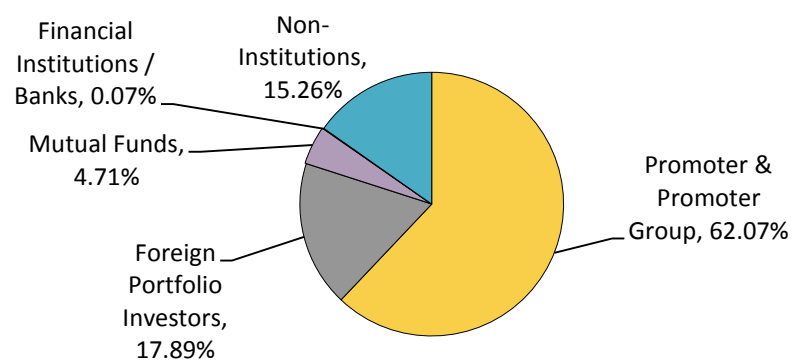


# Shareholding Summary

## Share Price Information



## % Shareholding – March 31, 2019



## Market Information (BSE)

As on 31.03.2019

Market Capitalization (Rs Cr)	7,891.16
Price (Rs)	93.95
No. of Shares Outstanding (Cr)	83.99
52 Week High-Low (Rs)	150.00-64.25

## Key Institutional Investors – As on March 31, 2019

% Holding

Valiant Mauritius Partners Offshore Limited	2.62
Baron Emerging Markets Fund	2.46
SAIF India VI FII Holdings Limited	1.80
TIMF Holdings	1.70
Valiant Mauritius Partners Limited	1.49
The Wellington Trust Company National Association	1.23

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**Group Performance**

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# Performance of Select Subsidiaries – IND AS

In Rs Cr

## JM Financial Credit Solutions Ltd

	Q4 FY19	Q4 FY18
Revenue	329	249
Net Profit	124	78
Net worth	2,909	1,668
Loan book	8,123	7,339
Net Interest Margin	8.2%	7.3%
Total Assets	8,563	7,366
Debt / Equity Ratio <sup>#</sup>	1.93	3.39
CAR	34.5%	22.4%
Credit Rating	AA/stable	AA/stable
<b>Ownership**</b>	<b>47.05%</b>	<b>50.01%</b>

## JM Financial Asset Reconstruction Company Ltd\*\*\*

	Q4 FY19	Q4 FY18
Revenue	224	144
Net Profit	28	(77)
Net worth + MI	1,265	1,106
AUM	14,044	12,965
Total assets	4,500	3,153
Debt / Equity Ratio <sup>#</sup>	1.99	1.28
CAR	29.64%	39.62%
Credit Rating	AA-/stable	AA-/stable
<b>Ownership</b>	<b>59.25%</b>	<b>50.01%</b>

\*ROE and ROA are based on weighted average on account of equity funds raised in JM Financial Credit Solutions Limited

\*\*JM Financial Limited controlled entity with effective ownership of 47.05%

\*\*\*Figures mentioned above are based on Consolidated financials

# Gross debt includes interest and other adjustments such as EIR, discount /premium on Commercial papers and NCD

# Performance of Select Subsidiaries – IND AS

In Rs Cr

## JM Financial Credit Solutions Ltd

	FY19	FY18
Revenue	1,279	940
Net Profit	406	315
Net worth	2,909	1,668
Loan book	8,123	7,339
Net Interest Margin	7.3%	8.1%
Total Assets	8,563	7,366
ROE*	17.9%	20.8%
ROA*	4.7%	5.2%
Debt / Equity Ratio#	1.93	3.39
CAR	34.5%	22.4%
Credit Rating	AA/stable	AA/stable
<b>Ownership**</b>	<b>47.05%</b>	<b>50.01%</b>

## JM Financial Asset Reconstruction Company Ltd\*\*\*

	FY19	FY18
Revenue	560	319
Net Profit	166	2
Net worth + MI	1,265	1,106
AUM	14,044	12,965
Total assets	4,500	3,153
ROE	14.0%	0.2%
ROA	4.3%	0.1%
Debt / Equity Ratio#	1.99	1.28
CAR	29.64%	39.62%
Credit Rating	AA-/stable	AA-/stable
<b>Ownership</b>	<b>59.25%</b>	<b>50.01%</b>

## JM Financial Products Ltd<sup>1</sup>

	FY19	FY18
Revenue	949	892
Net Profit	204	204
Total Equity	1,560	1,467
Loans	5,221	6,543
Total assets	6,121	7,188
Credit Rating	AA/stable	AA/stable
<b>Ownership</b>	<b>99.35%</b>	<b>99.27%</b>

\*ROE and ROA are based on weighted average on account of equity funds raised in JM Financial Credit Solutions Limited

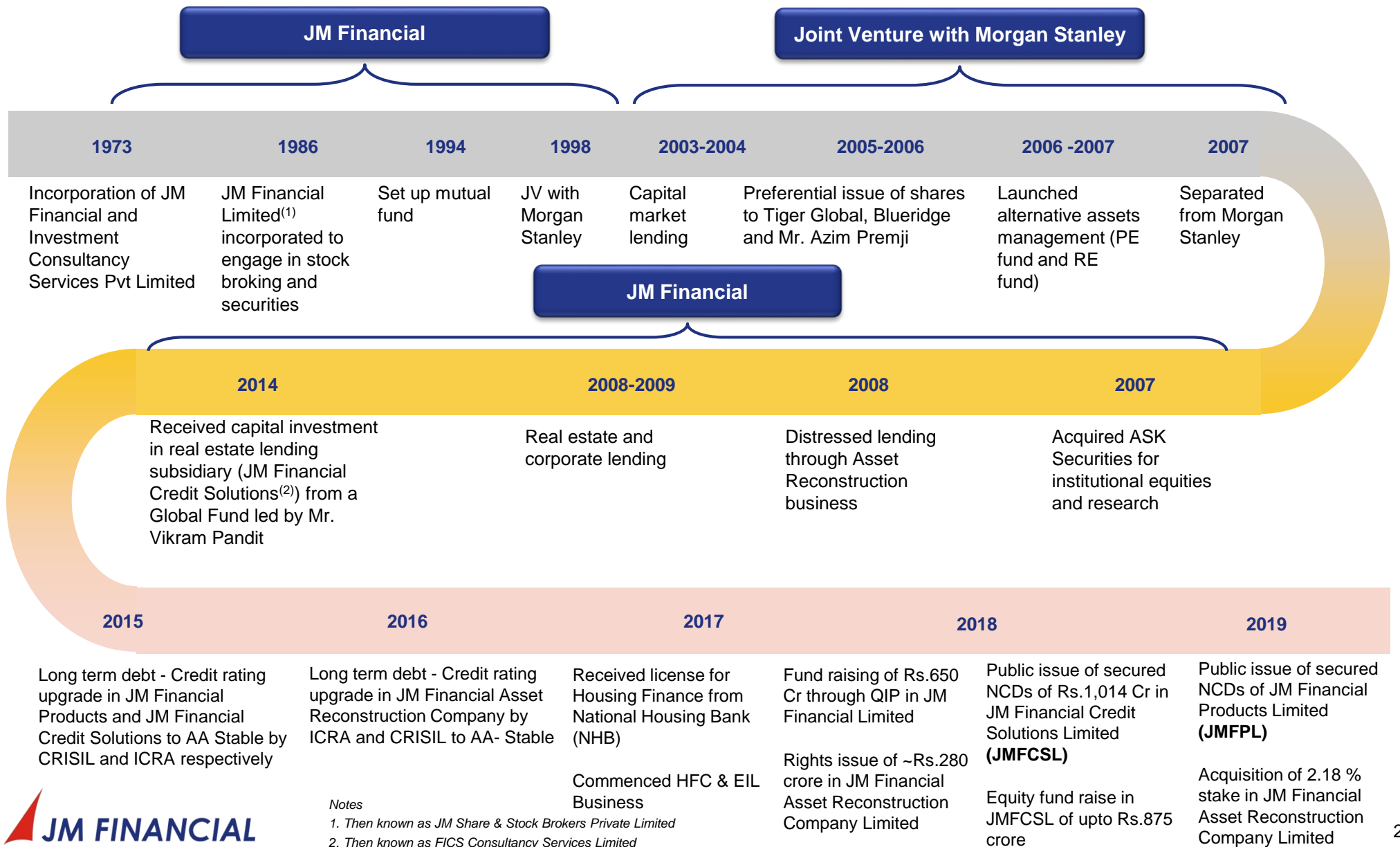
\*\*JM Financial Limited controlled entity with effective ownership of 47.05%

\*\*\*Figures mentioned above are based on Consolidated financials

# Gross debt includes interest and other adjustments such as EIR, discount /premium on Commercial papers and NCD

<sup>1</sup>JM Financial Products Limited has launched its maiden Public Issue of Secured, Rated, Listed, Redeemable, Non-convertible Debentures (NCD) and is open for subscription as on the date of this presentation. Considering that the Public Issue of NCD is currently open for subscription, the information available in the public domain in respect of JM Financial Products Limited is only disclosed.

# Journey of JM Financial Group



**Notes**

1. Then known as JM Share & Stock Brokers Private Limited
2. Then known as FICS Consultancy Services Limited

# 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 (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 advisory board of various groups.
- 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 & Odisha Television 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 – Bihar

## JAMUI DISTRICT – SIKANDRA, CHAKAI AND JHAJHA BLOCKS

### EDUCATION

- **Project Bachpan** – Five pre-school learning centres running across five villages of Dhanimatari, Dhawatanr, Korasi, Lachhuar and Sabal Bigha
- 20 children graduated from Bachpan Centers in the second academic year; enrolled into Grade 1
- Fruits introduced as part of daily diet



**Student-led learning at Project Bachpan Center, Korasi**

### LIVELIHOODS

- **Integrated Livestock Development Center (ILDC) Project** running 21 Centers across 3 blocks.
- 474 calves born out of 7,028 Artificial Insemination treatments
- Provided 38,019 vaccinations, 31, 276 deworming, 31,684 de-ticking, 8,479 first aid, and 1,957 infertility treatment services to cattle in over 240 villages till dates



**Extension education to farmers in Konan village, Sijhori ILDC**

### WOMEN EMPOWERMENT

- **Shri Vardhmaan Mahila Griha Udyog** – Small-scale women's production unit initiated in Dec 2017 in Sikandra block
- Total 16 women khakhra-making members attending the Udyog regularly and producing an average of 400 kg per month
- Total sale up to February 2019 : 3,290.40 kg



**Making khakhra with skill, patience & belongingness**

### INTEGRATED VILLAGE DEVELOPMENT

- **Adarsh Gram (Model Village) Development Project** implemented in 15 villages of Sikandra block.
- **Strengthening agriculture:** 1,892 farmers (cumulative) trained in multi-cropping practices, science behind agriculture, benefits of bio-fertilizers, introduction to Foundation seeds for Mustard and Wheat, etc. Two Nutrition Gardens have been set up on 710 sq. ft. land to ensure year-round supply of vegetables, fruits and medicinal plants. Model (demonstration) farm in full bloom with 13 fruit, 15 flower and 22 vegetable varieties (as sown in winter crop cycle, i.e. *Rabi*). Drip irrigation system installed in the demonstration farm – first ever in Sikandra block
- **Enhancing education:** 142 students (grades 1 to 4) and 32 students (grades 8 to 10) enrolled into five Vardhmaan Gyaan Kendras to aid in strengthening students' learning outcomes through handholding in English, Maths, Physics, Chemistry, Biology and Sanskrit



**Our demonstration farm in full bloom**



**One of our two Nutrition Gardens – a first in the region**



**Ongoing evening sessions at Vardhmaan Kendra (junior)**



# Integrated Rural Transformation – Jharkhand and Maharashtra

## GIRIDIH DISTRICT – DUMRI AND PIRTAND BLOCKS

### FIRST REFERRAL UNIT (FRU)

- **First Referral Unit (FRU) Project** in Dumri block
- 41 member-team manages the FRU
- *Enhancing services:* 22,383 OPDs, 1,827 deliveries (64 C-sections) catered to far.
- Licensed blood bank inaugurated and made functional in January 2019

### MOBILE HEALTH UNIT (MHU)

- **Mobile Health Unit (MHU) Project** in Dumri & Pirtand blocks
- 29,468 OPDs conducted covering gastro intestinal, ENT, CNS and dermatological cases.
- Diagnostic tests introduced in the MHU and conducted regularly for detection of random blood sugar levels, presence of malaria parasite and pregnancy diagnosis



Twins delivered at the FRU



Hypopigmentation treated by the MHU

## PALGHAR DISTRICT – MOKHADA BLOCK

### INTEGRATED VILLAGE DEVELOPMENT

- **Integrated Village Development Project** implemented in 7 villages in a radius of 30 kms.
- *Agriculture & allied activities:* Over 800 farmers trained through 49 sessions to increase yield of sustenance crops with scientific methods, diversifying to multi-cropping, understanding relevance of soil health, and so on. Distributed kitchen garden kits, drumstick saplings and sickles for paddy cultivation to farmers through linkage with government schemes.
- *Enhancing irrigation practices-* Attempted through convergence with govt. schemes. 10 individual and 1 community wells approved by the Agri. Dept. to cover 35.35 ha. Land and 537 individuals.
- *Improving village infrastructure –* Two roads facilitated through convergence with govt. schemes; one connecting a remote village to other villages and the other providing an approach road to a community well.
- *Increasing access to public entitlements* through two helpdesks at Ase and Beriste Panchayats to facilitate timely awareness of and access to govt. welfare schemes



Handholding to farmers using kitchen garden kits



Farmers training session in progress



Beriste Helpdesk – Community counselling

# Philanthropic giving and support

## Education

- We encourage educating children by way of providing infrastructure support in rural areas, personal items such as uniforms for students and scholarships too.
- Inclusive education services for underprivileged children with special needs is provided by a partner organization

## Health Initiatives

- Distributed approx. 1500 blankets to street dwellers in North India during the peak winter
- Organised medical camps for the poor & needy in rural areas
- Partnered with an organisation which performs free eye surgeries pan India
- Extended support for critical surgeries for children whose parents can not afford the same
- Provided financial support for a hospital in Dharampur, Gujarat..

## Other Initiatives

- Promoted music & dance , so as to revive our country's rich heritage
- Extended support to a premier institute to provide training to athletes and prepare them for the global arena
- Facilitated entrepreneur development for the disadvantaged youth

## Photo Gallery



## For Further Queries

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