

May 5, 2021

BSE Limited
Department of Corporate Services
1st 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: Corporate 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 a corporate presentation of JM Financial Credit Solutions Limited, a material subsidiary, is being uploaded on the website of the Company viz., www.jmfl.com for information of the investors. A copy of the said presentation is attached.

We request you to kindly take the above on your record and disseminate the same on your website, as you may deem appropriate.

Thank You.

Yours faithfully,
for **JM Financial Limited**

PRASHANT
KISHOR CHOKSI

Digitally signed by
PRASHANT KISHOR CHOKSI
Date: 2021.05.05 19:58:43
+05'30'

Prashant Choksi
Group Head – Compliance, Legal
& Company Secretary

Encl.: as above.



JM Financial Credit Solutions Limited

March 2021



Safe Harbour



This presentation have been prepared solely for information purposes and do not constitute an offer to sell or, recommendation or solicitation of an offer to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever.

This presentation and the following discussion may contain “forward looking statements” by JM Financial Credit Solutions Limited (“JMFCSL” 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 JMFCSL about the business, industry and markets in which JMFCSL operates. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. It should be understood that subsequent developments may affect the information contained in this presentation, which the Company is under no obligation to update, revise or affirm. Any liability or claim in respect of this Presentation or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.

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1

Business Overview

Overview



JM Financial Group overview

- Presence of over four decades
- Established financial services player with presence in fund based activities, investment banking and securities business, alternative asset management and asset management businesses
- Relationships across the corporate, institutional, HNI and the retail client base

Strong Financial Profile (As of March 2021)

Revenue
Rs. 3,227 Cr

PAT
Rs. 590 Cr

Shareholders equity⁽²⁾
Rs. 9,552 Cr

Total Assets
Rs.23,322 Cr



46.68%⁽¹⁾

**JM Financial Credit
Solutions Limited**

(NBFC)

53.32%

Other Shareholders

- INH Mauritius 1- 48.96%
- Other Shareholders – 4.36%

JM Financial Credit Solutions Limited overview

- A wholesale finance NBFC providing integrated financial solutions to real estate developers with a focus on residential project financing such as funding real estate developers at various stages in the life cycle of a real estate project.
Networth of Rs. 3,650 Cr as of March 2021

- **Geographic presence** : Mumbai, Thane, Pune, Bangalore, Chennai, Hyderabad, NCR and Kolkata

Key Statistics as of March 31 2021

Loan book
Rs. 7,219 Cr

GNPA
4.00%

NNPA
2.28%

No. of Borrowers
65

FY21 PAT
359 Cr

Gross D / Eq- 1.5
Net D / Eq- 0.9
CRAR 40.19%

ROE
10.3%

ROA
4.4%



Notes

1. JM Financial Limited controlled entity with effective ownership of 46.68%
2. Including minority interests;

Key Products



Construction / Project finance

✓ This includes offering loans to developers for construction of residential or commercial projects.

Loans against property

✓ This includes loans against the residential or commercial properties with occupation certificate.

Loans against securities

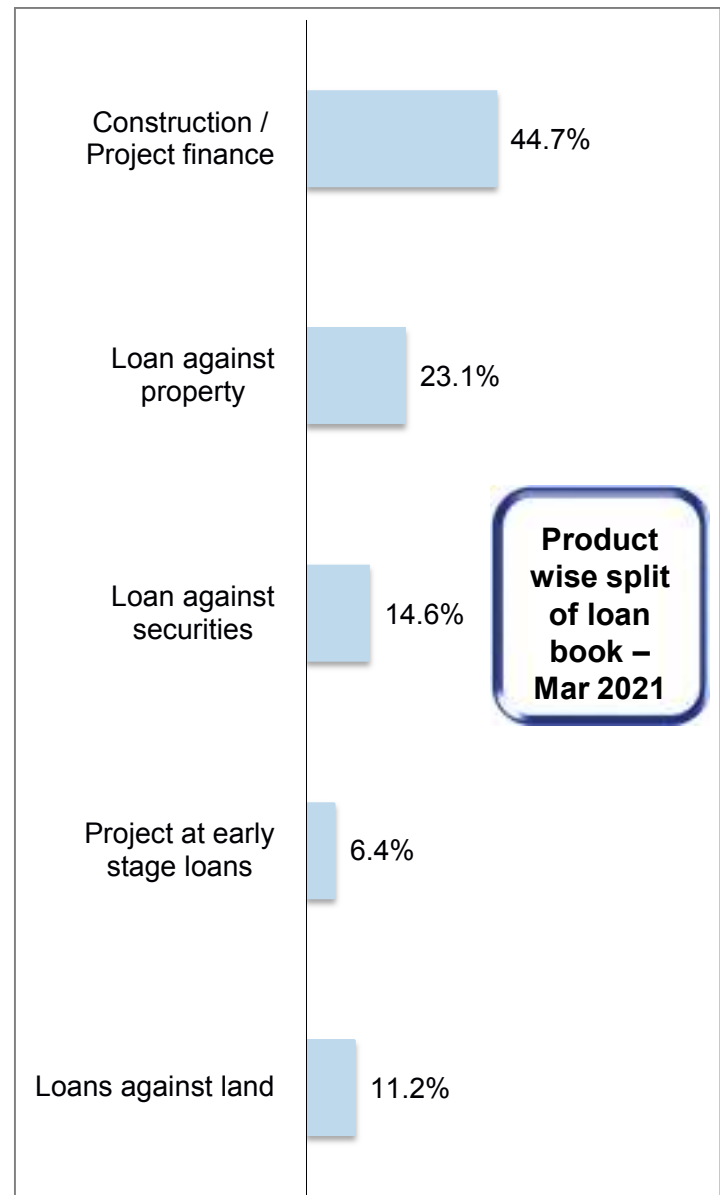
✓ This includes loans to promoters against the listed or unlisted shares / securities of corporates

Project at early stage loans

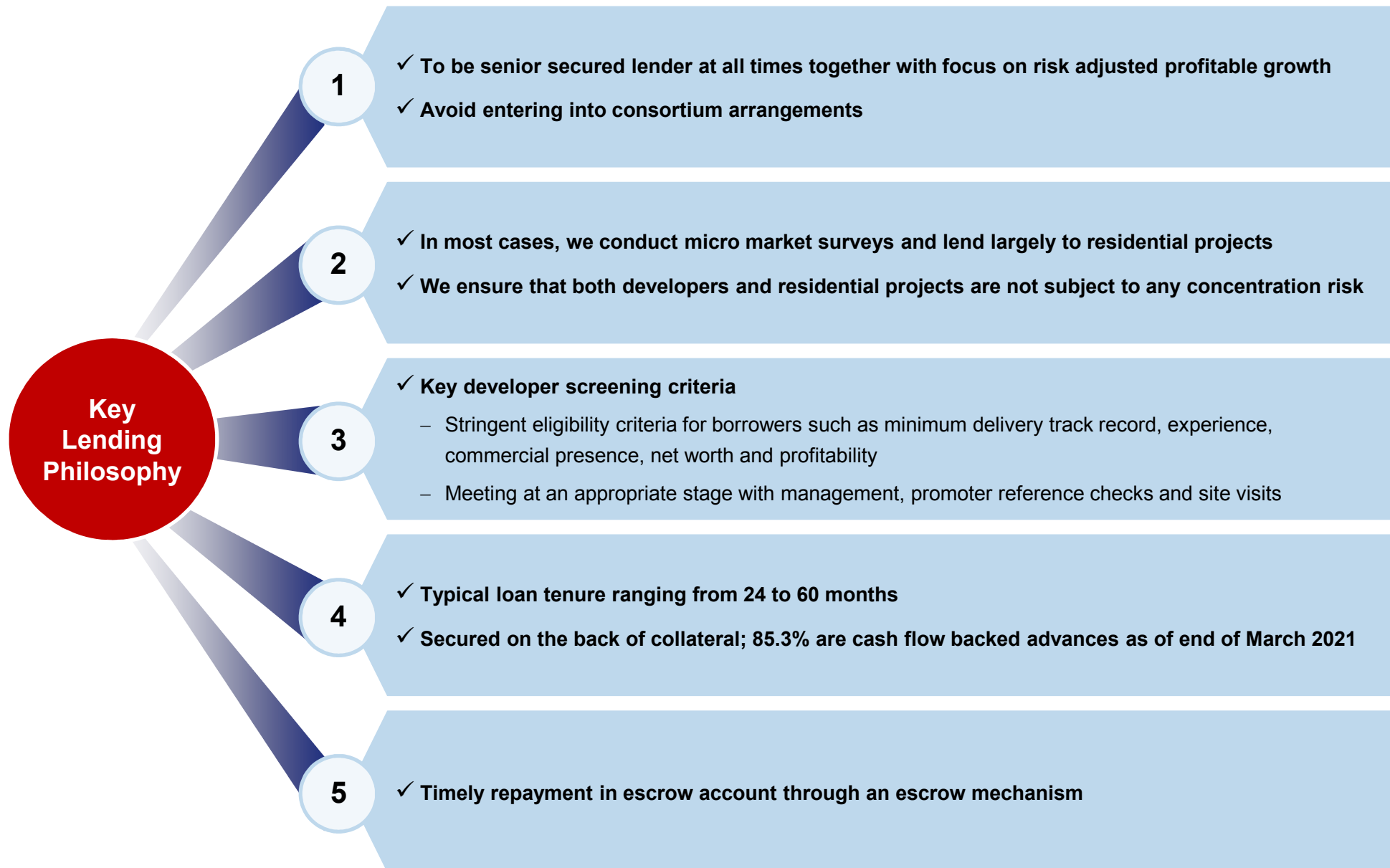
✓ This is primarily undertaken against projects which are expected to be launched soon

Loans against land

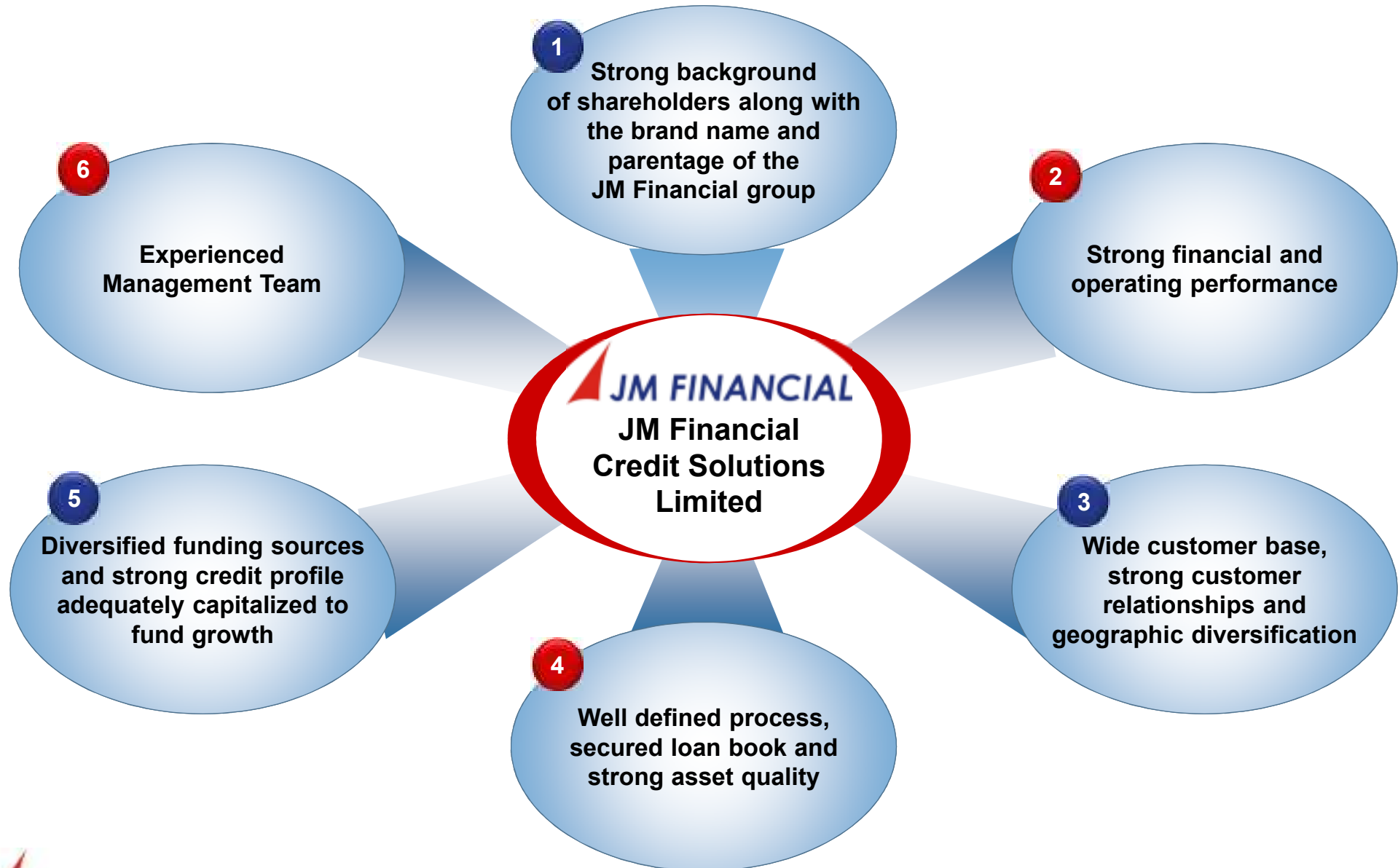
✓ This funding is primarily undertaken for land acquisition or against land parcels which are not expected to be launched in the near future



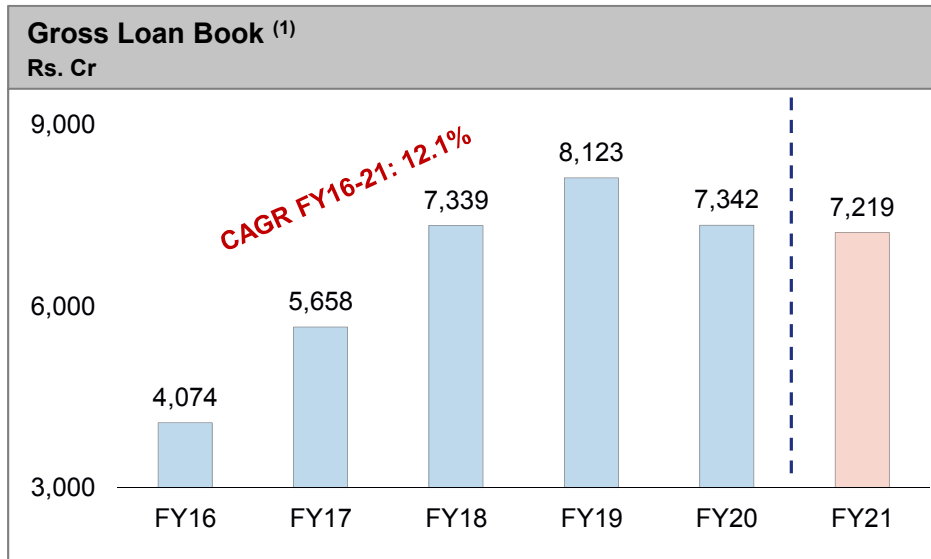
Key Lending Philosophy



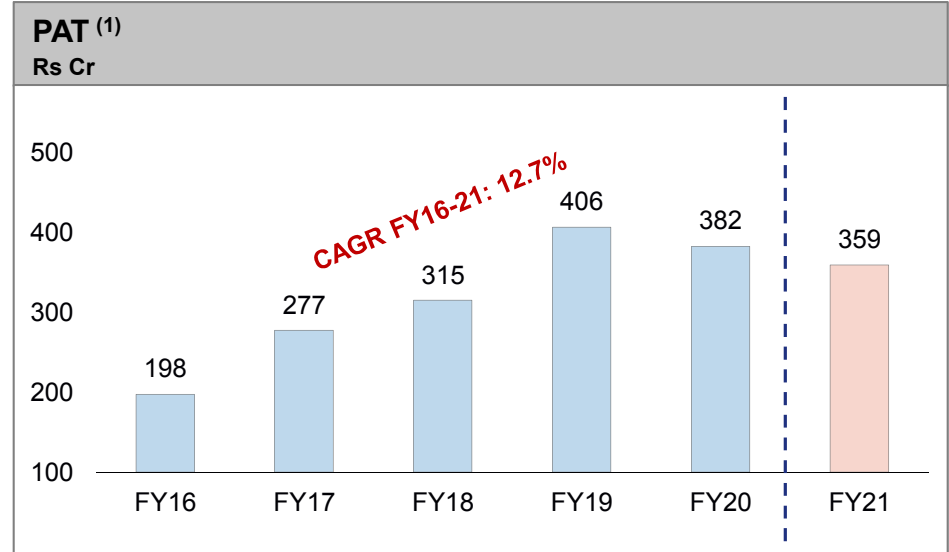
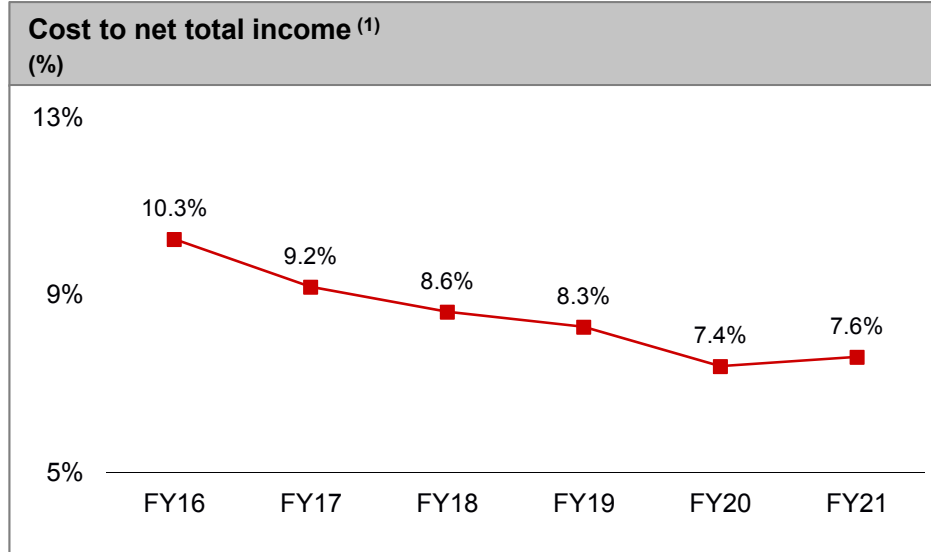
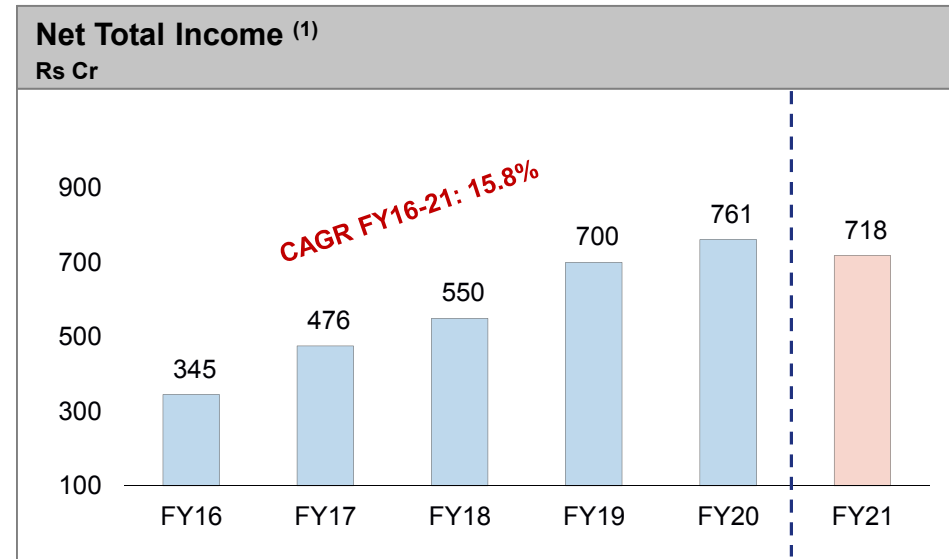
Key Strengths



Strong financial and operating performance



Gross loan book calculated without impact of EIR, Interest accrued and ECL



Notes

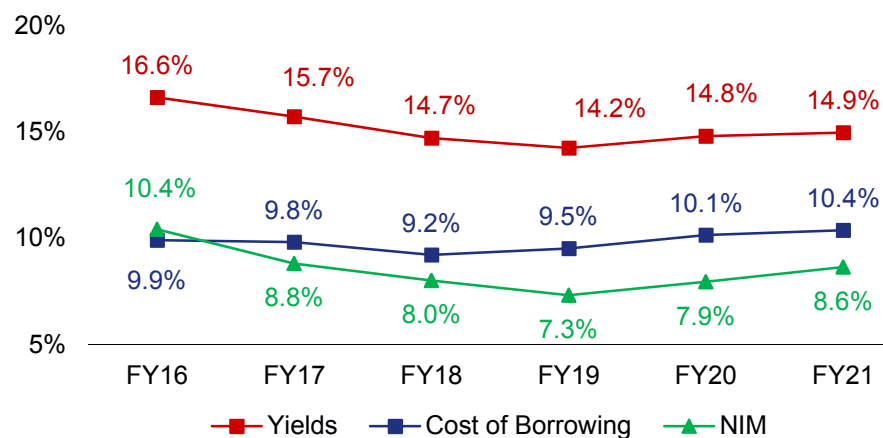
1. Financial and operating information upto FY17 is based on IGAAP.

Strong financial and operating performance (cont'd)



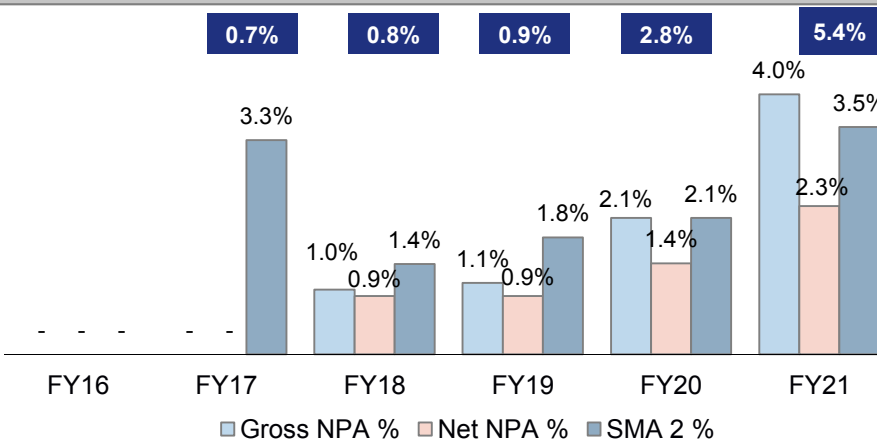
Yields and Margins^(1,2)

Yields, Cost of Borrowing, Net Interest Margin (NIM)(%)



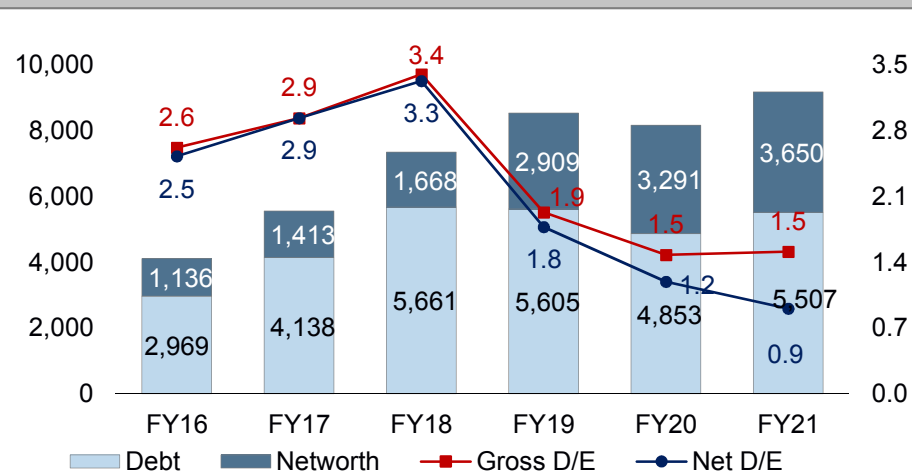
Asset Quality⁽¹⁾

Gross NPA (%), Net NPA (%) and SMA2 (%) (PCR %)



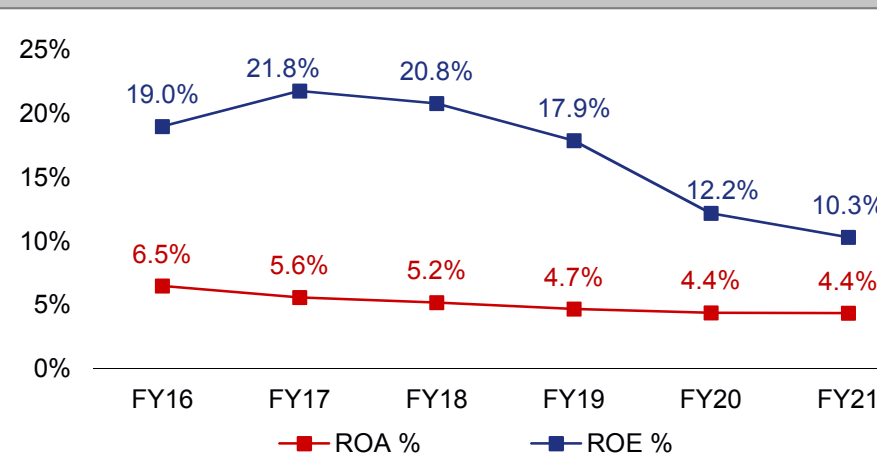
Leverage Analysis⁽¹⁾

Rs Cr



Return Ratios^(1,2)

(%)



Notes

1. Financial and operating information upto FY17 is based on IGAAP.
2. Ratios for FY19 are on an annualized / weighted average basis (on account of equity funds raised in September 2018)

Wide customer base, strong customer relationships and geographic diversification



✓ 65 borrower groups*



✓ Predominant focus on financing residential development

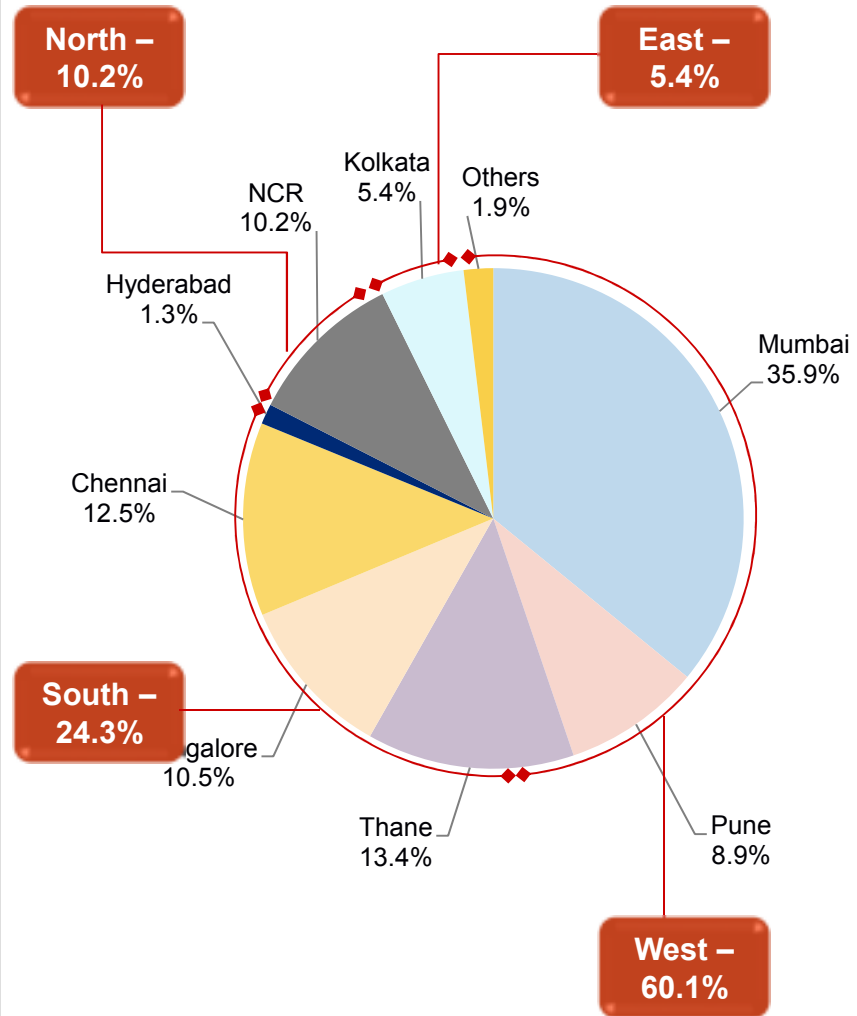


✓ Advances towards residential projects represented 85.1% of total advances and cash flow backed advances represented 85.3% of total advances*



✓ Average ticket size of advances per borrower group - Rs. 111 crore*
 ✓ Average asset cover - 2.2 times

Geography wise split of loan book – March 2021



Concentration Analysis – Top 10 Accounts Group-wise



Sr No	Group	Location	As on Mar 31, 2021 (Rs. Cr)	% of total
1	Piramal Group	Mumbai	800	11.1%
2	Kalpataru	Mumbai	406	5.6%
3	Spenta	Mumbai	354	4.9%
4	Divyasree Group	Bangalore	347	4.8%
5	Pashmina	Mumbai	280	3.9%
6	Subhash Goel / Marvel Group	Pune	248	3.4%
7	Gaursons Group	NCR	221	3.1%
8	Ekta	Mumbai	194	2.7%
9	Anant Raj	NCR	193	2.7%
10	Okaya Lifespace Real Estate Group	NCR	191	2.6%
			3,234	44.8%

Loan book details



Locations	Book Size (Rs Cr.)	GNPA (Rs Cr.)	GNPA %	SMA2 (Rs Cr.)	SMA2 %	Average Cover (In times)
Mumbai / Others	2,720	53	0.74%	167	2.31%	1.89
Pune	641	-	-	-	-	2.00
Thane	969	107	1.48%	-	-	1.95
Bangalore	760	-	-	-	-	3.38
Chennai	903	129	1.78%	86	1.19%	2.06
Hyderabad	95	-	-	-	-	2.06
NCR	739	-	-	-	-	2.70
Kolkata	392	-	-	-	-	2.46
Total	7,219	289	4.00%	253	3.50%	2.20

Likely disruption on account of second wave of Covid 19



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

Balance sheet and liquidity position continues to remain strong

NPA accounts



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

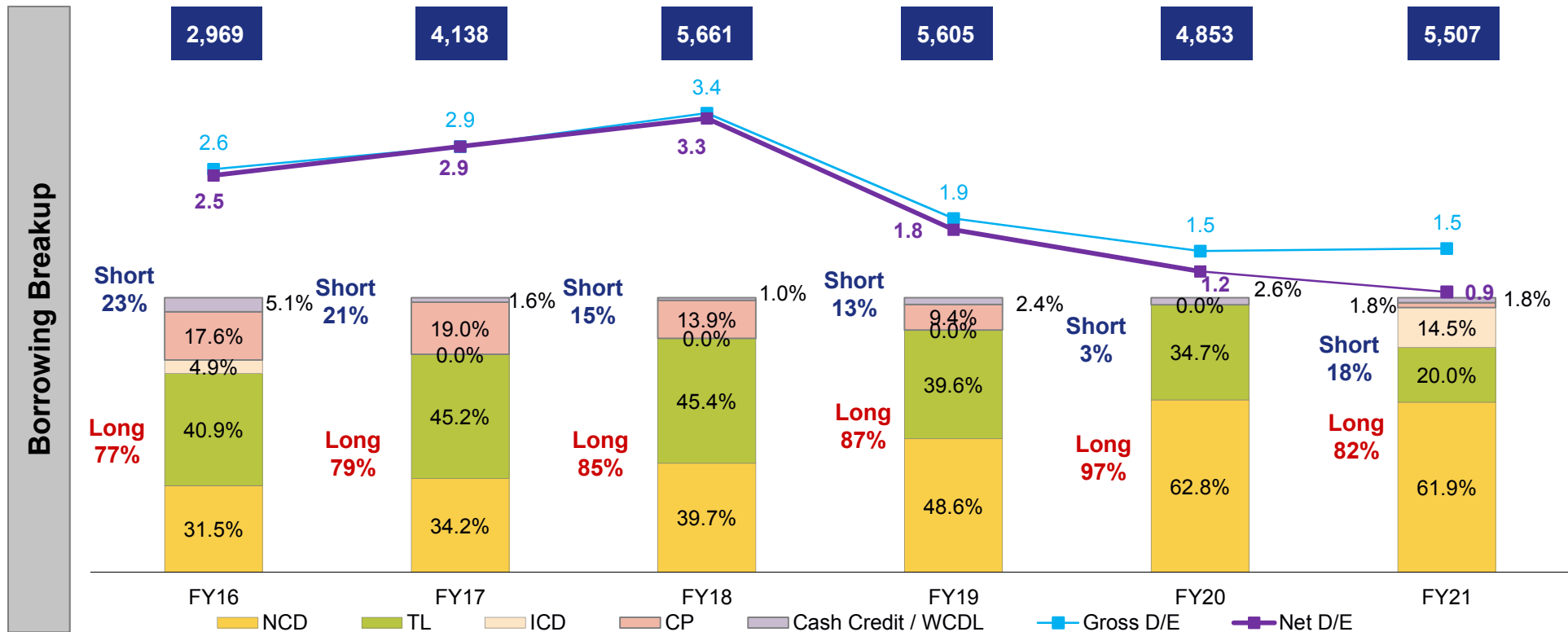
SMA2 accounts



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

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

Diversified funding sources and strong credit profile – Adequately capitalized to fund growth



Strong Credit Rating:

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

Liquidity

- ✓ Surplus liquidity of Rs. 2,205 crore as on Mar 31 2021 comprising of bank balances/FDs/ liquid mutual funds/Government securities and excluding unutilised bank lines of Rs.650 crore.
- ✓ Current ratio as on March 31, 2021 – 2.2x

Gearing Philosophy

- ✓ Gearing of maximum 3 times
- ✓ Effective April 2019, the CP borrowing has been capped to 10% of the total borrowing except for opportunity based short term spikes towards short term assets subject to max cap of 20%

Structural Liquidity (ALM 2) – Mar 2021



(Rs. in Crore)	1 to 7 days	8 to 14 days	Over 15 days to one month	1-2 months	2-3 months	3-6 months	6 months - 1 year	1-3 years	3 - 5 years	Over 5 years	Total
OUTFLOWS											
1. Networth	-	-	-	-	-	-	-	-	-	3,650	3,650
2. Borrowings	109	-	6	156	363	1,337	463	1,716	1,053	954	6,157
3. Current Liabilities & provisions	4	-	13	14	0	0	1	17	6	398	453
A.TOTAL OUTFLOWS (A)	113	-	19	170	363	1,338	464	1,733	1,059	5,001	10,260
B. Cumulative Outflows	113	113	132	302	665	2,003	2,467	4,200	5,259	10,260	10,260
INFLOWS											
4. Cash & Balances with banks	233	-	-	-	-	-	-	0	-	-	233
5. Investment*	-	25	-	1,148	100	700	-	-	-	55	2,028
6. Advances	-	-	154	924	241	556	1,080	3,334	585	347	7,220
7. Others	-	-	-	-	-	-	2	38	1	89	129
8. Committed Line of Credit	85	-	-	515	50	-	-	-	-	-	650
C. TOTAL INFLOWS	318	25	154	2,587	391	1,256	1,082	3,372	586	490	10,260
D. Mismatch (C - A)	205	25	135	2,417	27	-82	618	1,639	-473	-4,511	
E. Mismatch as % to Outflows (D as % of A)	181.5%	-	717.6%	1422.7%	7.5%	-6.1%	133.0%	94.6%	-44.7%	-90.2%	
F. Cumulative Mismatch	205	230	365	2,781	2,809	2,727	3,345	4,984	4,511	0	
G. Cumulative Mismatch as % to Cum. Outflows (F as % of B)	181%	204%	277%	922%	422%	136%	136%	119%	86%	0%	

Board of Directors



Mr. Vikram Pandit
Non-Executive
Chairman

- Nominee Director representing INH Mauritius 1 in the Company since January 6, 2015. He serves as a Director on the Boards of Bombardier, Inc. and EXL Service.



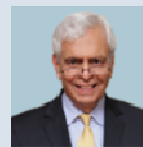
Ms. Dipti Neelakantan
Non-Executive
Director

- Nominee Director representing JM Financial Limited in the Company since October 28, 2015.–She serves as Director on the Boards of several companies such as JM Financial Services Limited, JM Financial Institutional Securities Limited and Infinite India Investment Management Limited



Mr. Vishal Kampani
Non-Executive Vice
Chairman

- Nominee Director representing JM Financial Limited (JMFL) in the Company since August 1, 2019.
- Managing Director of JMFL, the Group's flagship 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.



Mr. Darius E Udwadia
Independent
Director

- Independent Director of our Company since July 16, 2015. He serves as a Director on the Boards of several companies such as JM Financial Limited



Mr. Hariharan Aiyar
Non-Executive Vice
Chairman

- Nominee Director representing INH Mauritius 1 in the Company since November 20, 2014. He serves as a Director on the Boards of JM Financial Home Loans Limited, SV India Opportunities Advisors Private Limited, INH Mauritius 1, INH Mauritius 2 and Managing Partner in Build India Capital Advisors LLP and Sical Infra Assets Limited.



Dr. Anup Shah
Independent
Director

- Independent Director of our Company since March 29, 2016. He serves as a Director on the Boards of several companies such as JM Financial Services Limited, JM Financial Capital Limited, JM Financial Home Loans Limited, Claris Limited and Claris Lifesciences Limited.



Mr. V P Shetty
Non-Executive
Director

- Nominee Director representing JMFL in the Company since July 15, 2014. He is the Non-Executive Chairman of JM Financial Asset Reconstruction Company Limited, JM Financial Products Limited, JM Financial Home Loans Limited and JM Financial Asset Management Limited.



Mr. Satish Chand Mathur
Independent Director

- Independent Director of our Company since August 1, 2019. He serves as a Director on the Boards of several companies such as JM Financial Asset Reconstruction Company Limited, Indiabulls Housing Finance Limited, Tilaknagar Industries Limited and JBF Industries Limited.



2

Annexure – Financial Information

Profit and Loss Statement – Ind AS



Particulars (Rs. Crore)	Half year ended		Year ended	
	31-03-2021	31-03-2020	31-03-2021	31-03-2020
Interest income	582.01	614.11	1,131.18	1,264.11
Fees and commission income	-	1.22	0.99	1.37
Net gain on fair value changes	18.25	20.22	35.11	41.76
Net gain on derecognition of financial instruments	-	-	-	2.22
Other operating income	0.05	0.14	0.21	0.33
Total Income	600.31	635.69	1,167.49	1,309.79
Finance costs	225.44	263.23	449.13	548.53
Impairment on financial instruments	81.16	103.98	185.02	144.99
Employee benefits expense	13.34	9.22	27.79	27.42
Depreciation, amortization and impairment	1.10	1.09	2.19	2.19
Operating and other expenses	8.66	38.22	24.63	51.69
Total Expenses	329.70	415.74	688.76	774.82
Profit before tax	270.61	219.95	478.73	534.97
Tax expenses	66.82	55.99	119.75	152.62
Net Profit for the period	203.79	163.96	358.98	382.35

Balance Sheet – Ind AS



Particulars (Rs Crore)	As at	As at
	March 31, 2021	March 31, 2020
ASSETS		
Financial Assets		
Cash and cash equivalents (CCE)	232.60	28.39
Bank Balance other than CCE	0.25	-
Trade receivables	-	0.30
Loans	6,830.71	7,175.97
Investments	2,027.70	907.14
Other Financial assets	5.93	1.09
Total Financial Assets	9,097.19	8,112.89
Non-financial Assets		
Current tax assets (net)	16.72	13.33
Deferred tax Assets (Net)	88.71	54.00
Property, Plant and Equipment	15.19	17.22
Other Intangible assets	0.09	0.15
Other non-financial assets	2.28	2.09
Total Non-financial Assets	122.99	86.79
TOTAL	9,220.18	8,199.68

Balance Sheet – Ind AS (cont'd)



Particulars (Rs Crore)	As at	As at
	March 31, 2021	March 31, 2020
LIABILITIES AND EQUITY		
LIABILITIES		
Financial Liabilities		
Trade Payables	7.86	9.88
Debt Securities	3,507.66	3,045.40
Borrowings (Other than Debt Securities)	1,999.45	1,807.59
Other financial liabilities	49.18	41.91
Total Financial Liabilities	5,564.15	4,904.78
Non-Financial Liabilities		
		-
Provisions	2.19	1.92
Other non-financial liabilities	3.98	1.71
Total Non-Financial Liabilities	6.17	3.63
EQUITY		
Equity Share capital	2.83	2.83
Other Equity	3,647.03	3,288.44
Total Equity	3,649.86	3,291.27
TOTAL	9,220.18	8,199.68

For Further Queries



Mr. Gagan Kothari

Chief Financial Officer

Email: gagan.kothari@jmfl.com

Contact No: 022 66303360