## JM FINANCIAL

## JM FINANCIAL LIMITED

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


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

| A | PARTICULARS OF SHAREHIOLDING |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Public shareholding |  |  |  |  |  |  |
|  | 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) |  |  |  |  |  |  |


| B INVESTOR COMPLAINTS | Quarter Ended 30th September, 2015 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pending at the beginning of the quarter | 0 |  |  |  |  |
| Received during the quarter | 0 |  |  |  |  |
| Disposed off during the quarter | 0 |  |  |  |  |
| Remaining unresolved at the end of the quarter | 0 |  |  |  |  |

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

SEGMENTWISE DETAILS ON CONSOLIDATED BASIS FOR THE QUARTER AND HALF YEAR ENDED $30 T H$ SEPTEMBER, 2015

| Particulars | Quarter Ended |  |  | Half year ended |  | Rupces in Lakh <br> Year Ended 31.03.2015 <br> Audited |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unaudited | 30.06.2015 | 30.09.2014 | 30.09.2015 | 30.09.2014 |  |
|  |  | Unaudited | Unaudited | Unaudited | Unaudited |  |
| A Investment banking and securitics business |  |  |  |  |  |  |
| B Fund hased activities | 25,839.82 | 12,407.22 | 15,054,34 | 24,269.19 | 25,883.56 | 52,193.27 |
| C Alternative assel management | $25,239.82$ | 24,131.33 | 20,364.00 | 49,371.15 | 34,612.49 | $80,621.16$ |
| D Asset management | 252.58 | 290.17 | 957.25 | 542.75 | 1,410.91 | 2,743.78 |
| E. Others | 2,456.24 | 1,466.57 | 1,069.58 | 3,922.81 | 1,772.27 | 4,675.43 |
| Total Segment Revenue | 2,505.37 | 10,149.33 | 9,065.35 | 12,654.70 | 10,606.93 | 13,917.01 |
| Less: Inter - segmental revenue | $\begin{aligned} & 42,315.98 \\ & (2,153.91) \end{aligned}$ | $48,444.62$ | 46,510.52 | 90,760.60 | 74,286.16 | 1,54,150.65 |
| Total Revenue | 40,162.07 |  | $(8,787.72)$ | $(12,296.36)$ | $(9,923.86)$ | $(13,846.23)$ |
|  | 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 activaties |  | 2,274.37 | 4,520.84 | 4,447.37 | 6,693.21 | 12,398.82 |
| C Alternative asset management | $12,662.67$ 40.71 | $11,619.40$ 79.49 | 7,639.28 | 24,282.07 | 12,813.90 | 34,743.56 |
| D Asset management | 1.759 .53 | 79.49 | 688.89 | 120.20 | 922.21 | 1,494.69 |
| E Others | $1,759.53$ 118.77 | 816.70 | 513.95 | 2,576.23 | 648.02 | 1,781.29 |
| Total Results | 118.77 16.754 .68 | (207.24) | 370.67 | (88.47) | 1,035.73 | 1,272.86 |
|  | 16,754.68 | 14,582.72 | 13,733.63 | 31,337.40 | 22,113.07 | 51,691.22 |
| Segment Capital Employed |  |  |  |  |  |  |
| A Investment banking and securities business | 57,028.40 |  |  |  |  |  |
| B Fund based activities | 2,32,615.61 | 2,22,859.15 | 1,17,379.90 |  |  | 59,988.17 |
| C Alternative asset management | 8,020.77 | $2,22,859.5$ $8,532.59$ | $1,17.379 .90$ $7,233.29$ | $2,32,615.61$ $8,020.77$ | 1,17,379.90 | 2,10,417.14 |
| D Asset management | 15,834.54 | 14,429.58 | $7,233.29$ $12,692.25$ | $8,020.77$ $15,834.54$ | 7,233.29 | 8,472.09 |
| F. Unallocated | 16,909.21 | 16,109.20 | $12,692.25$ $47,791.39$ | $15,834.54$ $16,909.21$ | 12,692.25 | 13,758.03 |
| Total Capital Employed | 3,30,408.53 | 3,20,447.93 | 2,42,319.72 | 16,909.21 | 47,791.39 | 16,596.05 |
|  |  |  | 2,42,319.72 | 3,30,408.53 | 2,42,319,72 | 3,09,231.48 |



STAND-ALONE FINANCIAL RESULTS
PART I - STATEMENT OF STAND-ALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 3OTH SEPTEMBER, 2015

|  |  |  |  |  |  |  | Rupres in Lakh |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sr. |  |  | Quarter Ended |  | Half yea | 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 | Inaudited | Unaudited | Audited |
| 1 | Income from operations |  |  |  |  |  |  |
|  | (a) Dividend | 552.48 | 8,30482 | 7,350,04 | 8,85730 | 7,350.04 | 7.43973 |
|  | (b) Other operating income | 1,03566 | 95461 | 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 |
| 6 | Finance costs | 808.66 | 660.01 | 24.57 | 1,468.67 | 32.10 | 758.54 |
| 7 | 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 |
| 8 | Tax expense | 533 | (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 |
| 10 | Extraordinary items | - | - | - | - | - | - |
| 11 | 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 | 7.88710 | 7,593.49 | 7,837.24 |
| 13 | Reserves excluding revaluation reserves |  |  |  |  |  | $1,56,48121$ |
| 14 | Earning Per Share (EPS) |  |  |  |  |  |  |
|  | Basic EPS (in Re.) (Not annualised) | 0.06 | 1.01 | 0.98 | 1.07 | 1.01 | 1.02 |
|  | Diluted EPS (in Re.) (Not annualised) | 0.06 | 1.01 | 0.96 | 1.07 | 0.99 | 1.00 |

PART II - SELECT INFORMATION FOR THE QUARTER AND HALF YEAR ENDED 30TH SEPTEMBER, 2015
A PARTICULARS OF SHAREHOLDING
15 Public shareholding

| 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) |  |  |  |  |  |  |
| omoters and promoter group shareholding Pledged / Encumbered |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| No. of shares | Nil | Nil | Nil | Nil | Nil | Nil |
| Percentage of shares (\%) | - | - | - | - | - | - |
| 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 (\%) (as a \% of total shareholding of promoter and promoter group) | $100.00 \%$ | 100,00\% | $100.00 \%$ | $10000 \%$ | 100,00\% | 100.00\% |
| Percentage of holding (\%)* | 65.65\% | $65.69 \%$ | $68.19 \%$ | 65.65\% | 68.19\% | 66.07\% | Percentage of holding (\%)

(as a \% of total share capital of the Company)

B INVESTOR COMPLAINTS
Quarter Ended 30th September, 2015
Pending at the beginning of the quarter
0
Received during the quarter
0
Disposed off during the quarter
Remaining unresolved at the end of the quarter
0

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



## STATEMENT OF ASSETS AND LIABILITIES

Rupees in lakh

## Particulars

## EQUITY AND LIABILITIES

## Shareholders' funds

(a) Share Capital
(b) Reserves and Surplus
(c) Capital Reserve on Consolidation
(d) Minority Interest

## Non-current liabilities

(a) Long-term borrowings
(b) Deferred tax liabilities (net)
(c) Other long-term liabilities
(d) Long-term provisions

## Current liabilities

(a) Short-term borrowings
(b) Trade payables
(c) Other current liabilities

Current maturities of long term borrowings Others
(d) Short-term provisions

## Total

## ASSETS

Non-current assets
(a) Fixed assets
(b) Goodwill on consolidation
(c) Non-current investments
(d) Long-term loans and advances
(e) Other non-current assets

## Current assets

(a) Current investments
(b) Debt securities held as stock in trade
(c) Assets held for arbitrage activities
(d) Trade receivables
(e) Cash and bank balances
(f) Short-term loans and advances
(g) Other current assets


| Consolidated |  | Stand-alone |  |
| :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { As at } \\ 30.09 .2015 \end{gathered}$ | $\begin{gathered} \text { As at } \\ \text { 31.03.2015 } \end{gathered}$ | $\begin{gathered} \text { As at } \\ 30.09 .2015 \end{gathered}$ | $\begin{gathered} \text { As at } \\ 31.03 .2015 \end{gathered}$ |
| 7.887.10 | 7,837.24 | 7.887.10 | 7.837.24 |
| 2.55 .366 .34 | 2,36.732.98 | 1.66,385.78 | 1,56,481.21 |
| 17.469.16 | 9.726 .73 | - | - |
| 60,211.74 | 65.460.34 | - | - |
| 3.40,934.34 | 3,19,757.29 | 1,74,272.88 | 1,64,318.45 |
| 1,06,388.37 | 26,137.18 | 12.84 | 21.85 |
| 8,679.93 | 8,731.13 | 10,982.13 | 11,003.28 |
| 270.00 | 270.00 | 100.00 | 100.00 |
| 6,001.28 | 5,516.01 | 21.78 | 20.51 |
| 1,21,339.58 | 40,654.32 | 11,116.75 | 11,145.64 |
| 4,06,164.61 | 4,15,143.36 | 35,129.10 | 12,187.87 |
| 30,610.84 | 20.839 .37 | 84.21 | 103.38 |
| 29.688 .42 | 30,859.90 | - | - |
| 13.024 .12 | 13.753.00 | 607.07 | 746.77 |
| 942.88 | 9,479.17 | 114.56 | 6,364.89 |
| 4,80,430.87 | 4.90.074.80 | 35,934.94 | 19.402 .91 |
| 9,42,704.79 | 8,50,486.41 | 2,21,324.57 | 1,94,867.00 |


| $34,117.87$ | $34,178.83$ | 183.23 | 205.22 |
| ---: | ---: | ---: | ---: |
| $10,525.81$ | $10,525.81$ | - | - |
| $47,638.04$ | $48,199.90$ | $1,75,661.30$ | $1,66,161.30$ |
| $4,02,213.75$ | $3,07,099.00$ | $16,333.99$ | $16,219.85$ |
| - | - | 665.88 | 362.15 |
| $4,94,495.47$ | $4,00,003.54$ | $1,92,844.40$ | $1,82,948.52$ |


| $40,486.01$ | $15,768.29$ | $1,157.81$ | - |
| ---: | ---: | :---: | :---: |
| $12,987.45$ | $35,900.76$ | - | - |
| $41,630.72$ | - | - | - |
| $24,395.30$ | 22.668 .46 | - | - |
| $33,364.02$ | $83,287.13$ | 336.78 | $3,321.84$ |
| $2.62,323.72$ | $2,90,881.57$ | 25.494 .22 | 7.578 .62 |
| $33,022.10$ | $1,976.66$ | $1,491.36$ | $1,018.02$ |
| $4,48,209.32$ | $4,50,482.87$ | 28.480 .17 | 11.918 .48 |
| $\mathbf{9 , 4 2 , 7 0 4 . 7 9}$ | $\mathbf{8 , 5 0 , 4 8 6 . 4 1}$ | $\mathbf{2 , 2 1 , 3 2 4 . 5 7}$ | $\mathbf{1 , 9 4 , 8 6 7 . 0 0}$ |



## Notes:

1) 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., www.jmfl.com and websites of BSE Limited and National Stock Exchange of India Limited viz., www.bseindia.com and www.nseindia.com respectively.
Key stand-alone financial information is given below:

| Rupees in Lakh |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Particulars | Quarter Ended |  |  | Half year ended |  | Year Ended |
|  | $\mathbf{3 0 . 0 9 . 2 0 1 5}$ | $\mathbf{3 0 . 0 6 . 2 0 1 5}$ | $\mathbf{3 0 . 0 9 . 2 0 1 4}$ | $\mathbf{3 0 . 0 9 . 2 0 1 5}$ | $\mathbf{3 0 . 0 9 . 2 0 1 4}$ | $\mathbf{3 1 . 0 3 . 2 0 1 5}$ |
|  | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | 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.



Nimesh Kampani
Chairman \& Managing Director
(DIN: 0000907I)

## 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 $15-\mathrm{H} 1$
> Total income increased by 22 \% to Rs. 784.64 crore from Rs. 643.62 crore
> Profit before tax increased by $\mathbf{4 2 \%}$ 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 $\mathbf{5 \%}$ to Rs. 401.62 crore from Rs. 383.02 crore
> Profit before tax increased by $\mathbf{1 5 \%}$ 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."

PRESS RELEASE
For Immediate Release

Corporate Identity Number L67120MH1986PLC038784

## 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.

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 www.jmfl.com

## 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

Corporate Communications
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## Manish Sheth

Group Chief Financial Officer
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## 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.


## Safe Harbour


Accelerated Pace of Growth
Expanding latitude year on year

| - | NBFC (Real Estate Lending, Debt |
| :--- | :--- |
|  | Trading and Corporate Financing) |
| - | Asset Reconstruction |
| - | International Expansion in advisory |
| business |  |


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| N N 1 - - |
| :---: |


| ¢ <br> $\stackrel{1}{1}$ <br> $\stackrel{1}{0}$ <br> 1 |
| :---: |



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 performance vs. Indices |  |  |
| :--- | :---: | :---: |
| Stock / Index | 12-M | $3-Y$ |
| JMFL | $-4 \%$ | $163 \%$ |
| CNX 500 | $5 \%$ | $52 \%$ |
| CNX Smallcap | $9 \%$ | $58 \%$ |
| CNX Bank | $4 \%$ | $55 \%$ |
| CNX Finance | $7 \%$ | $57 \%$ |

## Delivering Value



Delivering consistent superior returns to - Stock trading at a P/E of around $8.7 x$ vs. peer avg of $16.9 x$ and a P/B of $1.3 x$ vs. peer avg of around $2.3 x$

- Continued focus on
maximizing shareholders' return
JM financial


| ₹ Cr | H1 FY16 | H1 FY15 | YoY |
| :---: | :---: | :---: | :---: |
| 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 | 9 | 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

| Segment revenue | H1 FY16 | H1 FY15 | YoY |
| :---: | :---: | :---: | :---: |
| Investment banking and securities business | 243 | 259 | (6\%) |
| Fund based activities | 494 | 346 | 43\% |
| Alternative asset management | 5 | 14 | (62\%) |
| Asset management | 39 | 18 | 121\% |
| Others | 127 | 106 | 19\% |
| Total Segment Revenue | 908 | 743 | 22\% |
| Less: Inter - segmental revenue | 123 | 99 | (24\%) |
| Total Revenue | 785 | 644 | 22\% |
| Segment PAT | H1 FY16 | H1 FY15 | YoY |
| Investment banking and securities business | 31 | 44 | (30\%) |
| Fund based activities | 128 | 89 | 44\% |
| Alternative asset management | 1 | 7 | (88\%) |
| Asset management | 11 | 4 | 193\% |
| Others | -1 | 6 | (124\%) |
| Total | 170 | 151 | 13\% |

[^0]JM FINANCIAL




JM FINANCIAL
₹ Cr
Gross Revenue

Sub-brokerage

## Net Revenue

Employee cost
Operating cost
Finance cost
Depreciation
Profit before tax
Profit after tax
Profit after tax
Minority interest / Associate
Net Consolidated profit
JM FINANCIAL

| Segment revenue | Q2 FY16 | Q1 FY16 | QoQ | Q2 FY15 | YoY |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Investment banking and securities business | 119 | 124 | $(4 \%)$ | 151 | $(21 \%)$ |
| Fund based activities | 252 | 241 | $5 \%$ | 204 | $24 \%$ |
| Alternative asset management | 3 | 3 | $(13 \%)$ | 9 | $(74 \%)$ |
| Asset management | 25 | 15 | $67 \%$ | 11 | $130 \%$ |
| Others | 25 | 102 | $(75 \%)$ | 91 | $(72 \%)$ |
| Total Segment Revenue | $\mathbf{4 2 3}$ | $\mathbf{4 8 4}$ | $(13 \%)$ | $\mathbf{4 6 5}$ | $\mathbf{- 9 \%}$ |
| Less: Inter - segmental revenue | 22 | 101 | $(79 \%)$ | 88 | $(75 \%)$ |
| Total Revenue | $\mathbf{4 0 2}$ | $\mathbf{3 8 3}$ | $\mathbf{5 \%}$ | $\mathbf{3 7 7}$ | $\mathbf{6 \%}$ |
|  |  |  |  |  |  |
| Segment PAT | $\mathbf{Q 2 ~ F Y 1 6}$ | Q1 FY16 | QoQ | Q2 FY15 | YoY |
| Investment banking and securities business | 15 | 16 | $(8 \%)$ | 30 | $(50 \%)$ |
| Fund based activities | 74 | 54 | $37 \%$ | 52 | $\mathbf{4 2 \%}$ |
| Alternative asset management | 0 | 1 | $(53 \%)$ | 6 | $(95 \%)$ |
| Asset management | 8 | 4 | $107 \%$ | 3 | $155 \%$ |
| Others | 1 | -2 | $(130 \%)$ | 2 | $(62 \%)$ |
| Total | $\mathbf{9 7}$ | $\mathbf{7 2}$ | $\mathbf{3 4 \%}$ | $\mathbf{9 2}$ | $\mathbf{5 \%}$ |

## JM FINANCIAL


Summary Balance Sheet

| ₹ $\mathbf{C r}$ | As at <br> September 30, 2015 | As at <br> 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 | $\mathbf{9 , 3 2 2}$ | $\mathbf{8 , 4 0 0}$ |
| Assets |  |  |
| Loan book | 6,118 | 5,388 |
| Investment and Treasury fund | 1,666 | $\mathbf{1 , 4 7 2}$ |
| Arbitrage and trading book | 546 | $\mathbf{3 5 9}$ |
| Other assets | 992 | $\mathbf{1 , 1 8 1}$ |
| TOTAL | $\mathbf{9 , 3 2 2}$ | $\mathbf{8 , 4 0 0}$ |

JM FINANCIAL
Investment Banking

| Offerings |
| :--- |
| - Full service investment bank with over four |
| decades of experience and leadership in |
| M\&A and Capital Markets, focused on - |
| capital raising, mergers \& acquisitions, |
| private equity and debt raising for Indian |
| Corporates in domestic and international |
| capital markets |


| Recognition |
| :--- |
| - Awarded a number of recognitions over the |
| years from Euromoney and Finance Asia. |
|  |
| 'India Deal of the Year (Large Markets)' at |
| recently conducted M\&A Atlas Awards |

Landmark transactions in the recent past -
Foliage

| Sole Sell-Side |
| :--- |
| Financial Advisor |
| Value not disclosed |


Source: JM Financial deal database, Merger Market data as of December 31, 2014

1. JM Financial and Morgan Stanley deals include transactions advised in JV between CY2001-2007

M\&A Market Leader

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

Acted as selling broker to the Offer for Sale by Indian Oil Corporation Limited - Rs.9,396 crore


Worldwide institutional reach - dominant global \& әs!чэиедџ ןeuounnu!!su! ןeכo|
Average daily turnover in
Q2FY16-Rs. 2,179 Cr
u! ヨSN uo әлецs łәулеш Q2FY16-0.76\%
Extensive research coverage - over 170 companies
Around 7,650 active IFDs in 111 cities




Strong growth potential driven by healthy fundamentals -- Loan book - Rs. 6,118 Cr

- Net Interest Margin - 8.31\%

$$
\begin{aligned}
& \text { Gross NPA at } 0.8 \%-\text { Rs. } \\
& 47.13 \mathrm{Cr}(\text { Net NPA at } 0.6 \% \\
& \text { - Rs. } 36.85 \mathrm{Cr} \text { ) }
\end{aligned}
$$

Borrowing Profile



## :Бu!̣ел ұqәр шıәъ Биоך $\exists 78 \forall \perp$ S $\forall \forall$ רISIとつ <br> ICRA AA STABLE

## Short term debt rating: CRISIL A1+ ICRA A1+

 Business strength coupled with visible future growth \& long-term sustainability facilitate minimal debt servicing riskGroup Borrowing \& ALM committee meets regularly to -
review the ALM profile of the Group
Asset Reconstruction


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

| As on September 30, 2015 |
| :--- |
| - Quarterly Average AUM (QAAUM): INR |
| $15,858 \mathrm{Cr}$ |
| - Rank (QAAUM): 17 among 43 Mutual Funds |
| - Market Share: $1.21 \%$ |
| Reach |
| - Servicing and Investor base of around |
| $\mathbf{1 8 0 , 0 0 0}$ through 18 branches and 81 Investor |
| Service Centres |
| - 15 schemes categorized under - Long Term |
| Debt, Short Term Debt, Balance, Equity |
| Arbitrage and Equity |
|  |

## Asset Management



One of the well capitalized and profitable AMC in the industry

AUM as on Sep 15 for Alternative Asset Management

## 10 006 1 0092 1 0079 <br> PE fund <br> RE fund <br> Total

Recently Added Focus Areas

| $\checkmark$ JM Financial is the only oldest, trusted, domestic non-bank investment banking franchise in India. |
| :--- | :--- |
| $\checkmark$ While we remain focused on further strengthening this business to maintain our leadership position, the pillars |
| for our next phase of growth are: |


| Alternative Asset Management |
| :--- |
| - Successfully managed Real |
| Estate and Private Equity |
| funds over the last decade |
| - Learnings to facilitate superior |
| future performance |
|  |


| Asset Reconstruction Business |
| :--- |
|  |
| regulatory environment |
| - Better placed to ensure speedy |
| resolution on the back of |
| synergies between various |
| group businesses |
| - Our in-house legal expertise |
| which is quintessential to the |
| business will further drive the |
| business |


| Commercial Real Estate Lending |
| :--- |
| - Investment of Rs. 540 Cr from |
| funds managed by Vikram |
| Pandit \& Associates in total |
| capitalization of Rs. 890 Cr in |
| JM Financial Credit Solutions |
| Limited (NBFC) |
| - Poised to grow substantially as |
| capital raised will be put to |
| optimum use in the near-term |
|  |

Added in the portfolio during the last decade, these businesses have gained
significant momentum \& are poised to lead our next phase of growth

| - JM Financial Foundation drives our community engagement initiatives that focus on - |
| :--- | :--- |
| - Education - special focus on girl child education |
| - Healthcare |
| - Entrepreneurship promotion |
| - Vocational Training |
| - Women empowerment |
| - Disaster Relief |
| - JM Financial Foundation Walkathon - |
| - annual event where our clients \& employees pledge their support for the under- |
| $\quad$ privileged |
| - fund-raiser inviting contributions towards the various causes supported by JM |
| $\quad$ Financial Foundation |
| - Employee volunteering at JM Financial - |
| - Sparsh - Employees aid the lesser privileged aged members of society and mentor |
| children |
| - Project Drishti - contributing glossy magazines used for preparing reading and |
| $\quad$ learning material in Braille |
| - Joy of Giving week - Joy boxes, Blood donation camps \& Paraplegic Foundation |

## Community Engagement

sКемеәуе $\perp$ Кәу
Strong presence for over four decades - proven track record of growth \& sustainability
Client centric business model - Strong focus on long-term corporate relationships
Value driven growth - visible future growth roadmap, increased focus on Real Estate Lending,
Asset Reconstruction and Alternative Asset Management
Experienced \& committed Management team - ensures future growth at minimal risk

| Efficient \& motivated talent pool - source of our competitive edge |
| :--- |
| Positive capital market outlook - strategically placed to benefit from every upswing |
| Conservative gearing backed with adequate cash facilitates |


JM Financial Limited - Shareholding Pattern

| Share holding pattern - as on September 30, |
| :---: |
| 2015 |


| Name of the Shareholder \% Shareholding |
| :--- |
| Promoter \& Promoter |

Promoter \& Promoter $\quad 65.65 \%$
Group
Foreign Institutional 13.75\%
Investors

| Mutual funds / UTI | $2.99 \%$ |
| :--- | :--- |
| Financial Institutions / <br> Banks | $0.01 \%$ |
| Non-Institutions | $17.60 \%$ |
| Public Shareholding | $34.35 \%$ |

Key Milestones

| - Announced partnership in Real Estate NBFC with an investment made by Mr. Vikram Pandit <br> - Expanding business in International Jurisdictions <br> - Commenced Asset reconstruction Business <br> - Expanded operations in Fixed Income business <br> - Managed India's first IDR issue |
| :---: |
| - Separation from Morgan Stanley in joint venture <br> - Continues to lead the Indian Investment Banking / financial services industry as a $100 \%$ Indian Company <br> - Acquired ASK Securities (renamed as JM Financial Institutional Securities), a institutional securities firm <br> - Launch of Real Estate Fund |
| - Manages India's first IPO through book building <br> - Records three firsts in India - first Indian dual tranche FCCB issue, first billion dollar IPO, first conditional IPO <br> - Launch of Private Equity Fund |


| 2008- |
| :---: |
| till date |



## 2002-2006

 banking and securities business- Emergence of JM Morgan Stanley Private Limited (JMMS), a joint venture, between JM Financial and Morgan Stanley, for investment
banking and securities business

| - JMFICS introduces equity warrants in the Indian Capital Markets |
| :--- |
| - JM Financial is listed on the Bombay, Ahmedabad and Delhi Stock Exchanges |
| - JMFICS introduces Deep Discount Bond in Indian Capital Markets |
| - JMFICS managed four transactions of securities offerings in excess of Rs. 100 crores each, a size unmatched till then in Indian markets |
| - JM Financial Asset Management, first private sector mutual fund commenced operations |
| - Tie up with CSFB, S. G. Warburg \& Co. Morgan Grenfell and DZ, British Investment Banks on informal basis |

[^1]- JMFICS files first offer document for listing securities of an Indian client with FSA, London - JMFICS is the first to introduce fully convertible debentures in Indian Capital Markets - JM Financial \& Investment Consultancy Services Pvt. Ltd. (JMFICS), JM Financial's promoter company established in Mumbai


# Khimji Kunverji \& Co 

(Registered)

Chartered Accountants

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


[^2]
## Khimji Kunverji \& Co

## 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

|  | For Khimji Kunverji \& Co <br> Chartered Accountants <br> Firm Registration Number : 105146W |
| :--- | :--- |
| Place: Mumbai |  |
| Date: $29^{\text {th }}$ October, 2015 | Hasmukh B Dedhia <br> Partner (F -33494) |

[^3]
# 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

Place: Mumbai
Date: $29^{\text {th }}$ October, 2015

For Khimji Kunverji \& Co
Chartered Accountants
(Registration Number: 105146W)


Hasmukh B Dedhia
Partner (F-33494)

[^4]Suite 52, Bombay Mutual Building, Sir Phirozshah Mehta Road, Fort, Mumbai 400 001, India


[^0]:    JM FINANCIAL

[^1]:    - JM Financial (holding company) was incorporated to engage in the business of stock broking and securities
    - Regional office set up in Delhi

[^2]:    Sunshine Tower, Level 19, Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013, India T: +912261437333 E: info@kkc.in W: www.kkc.in

[^3]:    Sunshine Tower, Level 19, Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013, India T: +91 2261437333 E : info@kkc.in W: www.kkc.in

[^4]:    Sunshine Tower, Level 19, Senapati Bapat Marg, Elphinstone Road, Mumbai 400 013, India
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