



Press Release

JM Financial And New York's Seabury Group LLC Sign MoU On Strategic Co-Operation

To provide cross-border Investment Banking Advisory services to corporate clients in aviation and Aerospace & Defense

Mumbai, August 17, 2015: JM Financial Institutional Securities Limited (JM Financial) and Seabury Corporate Finance LLC, a subsidiary of Seabury Group LLC, announced today, it has agreed to enter into a strategic co-operation to provide Investment Banking advisory services to Indian corporates for their activities in the Aviation, Aerospace, and Defense business.

The year 2014, has been pivotal for the Indian Defense sector. The country's decisive election mandate, rise in Foreign Direct Investments from 26 to 49 percent, increased resolve towards 'Make in India' and level playing field to the private sector can fundamentally alter the face of defense equipment manufacturing in India, thus accelerating its participation in the global Aerospace industry.

The MoU signed between JM Financial and Seabury will enable co-operation among the two parties in laying the foundation for significant expansion in Aviation, Aerospace, and Defense related Investment Banking Advisory in India.

Under the agreement, JM Financial and Seabury will jointly provide Investment Banking Advisory services to each party's clients who may be seeking investment opportunities or may like to identify suitable strategic partnerships for their respective businesses. Both companies will seek to leverage their client relationships, as well as their regional and domestic expertise in a mutually beneficial manner.

Mr. Vishal Kampani, MD & CEO, Institutional Securities Business – JM Financial Group, commented: "A partnership between JM Financial and Seabury will enable both parties to add significant value to their clients by leveraging each other's individual expertise and sharing distinctive local market and domain knowledge. Current Government, under the leadership of Prime Minister Narendra Modi, is planning and implementing systemic changes in India's defense procurement policy to provide an impetus to domestic production, thereby offering immense business opportunities to private sector in defense and aviation. JM Financial's strong advisory and execution capabilities along with Seabury's Aviation sector knowledge and expertise will enable both parties to provide its clients with valuable advice and service. We are delighted to partner with Seabury."

Mr. Patrick Henry Dowling, Senior Managing Director, Seabury Corporate Finance LLC, commented: "This strategic partnership lays the foundation for a successful cooperation between our firms to jointly deliver a wide array of specialized advisory services to India's growing Aviation and A&D sectors as well as the country's government. Seabury recognizes the depth, breadth, and value of relationships JM Financial brings to our partnership, and we look forward to identifying and targeting opportunities that will leverage our companies' core competencies and extensive industry expertise to benefit India's institutional and individual clients."

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Background information on JM Financial Group and Seabury Group LLC

JM Financial Group

JM Financial is an integrated financial services group, offering a wide range of services to a significant clientele that includes corporations, financial institutions, high net-worth individuals and retail investors. The Group has interests in investment banking, institutional equity sales, trading, research and broking, private and corporate wealth management, equity broking, portfolio management, asset management, commodity broking, NBFC (Non-Banking Finance Company) activities, private equity and asset reconstruction.

For further information, please refer to www.jmfl.com

Seabury Group LLC

Seabury Group LLC is a global firm founded in 1995 with two principal groups, Seabury Advisory Group LLC ("SAG") and Seabury Capital LLC ("SeaCap"). SAG is a global advisory practice with professionals on five continents and more than 15 countries covering Aviation, Aerospace & Defense, Financial Services, Government, Insurance, Logistics, Maritime, Transportation and related industries. SAG has partnered with more than 300 clients located in more than 50 countries on more than 1,150 engagements to solve complex challenges requiring consulting, investment banking, restructuring and/or information technology solutions.

For further information, please refer to www.seaburygroup.com

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