

### JM FINANCIAL LIMITED CONSOLIDATED FINANCIAL RESULTS

### PART I - STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30TH SEPTEMBER, 2015

			Rupees in Lakh					
Sr.		· · · ·	uarter Ended		Half yea	ir ended	Year Ended	
No.	Particulars	30.09.2015	30.06.2015	30.09.2014	30.09.2015	30.09.2014	31,03,2015	
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	
1	Income from operations	1				l		
	(a) Fees & commission	7,295.44	6,642.21	10,142.86	13,937.65	16,929.40	30,147.39	
	(b) Brokerage	3,631.88	3,360.68	3,632.58	6,992.56	7,031.49	14,525.45	
	(c) Interest and other income on fund based activities	24,422.22	23,430.26	17,887.24	47,852.48	30,771.27	74,951.31	
	(d) Other operating income	4,731.66	4,846.46	5,649.20	9,578.12	8,738.30	19,613.39	
	Total income from operations	40,081.20	38,279.61	37,311.88	78,360.81	63,470.46	1,39,237.54	
2	Expenses							
	(a) Employee benefits expense	6,353.82	6,529.94	7,521.84	12,883.76	12,555.03	23,524.29	
	(b) Sub-brokerage, fees & commission	1,913.85	1,987.53	2,390.37	3,901.38	4,916.02	9,715.17	
	(c) Operating and other expenses	2,764.22	2,723.36	2,596.24	5,487.58	4,652.23	11,549.02	
	(d) Depreciation and amortisation expense	507.04	482.79	459.42	989.83	873.94	1,804.49	
	Total expenses	11,538,93	11,723.62	12,967.87	23,262,55	22,997.22	46,592.97	
3	Profit from operations before other income and finance costs (1-2)	28,542.27	26,555.99	24,344.01	55,098.26	40,473.24	92,644.57	
4	Other income	80.87	22.56	410.92	103.43	891.84	1,066.88	
5	Profit from ordinary activities before finance costs (3+4)	28,623.14	26,578.55	24,754.93	55,201.69	41,365.08	93,711.45	
6	Finance costs	11,868.46	11,995.83	11,021.30	23,864.29	19,252.01	42,020.23	
7	Profit from ordinary activities before tax (5-6)	16,754.68	14,582.72	13,733.63	31,337.40	22,113.07	51,691.22	
8	Tax expense	5,508.96	4,839.42	3,962.83	10,348.38	6,597.16	15,638.82	
9	Net Profit from ordinary activities after tax (7-8)	11,245.72	9,743.30	9,770.80	20,989.02	15,515.91	36,052.40	
10	Extraordinary items	-	17.5	-	-		-	
11	Net Profit after tax (9+10)	11,245.72	9,743.30	9,770.80	20,989.02	15,515.91	36,052.40	
	Less :- Share of Minority interest	3,006.38	2,787.45	788.65	5,793.83	1,209.17	4,875.71	
13	Add :- Share in Profit of Associates	1,486.65	279.38	237.34	1,766.03	747.55	1,875.80	
14	Net consolidated profit (11-12+13)	9,725.99	7,235.23	9,219.49	16,961.22	15,054.29	33,052.49	
15	Paid up equity share capital (Face value Re.1/- per share)	7,887.10	7,882.64	7,593.49	7,887.10	7,593.49	7,837.24	
16	Reserves excluding revaluation reserves						2,35,933.90	
17	Earning Per Share (EPS)							
	Basic EPS (in Rs.) (Not annualised)	1,23	0.92	1.22	2.15	1.98	4.32	
	Diluted EPS (in Rs.) (Not annualised)	1.22	0.92	1.19	2.14	1.95	4.25	

### PART II - SELECT INFORMATION FOR THE QUARTER AND HALF YEAR ENDED 30TH SEPTEMBER, 2015

A	PARTICULARS OF SHAREHOLDING						
1	Public shareholding	1					
	No. of shares	27,09,20,586	27,04,75,109	24,15,59,743	27,09,20,586	24,15,59,743	26,59,34,412
	Percentage of holding (%)	34.35%	34.31%	31.81%	34.35%	31.81%	33.93%
	(as a % of total share capital of the Company)						
2	Promoters and promoter group shareholding						
	(a) Pledged / Encumbered						
	No. of shares	Nil	Nil	Nil	Nil	Nil	Nil
	Percentage of shares (%)	-	-	-	-	-	-
	(b) Non-encumbered						
	No. of shares	51,77,89,265	51,77,89,265	51,77,89,265	51,77,89,265	51,77,89,265	51,77,89,265
	Percentage of shares (%)	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	(as a % of total shareholding of promoter and promoter group)						
	Percentage of holding (%)*	65.65%	65.69%	68.19%	65.65%	68.19%	66.07%
	(as a % of total share capital of the Company)	1		l			
B	INVESTOR COMPLAINTS	Quarter Ended 3	0th September	, 2015			
	Pending at the beginning of the quarter	0		5			
	Received during the quarter	0					

0

0

Disposed off during the quarter
Remaining unresolved at the end of the quarter

\* Dilution in promoter shareholding is on account of exercise of ESOPs by employees.



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### SEGMENTWISE DETAILS ON CONSOLIDATED BASIS FOR THE QUARTER AND HALF YEAR ENDED 30TH SEPTEMBER, 2015

Particulars	30.09.2015	Quarter Ended 30.06.2015	30.09.2014	Half yea 30.09.2015	r ended 30.09.2014	Rupees in Lakh Year Ended 31.03.2015
Segment Revenue	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<ul> <li>A Investment banking and securities business</li> <li>B Fund based activities</li> <li>C Alternative asset management</li> <li>D Asset management</li> <li>E Others</li> <li>Total Segment Revenue</li> </ul>	11,861,97 25,239,82 252,58 2,456,24 2,505,37 <b>42,315,98</b>	12,407.22 24,131.33 290.17 1,466.57 10,149.33	15,054,34 20,364.00 957.25 1,069.58 9,065.35	24,269.19 49,371.15 542.75 3,922.81 12,654.70	25,883.56 34,612.49 1,410.91 1,772.27 10,606.93	52,193.27 80,621.16 2,743.78 4,675.43 13,917.01
Less: Inter - segmental revenue Total Revenue	(2,153.91)	<b>48,444.62</b> (10,142.45)	<b>46,510.52</b> (8,787.72)	<b>90,760.60</b> (12,296,36)	74,286.16 (9,923.86)	1,54,150.65 (13,846.23)
- our revenue	40,162.07	38,302.17	37,722.80	78,464.24	64,362.30	1,40,304.42
Segment Results         A       Investment banking and securities business         B       Fund based activities         C       Alternative asset management         D       Asset management         E       Others         Total Results	2,173.00 12,662.67 40.71 1,759.53 118.77 16,754.68	2,274.37 11,619.40 79.49 816.70 (207.24) 14,582.72	4,520.84 7,639.28 688.89 513.95 370.67 <b>13,733.63</b>	4,447.37 24,282.07 120.20 2,576.23 (88.47) <b>31,337.40</b>	6,693.21 12,813.90 922.21 648.02 1,035.73 <b>22,113.07</b>	12,398.82 34,743.56 1,494.69 1,781.29 1,272.86 <b>51,691.22</b>
Segment Capital Employed         A       Investment banking and securities business         B       Fund based activities         C       Alternative asset management         D       Asset management         E       Unallocated         Total Capital Employed	57,028,40 2,32,615,61 8,020.77 15,834,54 16,909,21 <b>3,30,408,53</b>	58,517.41 2,22,859.15 8,532.59 14,429.58 16,109.20 <b>3,20,447,93</b>	57,222.89 1,17,379.90 7,233.29 12,692.25 47,791.39 <b>2,42,319.72</b>	57,028.40 2,32,615.61 8,020.77 15,834.54 16,909.21 <b>3,30,408.53</b>	57,222.89 1,17,379.90 7,233.29 12,692.25 47,791.39 2,42,319,72	59,988.17 2,10,417.14 8,472.09 13,758.03 16,596.05 <b>3,09,231,48</b>







### STAND-ALONE FINANCIAL RESULTS

### PART 1 - STATEMENT OF STAND-ALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30TH SEPTEMBER, 2015

Sr. No.	Particulars	30.09.2015 Unaudited	Quarter Ended 30.06.2015 Unaudited	30.09.2014 Unaudited	Half year 30.09.2015 Unaudited	r ended 30.09.2014 Unaudited	Rupees in Laki Year Ended 31.03.2015 Audited
1	Income from operations	Childrated	Chauditeu	Chaddhed	Chauditeu	Chauditeu	Auditu
	(a) Dividend	552.48	8,304.82	7,350.04	8,857 30	7,350.04	7,439.73
	(b) Other operating income	1,035.66	954 61	847.56	1,990.27	1,540.27	2,979.36
	Total income from operations	1,588.14	9,259.43	8,197.60	10,847.57	8,890.31	10,419.09
2	Expenses (a) Employee benefits expense	142.47	440.57	485.54	583.04	634.64	.868.07
	(b) Operating and other expenses	128.23	201.19	162.46	329.42	268.99	736.82
	(c) Depreciation and amortisation expense	10.44	12.67	7.53	23.11	16.15	40.10
	Total expenses	281.14	654.43	655.53	935.57	919.78	1,644.99
3	Profit from operations before other income and finance costs (1-2)	1,307.00	8,605.00	7,542.07	9,912.00	7,970.53	8,774.10
4	Other income	0.48		0.45	0.48	0.47	34.69
5	Profit from ordinary activities before finance costs (3+4)	1,307.48	8,605.00	7,542.52	9,912.48	7,971.00	8,808.79
	Finance costs	808.66	660.01	24.57	1,468.67	32.10	758.54
	Profit from ordinary activities before tax (5-6)	498.82	7,944.99	7,517.95	8,443.81	7,938.90	8,050.25
	Tax expense	5.33	(26.47)	100.75	(21.14)	254.75	239.60
9	Net Profit from ordinary activities after tax (7-8)	493.49	7,971.46	7,417.20	8,464.95	7,684,15	7,810.65
	Extraordinary items		-	1990 - 1990 - 1990 - 1990 - 1990 - 1990 - 1990 - 1990 - 1990 - 1990 - 1990 - 1990 - 1990 - 1990 - 1990 - 1990 -	10.9995.0995.000		-
	Net Profit after tax (9+10)	493.49	7,971.46	7,417.20	8,464.95	7,684.15	7,810.65
12	Paid up equity share capital (Face value Re. 1/- per share)	7,887.10	7,882.64	7,593,49	7,887-10	7,593.49	7,837.24
13	Reserves excluding revaluation reserves						1,56,481.21
14	Earning Per Share (EPS) Basic EPS (in Re.) (Not annualised) Diluted EPS (in Re.) (Not annualised)	0.06	1.01 1.01	0.98 0.96	1.07 1.07	1.01	1.02
AR	T II - SELECT INFORMATION FOR THE QUARTER AND HAL	F YEAR ENDED 30	TH SEPTEMBER.	2015			
A	PARTICULARS OF SHAREHOLDING Public shareholding				27 42 22 22 22		
	No. of sharcs Percentage of holding (%) (as a % of total share capital of the Company)	27,09,20,586 34,35%	27,04,75,109 34.31%	24,15,59,743 31.81%	27,09,20,586 34,35%	24,15,59,743 31.81%	26,59,34,412 33.93%
	Promoters and promoter group shareholding (a) Pledged / Encumbered No. of shares Percentage of shares (%)	Nil	Nil -	Nil -	Nil	Nil -	N
	<ul> <li>(b) Non-encumbered</li> <li>No. of shares</li> <li>Percentage of shares (%)</li> <li>(as a % of total shareholding of promoter and promoter group)</li> </ul>	51,77,89,265 100.00%	51,77,89,265 [00.00%	51,77,89,265 100.00%	51,77,89,265 ]00.00%	51,77,89,265 100,00%	51,77,89,26 100,009
	Percentage of holding (%)* (as a % of total share capital of the Company)	65.65%	65.60°n	68.19° o	65.65% e	68.19° <sub>0</sub>	66.07%
B	INVESTOR COMPLAINTS	Quarter Ended 3	)th September, 20	15			
	Pending at the beginning of the quarter Received during the quarter Disposed off during the quarter	0					

Remaining unresolved at the end of the quarter ( \* Dilution in promoter shareholding is on account of exercise of ESOPs by employees.







### STATEMENT OF ASSETS AND LIABILITIES

		Consol	idated	Stand-	Rupees in lakh
		As at	As at	As at	As at
Par	ticulars	30.09.2015	31.03.2015	30.09.2015	31.03.2015
Iai	ticular 5	Unaudited	Audited	Unaudited	Audited
EO	UITY AND LIABILITIES				
	Shareholders' funds				
(a)	Share Capital	7,887.10	7,837.24	7,887.10	7,837.24
100 million -	Reserves and Surplus	2,55,366.34	2,36,732.98	1,66,385.78	1,56,481.21
	Capital Reserve on Consolidation	17,469.16	9,726.73	100	-
	Minority Interest	60,211.74	65,460.34		
		3,40,934.34	3,19,757.29	1,74,272.88	1,64,318.45
	Non-current liabilities				
(a)	Long-term borrowings	1,06,388.37	26,137.18	12.84	21.85
	Deferred tax liabilities (net)	8,679.93	8,731.13	10,982.13	11,003.28
	Other long-term liabilities	270.00	270.00	100.00	100.00
	Long-term provisions	6,001.28	5,516.01	21.78	20.51
		1,21,339.58	40,654.32	11,116.75	11,145.64
	Current liabilities				
(a)	Short-term borrowings	4,06,164.61	4,15,143.36	35,129.10	12,187.87
(b)	Trade payables	30,610.84	20.839.37	84.21	103.38
(c)	Other current liabilities				
	Current maturities of long term borrowings	29,688.42	30,859.90		
	Others	13.024.12	13,753.00	607.07	746.77
(d)	Short-term provisions	942.88	9,479.17	114.56	6,364.89
		4,80,430.87	4,90,074.80	35,934.94	19,402.91
	Total	9,42,704.79	8,50,486.41	2,21,324.57	1,94,867.00
ASS	SETS				
	Non-current assets				
(a)	Fixed assets	34,117.87	34,178.83	183.23	205.22
(b)	Goodwill on consolidation	10,525.81	10,525.81		
(c)	Non-current investments	47,638.04	48,199.90	1,75,661.30	1,66,161.30
(d)	Long-term loans and advances	4,02,213.75	3,07,099.00	16,333.99	16,219.85
(e)	Other non-current assets	4,94,495.47	4,00,003.54	665.88	362.15
		98 - 18			
(1)	Current assets	40,486.01	15,768,29	1,157.81	-
	Current investments Debt securities held as stock in trade	12,987.45	35,900.76	-	
1000	Assets held for arbitrage activities	41,630.72	-	121	
10050		24,395.30	22,668.46	-	121
	Trade receivables Cash and bank balances	33,364.02	83,287.13	336.78	3,321.84
1.		2,62,323.72	2,90,881.57	25,494.22	7,578.62
	Short-term loans and advances	33,022.10	1,976.66	1,491.36	1,018.02
(g)	Other current assets	4,48,209.32	4,50,482.87	28,480.17	11,918.48
		9,42,704.79	8,50,486.41	2,21,324.57	1,94,867.00







### Notes:

- The above unaudited consolidated financial results for the quarter and half year ended September 30, 2015 have been reviewed by the Audit Committee and on its recommendation have been approved by the Board of Directors at its meeting held on October 29, 2015. The Statutory Auditors have carried out the Limited Review of the said results.
- 2) The Consolidated Financial Results (CFR) are prepared in accordance with the principles and procedures for the preparation and presentation of CFR as set out in the Accounting Standard (AS) 21 on "Consolidated Financial Statements" and AS 23 on "Accounting for Investments in Associates in Consolidated Financial Statements" prescribed by Companies (Accounting Standards) Rules, 2015 (as amended).
- 3) During the quarter ended September 30, 2015, both JM Financial Institutional Securities Limited, and JM Financial Services Limited, the wholly owned subsidiaries(direct and indirect) of JM Financial Limited (the Company) have collectively acquired 46,222,150 equity shares in JM Financial Products Limited, representing 8.49% of its total paid up equity share capital. As a result, the Company's holding in JM Financial Products Limited increased from 90% to 98.49% during the quarter ended September 30, 2015.
- 4) During the quarter ended September 30, 2015, the Allotment Committee of the Board has allotted 445,477 equity shares of the face value of Re. 1/- each to the eligible employees upon exercise of stock options by them. Consequent upon this allotment, the total paid up equity share capital of the Company has increased to Rs. 78,87,09,851.
- 5) On a stand-alone basis, the Company is engaged in making investments in, and/or lending funds to its group companies as a Core Investment Company registered with the Reserve Bank of India, which in the context of AS 17 on "Segment Reporting" is considered as the only segment. However, on a consolidated basis, the Company has identified four reportable segments, namely, (i) Investment banking & securities business, (ii) Fund based activities, (iii) Alternative asset management and (iv) Asset management.
- 6) On a stand-alone basis, the dividend income, if any, from the investments made by the Company in its group companies arising in different quarters, may not be comparable.
- 7) Consolidated as well as Standalone unaudited financial results for the quarter and half year ended September 30, 2015 will be made available on the Company's website viz., <u>www.jmfl.com</u> and websites of BSE Limited and National Stock Exchange of India Limited viz., <u>www.bseindia.com</u> and <u>www.nseindia.com</u> respectively. Key stand-alone financial information is given below:

						Rupees in Lak
Particulars	(	Quarter Ende	d	Half yea	ar ended	Year Ended
	30.09.2015 Unaudited	30.06.2015 Unaudited	30.09.2014 Unaudited	30.09.2015 Unaudited	30.09.2014 Unaudited	31.03.2015 Audited
Total Income	1,588.62	9,259.43	8,198.05	10,848.05	8,890.78	10,453.78
Profit before tax	498.82	7,944.99	7,517.95	8,443.81	7,938.90	8,050.25
Profit after tax	493.49	7,971.46	7,417.20	8,464.95	7,684.15	7,810.65

8) Previous period/year's figures have been regrouped and rearranged wherever necessary to conform to current period/year's classification.

Place: Mumbai Date: October 29, 2015



ehalf of the Board For and Nimesh Rampani

Chairman & Managing Director (DIN: 00009071)



### JM Financial reports consolidated profit up by 34 % for the Q2 FY 16.

**Mumbai**, **October 29**, **2015**: The Board of Directors of JM Financial Limited, at its meeting held today, considered and approved the unaudited financial results for the quarter and half year ended September 30, 2015.

### Consolidated Results – Key Highlights:

### FY 16 – H1 compared to FY 15 – H1

- > Total income increased by 22 % to Rs. 784.64 crore from Rs. 643.62 crore
- > Profit before tax increased by 42 % to Rs. 313.37 crore from Rs. 221.13 crore
- Net profit after tax and before minority interest increased by 40 % to Rs.227.55 crore from Rs.162.63 crore
- Net profit after tax, minority interest and share of associates increased by 13 % to Rs. 169.61 crore from Rs. 150.54 crore

### FY 16 - Q2 compared to FY 16 - Q1

- > Total income increased by 5 % to Rs. 401.62 crore from Rs. 383.02 crore
- > Profit before tax increased by 15% to Rs. 167.55 crore from Rs. 145.83 crore
- Net profit after tax and before minority interest increased by 27 % to Rs.127.32 crore from Rs.100.23 crore
- Net profit after tax, minority interest and share of associates increased by 34 % to Rs. 97.26 crore from Rs. 72.35 crore

The Earnings per share and Diluted Earnings per share, for the half year ended September 30, 2015 is Rs. 2.15 and Rs. 2.14 respectively (not annualised). The consolidated net worth as at September 30, 2015 stands at Rs. 2,720 crore and the debt equity ratio is 2 :1

### Commenting on the results and financial performance, Mr. Nimesh Kampani, Chairman, JM Financial Group, said,

"In a move that came as a surprise to the market, the bold 50 basis point repo rate cut by the Reserve Bank of India will reinvigorate the investment sentiment and will boost growth in the upcoming quarters.

The financial performance for the quarter and half year ended September 30, 2015 was on expected lines. The group's fund based business and asset management business have done well. While the securities business performed well, the volatility in the markets has hampered the timeliness of deal closures.

We shall continue to navigate challenges, and deliver on our commitments to our clients, shareholders and communities and as always, we operate with our strong and time tested values."

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### **Business Update**

### Investment banking and securities business:

During the quarter our **Investment banking** executed the following deals:

- Acted as Global Coordinator and BRLM to Qualified Institutional Placement by Indusind Bank – Rs. 4,328 crore.
- Acted as selling broker to the Offer for Sale by Indian Oil Corporation Limited Rs.9,396 crore.
- Acted as selling broker to the Offer for Sale by Network 18 Media and Investments Rs. 182 crore.
- Acted as the lead financial advisor to Adani Enterprises Limited on its composite scheme of arrangement and subsequent listing of a resultant company, Adani Transmission Limited.
- Acted as financial and structuring advisor to Balkrishna Industries Limited for its scheme of arrangement pertaining to demerger of its paper division undertaking and subsequent listing of the resultant company.
- Acted as advisor for listing of Gujarat Gas Limited (resultant company) pursuant to its scheme of arrangement.
- Acted as advisor on sale of Telangana based grain spirit distillery, Shasta Bio Fuels to Allied Blenders & Distillers.

The pipeline of our investment banking business continues to remain healthy with several mandated transactions under execution.

The **Institutional Equities business** saw continued steady client interaction and growth momentum during the quarter. New institutional clients continue to be added to the client muster, in line with the strategy of increasing the breadth and reach of our product.

The annual conference hosted by the Institutional Equities business is slated to be held during November 2015 in Mumbai. The conference will be represented by senior industry captains as keynote speakers and around 70 Indian corporates interacting with more than 150 institutional investors – domestic and global.

The Institutional Equities business continues to expand on its research product, distribution and technology enhancements across functions.

In the **wealth management business**, the assets under management stood at over Rs.23,900 Crore as on Sep 30, 2015. We have presence in 7 major cities in India (Mumbai, New Delhi, Bangalore, Hyderabad, Kolkata, Ahmedabad and Pune) with team of more than 50 experienced wealth advisors catering to Ultra High Net worth families, High Net Worth families and Corporate treasuries. We are focused on increasing our coverage and AUM in this business.

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In the **distribution business**, we have a large network of over 7,650 active Independent Financial Distributors (IFDs) who distribute various financial products across the country. As per Prime Database, we are ranked amongst Top 4 players in HNI and Retail categories for distribution of equity issuances for the period Apr to Sep 2015 with around 14% market share of the amount procured.

We have presence in 267 locations spread across 111 cities through a network of branches and franchisees.

### Fund based activities:

The overall funding book stood at **Rs. 6,118 Crore** as on September 30, 2015 as against Rs.5,492 Crore as on June 30, 2015. The treasury book as on September 30, 2015 for the fixed income securities stood at **Rs. 130 Crore.** We continued efforts of diversifying our sources and maturities for our borrowing. Our long term borrowing as a proportion of total borrowing stood at around 30 % on September 30, 2015 as compared to 23 % on June 30, 2015.

In the **asset reconstruction business**, during the quarter, banks continued to announce portfolio auctions for offloading their NPA accounts. However, as with previous quarters, for ARC acquisitions, deal closure remained a challenge. We actively participated in several auction processes and also pursued single credit accounts with banks and promoters. We closed four deals during the quarter – three as part of debt aggregation and one fresh acquisition. Recovery efforts for acquired accounts continued and majority of the recovery came from restructured accounts and settlement with borrowers. We are focused on resolution and restructuring of our largest acquisition of single account viz., Hotel Leelaventures. We are hopeful to achieve the resolution in stages over coming two to three quarters.

### Alternative Asset Management:

At the end of the quarter, the combined AUM/AUA of our private equity and real estate funds stood at around Rs.900 crore.

JM Financial India Fund (the Fund), our **private equity fund** continues to work closely with its portfolio companies in helping them grow their businesses as well as to seek exit opportunities. As on September 30, 2015, the Fund has returned an aggregate 71.70 % of the capital contribution received from its Investors in Indian Rupee terms.

Our **Real Estate Fund** too continues to work closely with the portfolio companies to seek suitable exit opportunities.

As on September 30, 2015, the domestic scheme of the Real Estate Fund has returned an aggregate 50% of the capital contribution received by it and the offshore scheme has returned 41% of its capital contribution in Indian Rupee terms.

### Asset Management:

The domestic investors have reposed their faith in Indian equities which is reflected in our AUM in most of the Equity Schemes. As a matter of fact, our Equity Schemes have been doing consistently well and most of these schemes have performed better in the volatile market conditions.



We are focused on a disciplined investment approach.

The **average AUM** in our Mutual Fund during the quarter September 30, 2015 stood at **Rs. 15,858 crore**, under Equity schemes was at Rs. 9,741 crore and under the Debt Schemes was at Rs. 6,117 crore.

### Rating:

CRISIL has upgraded long term rating for JM Financial Group to 'CRISIL AA/Stable' (upgraded from CRISIL AA-/Positive) which is so far the best long term rating by CRISIL amongst the Industry peers.

### Awards and Recognition:

JM Financial Singapore Pte Ltd was awarded "Dealmaker of the Year" for Altran Acquisition of Foliage Inc at The Acquisition International 2015 M&A Awards.

JM Financial Services Limited has also been recognised as the Best Performing National Financial Advisor – Institutional by UTI & CNBC.

### -ends-

The unaudited financial results are attached. Both, the press release and unaudited financial results are available on our website <u>www.jmfl.com</u>

### **About JM Financial**

JM Financial is an integrated financial services group offering a wide range of capital market services to its corporate and individual clients. The Group's businesses include investment banking, institutional equity sales, trading, research and broking, private and corporate wealth management, equity broking, portfolio management, asset management, commodity broking, fixed income broking, non-banking finance products, private equity and asset reconstruction. For more information, log on to www.jmfl.com

### For further information, please contact:

Manali Pilankar	Manish Sheth
Corporate Communications	Group Chief Financial Officer
Tel.: +91 22 6630 3475	Tel.: +91 22 6630 3460
Email: <u>manali.pilankar@jmfl.com</u>	Email: <u>manish.sheth@jmfl.com</u>

### Forward - Looking statements

This press release ('document') containing JM Financial Group's activities, projections and expectations for the future, may contain certain forward-looking statements based upon the information currently available with the Company or any of its subsidiaries and associate companies. The financial results in future may vary from the forward-looking statements contained in this document due to uncertainties and unforeseen events that may impact the businesses of the JM Financial Group. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events.

This document is for information purposes only and any action taken by any person on the basis of the information contained herein is that person's responsibility alone and neither JM Financial Group nor any of their directors or employees will be liable in any manner for the consequences of such actions.



## **JM Financial Limited**

Corporate Presentation

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within the meaning of applicable laws and regulations. The actual results of business may differ materially from those expressed or implied due to various risk factors and uncertainties. These risk factors and uncertainties include the effect of domestic as well as global economic and political events, volatility in interest rates and in the securities market, new regulations and government policies that may impact our This presentation describing our activities, projections and expectations for the future, may contain certain 'forward looking statements' looking statement on the basis of any subsequent developments, information or events and assume no liability for any action taken by businesses as well as ability to implement our strategies. We are under no obligation to publicly amend, modify or revise any forward anyone on the basis of any information contained herein.

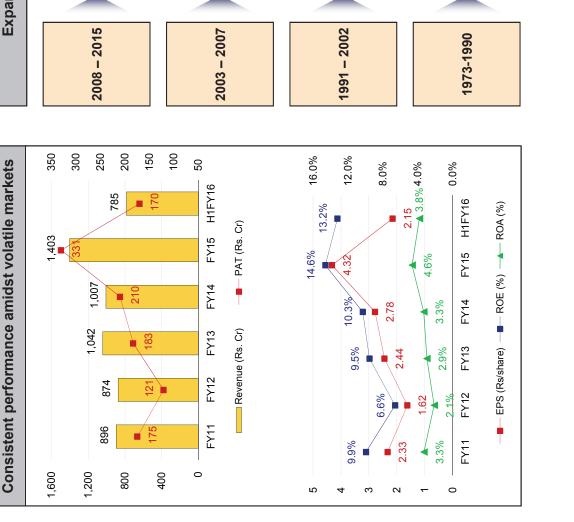


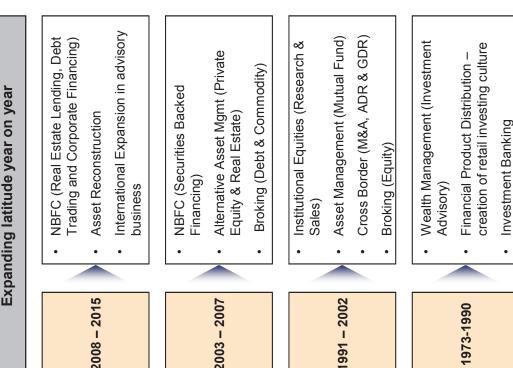
<ul> <li>Servicing clients across the financial services spectrum</li> <li>PAN India Presence</li> </ul>	1 Institutional Securities	<ul> <li>Corporate Finance Advisory</li> <li>M&amp;A Advisory – domestic &amp; cross border</li> <li>Private Equity</li> <li>Equity Capital Markets - Debt Capital Markets</li> <li>Equity Sales &amp; Trading</li> </ul>
<ul> <li>Firm four-decade footprints</li> </ul>		Equity Research
- proven track record of growth & sustainability	Investment	Wealth Management
<ul> <li>Pioneered innovative products in the financial services space</li> </ul>	2 Advisory & Distribution	<ul> <li>Equities Broking - Derivatives Broking - Commodities Broking</li> </ul>
	IM FINANCIAL	
<ul> <li>Trusted &amp; preferred partner</li> <li>– client centric business</li> <li>model</li> </ul>	Financing Business	<ul> <li>Margin Financing - IPO Financing - Loan against Shares - Real Estate Financing, Loan against Properties</li> <li>G-sec &amp; Corporate Bond Trading</li> <li>Acquisition of Bank NPAs and resolution thereof</li> </ul>
	4 Asset Management	Mutual Fund     Real Estate Fund     Private Equity Fund
JM FINANCIAL		

# Sustainable Growth – Oriented Portfolio

## Accelerated Pace of Growth

- Four decades of prominent presence depicting –
- value driven growth and;
  - long-term sustainability
- Q2 FY16 highlights –
- Revenue Rs. 402 Cr
- PBT Rs. 168 Cr
- Net profit before minority interest Rs. 127 Cr
  - EPS Rs. 1.23
- ROE 15.1%
  - ROA 4.4%





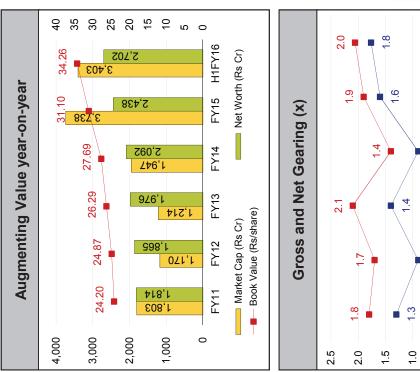


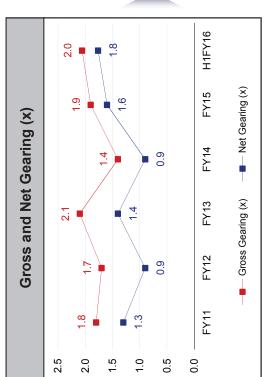
Stock/Index data per NSE as on 28/10/2015 Note



### **Delivering Value**

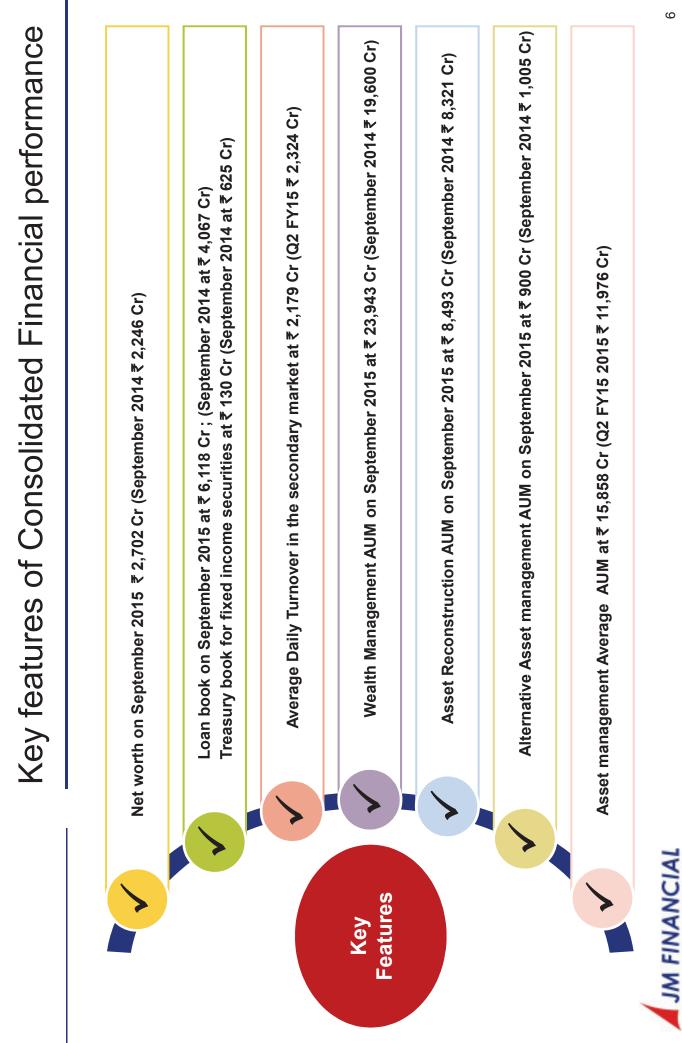
- Delivering consistent superior returns to shareholders -•
- around 8.7x vs. peer avg of 16.9x and a P/B of 1.3x vs. Stock trading at a P/E of peer avg of around 2.3x •
- maximizing shareholders' Continued focus on return •





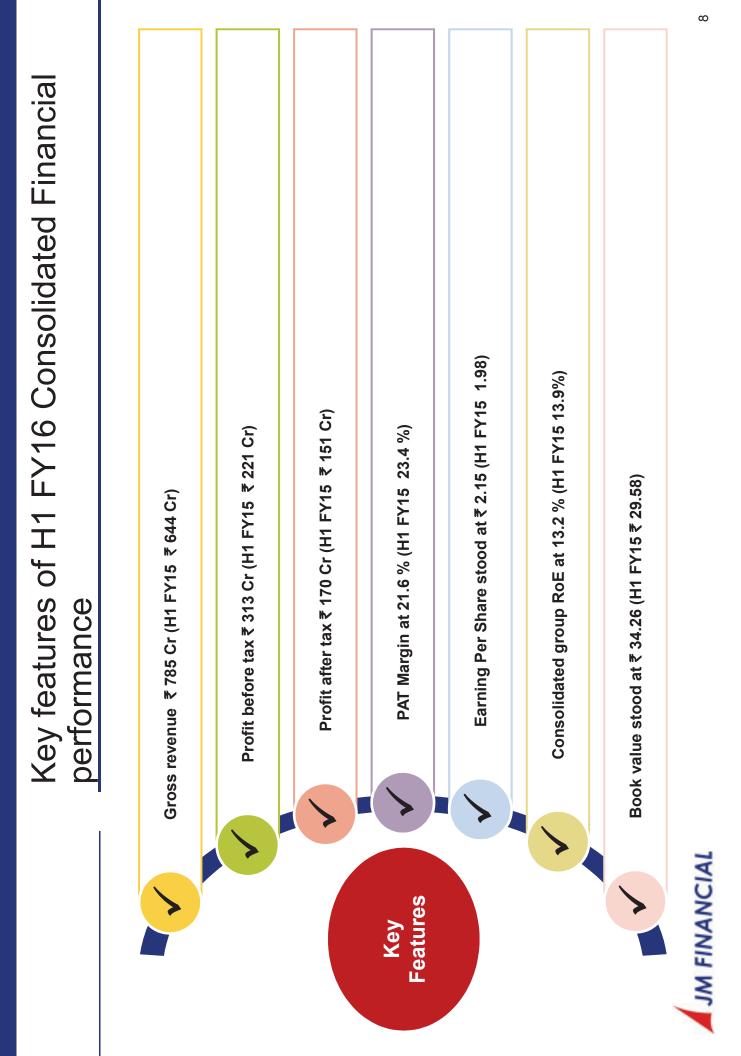
Stock peri	Stock performance vs. Indices	lices
Stock / Index	12-M	3-Ү
JMFL	-4%	163%
CNX 500	5%	52%
CNX Smallcap	%6	58%
CNX Bank	4%	55%
CNX Finance	7%	57%

Conservative D/E depicting business strength, adequate cash cushion and strong business model





I: Half yearly performance – H1 FY16



Results for H1 FY16 (Consolidated )

₹Cr	H1 FY16	H1 FY15	ХоҮ
Gross Revenue	785	644	22%
Sub-brokerage	39	49	(21%)
Employee cost	129	126	3%
Operating cost	55	47	18%
Finance cost	239	193	24%
Depreciation	10	0	13%
Profit before tax	313	221	42%
Profit after tax	210	155	35%
Minority interest / Associate	-40	4-	773%
Net Consolidated profit	170	151	13%



JM FINANCIAL

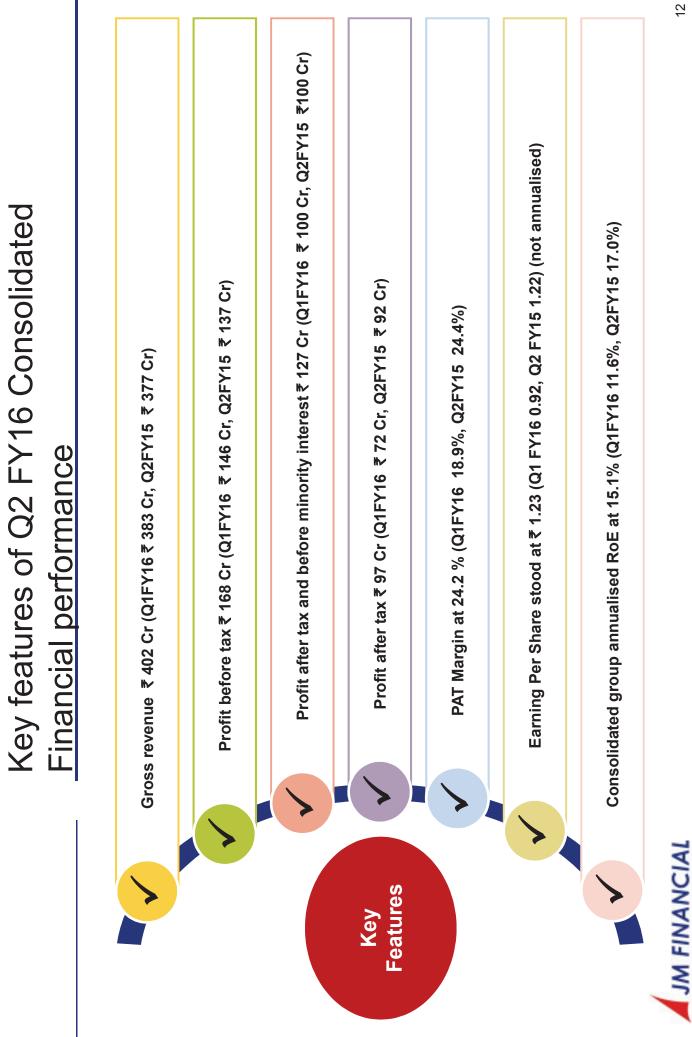
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Seament revenue	H1 FY16	H1 FY15	ХоХ
Investment banking and securities business	243	259	(%)
Fund based activities	494	346	43%
Alternative asset management	ъ	14	(62%)
Asset management	39	18	121%
Others	127	106	19%
Total Segment Revenue	806	743	22%
Less: Inter - segmental revenue	123	66	(24%)
Total Revenue	785	644	22%
Segment PAT	H1 FY16	H1 FY15	ΥοΥ
Investment banking and securities business	31	44	(30%)
Fund based activities	128	89	44%
Alternative asset management	~	7	(88%)
Asset management	1	4	193%
Others	7	Q	(124%)
Total	170	151	13%

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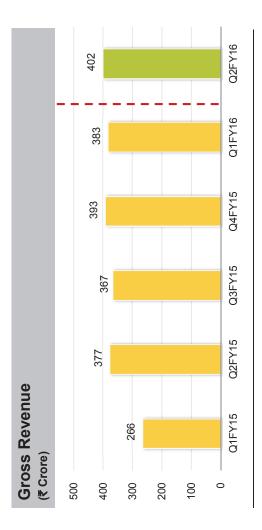


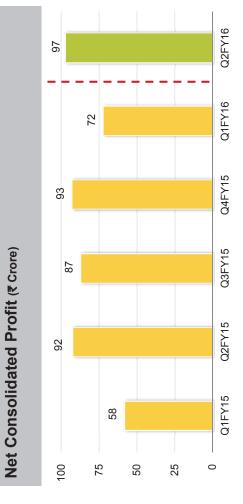
II : Quarterly performance – Q2 FY16

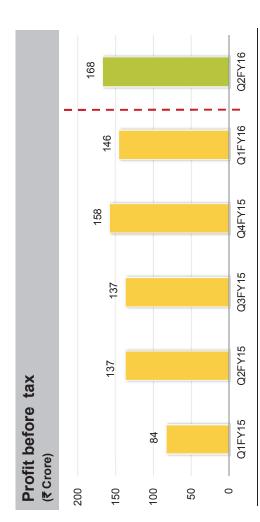




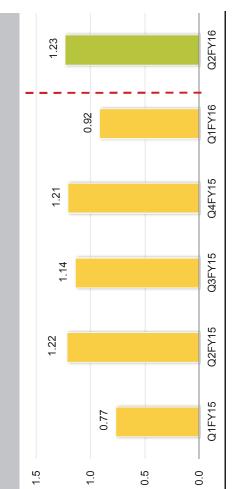
## Consolidated Financial Performance – Quarter by Quarter Snapshot





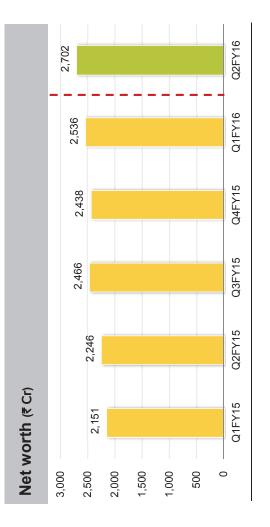


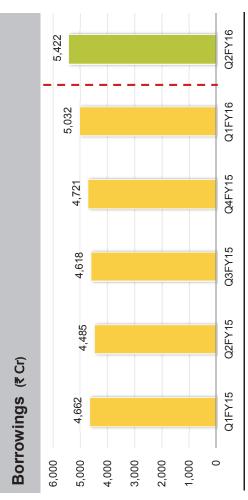
### EPS (₹) ( not annualised)

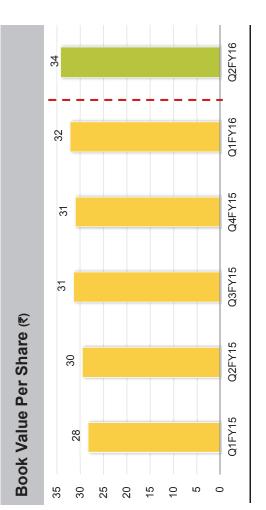


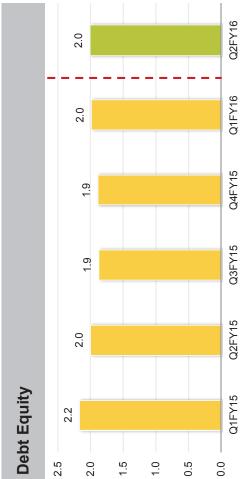


## Consolidated Financial Performance – Quarter by Quarter Snapshot









Results for Q2 FY16 (Consolidated )

₹Cr	Q2 FY16	Q1 FY16	QoQ	Q2 FY15	ΥοΥ
Gross Revenue	402	383	5%	377	6%
Sub-brokerage	19	20	-4%	24	(20%)
Net Revenue	382	363	5%	353	8%
Employee cost	64	65	-3%	75	(16%)
Operating cost	28	27	2%	26	6%
Finance cost	119	120	-1%	110	8%
Depreciation	5	£	5%	5	10%
Profit before tax	168	146	15%	137	22%
Profit after tax	112	97	15%	98	15%
Minority interest / Associate	-15	-25	-39%	9-	176%
Net Consolidated profit	97	72	34%	92	5%



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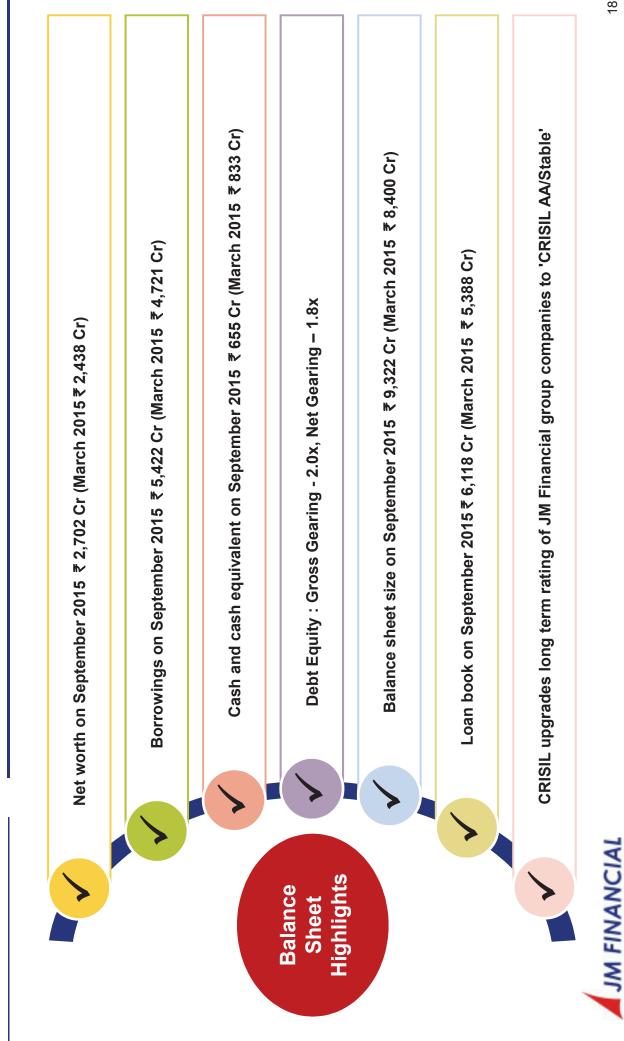
Segment performance

Segment revenue	Q2 FY16	Q1 FY16	QoQ	Q2 FY15	ΥοΥ
Investment banking and securities business	119	124	(4%)	151	(21%)
Fund based activities	252	241	5%	204	24%
Alternative asset management	c	S	(13%)	6	(74%)
Asset management	25	15	67%	11	130%
Others	25	102	(75%)	91	(72%)
Total Segment Revenue	423	484	(13%)	465	% <b>6-</b>
Less: Inter - segmental revenue	22	101	(%62)	88	(75%)
Total Revenue	402	383	5%	377	6%
Segment PAT	Q2 FY16	Q1 FY16	QoQ	Q2 FY15	ΥοΥ
Investment banking and securities business	15	16	(%8)	30	(%09)
Fund based activities	74	54	37%	52	42%
Alternative asset management	0	~	(23%)	9	(95%)
Asset management	ω	4	107%	က	155%
Others	-	-2	(130%)	2	(62%)
Total	97	72	34%	92	5%





III : Balance sheet highlights



## **Balance Sheet Highlights**

Summary Balance Sheet

₹ Cr	As at September 30, 2015	As at March 31, 2015
Equity and Liabilities		
Shareholders' Funds	2,702	2,438
Minority Interest	602	655
Borrowings	5,422	4,721
Other Liabilities and Provisions	596	586
TOTAL	9,322	8,400
Assets		
Loan book	6,118	5,388
Investment and Treasury fund	1,666	1,472
Arbitrage and trading book	546	359
Other assets	992	1,181
TOTAL	9,322	8,400



<ul> <li>Over three decades of leadership in M&amp;A and</li> </ul>		Offerings			Strengths	
Capital Markets	Full service investment decades of experience		bank with over four and leadership in	Key strength     execution of	Key strength lies in innovative structuring and execution of complex and challenging deals	structuring and illenging deals
<ul> <li>Strong track record of landmark M&amp;A transactions</li> </ul>	M&A and Capital Marke capital raising, mergers private equity and debt	M&A and Capital Markets, focused on capital raising, mergers & acquisitions, private equity and debt raising for India	ts, focused on  - & acquisitions, raising for Indian	Strong Long- relationships	Strong Long-term Indian Corporate relationships	orate
<ul> <li>Pioneer of innovation in structuring and product</li> </ul>	Corporates in domestic capital markets		and international	Leadership     unmatched	Leadership positions in all product areas and unmatched market share for landmark	duct areas and andmark
offerings				transactions		
		Recognition		Best-in-Clas	Best-in-Class Execution Team with focus on	n with focus on
vuide & deep sectoral coverage both from a corporate finance & research perspective	<ul> <li>Awarded a nu years from Eu Awarded 'Inve 'India Deal of recently cond</li> </ul>	Awarded a number of recognitions over the years from Euromoney and Finance Asia. Awarded 'Investment Bank of the Year' & 'India Deal of the Year (Large Markets)' at recently conducted M&A Atlas Awards	ons over the ance Asia. e Year' & arkets)' at Awards	<ul> <li>Expanding preservicion</li> <li>Expanding preservicion</li> <li>viz; Singapore an partnerships to eximternational completernational com</li></ul>	client saustaction Expanding presence in International Markets viz; Singapore and USA. Built effective partnerships to expand reach & access to international companies	ational Markets : effective & access to
		Lai	ndmark transactior	Landmark transactions in the recent past -	- ti	
	IndusInd Bank 2015	Bajaj Finance Ltd 2015	HDFC Bank 2015	Reliance Ind 2014	Diageo PIc 2014/2012	Foliage Inc 2014
	IndusInd Bank	BAJAN Bajaj Finance Ltd.	D HDFC BANK	Reliance Network	DIAGEO Lead Transaction &	Foliage
	QIP of Rs. 4,328 Cr	Sole Book Runner in QIP of INR. 1,400 Cr	QIP Rs. 2,000 crore	Sole Financial Advisor to acquire Network18 Group	Financial Advisor to Diageo Plc for acquisition of United Spirits	Sole Sell-Side Financial Advisor Value not disclosed
A JM FINANCIAL						

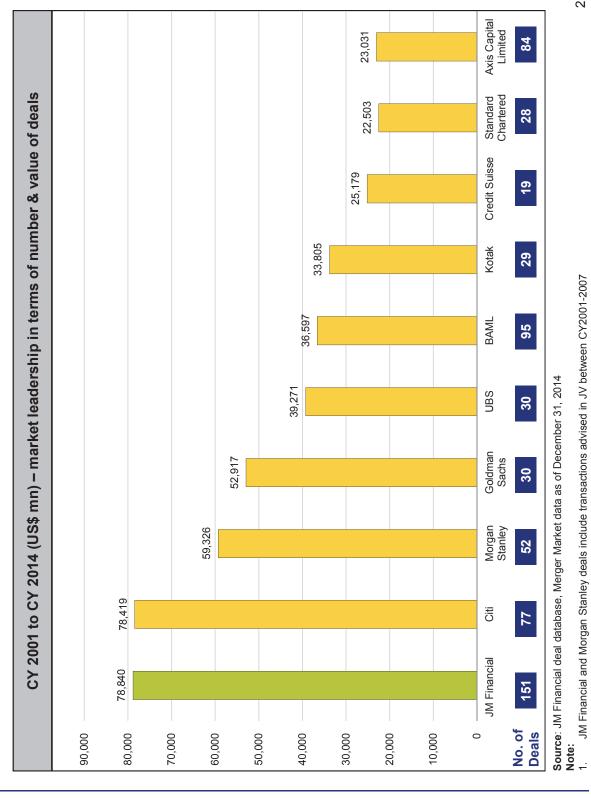
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### Investment Banking

### **M&A** Market Leader

- Recent Awards -
- "M&A Deal Maker of the Magna Awards 2015 -**BW Business World** Year"
- Country Awards 2014 -"Best M&A House in The Asset's Triple A India" I
- "Acquisition International "Deal of the Month" by Magazine" in its June Foliage deal awarded 2014 edition I
- M&A Atlas Awards 2013 "India Deal of the Year "Investment Bank of the (Large Markets)" and Year" ī
- India's best dealmakers World) – "Deal of the 2012 (Business year" ī



JM FINANCIAL



### Investment Advisory, Distribution and Equity Research & Broking

local institutional franchise reach - dominant global &

Worldwide institutional

strength - We cover 150

funds across regions

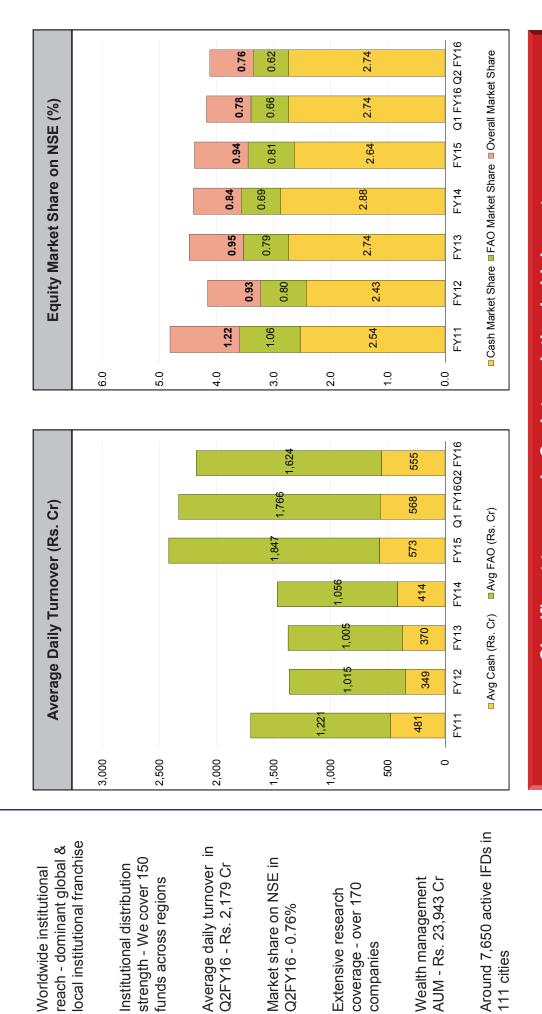
Institutional distribution

Average daily turnover in

Q2FY16 - Rs. 2,179 Cr

Market share on NSE in

Q2FY16 - 0.76%





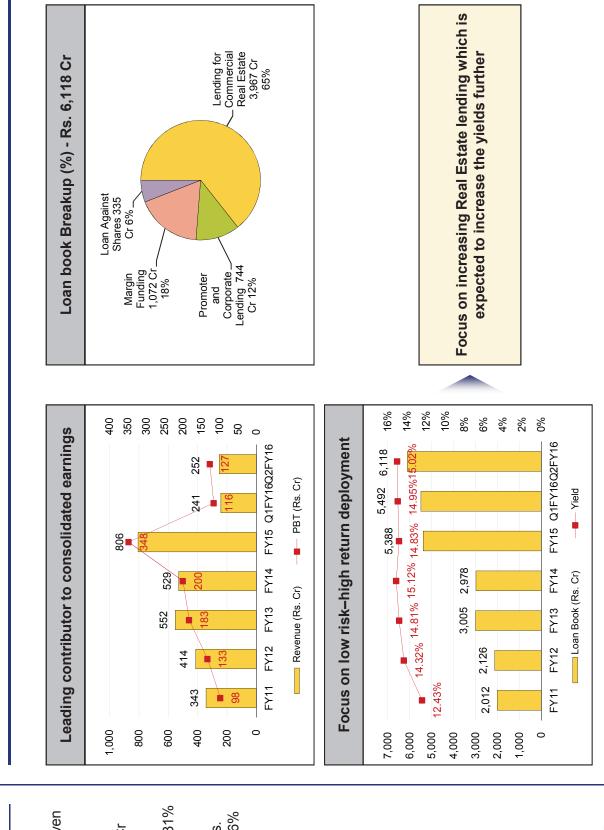
AUM - Rs. 23,943 Cr Wealth management

111 cities

coverage - over 170 Extensive research

companies

Significant turnover in Cash translating in higher returns



### Lending Business

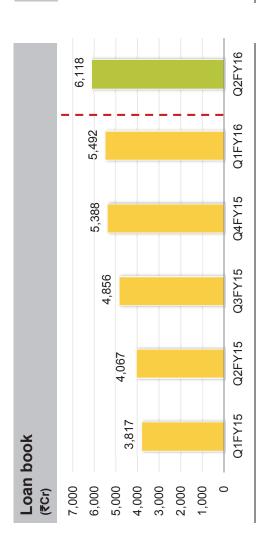
Strong growth potential driven by healthy fundamentals –

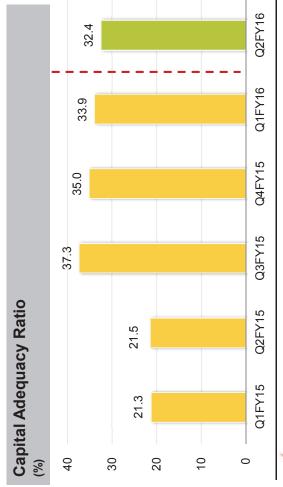
- Loan book Rs. 6,118 Cr
- Net Interest Margin 8.31%
- Gross NPA at 0.8 % Rs. 47.13 Cr (Net NPA at 0.6% - Rs. 36.85 Cr)

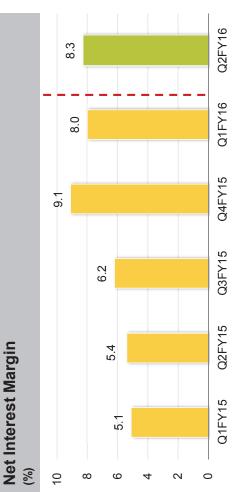


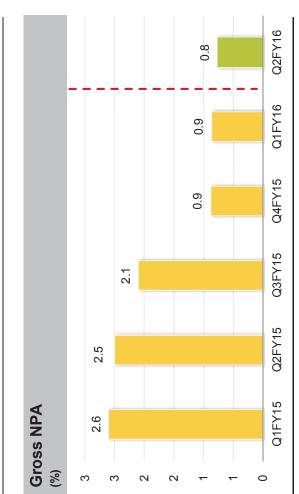


# Highlights – Fund based activities





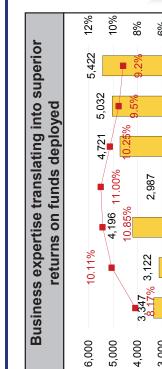


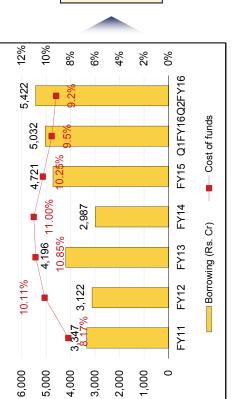


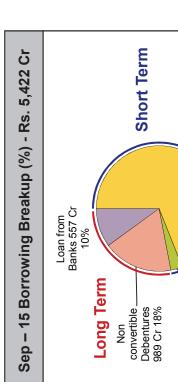
**Borrowing Profile** 

- Capital Adequacy Ratio of 32%
- Long term debt rating: **CRISIL AA STABLE** ICRA AA STABLE
- Short term debt rating: **CRISIL A1+** ICRA A1+
- with visible future growth & Business strength coupled long-term sustainability facilitate minimal debt servicing risk
- committee meets regularly Group Borrowing & ALM ţ
- review the ALM profile of the Group
- asset maturity profiles advise on diversifying borrowings based on ï

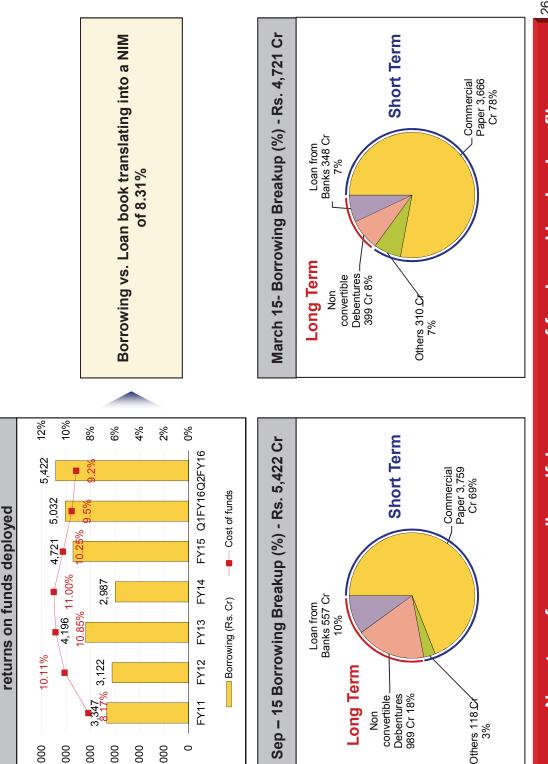


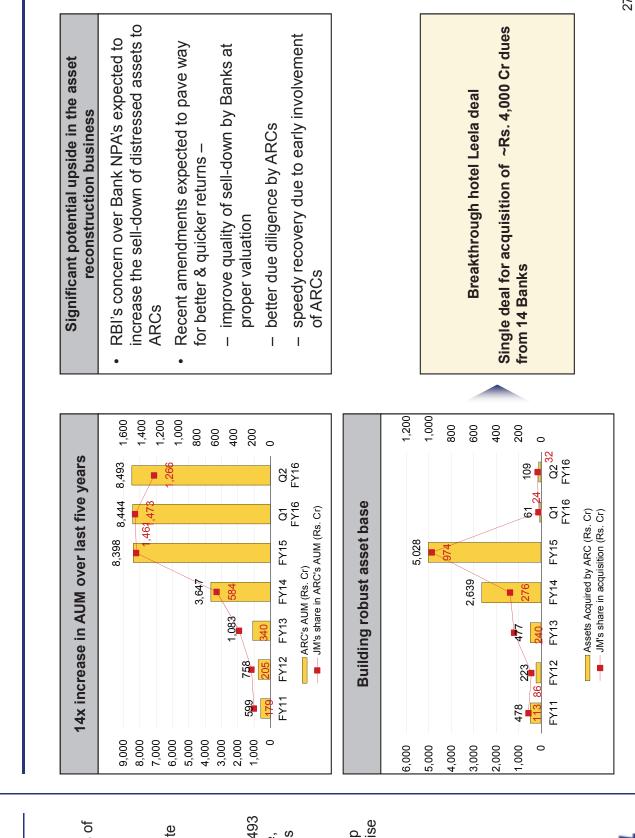












## Asset Reconstruction

- engaged in the business of management in India **RBI** registered ARC Distressed Assets
- Highest capitalized private sector ARC in the Indian industry
- Current AUM of ~ Rs. 8,493 SME and Retail portfolios Cr comprising Corporate,
- wide professional expertise and synergies from group In-house legal expertise





JM ARC share in redemption during the quarter at ₹ 27 Cr (Q1FY16 ₹ 11 Cr)

JM ARC share in acquisition during the quarter at ₹ 32 Cr (Q1FY16 ₹ 24 Cr)

Asset Reconstruction Snapshot for Q2FY16

Assets acquired during the quarter at ₹109 Cr (Q1FY16 ₹61 Cr)

JM ARC share in total AUM at ₹ 1,266 Cr (June 2015 ₹ 1,473 Cr)

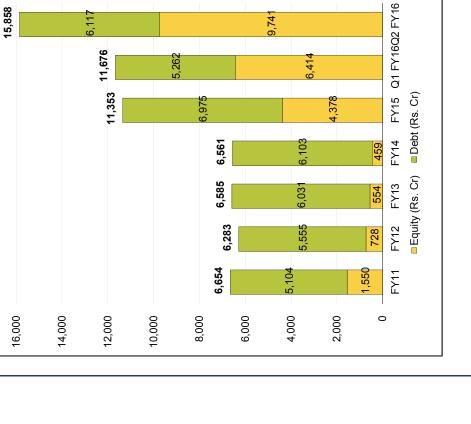
AUM at ₹ 8,493 Cr (June 2015 ₹ 8,444 Cr)

Assets Redeemed during the quarter at ₹ 60 Cr (Q1FY16 ₹ 15 Cr)

28

Asset Management

- One of the well capitalized and profitable AMC in the industry
- AUM as on Sep 15 for Alternative Asset Management
- PE fund 640 Cr
  RE fund 260 Cr
  Total 900 Cr



## As on September 30, 2015

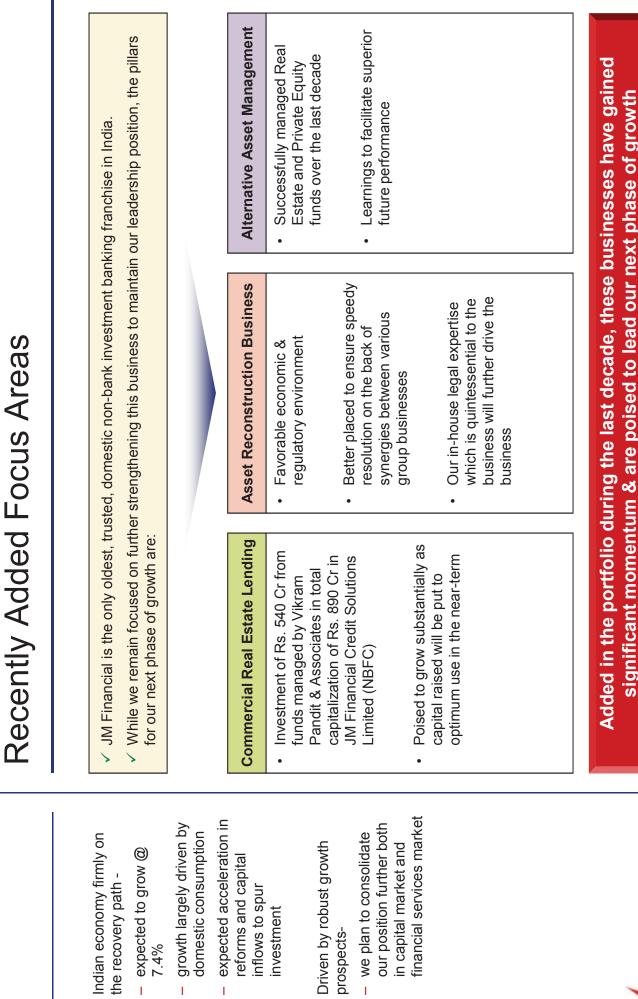
Significant increase in AUM – CAGR 24.49%

- Cuarterly Average AUM (QAAUM): INR 15,858 Cr
- Rank (QAAUM): 17 among 43 Mutual Funds
- Market Share: 1.21%

### Reach

- Servicing and Investor base of around
   180,000 through 18 branches and 81 Investor Service Centres
- 15 schemes categorized under Long Term Debt, Short Term Debt, Balance, Equity Arbitrage and Equity



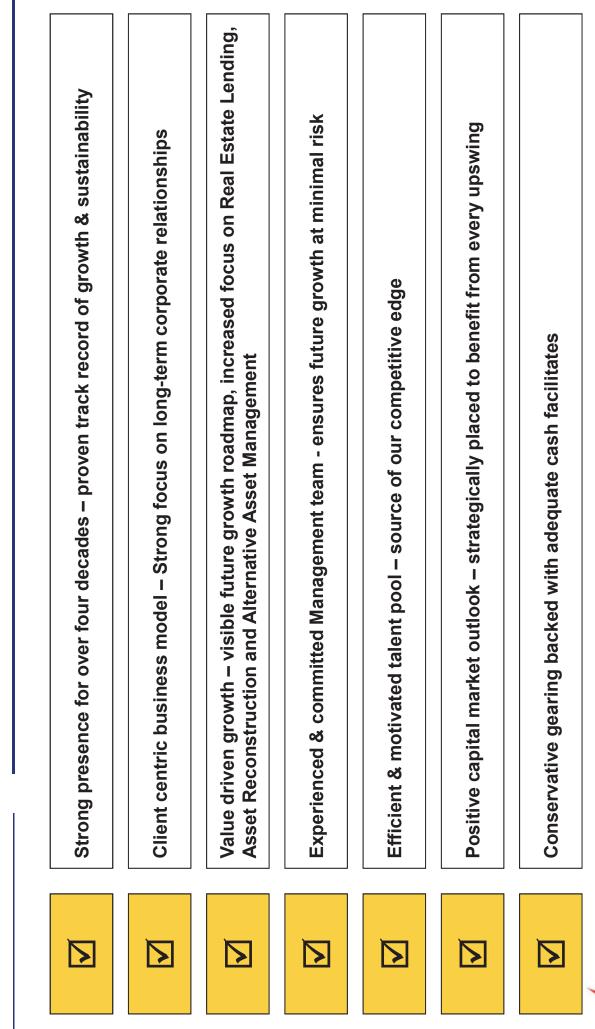


	Effec	Effective Risk Management Framework
<ul> <li>Risk management given paramount importance</li> </ul>	~	Robust risk management architecture encompassing independent identification, measurement and management of risk across various businesses of the Group
<ul> <li>Risk management embedded in the business processes</li> </ul>		
<ul> <li>Effective and adequate internal controls</li> </ul>	7	Effective systems, processes and adequate review mechanism to actively monitor, manage and mitigate risks
	ო	Monthly risk meetings of all businesses with Group Risk Committee
	4	Report of top risks and risk event update periodically placed before the Board of Directors
	Ŋ	Independent Internal Audit firms appointed to review and report on the business processes and policies in all operating companies of the Group
		2



<ul> <li>JM Financial Foundation drives our community engagement initiatives that focus on –</li> <li>Education – special focus on girl child education</li> <li>Healthcare</li> </ul>	<ul> <li>Entrepreneurship promotion</li> <li>Vocational Training</li> <li>Women empowerment</li> <li>Disaster Relief</li> </ul>	<ul> <li>JM Financial Foundation Walkathon –</li> <li>annual event where our clients &amp; employees pledge their support for the under- privileged</li> </ul>	<ul> <li>fund-raiser inviting contributions towards the various causes supported by JM Financial Foundation</li> </ul>	<ul> <li>Employee volunteering at JM Financial –</li> <li>Sparsh - Employees aid the lesser privileged aged members of society and mentor children</li> </ul>	<ul> <li>Project Drishti - contributing glossy magazines used for preparing reading and learning material in Braille</li> </ul>	<ul> <li>Joy of Giving week – Joy boxes, Blood donation camps &amp; Paraplegic Foundation</li> </ul>
<ul> <li>At JM Financial, CSR extends beyond a statutory obligation</li> </ul>	<ul> <li>Firm belief in strengthening and uplifting the lesser privileged communities</li> </ul>					

Community Engagement

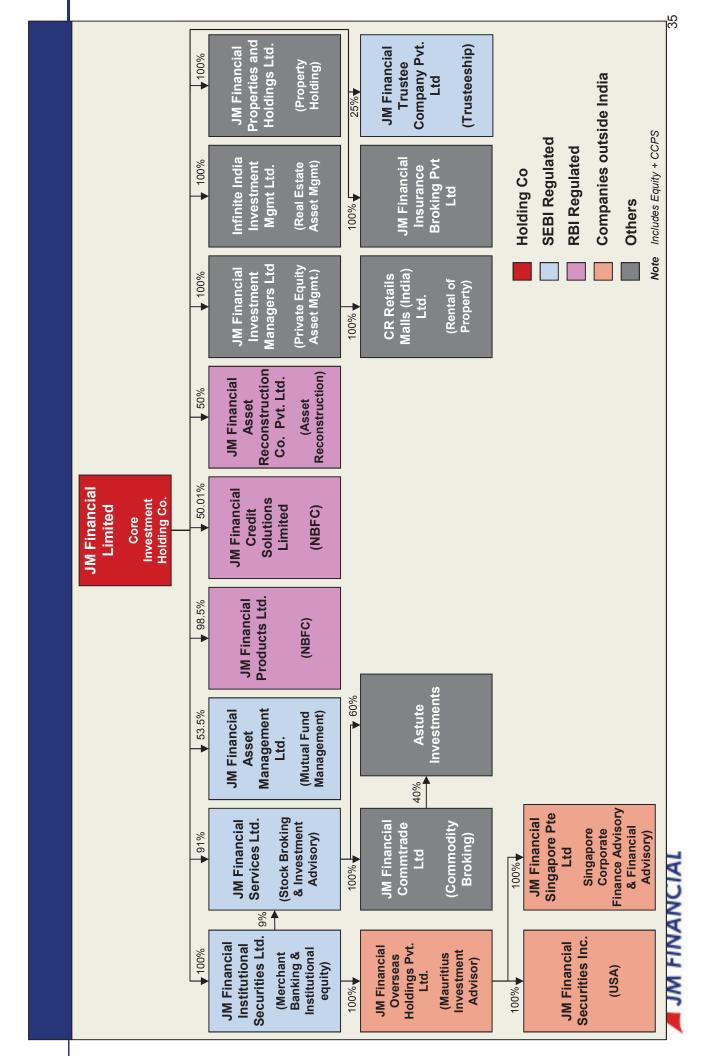


# Key Takeaways



## Appendix

information contained herein is your responsibility alone and JM Financial Limited (hereinafter referred as JM Financial) and its subsidiaries or their employees or employees shall not in any way be responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this The content of this document are for information purposes only and does not construe to be any investment advice. Any action taken by you on the basis of the directors, associates will not be liable in any manner for the consequences of such action taken by you. We have taken due care regarding authenticity of the information contained herein, but do not represent that it is accurate or complete in all respect. JM Financial or any of its subsidiaries or associates or their document. The recipients of this document should rely on their own judgement while taking any action based on the information provided herein. JM Financial Limited its Subsidiaries & Associates



JM Financial Limited – Shareholding Pattern

Share holding pattern – as on September 30, 2015	on September 30,
Name of the Shareholder	% Shareholding
Promoter & Promoter Group	65.65%
Foreign Institutional Investors	13.75%
Mutual funds / UTI	2.99%
Financial Institutions / Banks	0.01%
Non-Institutions	17.60%
Public Shareholding	34.35%

Public holding of more than 1% of total number of shares – as on September 30, 2015	% of total number nber 30, 2015
Name of the Shareholder	% Shareholding
Morgan Stanley Asia (Singapore) Pte	7.92%
IDFC Premier Equity Fund	2.99%
Azim Hasham Premji	2.77%
Valiant Mauritius Partners Ltd & Associates	3.31%
Vikram Shankar Pandit	1.48%
Total Shareholding	18.47%



Key Milestones



The Board of Directors JM Financial Limited Mumbai

### Limited Review Report of the Consolidated Financial Results of JM Financial Limited, its Subsidiaries, Associates and Partnership Firm

### INTRODUCTION

1 We have reviewed the accompanying statement of unaudited Consolidated Financial Results (CFR) of JM Financial Limited ('the Company') and its Subsidiaries and Associates ('the Group') for quarter/half year ended September 30, 2015, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been reviewed by us, which has been initialed by us for identification purpose. This statement is the responsibility of the Company's management and has been approved by the Board of Directors. The CFR have been prepared on the basis of separate financial statements and other financial information regarding components. Our responsibility is to issue a report on these un-audited CFR based on our review.

### SCOPE OF REVIEW

- 2 We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India (ICAI). This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of Company personnel and an analytical procedure applied to financial data and thus provides less assurance than an audit. We have not performed an audit; accordingly we do not express an audit opinion
- 3 The CFR of the Group have been prepared by the management in accordance with the requirements of Accounting Standard (AS) 21, Consolidated Financial Statements and Accounting Standard (AS) 23, Accounting for Investments in Associates in Consolidated Financial Statements notified by the Companies (Accounting Standards) Rules, 2015
- 4 Inter unit/company transactions have been eliminated based on information provided by the management
- 5 Included in this CFR, are revenues of Rs. 74,807.53 Lacs for the half year ended September 30, 2015, capital employed of Rs. 2,70,337.21 Lacs and assets of Rs. 8,22,678.61 Lacs as on the said date of 8 subsidiaries, which have not been reviewed by us. Other auditors have reviewed these, whose reports have been furnished to us, and our opinion, in so far as it relates to the amounts included in respect of these entities, is based solely on reports of those respective auditors
- 6 Included in this CFR are revenues of Rs. 2,526.12 Lacs for the half year ended September 30, 2015, capital employed of Rs. 31,484.49 Lacs and assets of Rs. 47,198.90 Lacs as on the said date of 5 subsidiaries and 1 partnership firm and Rs. 543.27 Lacs being share in profits of an associate for the quarter/half year ended September 30, 2015, which are based on Management Certified Results and which are subject to consequential adjustments, if any, arising out of reviews by respective auditors



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### CONCLUSION

7 Based on our review conducted as above and read with paragraphs 4 and 6 above, nothing has come to our notice that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with Accounting Standards referred to in Section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules 2014 and other recognized accounting practices and policies, has not disclosed the information required to be disclosed in terms of clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement

MRC

Place: Mumbai Date: 29<sup>th</sup> October, 2015 For **Khimji Kunverji & Co** Chartered Accountants Firm Registration Number : 105146W

Assedhig

Hasmukh B Dedhia Partner (F -33494)

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### Limited Review Report

The Board of Directors JM FINANCIAL LIMITED Mumbai

### INTRODUCTION

We have reviewed the accompanying statement of un-audited financial results of JM FINANCIAL LIMITED ('the Company') for the quarter/ half year ended September 30, 2015 except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been reviewed by us, which has been initialed by us for identification purpose. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these un-audited financial results based on our review

### SCOPE OF REVIEW

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India (ICAI). This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of Company personnel and an analytical procedure applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion

### CONCLUSION

Based on our review conducted as above, nothing has come to our notice that causes us to believe the accompanying statement of un-audited financial results prepared in accordance with accounting standards referred to in Section 133 of the Companies Act, 2013 and other recognized accounting practices and policies, has not disclosed the information required to be disclosed in terms of clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement

MRC

Place: Mumbai Date: 29<sup>th</sup> October, 2015 For Khimji Kunverji & Co Chartered Accountants (Registration Number : 105146W)

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Hasmukh B Dedhia Partner (F-33494)

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